					NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPGR	ADE PRICE						
BAND	sкu	DESCRIPTION	Model Sub sku	EMC LIST PRICE USD	CATEGORY CODE	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	100-100206-AM	SEL AS ProbeSW-024 Lic Mnth		\$23.08	K	31%	\$15.93	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-100207-AM	SEL AS ProbeSW-032 Lic Mnth		\$30.77	K	31%	\$21.23	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-100208-AM	SEL AS ProbeSW-192 Lic Mnth		\$190.77	K	31%	\$131.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-100209-AM	SEL AS ProbeSW-256 Lic Mnth		\$255.38	K	31%	\$176.21	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-100210-AM	SEL AS ProbeSW-336 Lic Mnth		\$335.38	K	31%	\$231.41	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-100211-AM	SEL AS ProbeSW-384 Lic Mnth		\$381.54	K	31%	\$263.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-100212-AM	SEL AS ProbeSW-528 Lic Mnth		\$526.15	K	31%	\$363.04	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-100213	SEL SW ProbeVM-001 vSphere Lic		\$1,644.62	K	31%	\$1,134.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-100213-AM	SEL AS ProbeVM-001 Lic Mnth		\$12.31	K	31%	\$8.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-100213-SM	SEL SS ESX-001 Host MSub		\$104.62	K	31%	\$72.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-100214-AM	SEL AS ProbeVM-010 Lic Mnth		\$132.31	K	31%	\$91.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-100215-AM	SEL AS ProbeVM-050 Lic Mnth		\$664.62	K	31%	\$458.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-100216	SEL SW ProbeVM-100 vSphere Lic		\$164,492.31	K	31%	\$113,499.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-100216-AM	SEL AS ProbeVM-100 Lic Mnth		\$1,329.23	K	31%	\$917.17	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-100216-SM	SEL SS ESX-100 Host MSub		\$10,413.85	K	31%	\$7,185.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-100217-AM	SEL AS ProbeVM-500 Lic Mnth		\$6,646.15	K	31%	\$4,585.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-100288	SEL HW TCV-008LFLFLF-57-RP Cass		\$1,827.69	K	31%	\$1,261,11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-100290	SEL HW TCV-012LRLFLF-57-RP Cass		\$2,741.54	K	31%	\$1,891.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-100292	SEL HW TCV-012MRLFLF-57-OB Cass		\$2,741.54	K	31%	\$1,891.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-100293	SEL HW TCV-024MRLFMR-57-OB Cass		\$5,483,08	ĸ	31%	\$3.783.33	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-100300	SEL HW TPS-010F TCV TAP Shelf 1U		\$306.15	ĸ	31%	\$211.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-100300	SEL HW TPS-01OS TCV TAP Shelf 1U		\$207.69	ĸ	31%	\$143.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-100602-AM	SEL AS ProbeFC8-0802 Lic Mnth		\$169.23	ĸ	31%	\$116.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-100602-AM	SEL AS ProbeFC8-0808 Lic Mnth		\$669.23	K	31%	\$461.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-100603-AM	SEL AS ProbeSWAG-24 Lic Mnth		\$3.08	K	31%	\$2.13	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-100617-AM	SEL AS ProbeSWAG-192 Lic Mnth		\$3.00	K	31%	\$21.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
G E	100-100618-AM 100-100619-AM	SEL AS ProbeSWAG-192 Lic Minth SEL AS ProbeSWAG-528 Lic Minth		\$30.77 \$87.69	r.	31%	\$21.23 \$60.51	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-100619-AW	SEL HW 515 15A 15		\$66.15	K	31%	\$45.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
					K K	31%	\$45.64 \$67.94							\$0.00	VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-101049	SEL HW 520 20A 15		\$98.46	K			\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		
5	100-101050	SEL HW 620 20A 15		\$90.77	K	31%	\$62.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-101051	SEL HW 615 15A 15		\$90.77	K	31%	\$62.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-101052	SEL HW 515 18 x2		\$11.00	K	31%	\$7.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-101053	SEL HW 515 6 x2		\$17.00	K	31%	\$11.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-101054	SEL HW C14 6 x2		\$24.62	K	31%	\$16.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-101055	SEL HW C14 18 x2		\$14.00	K	31%	\$9.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-101056	SEL HW CEE77 2 x2		\$21.54	K	31%	\$14.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-101057	SEL HW 1363 2 x2		\$32.31	K	31%	\$22.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-101058	SEL HW C14 3 x2		\$17.00	K	31%	\$11.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-101281	SEL HW FibIns CIT Kit MPO Addon		\$4,818.46	K	31%	\$3,324.74	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-101309	SEL HW FibIns CIT Kit Refill		\$2,409.23	K	31%	\$1,662.37	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-101310	SEL HW FibIns CIT MPO Refill		\$581.54	K	31%	\$401.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-101343-AM	SEL AS ProbeFC8-0816 Lic Mnth		\$923.08	K	31%	\$636.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-101348	SEL HW C14 15A 15		\$115.38	K	31%	\$79.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-101570	SEL HW Fiblns Cass Refill		\$664.62	K	31%	\$458.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-101571	SEL HW Fiblns MPO Cass Refill		\$747.69	K	31%	\$515.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-101854	SEL HW Fiblns CIT Adv Kit		\$22,563.08	K	31%	\$15,568.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-101855	SEL HW C20 6 x2		\$32.31	K	31%	\$22.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-101925	SEL HW TCV-012MRLFLF-57-EB Cass		\$2 741 54	K	31%	\$1.891.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102044	SEL HW ProbeFC8-HD48 FRU Fan		\$1,115.00	K	31%	\$769.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102045	SEL HW ProbeFC8-HD48 FRU Pwr Sup		\$923.00	K	31%	\$636.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102046-AM	SEL AS ProbeFC8-0848 Lic Moth		\$1,923,08	ĸ	31%	\$1,326,93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102064	SEL HW TCV-024MRLFMR-57-EB Cass		\$5,483.08	ĸ	31%	\$3,783.33	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102065-AM	SEL AS ProbeFC8-0824 Lic Mnth		\$1,223.08	ĸ	31%	\$843.93	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102003-740	SEL SW VWisdom Mamt Ent Ed		\$73.076.92	ĸ	31%	\$50,423,07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102070 100-102070-CVM	SEL AS VW Mgmt Ent SSMCONV		\$1,706.15	ĸ	31%	\$1,177.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102070-CVW	SEL SS VW Mgmt Ent MSub		\$3,830.77	K	31%	\$2,643.23	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
-				\$3,030.77				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
5	100-102071	SEL SW VWisdom Mgmt Virt Ed			K	31%	\$26,538.46								VIRTUAL INSTRUMENTS
5	100-102071-CVM	SEL AS VW Mgmt Virt SSMCONV SEL SS VW Mgmt Virt MSub		\$898.46 \$2,089.23	ĸ	31% 31%	\$619.94 \$1.441.57	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102071-SM				K					\$0.00 \$0.00	\$0.00 \$0.00				
5	100-102072	SEL SW VWisdom Mgmt Ent DR Ed		\$36,923.08	K	31%	\$25,476.93	\$0.00	\$0.00			\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102073	SEL HW PA 4210 FRU PS		\$538.00	K	31%	\$371.22	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102074	SEL HW PA 4210 FRU Data Drv 1TB		\$346.00	K	31%	\$238.74	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102075	SEL HW PA 4210 FRU Sys Drv 80GB		\$385.00	K	31%	\$265.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102076	SEL HW PA 4210 Shllw Mnt Kit		\$115.00	K	31%	\$79.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102077	SEL HW PA 4210 FRU Bezel/Keys		\$69.00	K	31%	\$47.61	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102094	SEL HW ProbeFC8-HD48 Recess Mnt		\$332.31	K	31%	\$229.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102267	SEL SW ProbeSW-010 Port Lic		\$1,230.77	K	31%	\$849.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102267-AM	SEL AS ProbeSW-010 Lic Mnth		\$9.23	K	31%	\$6.37	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102267-SM	SEL SS FCSW-010 Port MSub		\$80.00	K	31%	\$55.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102268	SEL SW ProbeSW-100 Port Lic		\$12,307.69	K	31%	\$8,492.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102268-AM	SEL AS ProbeSW-100 Lic Mnth		\$98.46	K	31%	\$67.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102268-SM	SEL SS FCSW-100 Port MSub		\$780.00	K	31%	\$538.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102269	SEL SW ProbeSWAG-010 Port Lic		\$615.38	ĸ	31%	\$424.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102269-AM	SEL AS ProbeSWAG-010 Lic Mnth		\$1.54	ĸ	31%	\$1.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102270	SEL SW ProbeSWAG-100 Port Lic		\$6,153.85	ĸ	31%	\$4,246.16	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102270-AM	SEL AS ProbeSWAG-100 Lic Mnth		\$15.38	к 	31%	\$10.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102270-AW	SEL SW ProbeNTAP-001 Node Lic		\$1,910.77	K	31%	\$1,318.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102271-AM	SEL AS ProbeNTAP-001 Node Elc		\$1,910.77	K	31%	\$9.56	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102271-AM 100-102271-SM	SEL SS NTAP-001 Node MSub		\$13.85 \$121.54	K K	31%	\$9.56 \$83.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102271-SM 100-102272	SEL SS NTAP-001 Node MSub SEL SW ProbeNTAP-100 Node Lic		\$121.54 \$191.076.92	K K	31% 31%	\$83.86 \$131.843.07	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VIRTUAL INSTRUMENTS
					K				Ψ0.00						VIII COME II COMETICO
5	100-102272-AM	SEL AS ProbeNTAP-100 Lic Mnth		\$1,495.38	ĸ	31%	\$1,031.81	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102272-SM	SEL SS NTAP-100 Node MSub		\$12,030.77	K	31%	\$8,301.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102297	SEL HW C-I-T Digital Probe		\$4,178.46	K	31%	\$2,883.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRU
5	100-102301	SEL HW PA 4210 Std Mnt Kit		\$115.00	K	31%	\$79.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS

					NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPGR	RADE PRICE						
BAND	SKU	DESCRIPTION	Model Sub sku	EMC LIST PRICE USD	CATEGORY	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	100-102341	SEL HW TCV Blank Plate Kit x3		\$41.54	K	31%	\$28.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102375	SEL HW ProbeFC-16G-24 Chass		\$83,076.92	K	31%	\$57,323.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102455	SEL HW ProbeFC8/All Shllw Mnt Kit		\$115.00	K	31%	\$79.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102456	SEL HW ProbeFC8/All Std Mnt Kit		\$115.00	K	31%	\$79.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102457	SEL HW ProbeFC8/All Rk Adpt 1U35		\$115.00	K	31%	\$79.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102458	SEL HW PA-4210 Rk Adpt 2U35		\$115.00	K	31%	\$79.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102490	SEL HW TCV-008LFLFLF-58-RP Cass		\$1,993.85	K	31%	\$1,375.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102491	SEL HW TCV-012LRLFLF-58-RP Cass		\$2,990.77	K	31%	\$2,063.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102500	SEL HW TCV-012LRLFLF-97-RP Cass		\$2,341.54	K	31%	\$1,615.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102579	SEL HW SFP 4-Link Kit 8G MM HS		\$3,323.08	K	31%	\$2,292.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102580	SEL HW SFP 4-Link Kit 8G SM SR		\$4,652.31	K	31%	\$3,210.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102582	SEL SW Link Lic 8G Full FC8-HD48		\$219,323.08	K	31%	\$151,332.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102582-AM	SEL AS LnkLic 8G FC8-HD48 Mnth		\$2,076.92	K	31%	\$1,433.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102582-SM	SEL SS ProbeFC 8G48Lnk MSub		\$14,295.38	K	31%	\$9.863.81	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102583	SEL SW Link Lic 8G Full FC16G24		\$108,000.00	K	31%	\$74,520.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102583-AM	SEL AS LnkLic 8G FC16G24 Mnth		\$1,195,38	K	31%	\$824.81	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102583-SM	SEL SS ProbeEC 8G24Lnk MSub		\$7,273,85	K	31%	\$5.018.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102595	SEL SW Link Lic 16G 4-Link Kit		\$39,876.92	K	31%	\$27,515.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102595-AM	SEL AS LnkLic 16G 4Lnk Kit Mnth		\$264.62	K	31%	\$182.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102595-SM	SEL SS ProbeFC 16G 4Lnk MSub		\$2,447.69	ĸ	31%	\$1,688,91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102596	SEL SW Link Lic 16G FullFC16G24		\$149.538.46	ĸ	31%	\$103.181.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102596-AM	SEL AS LnkLic 16G FC16G24 Mnth		\$1.593.85	ĸ	31%	\$1.099.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102596-SM	SEL SS ProbeFC 16G24Lnk MSub		\$9.987.69	ĸ	31%	\$6,891.51	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102550-5W	SEL HW SFP 4-Link Kit 16G MM UHS		\$6.646.15	K K	31%	\$4,585.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102615	SEL HW SFP 4-Link Kit 16G SM SR		\$7,975.38	K	31%	\$5,503.01	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102618	SEL HW SEP 16GEC 1310NM SM I R		\$922.00	K	31%	\$636.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102619	SEL HW TCV-012MRLFLF-58-EB		\$3.073.85	K.	31%	\$2,120.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102619	SEL HW TCV-012MRLFLF-58-OB		\$3,073.85	K	31%	\$2,120.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5						31%	\$2,120.96 \$64.76						\$0.00	\$0.00	VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102624	SEL 50 OM4MMLC 2M		\$93.85	K			\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			
5	100-102625	SEL 50 OM4MMLC 3M		\$98.46	K	31%	\$67.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102626	SEL 50 OM4MMLC 5M		\$109.23	K	31%	\$75.37	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102627	SEL 50 OM4MMLC 10M		\$138.46	K	31%	\$95.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102645	SEL SW ProbeVM-001 HyperV Lic		\$813.85	K	31%	\$561.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102645-AM	SEL AS ProbeVM-001 Hyper-V Mnth		\$6.15	K	31%	\$4.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102645-SM	SEL SS HyperV-001 Host MSub		\$50.77	K	31%	\$35.03	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102646	SEL SW ProbeVM-100 HyperV Lic		\$81,415.38	K	31%	\$56,176.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102646-AM	SEL AS ProbeVM-100 Hyper-V Mnth		\$664.62	K	31%	\$458.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102646-SM	SEL SS HyperV-100 Host MSub		\$5,163.08	K	31%	\$3,562.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102647	SEL SW ProbeVM-001 PowerVM Lic		\$821.54	K	31%	\$566.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102647-AM	SEL AS ProbeVM-001 PowerVM Mnth		\$6.15	K	31%	\$4.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102647-SM	SEL SS PowerVM-001 Core MSub		\$50.77	K	31%	\$35.03	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102648	SEL SW ProbeVM-100 PowerVM Lic		\$82,246.15	K	31%	\$56,749.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102648-AM	SEL AS ProbeVM-100 PowerVM Mnth		\$664.62	K	31%	\$458.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102648-SM	SEL SS PowerVM-100 Core MSub		\$5,207.69	K	31%	\$3,593.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102697	SEL HW ProbeFC-16G-12 Chass		\$43,200.00	K	31%	\$29.808.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102698	SEL HW ProbeNAS-10G-16 Chass		\$116,307.69	K	31%	\$80,252.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102700	SEL OM4 MM MTP M LC B		\$423.08	K	31%	\$291.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102701	SEL OM4 MM MTP FM12		\$403.08	K	31%	\$278.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102702	SEL OS2 SM MTP MM12		\$283.08	K	31%	\$195.33	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102703	SEL OS2 SM MTP FM12		\$263.08	K	31%	\$181.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102739	SEL OM4 12 Mmlc3		\$507.69	K	31%	\$350.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102740	SEL OM4 12 Mlfc3		\$484.62	K	31%	\$334.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102741	SEL OM4 12 Mml C5		\$564.62	K	31%	\$389.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102742	SEL OM4 12 Mfl C5		\$535.38	ĸ	31%	\$369.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102743	SEL OM4 12 MmLC10		\$700.00	ĸ	31%	\$483.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102744	SEL OM4 12 MILLO10		\$672.31	ĸ	31%	\$463.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102745	SEL OS2 SM 12 MmLC3		\$333.85	K	31%	\$230.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102745	SEL OS2 SM 12 MITILCS SEL OS2 SM 12 MfLC3		\$304.62	K	31%	\$230.36	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102746	SEL OS2 SM 12 MILCS SEL OS2 SM 12 MILCS		\$343.08	K	31%	\$210.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102747	SEL OS2 SM 12 MITILGS SEL OS2 SM 12 MfLC 5		\$321.54	K	31%	\$230.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102746	SEL OS2 SM 12 MILC 5 SEL OS2 SM 12 MmLC10		\$378.46	K	31%	\$221.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102749	SEL OS2 SM 12 MMLC10 SEL OS2 SM 12 Mfl C10		\$355.38	K K	31%	\$261.14 \$245.21	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
-		SEL HW TCV-008LFLFLF-97-RP Cass		\$2.546.15		31%		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102751				K	31% 31%	\$1,756.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		
5	100-102752	SEL HW TCV-012MRLFLF-97-OB Cass		\$3,723.08 \$3,723.08	K		\$2,568.93	\$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VIRTUAL INSTRUMENTS
5	100-102753	SEL HW TCV-012MRLFLF-97-EB Cass			K	31%	\$2,568.93								VIRTUAL INSTRUMENTS
5	100-102754	SEL HW TCV-024MRLFMR-97-OB Cass		\$7,444.62	K	31%	\$5,136.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102755	SEL HW TCV-024MRLFMR-97-EB Cass		\$7,444.62	K	31%	\$5,136.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102791	SEL SW Link Lic NAS 10G 1Active		\$7,476.92	K	31%	\$5,159.07	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102791-AM	SEL AS LnkLic 10G 1Lnk Actv Mnth		\$66.15	K	31%	\$45.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102791-SM	SEL SS ProbeNAS 10G 1Actv MSub		\$484.62	K	31%	\$334.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102792	SEL SW Link Lic NAS 10G 1Passive		\$1,993.85	K	31%	\$1,375.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102792-AM	SEL AS LnkLic 10G 1Lnk Pasv Mnth		\$7.69	K	31%	\$5.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102792-SM	SEL SS ProbeNAS 10G 1Pasv MSub		\$115.38	K	31%	\$79.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102793	SEL SW Link Lic 10G FullNAS10G16		\$101,353.85	K	31%	\$69,934.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102793-AM	SEL AS LnkLic 10G NAS10G16 Mnth		\$830.77	K	31%	\$573.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102793-SM	SEL SS ProbeNAS 10G16Lnk MSub		\$6,432.31	K	31%	\$4,438.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102797	SEL SW Link Lic 8G Full FC16G12		\$66,461.54	K	31%	\$45,858.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102797-AM	SEL AS LnkLic 8G FC16G12 Mnth		\$540.00	K	31%	\$372.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102798	SEL SW Link Lic 16G Full FC16G12		\$99,692.31	K	31%	\$68,787.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102798-AM	SEL AS LnkLic 16G FC16G12 Mnth		\$830.77	ĸ	31%	\$573.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-103010	SEL HW VWisdom Pltfrm Appl 4220		\$64,800.00	K	31%	\$44,712.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-103010	SEL HW TCV-012LFLFLR-58-RP		\$2,990.77	ĸ	31%	\$2,063,63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-103003	SEL SW ProbeSDS-001 Server Lic		\$2,990.77	ĸ	31%	\$2,063.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-103077 100-103077-AM	SEL AS ProbeSDS-001 Server Lic SEL AS ProbeSDS-001 Lic Mnth		\$26.15	K	31%	\$2,063.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
3				Ψ20.10		5170	ψ10.0 4	\$0.00	\$0.00	\$0.00	ψ0.00	ψ0.00	ψ0.00	ψ0.00	

				NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPGR	ADE PRICE						
BAND	зки	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NASPO VP Discount %	NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	100-103077-SM	SEL SS SDS-001 Host MSub	\$192.31	K	31%	\$132.69	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-103078	SEL SW ProbeNetFlow-100 Endpoint Lic	\$3,987.69	K	31%	\$2,751.51	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-103078-AM	SEL AS ProbeNetFlow-100 Lic Mnt	\$38.46	K	31%	\$26.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-103078-SM	SEL SS NetFlow-100 Endpt MSub	\$263.08	K	31%	\$181.53	\$0.00	\$0.00		\$0.00	\$0.00		\$0.00	VIRTUAL INSTRUMENTS
5	100-103139	SEL SW VWintg CiscoSTS-1StorPt	\$8,307.69	K	31%	\$5,732.31	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-103139-AM	SEL AS VWintg STS-1StorPt Mnth	\$73.85	K	31%	\$50.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-103139-SM	SEL SS VWintg STS-1StorPt Mnth	\$398.46	K	31%	\$274.94	\$0.00	\$0.00		\$0.00	\$0.00		\$0.00	VIRTUAL INSTRUMENTS
5	100-103140	SEL SW VWintg CiscoSTS-1LineCd	\$132,923.08	K	31%	\$91,716.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-103140-AM	SEL AS VWintg STS-1LineCd Mnth	\$1,195.38	K	31%	\$824.81	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-103140-SM	SEL SS VWintg STS-1LineCd Mnth	\$6,355.38	K	31%	\$4,385.21	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-103142	SEL HW PA 4220 FRU Sys Drv 240GB	\$384.62	K	31%	\$265.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-103238	SEL SW VW VirtServerPack	\$2,453.85	K	31%	\$1,693.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-103238-CVM	SEL AS VW VirtServerPack SSMCONV	\$58.46	K	31%	\$40.34	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-103238-SM	SEL AS VW VirtServerPack SSM	\$107.69	K	31%	\$74.31	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-103239	SEL SW VW EntStoragePack	\$25,000.00	K	31%	\$17,250.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-103239-CVM	SEL AS VW EntStoragePack SSMCONV	\$584.62	K	31%	\$403.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-103239-SM	SEL AS VW EntStoragePack SSM	\$1,089.23	K	31%	\$751.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-103240	SEL VW CloudComputePack	\$183.08	K	31%	\$126.33	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-103240-SA	SEL AS VW CloudComputePack SSA	\$73.85	K	31%	\$50.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-103241	SEL SW VW WireDataPack	\$38,153.85	K	31%	\$26,326.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-103241-CVM	SEL AS VW WireDataPack SSMCONV	\$890.77	K	31%	\$614.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-103241-SM	SEL AS VW WireDataPack SSM	\$1,661.54	K	31%	\$1,146.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-103279	SEL SW VW SANSwitchPack	\$146.15	K	31%	\$100.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-103279-CVM	SEL AS VW SANSwitchPack SSMCONV	\$4.62	K	31%	\$3.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-103279-SM	SEL AS VW SANSwitchPack SSM	\$7.69	K	31%	\$5.31	\$0.00	\$0.00		\$0.00	\$0.00		\$0.00	VIRTUAL INSTRUMENTS
5	100-103285	SEL SW VW SWDefStorPack	\$2,761.54	K	31%	\$1,905.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-103285-CVM	SEL AS VW SWDefStorPack SSMCONV	\$64.62	K	31%	\$44.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-103285-SM	SEL AS VW SWDefStorPack SSM	\$107.69	K	31%	\$74.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-103287	SEL SW VW IPNetPack	\$46.15	K	31%	\$31.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRU
5	100-103287-CVM	SEL AS VW IPNetPack SSMCONV	\$1.54	K	31%	\$1.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-103287-SM	SEL AS VW IPNetPack SSM	\$3.08	K	31%	\$2.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRU
5	100-103291	SEL SW VW OperSystemPack	\$269.23	K	31%	\$185.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-103291-CVM	SEL AS VW OperSystemPack SSMCONV	\$7.69	K	31%	\$5.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-103291-SM	SEL AS VW OperSystemPack SSM	\$12.31	K	31%	\$8.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-103293	SEL SW VWisdom Mgmt CC Ed	\$270,769.23	K	31%	\$186,830.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-103293-SM	SEL AS VW Mamt CC SSM	\$14,187.69	K	31%	\$9.789.51	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-103302	SEL HW TCV-008LFLFLF-59-RP Cass	\$2,035.38	K	31%	\$1,404.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-103303	SEL HW TCV-012LRLFLF-59-RP Cass	\$3,000.00	K	31%	\$2,070.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-103335	SEL HW SFP 4-Link Kit 32G MM XHS	\$11,544.62	K	31%	\$7,965,79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-103384	SEL HW ProbeFC-32G-24 Chass	\$118,461.54	K	31%	\$81,738.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-103385	SEL SW Analytic Perpetual Upg 1	\$1.54	K	31%	\$1.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-103413	SEL HW TCV-012MRLFLF-59-EB Cass	\$2,741.54	K	31%	\$1,891.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-103419	SEL SW VW FC32 WireDataPack	\$57,230.77	K	31%	\$39,489.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-103419-SM	SEL AS VW FC32 WireDataPack SSM	\$2,493.85	K	31%	\$1,720.76	\$0.00	\$0.00		\$0.00	\$0.00		\$0.00	VIRTUAL INSTRUMENTS
5	100-103423	SEL HW TCV-012LFLFLR-59-RP Cass	\$2,990.77	K	31%	\$2,063.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100DW1PRSS2	SEL SS renew DW100user 1DA Probe 50SL	\$2,440.00	K	31%	\$1,683.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	100DW1PRSSP	SEL DW100 1DA Probe 50SL SS + Sup 1yr	\$17,284.00	K	31%	\$11,925.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	100DW1PRSSP2	SEL SS + Sup renew DW100 1DA Probe 50SL	\$3,253.00	K	31%	\$2,244.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	10-1-ASTOR-UNIT	SEL Arch Stor Unit - 1TB - PDX - 1 Yr	\$188.64	K	31%	\$130.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-1-AWS-CNCT	SEL 100MB ADD'L Connect - AWS - PDX - 1Y	\$2,781.82	K	31%	\$1,919.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-1-BBLOC	SEL Big Bloc 250GB - PDX - 1YR	\$24,545.45	K	31%	\$16,936.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-1-CC-DP-AI-SB	SEL 1TB CCV Isilon SED Deep AWS PDX 1Yr	\$272.73	K	31%	\$188.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-1-CC-DP-AI-SM	SEL 1TB CCV Isilon SM Deep AWS PDX 1Yr	\$572.73	K	31%	\$395.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-1-CC-DP-AI-TB	SEL 1TB CCV Isilon Deep AWS - PDX - 1Yr	\$272.73	K	31%	\$188.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-1-CC-DP-GI-SB	SEL 1TB CCV Isilon SED Deep GCP PDX 1Yr	\$409.09	K	31%	\$282.27	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-1-CC-DP-GI-TB	SEL 1TB CCV Isilon Deep GCP - PDX - 1Yr	\$340.91	K	31%	\$235.23	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-1-CC-DP-VI-TB	SEL 1TB CCV Isilon Deep VMC - PDX - 1Yr	\$272.73	K	31%	\$188.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-1-CC-DP-ZI-SB	SEL 1TB CCV Isilon SED Deep Azr PDX 1Yr	\$409.09	K	31%	\$282.27	\$0.00	\$0.00		\$0.00	\$0.00		\$0.00	FACTION
5	10-1-CC-DP-ZI-SM	SEL 1TB CCV Isilon SM Deep Azr PDX 1Yr	\$715.91	K	31%	\$493.98	\$0.00	\$0.00		\$0.00	\$0.00		\$0.00	FACTION
5	10-1-CC-DP-ZI-TB	SEL 1TB CCV Isilon Deep Azr - PDX - 1Yr	\$340.91	K	31%	\$235.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-1-CC-FL-AU-TB	SEL 1TB CCV Unity Flash AWS - PDX - 1Yr	\$3,272.73	K	31%	\$2,258.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-1-CC-FL-GI-TB	SEL 1TB CCV Isilon Flash GCP - PDX - 1Yr	\$4,431.82	K	31%	\$3,057.96	\$0.00	\$0.00		\$0.00	\$0.00		\$0.00	FACTION
5	10-1-CC-FL-GP-TB	SEL 1TB CCV PMAX Flash GCP - PDX - 1Yr	\$8,181.82	K	31%	\$5,645.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-1-CC-FL-GU-TB	SEL 1TB CCV Unity Flash GCP - PDX - 1Yr	\$4,090.91	K	31%	\$2,822.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-1-CC-PM-AI-SB	SEL 1TB CCV Isilon SED Prime AWS PDX 1Yr	\$1,309.09	K	31%	\$903.27	\$0.00	\$0.00		\$0.00	\$0.00		\$0.00	FACTION
5	10-1-CC-PM-AI-TB	SEL 1TB CCV Isilon Prime AWS - PDX - 1Yr	\$1,090.91	K	31%	\$752.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-1-CC-PM-AU-TB	SEL 1TB CCV Unity Prime AWS - PDX - 1Yr	\$681.82	K	31%	\$470.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-1-CC-PM-GI-SB	SEL 1TB CCV Isilon SED Prime GCP PDX 1Yr	\$1,636.36	K	31%	\$1,129.09	\$0.00	\$0.00		\$0.00	\$0.00		\$0.00	FACTION
5	10-1-CC-PM-GI-TB	SEL 1TB CCV Isilon Prime GCP - PDX - 1Yr	\$1,363.64	K	31%	\$940.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-1-CC-PM-GU-TB	SEL 1TB CCV Unity Prime GCP - PDX - 1Yr	\$852.27	K	31%	\$588.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-1-CC-PM-VI-TB	SEL 1TB CCV Isilon Prime VMC - PDX - 1Yr	\$1,090.91	K	31%	\$752.73	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-1-CC-PM-VU-TB	SEL 1TB CCV Unity Prime VMC - PDX - 1Yr	\$681.82	K	31%	\$470.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-1-CC-PM-ZI-SB	SEL 1TB CCV Isilon SED Prime Azr PDX 1Yr	\$1,636.36	K	31%	\$1,129.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-1-CC-PM-ZI-TB	SEL 1TB CCV Isilon Prime Azr - PDX - 1Yr	\$1,363.64	K	31%	\$940.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-1-CC-PM-ZU-TB	SEL 1TB CCV Unity Prime Azr - PDX - 1Yr	\$852.27	K	31%	\$588.07	\$0.00	\$0.00		\$0.00	\$0.00		\$0.00	FACTION
5	10-1-COLO-1RU	SEL Colo - 1RU - PDX - 1 Yr	\$3,272.73	K	31%	\$2,258.18	\$0.00	\$0.00		\$0.00	\$0.00		\$0.00	FACTION
5	10-1-CX-100-SMF	SEL CrossConnect SingleModeFiber PDX.1YR	\$10,856.22	K	31%	\$7,490.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-1-CX-SMF	SEL CrossConnect SingleModeFiber PDX.1YR	\$4,581.82	K	31%	\$3,161.46	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-1-DRAAS-GLD	SEL Unity DRaaS 100VM/50TB - PDX - 1YR	\$441,768.56	K	31%	\$304,820.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-1-DRAAS-SVC	SEL Unity DRaaS 100VM/25TB - PDX - 1YR	\$87,443.57	K	31%	\$60,336.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-1-DRAAS-TB	SEL 1 Add'l TB Unity DRaaS - PDX - 1Yr	\$1,486.36	K	31%	\$1,025.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-1-DRAAS-VM	SEL 1 Add'I VM DRaaS - PDX - 1Yr	\$1,133.80	K	31%	\$782.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-1-FL-IO-UNIT	SEL FlashCCV - 500 IOPs - PDX - 1 Yr	\$1,745.45	K	31%	\$1,204.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-1-GCP-CNCT	SEL 100MB ADD'L Connect - GCP - PDX - 1Y	\$3,054.55	K	31%	\$2,107.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION

				NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPGR	ADE PRICE						
BAND	SKU	DESCRIPTION	Model EMC LIST PRICE USD	CATEGORY CODE	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
- 5	10-1-IO-UNIT	SEL IO Unit - 500 IOPs - PDX - 1 Yr	\$604.55		31%	\$417.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-1-NET-UNIT	SEL Faction Credit Unit	\$272.73		31%	\$188.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-1-PM-BUNDLE	SEL PowerMX DRaaS 100VM/50TB - PDX - 1YR	\$682,909.09	K	31%	\$471,207.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-1-PM-DRAAS-TB	SEL 1 Add'l TB PowerMax DRaaS - PDX - 1Y	\$11,781.82		31%	\$8,129.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-1-PM-DRAAS-VM	SEL 1 Add'I VM PowerMax DRaaS - PDX - 1Y	\$545.45		31%	\$376.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-1-PR-IO-UNIT	SEL PrimeCCV - 100 IOPs - PDX - 1 Yr	\$604.55	K	31%	\$417.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-1-PROC-UNIT	SEL 1 Proc - 5GB + 1Ghz - PDX - 1Yr	\$450.00 \$581,915.91		31%	\$310.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	FACTION FACTION
5	10-1-PS-DR	SEL PowerStore DRaaS 100VM/50TB - PDX-1Y	\$581,915.91 \$335.434.29	K	31%	\$401,521.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
5 5	10-1-PS-DR-OD 10-1-PS-DR-TB	SEL PowerStore DRaaS 100VM/25TB - PDX-1Y SEL 1 Add'l TB PowerStore DRaaS - PDX-1Y	\$3,312.44	K K	31% 31%	\$231,449.66 \$2,285.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION FACTION
5	10-1-PS-DR-1B	SEL TAUDITIB POWERSIONE DRAWS - PDX-11	\$768.18	K	31%	\$2,205.50 \$530.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-1-U-DR-TB	SEL 1 Add'l TB Unity DRaaS - PDX - 1 YR	\$1,486.36	K	31%	\$1,025.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-1-VMCHOST	SEL VMC.Host.i3-16XL PDX - 1YR	\$94.521.82	K	31%	\$65,220.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-1-VPN BW	SEL 100Mbps Managed VPN - PDX - 1Yr	\$1,963.64	K	31%	\$1.354.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-1-VPN-1000BW	SEL 1000Mbps Managed VPN - PDX - 1Yr	\$5,890.91	K	31%	\$4,064.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-1-VPN-500BW	SEL 500Mbps Managed VPN - PDX - 1Yr	\$3.927.27	K	31%	\$2,709.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-1-VSR-DR-VM	SEL 1 Add'I VSR VM DRaaS - PDX - 1Yr	\$1,133.80	K	31%	\$782.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-3-CC-DP-AI-SB	SEL 1TB CCV Isilon SED Deep AWS PDX -3Y	\$856.38	K	31%	\$590.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-3-CC-DP-AI-SM	SEL 1TB CCV Isilon SM Deep AWS PDX 3Yr	\$1,606.11	K	31%	\$1,108.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-3-CC-DP-AI-TB	SEL 1TB CCV Isilon Deep AWS - PDX - 3Yr	\$731.95	K	31%	\$505.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-3-CC-DP-GI-SB	SEL 1TB CCV Isilon SED Deep GCP PDX -3Y	\$954.02	K	31%	\$658.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-3-CC-DP-GI-SM	SEL 1TB CCV Isilon SM Deep GCP PDX 3Yr	\$1,817.88	K	31%	\$1,254.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-3-CC-DP-GI-TB	SEL 1TB CCV Isilon Deep GCP - PDX - 3Yr	\$815.40	K	31%	\$562.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-3-CC-DP-ZI-SB	SEL 1TB CCV Isilon SED Deep Azr PDX -3Y	\$954.02	K	31%	\$658.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-3-CC-DP-ZI-SM	SEL 1TB CCV Isilon SM Deep Azr PDX 3Yr	\$1,817.88	K	31%	\$1,254.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-3-CC-DP-ZI-TB	SEL 1TB CCV Isilon Deep Azr - PDX - 3Yr	\$815.40	K	31%	\$562.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-3-CC-FL-AU-TB	SEL 1TB CCV Unity Flash AWS - PDX - 3Yr	\$7,904.52	K	31%	\$5,454.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-3-CC-FL-GI-SB	SEL 1TB CCV Isilon SED Flash GCP PDX -3Y	\$11,231.99	K	31%	\$7,750.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-3-CC-FL-GI-TB 10-3-CC-FL-GP-TB	SEL 1TB CCV Isilon Flash GCP - PDX - 3Yr SEL 1TB CCV PMAX Flash GCP - PDX - 3Yr	\$9,600.00 \$19,155,12	K	31% 31%	\$6,624.00 \$13,217.03	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	FACTION FACTION
5	10-3-CC-FL-GP-1B 10-3-CC-FL-GU-TB	SEL 1TB CCV Unity Flash GCP - PDX - 3Yr	\$19,155.12 \$8.968.56	K	31%	\$13,217.03 \$6.188.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5 5	10-3-CC-FL-GU-TB	SEL 1TB CCV Unity Flash GCP - PDX - 3Yr SEL 1TB CCV PMAX Flash AWS - PDX - 3Yr	\$8,968.56 \$17.381.71	K	31%	\$6,188.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-3-CC-FL-PM-1B 10-3-CC-PM-AI-SB	SEL 1TB CCV PMAX Flash AWS - PDX - 3Yr SEL 1TB CCV Isilon SED Prime AWS PDX -3Y	\$3,386.99	K K	31%	\$11,993.38 \$2.337.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-3-CC-PM-AI-SB	SEL 1TB CCV Isilon Prime AWS - PDX - 31	\$2,894.86	K	31%	\$2,337.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-3-CC-PM-AU-TB	SEL 1TB CCV Unity Prime AWS - PDX - 311	\$2,147.19	K	31%	\$1,481.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-3-CC-PM-GI-SB	SEL 1TB CCV billity Filling AWS - FDX - 311	\$3,777.56	K	31%	\$2,606.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-3-CC-PM-GI-TB	SEL 1TB CCV Isilon Prime GCP - PDX - 3Yr	\$3,228,68	K	31%	\$2,000.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-3-CC-PM-GU-TB	SEL 1TB CCV Unity Prime GCP - PDX - 3Yr	\$2,368.87	ĸ	31%	\$1.634.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-3-CC-PM-VU-TB	SEL 1TB CCV Unity Prime VMC - PDX - 3Yr	\$2,147.19	K	31%	\$1,481,56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-3-CC-PM-ZI-SB	SEL 1TB CCV Isilon SED Prime Azr PDX -3Y	\$3,777.56	K	31%	\$2,606.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-3-CC-PM-ZI-TB	SEL 1TB CCV Isilon Prime Azr - PDX - 3Yr	\$3,228.68	K	31%	\$2,227.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-3-CC-PM-ZU-TB	SEL 1TB CCV Unity Prime Azr - PDX - 3Yr	\$2,368.87	K	31%	\$1,634.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-3-COLO-1RU	SEL Colo - 1RU - PDX - 3 Yr	\$9,818.18	K	31%	\$6,774.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-3-CX-100-SMF	SEL CrossConnect SingleModeFiber PDX.3YR	\$32,568.67	K	31%	\$22,472.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-3-DRAAS-GLD	SEL Unity DRaaS 100VM/50TB - PDX - 3YR	\$1,149,590.44	K	31%	\$793,217.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-3-DRAAS-SVC	SEL Unity DRaaS 100VM/25TB - PDX - 3YR	\$211,805.66	K	31%	\$146,145.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-3-DRAAS-TB	SEL 1 Add'l TB Unity DRaaS - PDX - 3Yr	\$3,342.67	K	31%	\$2,306.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-3-DRAAS-VM	SEL 1 Add'I VM DRaaS - PDX - 3Yr	\$3,061.26	K	31%	\$2,112.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-3-FL-DRAAS-TB	SEL 1 Add'l TB Flash DRaaS - PDX - 3Y	\$11,454.55	K	31%	\$7,903.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-3-FL-IO-UNIT 10-3-PS-DR	SEL FlashCCV - 500 IOPs - PDX - 3 Yr SEL PowerStore DRaaS 100VM/50TB - PDX-3Y	\$5,236.36 \$1,490,413.64	K	31% 31%	\$3,613.09 \$1,028,385,41	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	FACTION FACTION
5				K			\$0.00	\$0.00						
5 5	10-3-PS-DR-OD 10-3-PS-DR-TB	SEL PowerStore DRaaS 100VM/25TB - PDX-3Y SEL 1 Add'l TB PowerStore DRaaS - PDX-3Y	\$771,569.53 \$7,446.98	K K	31% 31%	\$532,382.98 \$5,138.42	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	FACTION FACTION
5	10-3-PS-DR-TB	SEL 1 Add 1 TB Powerstore Draas - PDA-31 SEL 1 Add 1 TB Unity DRaaS - PDX - 3YR	\$7,440.90 \$3,342.66	K	31%	\$2,136.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-3-VMCHOST	SEL VMC.Host.i3-16XL PDX - 3YR	\$198,847.27	K	31%	\$137,204.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-3-VMC/1001 10-3-VSR-DR-VM	SEL 1 Add'I VSR VM DRaaS - PDX - 3Yr	\$3,061.26	K	31%	\$2,112.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-5-CC-DP-AI-SB	SEL 1TB CCV Isilon SED Deep AWS PDX -5Y	\$1.078.47	K	31%	\$744.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-5-CC-DP-AI-SM	SEL 1TB CCV Isilon SM Deep AWS PDX 5Yr	\$2,087.78	K	31%	\$1.440.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-5-CC-DP-AI-TB	SEL 1TB CCV Isilon Deep AWS - PDX - 5Yr	\$921.77		31%	\$636.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-5-CC-DP-GI-SB	SEL 1TB CCV Isilon SED Deep GCP PDX -5Y	\$1,231.63	K	31%	\$849.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-5-CC-DP-GI-SM	SEL 1TB CCV Isilon SM Deep GCP PDX 5Yr	\$2,419.96	K	31%	\$1,669.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-5-CC-DP-GI-TB	SEL 1TB CCV Isilon Deep GCP - PDX - 5Yr	\$1,052.68	K	31%	\$726.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-5-CC-DP-ZI-SB	SEL 1TB CCV Isilon SED Deep Azr PDX -5Y	\$1,231.63	K	31%	\$849.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-5-CC-DP-ZI-SM	SEL 1TB CCV Isilon SM Deep Azr PDX 5Yr	\$2,419.96	K	31%	\$1,669.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-5-CC-DP-ZI-TB	SEL 1TB CCV Isilon Deep Azr - PDX - 5Yr	\$1,052.68	K	31%	\$726.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-5-CC-FL-AU-TB	SEL 1TB CCV Unity Flash AWS - PDX - 5Yr	\$10,324.70	K	31%	\$7,124.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-5-CC-FL-GI-SB	SEL 1TB CCV Isilon SED Flash GCP PDX -5Y	\$14,239.42	K	31%	\$9,825.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-5-CC-FL-GI-TB	SEL 1TB CCV Isilon Flash GCP - PDX - 5Yr	\$12,170.45	K	31%	\$8,397.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-5-CC-FL-GP-TB	SEL 1TB CCV PMAX Flash GCP - PDX - 5Yr	\$26,643.57	K	31%	\$18,384.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-5-CC-FL-GU-TB	SEL 1TB CCV Unity Flash GCP - PDX - 5Yr	\$11,993.79	K	31%	\$8,275.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-5-CC-FL-PM-TB	SEL 1TB CCV PMAX Flash AWS - PDX - 5Yr	\$23,861.75 \$4.275.34	K	31%	\$16,464.61	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	FACTION
5	10-5-CC-PM-AI-SB	SEL 1TB CCV Isilon SED Prime AWS PDX -5Y		K	31%	\$2,949.98								FACTION
5	10-5-CC-PM-AI-TB 10-5-CC-PM-AU-TB	SEL 1TB CCV Isilon Prime AWS - PDX - 5Yr	\$3,654.13		31% 31%	\$2,521.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION FACTION
5 5	10-5-CC-PM-AU-1B 10-5-CC-PM-GI-SB	SEL 1TB CCV Unity Prime AWS - PDX - 5Yr SEL 1TB CCV Isilon SED Prime GCP PDX -5Y	\$2,651.40 \$4.887.99	K	31% 31%	\$1,829.47 \$3,372.71	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	FACTION
5	10-5-CC-PM-GI-SB 10-5-CC-PM-GI-TB	SEL 11B CCV Isilon SED Prime GCP PDX -5Y SEL 1TB CCV Isilon Prime GCP - PDX - 5Yr	\$4,887.99 \$4,177.77	K V	31% 31%	\$3,372.71 \$2.882.66	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	FACTION
5	10-5-CC-PM-GI-TB	SEL 1TB CCV Islion Prime GCP - PDX - 5Yr SEL 1TB CCV Unity Prime GCP - PDX - 5Yr	\$4,177.77 \$2.999.12	ĸ	31%	\$2,882.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-5-CC-PM-GU-TB	SEL 1TB CCV Unity Prime GCP - PDX - 511 SEL 1TB CCV Unity Prime VMC - PDX - 5Yr	\$2,999.12	K	31%	\$2,069.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-5-CC-PM-ZI-SB	SEL 1TB CCV Unity Filine VMC - FDX - 511 SEL 1TB CCV Isilon SED Prime Azr PDX -5Y	\$4.887.99	K	31%	\$3,372,71	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-5-CC-PM-ZI-TB	SEL 1TB CCV Isilon Prime Azr - PDX - 5Yr	\$4,177.77	ĸ	31%	\$2.882.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-5-CC-PM-ZU-TB	SEL 1TB CCV Unity Prime Azr - PDX - 5Yr	\$2,999.12	ĸ	31%	\$2,069.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	10-5-FL-IO-UNIT	SEL FlashCCV - 500 IOPs - PDX - 5 Yr	\$8,727.27	ĸ	31%	\$6.021.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	11-1568-LIC	SEL: VF-HYPM5-F	\$408.10	K	31%	\$281.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
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	\$0.00	\$0.00	CARAHSOFT

					NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPG	RADE PRICE						
BAND	SKU	DESCRIPTION	Model Sub sku	EMC LIST PRICE USD	CATEGORY CODE	NASPO VP Discount	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	11-1783-I IC	SEL Ithm S1 Std+Vcac 6 Ent Promobun		\$21,313,00	- V	31%	\$14 705 97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
	11-1790-LIC	SEL IDITI ST SID+VCaC 6 ETIL PTOTTODUTI		\$5,659.50	K	31%	\$3,905.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
	11-1791-LIC	SEL: THIN5-100PK-F		\$2,150.50	ĸ	31%	\$1,483.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-1820-LIC	SEL Vsan 5 1 Cpu		\$2,745.00	K	31%	\$1,894.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
	11-1820-LIC-L1	SEL Tppl1 Vsan 5 1 Cpu		\$2,607.00	K	31%	\$1,798.83	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
	11-1820-LIC-L2	SEL Tppl2 Vsan 5 1 Cpu		\$2,552.00	K	31%	\$1,760.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-1820-LIC-L3 11-1820-LIC-L4	SEL Tppl3 Vsan 5 1 Cpu SEL Tppl4 Vsan 5 1 Cpu		\$2,470.00 \$2,388.00	K	31%	\$1,704.30	\$0.00 \$0.00	\$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
	11-1820-LIC-L4 11-1820-LIC-L5	SEL Tppl4 Vsan 5 1 Cpu SEL Tppl5 Vsan 5 1 Cpu		\$2,366.00	K K	31% 31%	\$1,647.72 \$1,571.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT CARAHSOFT
	11-1821-LIC	SEL Upg: StgApp To Vsan 5 Bun W/ 6 Lic		\$12,623.00	ĸ	31%	\$8,709.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-1821-LIC-L1	SEL L1 Upg StgApp To Vsan 5 Bun W/ 6 Lic		\$11,991.00	K	31%	\$8,273.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
	11-1821-LIC-L2	SEL L2 Upg StgApp To Vsan 5 Bun W/ 6 Lic		\$11,739.00	K	31%	\$8,099.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
	11-1821-LIC-L3	SEL L3 Upg StgApp To Vsan 5 Bun W/ 6 Lic		\$11,360.00	K	31%	\$7,838.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-1821-LIC-L4 11-1821-LIC-L5	SEL L4 Upg StgApp To Vsan 5 Bun W/ 6 Lic SEL L5 Upg StgApp To Vsan 5 Bun W/ 6 Lic		\$10,982.00 \$10,477.00	K	31% 31%	\$7,577.58 \$7,229.13	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	CARAHSOFT CARAHSOFT
	11-18221-LIC-LS	SEL L5 Opg SigApp 10 Vsan 5 Bull W/ 6 Lic SEL Vsan 5 Desktop 10P Ccu		\$550.00	K	31%	\$379.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
	11-1822-LIC-L1	SEL Tppl1 Vsan 5 Desktop 10P Ccu		\$523.00	ĸ	31%	\$360.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
	11-1822-LIC-L2	SEL Tppl2 Vsan 5 Desktop 10P Ccu		\$512.00	K	31%	\$353.28	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
	11-1822-LIC-L3	SEL Tppl3 Vsan 5 Desktop 10P Ccu		\$495.00	K	31%	\$341.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
	11-1822-LIC-L4	SEL Tppl4 Vsan 5 Desktop 10P Ccu		\$479.00 \$457.00	K	31% 31%	\$330.51	\$0.00 \$0.00	\$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
	11-1822-LIC-L5 11-1823-I IC	SEL Tppl5 Vsan 5 Desktop 10P Ccu SEL Vsan 5 Desktop 100P Ccu		\$457.00	K K	31% 31%	\$315.33 \$3.795.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
	11-1823-LIC-L1	SEL Tppl1 Vsan 5 Desktop 100P Ccu		\$5,225.00	K	31%	\$3,605.25			\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
	11-1823-LIC-L2	SEL Tppl2 Vsan 5 Desktop 100P Ccu		\$5,115.00	K	31%	\$3,529.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
	11-1823-LIC-L3	SEL Tppl3 Vsan 5 Desktop 100P Ccu		\$4,950.00	K	31%	\$3,415.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
	11-1823-LIC-L4	SEL Tppl4 Vsan 5 Desktop 100P Ccu		\$4,785.00	K	31%	\$3,301.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
	11-1823-LIC-L5 11-1833-I IC-I 5	SEL Tppl5 Vsan 5 Desktop 100P Ccu		\$4,565.00 \$4,565.00	K	31% 31%	\$3,149.85 \$3,149.85	\$0.00 \$0.00	\$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
	11-1833-LIC-L5 11-1834-LIC-L5	SEL Tppl5 Ent: 10P Ccu SEL Tppl5 Ent: 100P Ccu		\$4,565.00	K K	31%	\$3,149.85 \$31,498.50			\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
	11-1835-LIC-L5	SEL Tppl5 Ent: 100 (Nus)		\$2,739.00	ĸ	31%	\$1.889.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
	11-1836-LIC-L5	SEL Tppl5 Ent: 100P (Nus)		\$27,390.00	K	31%	\$18,899.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-1841-LIC-L5	SEL L5 Upg View Std 10 Ccu To Ent 20 Nus		\$3,515.00	K	31%	\$2,425.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
	11-1842-LIC-L5	SEL L5 UG View Std 100 Ccu To Ent 200 NU		\$35,151.00	K	31%	\$24,254.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
	11-1845-LIC-L5	SEL L5 Upg View Std Ccu To Ent 10P Ccu		\$2,511.00	K	31%	\$1,732.59	\$0.00 \$0.00	\$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
5 5	11-1846-LIC-L5 11-1847-LIC-L5	SEL L5 Upg View Std Ccu To Ent 100P Ccu SEL L5 Upg Adv To Ent 10P Nus		\$25,108.00 \$502.00	K K	31% 31%	\$17,324.52 \$346.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT CARAHSOFT
	11-1848-I IC-I 5	SEL L5 Upg Adv Nus To Ent 100P Nus		\$5.022.00	K	31%	\$3,465,18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-1849-LIC-L5	SEL L5 Upg Adv To Ent 10P Ccu		\$1,004.00	ĸ	31%	\$692.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-1850-LIC-L5	SEL L5 Upg Adv Ccu To Ent 100P Ccu		\$10,043.00	K	31%	\$6,929.67	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
	11-1855-LIC-L5	SEL L5 UG View Std 250 Ccu To Ent 500 Nu		\$87,876.00	K	31%	\$60,634.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-1856-LIC-L5 11-1857-LIC-L5	SEL L5 UG View S 500 Ccu To Ent 1000 Nu SEL L5 UG View S 250 Ccu To Ent 250 Ccu		\$175,753.00 \$62,769.00	K	31% 31%	\$121,269.57 \$43,310.61	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	CARAHSOFT CARAHSOFT
	11-1857-LIC-L5 11-1858-I IC-I 5	SEL L5 UG View S 250 Ccu To Ent 250 Ccu SEL L5 Upg View S 500 Ccu To Ent 500 Ccu		\$125.538.00	ĸ	31%	\$43,310.61 \$86.621.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-1885-LIC-L5	SEL L5 Upg View Add To Ent 10 Ccu		\$3,104.00	K	31%	\$2,141.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
	11-1886-LIC-L5	SEL L5 Upg View Add To Ent 100P Ccu		\$31,042.00	K	31%	\$21,418.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
	11-1978-LIC	SEL: VS5-RBSTD-ADV2-UG-F		\$145.00	K	31%	\$100.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
	11-1996-LIC-L5	SEL: HZ-APVENTC10-UG-F-L5		\$3,515.00	K	31%	\$2,425.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
	11-1997-LIC-L5 11-1-ASTOR-UNIT	SEL: HZ-APVENTC100UG-F-L5 SEL Arch Stor Unit - 1TB - RES - 1 Yr		\$35,151.00 \$188.64	K	31% 31%	\$24,254.19 \$130.16	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE FACTION
5	11-1-AWS-CNCT	SEL 100MB ADD'L Connect - AWS - RES - 1Y		\$2,781.82	K	31%	\$1,919.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
	11-1-AZR-CNCT	SEL 100MB ADD'L Connect - AZR - RES - 1Y		\$3,125.45	ĸ	31%	\$2,156.56	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		FACTION
	11-1-BBLOC	SEL Big Bloc 250GB - RES - 1YR		\$24,545.45	K	31%	\$16,936.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	11-1-CC-DP-AI-SB	SEL 1TB CCV Isilon SED Deep AWS RES 1Yr		\$272.73	K	31%	\$188.18	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		FACTION
	11-1-CC-DP-AI-SM 11-1-CC-DP-AI-TB	SEL 1TB CCV Isilon SM Deep AWS RES 1Yr SEL 1TB CCV Isilon Deep AWS - RES - 1Yr		\$572.73 \$272.73	K	31% 31%	\$395.18 \$188.18	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	FACTION FACTION
5	11-1-CC-DP-AI-1B	SEL 1TB CCV Isilon Deep AWS - RES - 111 SEL 1TB CCV Isilon SED Deep GCP RES 1Yr		\$409.09	K	31%	\$282.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
	11-1-CC-DP-GI-SM	SEL 1TB CCV Isilon SM Deep GCP RES 1Yr		\$715.91	ĸ	31%	\$493.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	11-1-CC-DP-GI-TB	SEL 1TB CCV Isilon Deep GCP - RES - 1Yr		\$340.91	K	31%	\$235.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	11-1-CC-DP-VI-TB	SEL 1TB CCV Isilon Deep VMC - RES - 1Yr		\$272.73	K	31%	\$188.18	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
	11-1-CC-DP-ZI-SB	SEL 1TB CCV Isilon SED Deep Azr RES 1Yr		\$409.09 \$715.91	K	31% 31%	\$282.27 \$493.98	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	FACTION FACTION
5 5	11-1-CC-DP-ZI-SM 11-1-CC-DP-ZI-TB	SEL 1TB CCV Isilon SM Deep Azr RES 1Yr SEL 1TB CCV Isilon Deep Azr - RES - 1Yr		\$715.91 \$340.91	K	31% 31%	\$493.98 \$235.23	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	FACTION FACTION
	11-1-CC-DP-21-1B	SEL 1TB CCV Isilon Deep A21 - RES - 111 SEL 1TB CCV Isilon SED Flash AWS RES 1Yr		\$4,254.55	K	31%	\$2,935.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	11-1-CC-FL-AI-TB	SEL 1TB CCV Isilon Flash AWS - RES - 1Yr		\$3,545.45	K	31%	\$2,446.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	11-1-CC-FL-AU-TB	SEL 1TB CCV Unity Flash AWS - RES - 1Yr		\$3,272.73	K	31%	\$2,258.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
	11-1-CC-FL-GI-SB	SEL 1TB CCV Isilon SED Flash GCP RES 1Yr		\$5,318.18	K	31%	\$3,669.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5 5	11-1-CC-FL-GI-TB 11-1-CC-FL-GP-TB	SEL 1TB CCV Isilon Flash GCP - RES - 1Yr		\$4,431.82 \$8.181.82	K	31%	\$3,057.96	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	FACTION
	11-1-CC-FL-GP-1B 11-1-CC-FL-GU-TB	SEL 1TB CCV PMAX Flash GCP - RES - 1Yr SEL 1TB CCV Unity Flash GCP - RES - 1Yr		\$4.090.91	ĸ	31% 31%	\$5,645.46 \$2,822.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION FACTION
5	11-1-CC-FL-PM-TB	SEL 1TB CCV PMAX Flash AWS - RES - 1Yr		\$6.818.18	ĸ	31%	\$4 704 54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	11-1-CC-FL-VI-TB	SEL 1TB CCV Isilon Flash VMC - RES - 1Yr		\$3,545.45	K	31%	\$2,446.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
	11-1-CC-FL-VM-TB	SEL 1TB CCV PMAX Flash VMC - RES - 1Yr		\$6,818.18	K	31%	\$4,704.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	11-1-CC-FL-VU-TB	SEL 1TB CCV Unity Flash VMC - RES - 1Yr		\$3,272.73	K	31%	\$2,258.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	11-1-CC-FL-ZI-SB	SEL 1TB CCV Isilon SED Flash Azr RES 1Yr		\$5,318.18	K	31%	\$3,669.54	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		FACTION
5 5	11-1-CC-FL-ZI-TB 11-1-CC-FL-ZP-TB	SEL 1TB CCV Isilon Flash Azr - RES - 1Yr SEL 1TB CCV PMAX Flash Azr - RES - 1Yr		\$4,431.82 \$8,181.82	K K	31% 31%	\$3,057.96 \$5,645.46	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	FACTION FACTION
5	11-1-CC-FL-ZP-TB	SEL 1TB CCV Unity Flash Azr - RES - 1Yr		\$4,090.91	K	31%	\$2,822.73			\$0.00	\$0.00	\$0.00	\$0.00		FACTION
	11-1-CC-PM-AI-SB	SEL 1TB CCV Isilon SED Prime AWS RES 1Yr		\$1,309.09	K	31%	\$903.27	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		FACTION
5	11-1-CC-PM-AI-TB	SEL 1TB CCV Isilon Prime AWS - RES - 1Yr		\$1,090.91	K	31%	\$752.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	11-1-CC-PM-AU-TB	SEL 1TB CCV Unity Prime AWS - RES - 1Yr		\$681.82	K	31%	\$470.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
	11-1-CC-PM-GI-SB	SEL 1TB CCV Isilon SED Prime GCP RES 1Yr		\$1,636.36 \$1,363.64	K	31% 31%	\$1,129.09	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	FACTION
5 5	11-1-CC-PM-GI-TB 11-1-CC-PM-GU-TB	SEL 1TB CCV Isilon Prime GCP - RES - 1Yr SEL 1TB CCV Unity Prime GCP - RES - 1Yr		\$1,363.64	K K	31% 31%	\$940.91 \$588.07	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION FACTION
	11-1-CC-PM-VI-TB	SEL 1TB CCV Unity Filling GCF - RES - 111 SEL 1TB CCV Isilon Prime VMC - RES - 1Yr		\$1,090.91	K	31%	\$752.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
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					NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPGR	ADE PRICE						
BAND	SKU	DESCRIPTION	Model Sub sku	EMC LIST PRICE USD	CATEGORY	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
- 5	11-1-CC-PM-VU-TB	SEL 1TB CCV Unity Prime VMC - RES - 1Yr		\$681.82	K	31%	\$470.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	11-1-CC-PM-ZI-SB	SEL 1TB CCV Isilon SED Prime Azr RES 1Yr		\$1,636.36	K	31%	\$1,129.09		\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	11-1-CC-PM-ZI-TB	SEL 1TB CCV Isilon Prime Azr - RES - 1Yr		\$1,363.64	K	31%	\$940.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	11-1-CC-PM-ZU-TB	SEL 1TB CCV Unity Prime Azr - RES - 1Yr		\$852.27	K	31%	\$588.07	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	11-1-COLO-1RU	SEL Colo - 1RU - RES - 1 Yr		\$3,272.73	K	31%	\$2,258.18		\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	11-1-CX-100-SMF	SEL CrossConnect SingleModeFiber RES.1YR		\$10,856.22	K	31%	\$7,490.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	11-1-CX-SMF	SEL CrossConnect SingleModeFiber RES1YR		\$4,581.82	K	31%	\$3,161.46	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	11-1-DRAAS-GLD	SEL Unity DRaaS 100VM/50TB - RES - 1YR		\$441,768.56 \$87,443.57	K	31%	\$304,820.31	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	FACTION
5	11-1-DRAAS-SVC 11-1-DRAAS-VM	SEL Unity DRaaS 100VM/25TB - RES - 1YR SEL 1 Add'I VM DRaaS - RES - 1Yr		\$1,133.80	K K	31% 31%	\$60,336.06 \$782.32		\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION FACTION
5	11-1-DRAAS-VM-AR	SEL 1 VM DRaaS - Assisted Recovery - 1Yr		\$393.18	K	31%	\$702.32 \$271.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	11-1-DRAAS-VM-AR	SEL 1 VM DRaaS - Assisted Recovery - 111 SEL 1 VM DRaaS - Managed Recovery - 1Yr		\$1,022.73	K	31%	\$705.68	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	11-1-FL-IO-UNIT	SEL FlashCCV - 500 IOPs - RES - 1 Yr		\$1.745.45	K	31%	\$1,204.36		\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	11-1-GCP-CNCT	SEL 100MB ADD'L Connect - GCP - RES - 1Y		\$3.054.55	K	31%	\$2,107.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	11-1-IO-UNIT	SEL IO Unit - 500 IOPs - RES - 1 Yr		\$1,745,45	ĸ	31%	\$1,204.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	11-1-IS-DP-FACTB	SEL 1TB Isilon Replication - RES - 1Yr		\$1,636.36	ĸ	31%	\$1,129.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	11-1-NET-UNIT	SEL Net Unit - 10 Mbps - RES - 1 Yr		\$272.73	ĸ	31%	\$188.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	11-1-PM-BUNDLE	SEL PowerMX DRaaS 100VM/50TB - RES - 1YR		\$682,909.09	K	31%	\$471,207.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	11-1-PM-DP-FACTB	SEL 1TB PWRMAX Replication - RES - 1Yr		\$6,763.64	K	31%	\$4,666.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	11-1-PM-DRAAS-TB	SEL 1 Add'l TB PowerMax DRaaS - RES - 1Y		\$11,781.82	K	31%	\$8,129.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	11-1-PM-DRAAS-VM	SEL 1 Add'I VM PowerMax DRaaS - RES - 1Y		\$545.45	K	31%	\$376.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	11-1-PR-IO-UNIT	SEL PrimeCCV - 100 IOPs - RES - 1 Yr		\$604.55	K	31%	\$417.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	11-1-PROC-UNIT	SEL 1 Proc - 5GB + 1Ghz - RES - 1Yr		\$450.00	K	31%	\$310.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	11-1-PS-DR	SEL PowerStore DRaaS 100VM/50TB - RES-1Y		\$581,915.91	K	31%	\$401,521.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	11-1-PS-DR-OD	SEL PowerStore DRaaS 100VM/25TB - RES-1Y		\$335,434.29	K	31%	\$231,449.66	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	11-1-PS-DR-TB	SEL 1 Add'l TB PowerStore DRaaS - RES-1Y		\$3,312.45	K	31%	\$2,285.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	11-1-STOR-UNIT	SEL Storage Unit - 1TB - RES - 1 Yr		\$768.18	K	31%	\$530.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	11-1-U-DR-TB	SEL 1 Add'l TB Unity DRaaS - RES - 1YR		\$1,486.36	K	31%	\$1,025.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	11-1-VMC-AW-CLD	SEL VMC on AWS - 768GB+ Private Cl Node		\$109,090.91	K	31%	\$75,272.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	11-1-VMCHOST	SEL VMC.Host.i3-16XL RES - 1YR		\$94,521.82	K	31%	\$65,220.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	11-1-VPN-1000BW	SEL 1000Mbps Managed VPN - RES - 1Yr		\$5,890.91	K	31%	\$4,064.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	11-1-VPN-500BW	SEL 500Mbps Managed VPN - RES - 1Yr		\$3,927.27	K	31%	\$2,709.82		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	11-1-VPN-BW	SEL 100Mbps Managed VPN - RES - 1Yr		\$1,963.64 \$1,133.80	K	31%	\$1,354.91	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	FACTION
5	11-1-VSR-DR-VM	SEL 1 Add'I VM VSR DRaaS - RES - 1Yr			K	31%	\$782.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	11-2001-LIC	SEL: PLAY7-PRO-F		\$165.00 \$88.00	K	31%	\$113.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	VMWARE
5	11-2002-LIC	SEL: PLAY7-PRO-PLAY6-UG-F SFI: HZ-FUSPI 7-FI X-UG-F-I 1		\$105.00	K K	31% 31%	\$60.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00	VMWARE CARAHSOFT
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	K K	31%	\$72.45 \$70.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2016-LIC-L2 11-2016-LIC-L3	SEL: HZ-FUSPL7-FLX-UG-F-L2 SEL: HZ-FUSPL7-FLX-UG-F-L3		\$99.00	K	31%	\$68.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2016-LIC-L4	SEL: HZ-FUSPL7-FLX-UG-F-L4		\$96.00	K	31%	\$66.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2016-LIC-L5	SEL: HZ-FUSPL7-FLX-UG-F-L5		\$91.00	ĸ	31%	\$62.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2017-LIC-L1	SEL: HZ-FUS56-FLX-UG-F-L1		\$188.00	ĸ	31%	\$129.72	\$0.00	\$0.00	\$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	ĸ	31%	\$126.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2017-LIC-L3	SEL: HZ-FUS56-FLX-UG-F-L3		\$178.00	K	31%	\$122.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2017-LIC-L4	SEL: HZ-FUS56-FLX-UG-F-L4		\$172.00	K	31%	\$118.68	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2017-LIC-L5	SEL: HZ-FUS56-FLX-UG-F-L5		\$164.00	K	31%	\$113.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2063-LIC	SEL: HZ-PRA50-STD100-UG-F		\$13,750.00	K	31%	\$9,487.50	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2063-LIC-L1	SEL: HZ-PRA50STD100UGF-L1		\$13,063.00	K	31%	\$9,013.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2063-LIC-L2	SEL: HZ-PRA50STD100UGF-L2		\$12,788.00	K	31%	\$8,823.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$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	\$0.00	CARAHSOFT
5	11-2063-LIC-L4	SEL: HZ-PRA50STD100UGF-L4		\$11,963.00	K	31%	\$8,254.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2063-LIC-L5	SEL: HZ-PRA50STD100UGF-L5 SFI: HZ-MGP-ADVC-10-UG-F		\$11,413.00	K	31% 31%	\$7,874.97	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	CARAHSOFT
5	11-2071-LIC 11-2071-LIC-L1	SEL: HZ-MGP-ADVC-10-UG-F SEL: HZ-MGP-ADVC10UG-F-L1		\$3,025.00 \$2,874.00	K K	31%	\$2,087.25 \$1,983.06	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00	CARAHSOFT
5	11-2071-LIC-L1	SEL: HZ-MGP-ADVC10UG-F-L1 SEL: HZ-MGP-ADVC10UG-F-L2		\$2,813.00	K	31%	\$1,940.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2071-LIC-L2 11-2071-LIC-L3	SEL: HZ-MGP-ADVC10UG-F-L2 SEL: HZ-MGP-ADVC10UG-F-L3		\$2,723.00	K	31%	\$1,878.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2071-LIC-L4	SEL: HZ-MGP-ADVC100G-F-L4		\$2,723.00	K	31%	\$1,816.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2071-LIC-L4 11-2071-LIC-L5	SEL: HZ-MGP-ADVC10UG-F-L4 SEL: HZ-MGP-ADVC10UG-F-L5		\$2,511.00	K K	31%	\$1,732.59	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2071-LIC-L5 11-2072-LIC	SEL: HZ-MGP-ADVC-100G-F-L5 SEL: HZ-MGP-ADVC-100-UG-F		\$30,250.00	K	31%	\$20,872.59	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2072-LIC-L1	SEL: HZ-MGP-ADVC100-0G-F		\$28.738.00	K	31%	\$19.829.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2072-LIC-L1	SEL: HZ-MGP-ADVC1000GF-L1		\$28,133.00	K	31%	\$19,629.22	\$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	ĸ	31%	\$18,785.25	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2072-LIC-L4	SEL: HZ-MGP-ADVC100UGF-L4		\$26,318.00	ĸ	31%	\$18,159.42		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2072-LIC-L5	SEL: HZ-MGP-ADVC100UGF-L5		\$25,108.00	ĸ	31%	\$17,324.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2073-LIC	SEL: HZ-MGP-ADVN-10-UG-F		\$1,210.00	K	31%	\$834.90	\$0.00	\$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	\$0.00	CARAHSOFT
5	11-2073-LIC-L2	SEL: HZ-MGPADVN10-UG-F-L2		\$1,125.00	K	31%	\$776.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2073-LIC-L3	SEL: HZ-MGPADVN10-UG-F-L3		\$1,089.00	K	31%	\$751.41	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2073-LIC-L4	SEL: HZ-MGPADVN10-UG-F-L4		\$1,053.00	K	31%	\$726.57	\$0.00	\$0.00	\$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	\$0.00	CARAHSOFT
5	11-2074-LIC	SEL: HZ-MGP-ADVN-100-UG-F		\$12,100.00	K	31%	\$8,349.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2074-LIC-L1	SEL: HZ-MGPADVN100UG-F-L1		\$11,495.00	K	31%	\$7,931.55		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2074-LIC-L2	SEL: HZ-MGPADVN100UG-F-L2		\$11,253.00	K	31%	\$7,764.57	\$0.00	\$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	\$0.00	\$0.00	CARAHSOFT
5	11-2074-LIC-L4	SEL: HZ-MGPADVN100UG-F-L4		\$10,527.00	K	31%	\$7,263.63	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2074-LIC-L5	SEL: HZ-MGPADVN100UG-F-L5		\$10,043.00	K	31%	\$6,929.67	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2109-LIC	SEL: ST6-VF-A100-F		\$3,000.00	K	31%	\$2,070.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2109-LIC-L1	SEL: ST6-VF-A100-F-L1		\$2,850.00	K	31%	\$1,966.50		\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2109-LIC-L2	SEL: ST6-VF-A100-F-L2		\$2,790.00	K	31% 31%	\$1,925.10		\$0.00 \$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2109-LIC-L3 11-2109-LIC-L4	SEL: ST6-VF-A100-F-L3 SEL: ST6-VF-A100-F-L4		\$2,700.00 \$2,610.00	K K	31% 31%	\$1,863.00 \$1,800.90	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	CARAHSOFT
5		SEL: S16-VF-A100-F-L4 SFL: ST6-VF-A10-F		\$2,610.00 \$300.00		31% 31%	\$1,800.90 \$207.00	\$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
5	11-2110-LIC 11-2110-LIC-L1	SEL: S16-VF-A10-F SEL: ST6-VF-A10-F-L1		\$300.00	K K	31% 31%	\$207.00 \$196.65		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2110-LIC-L1 11-2110-LIC-L2	SEL: S16-VF-A10-F-L1 SEL: ST6-VF-A10-F-L2		\$285.00	K K	31% 31%	\$196.65 \$192.51	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2110-LIO-LZ	OLL. UTU-VE-MIU-F-LZ		φ213.0U	r.	J 170	\$192.51	φυ.00	φυ.00	φυ.00	φυ.00	φυ.00	φυ.00	φυ.υυ	CANAFIOUT

					NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPGR	ADE PRICE						
BAND	sku	DESCRIPTION	Model Sub sku	EMC LIST PRICE USD	CATEGORY	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	11-2110-LIC-L3	SEL: ST6-VF-A10-F-L3	•	\$270.00	K	31%	\$186.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2110-LIC-L4	SEL: ST6-VF-A10-F-L4		\$261.00	K	31%	\$180.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2111-LIC	SEL: ST6-VF-AD-F		\$1,495.00	K	31%	\$1,031.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2112-LIC	SEL: ST6-VSAN-F		\$2,821.50	K	31%	\$1,946.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2113-LIC 11-2195-I IC	SEL: ST6-VSA-VSAN-UG-F SEI: V-AWT-PI-DEV-F		\$12,886.50 \$20.00	K K	31% 31%	\$8,891.69 \$13.80	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	CARAHSOFT VMWARF
5				\$20.00 \$4.00				\$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	
5	11-2196-LIC	SEL: V-AWT-MF-DEV-F			K	31%	\$2.76		\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	VMWARE
5	11-2248-LIC 11-2317-LIC	SEL: VR6-MEDI-F SEL: VR7-ATAD25-F		\$67,925.00 \$7,793.50	K K	31% 31%	\$46,868.25 \$5.377.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00	CARAHSOFT
5 E	11-2317-LIC 11-2318-LIC	SEL: VR7-ATAD25-F SEL: VR7-ATEN25-F		\$13,475.00	K	31%	\$9,377.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2310-LIC 11-2321-LIC	SEL: VR7-AUTDT25-F		\$3,767.50	K	31%	\$2,599.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2322-LIC	SEL: VR7-ATAD-ATEN-UG-F		\$6,250.20	ĸ	31%	\$4,312.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2325-LIC	SEL: HZ7-TCL-STA10-UG-F		\$1,923.90	ĸ	31%	\$1,327.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2358-LIC	SEL: HZ7-ADC-10-F		\$4,526.50	ĸ	31%	\$3,123,29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2359-LIC	SEL: HZ7-ADC-100-F		\$45,265.00	ĸ	31%	\$31,232,85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2360-LIC	SEL: HZ7-ADC-ENC-10-UG-F		\$2,182.40	K	31%	\$1,505.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2361-LIC	SEL: HZ7-ADC-ENC-100-UG-F		\$21,838.30	K	31%	\$15,068.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2362-LIC	SEL: HZ7-ADN-10-F		\$2,832.50	K	31%	\$1,954.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2363-LIC	SEL: HZ7-ADN-100-F		\$28,325.00	K	31%	\$19,544.25		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2364-LIC	SEL: HZ7-ADN-ENN-10-UG-F		\$1,248.50	K	31%	\$861.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2365-LIC	SEL: HZ7-ADN-ENN-100-UG-F		\$12,487.20	K	31%	\$8,616.17	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2366-LIC	SEL: HZ7-AVA-ENC10-UG-F		\$5,299.80	K	31%	\$3,656.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2367-LIC	SEL: HZ7-AVA-ENC100-UG-F		\$52,998.00	K	31%	\$36,568.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2368-LIC	SEL: HZ7-AVA-ENN10-UG-F		\$3,121.80	K	31%	\$2,154.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2369-LIC	SEL: HZ7-AVA-ENN100-UG-F		\$31,218.00	K	31%	\$21,540.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2370-LIC	SEL: HZ7-AVE-ENC10-UG-F		\$4,924.70 \$49.247.00	K	31% 31%	\$3,398.04 \$33,980.43	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	CARAHSOFT
5 5	11-2371-LIC 11-2372-LIC	SEL: HZ7-AVE-ENC100-UG-F SEL: HZ7-AVE-ENN10-UG-F		\$49,247.00 \$2,867.70	K K	31% 31%	\$33,980.43 \$1,978.71	\$0.00 \$0.00	\$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
5	11-2372-LIC 11-2373-LIC	SEL: HZ7-AVE-ENN10-UG-F SEL: HZ7-AVE-ENN100-UG-F		\$28,677.00	K	31%	\$1,976.71	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2373-LIC 11-2374-LIC	SFI: HZ7-AVS-FNC10-UG-F		\$6,044.50	K	31%	\$4 170 71	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2375-LIC	SEL: HZ7-AVS-ENC100-UG-F		\$60,439.50	ĸ	31%	\$41,703.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2376-LIC	SEL: HZ7-AVS-ENN10-UG-F		\$3,612.40	ĸ	31%	\$2 492 56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2377-LIC	SEL: HZ7-AVS-ENN100-UG-F		\$36,118.50	ĸ	31%	\$24.921.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2378-LIC	SEL: HZ7-EAD-STD10-UG-F		\$1,983.30	ĸ	31%	\$1,368,48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2379-LIC	SEL: HZ7-EAD-STD100-UG-F		\$19,831.90	ĸ	31%	\$13,684.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2380-LIC	SEL: HZ7-ENC-10-F		\$6,517.50	ĸ	31%	\$4,497.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2381-LIC	SEL: HZ7-ENC-100-F		\$65,175.00	K	31%	\$44,970.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2382-LIC	SEL: HZ7-ENN-10-F		\$3,965.50	K	31%	\$2,736.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2383-LIC	SEL: HZ7-ENN-100-F		\$39,655.00	K	31%	\$27,361.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2384-LIC	SEL: HZ7-ENN-ENC-10-UG-F		\$2,803.90	K	31%	\$1,934.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2385-LIC	SEL: HZ7-ENN-ENC-100-UG-F		\$28,042.30	K	31%	\$19,349.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2386-LIC	SEL: HZ7-ENTA-STDA10-UG-F		\$1,131.90	K	31%	\$781.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2387-LIC	SEL: HZ7-ENTA-STDA100-UG-F		\$11,330.00	K	31%	\$7,817.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2388-LIC	SEL: HZ7-LXC-10-F		\$1,699.50 \$16,995.00	K	31%	\$1,172.66	\$0.00 \$0.00	\$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
5	11-2389-LIC	SEL: HZ7-LXC-100-F			K	31%	\$11,726.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2390-LIC 11-2391-LIC	SEL: HZ7-LXC-ENC-10-UG-F SEL: HZ7-LXC-ENC-100-UG-F		\$5,299.80 \$52,998.00	K K	31% 31%	\$3,656.86 \$36,568.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT CARAHSOFT
5	11-2391-LIC 11-2392-LIC	SEL: HZ7-MGP-ADC-10-UG-F		\$3,109.70	K	31%	\$2,145,69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2393-LIC	SEL: HZ7-MGP-ADC-10-0G-F		\$31.097.00	K	31%	\$21,456.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2394-LIC	SEL: HZ7-MGP-ADN-10-UG-F		\$1,246.30	ĸ	31%	\$859.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2395-LIC	SEL: HZ7-MGP-ADN-100-UG-F		\$12,463.00	ĸ	31%	\$8,599,47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2396-LIC	SEL: HZ7-MRG-ADC-10-UG-F		\$3,109.70	ĸ	31%	\$2,145,69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2397-LIC	SEL: HZ7-MRG-ADC-100-UG-F		\$31,097.00	K	31%	\$21,456.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2398-LIC	SEL: HZ7-MRG-ADN-10-UG-F		\$1,246.30	K	31%	\$859.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2399-LIC	SEL: HZ7-MRG-ADN-100-UG-F		\$12,463.00	K	31%	\$8,599.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2400-LIC	SEL: HZ7-ST-ADC-10-UG-F		\$1,863.40	K	31%	\$1,285.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2401-LIC	SEL: HZ7-ST-ADC-100-UG-F		\$18,634.00	K	31%	\$12,857.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2402-LIC	SEL: HZ7-ST-ADC-250-UG-F		\$46,654.30	K	31%	\$32,191.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2403-LIC	SEL: HZ7-ST-ADC-500-UG-F		\$93,270.10	K	31%	\$64,356.37	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2404-LIC	SEL: HZ7-ST-ADN-1K-UG-F		\$155,799.60	K	31%	\$107,501.72		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2405-LIC	SEL: HZ7-ST-ADN-20-UG-F		\$3,116.30	K	31%	\$2,150.25		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2406-LIC	SEL: HZ7-ST-ADN-200-UG-F		\$31,157.50	K	31%	\$21,498.68	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	CARAHSOFT
5	11-2407-LIC	SEL: HZ7-ST-ADN-500-UG-F		\$77,931.70 \$4,052.40	K	31% 31%	\$53,772.87	\$0.00 \$0.00	\$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 5	11-2408-LIC 11-2409-LIC	SEL: HZ7-ST-ENC-10-UG-F SEL: HZ7-ST-ENC-100-UG-F		\$4,052.40 \$40,526.20	K K	31% 31%	\$2,796.16 \$27,963.08	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	CARAHSOFT
5	11-2409-LIC 11-2410-LIC	SEL: HZ7-ST-ENC-100-UG-F SEL: HZ7-ST-ENC-250-UG-F		\$40,526.20	K K	31% 31%	\$27,963.08 \$69.870.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2410-LIC 11-2411-LIC	SEL: HZ7-ST-ENC-250-UG-F SEL: HZ7-ST-ENC-500-UG-F		\$202,662.90	K K	31%	\$69,870.50 \$139.837.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2411-LIC 11-2412-LIC	SEL: HZ7-S1-ENC-500-0G-F SEI: HZ7-ST-ENN-1K-UG-F		\$280.430.70	ĸ	31%	\$139,637.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2412-LIC 11-2413-LIC	SEL: HZ7-ST-ENN-20-UG-F		\$5.602.30	K	31%	\$3,865.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2414-LIC	SEL: HZ7-ST-ENN-200-UG-F		\$56,040.60	ĸ	31%	\$38.668.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2415-LIC	SEL: HZ7-ST-ENN-500-UG-F		\$140,250.00	ĸ	31%	\$96,772.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2416-LIC	SEL: HZ7-STD-10-F		\$2,832.50	ĸ	31%	\$1,954.43		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2417-LIC	SEL: HZ7-STD-100-F		\$28,325.00	ĸ	31%	\$19,544.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2418-LIC	SEL: HZ7-STD-A10-F		\$2,150.50	K	31%	\$1,483.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2419-LIC	SEL: HZ7-STD-A100-F		\$21,505.00	K	31%	\$14,838.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2420-LIC	SEL: HZ7-STDA-STD10-UG-F		\$795.30	K	31%	\$548.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2421-LIC	SEL: HZ7-STDA-STD100-UG-F		\$7,956.30	K	31%	\$5,489.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2422-LIC	SEL: HZ7-TAC-STA100-UG-F		\$19,354.50	K	31%	\$13,354.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2423-LIC	SEL: HZ7-THIN-ST100-UG-F		\$22,665.50	K	31%	\$15,639.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2424-LIC	SEL: HZ7-TPRO-ST10-UG-F		\$2,379.30	K	31%	\$1,641.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2425-LIC	SEL: HZ7-VAD-ADC-10-UG-F		\$2,613.60	K	31%	\$1,803.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2426-LIC	SEL: HZ7-VAD-ADC-100-UG-F		\$26,136.00	K	31%	\$18,033.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2427-LIC	SEL: HZ7-VAD-ENC-10-UG-F		\$4,803.70	K	31%	\$3,314.55	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2428-LIC	SEL: HZ7-VAD-ENC-100-UG-F		\$48,037.00	K	31%	\$33,145.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT

					NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPGR	ADE PRICE						
BAND	sku	DESCRIPTION	Model Sub sku	EMC LIST PRICE USD	CATEGORY CODE	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	11-2429-LIC	SEL: HZ7-VENT-ST10-UG-F		\$1,133.00	K	31%	\$781.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2430-LIC	SEL: HZ7-VENT-ST100-UG-F		\$11,330.00	K	31%	\$7,817.70	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2431-LIC	SEL: ST6-AD-D10-F		\$1,127.50	K	31%	\$777.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2432-LIC	SEL: ST6-AD-D100-F		\$11,275.00	K	31%	\$7,779.75	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	CARAHSOFT
5	11-2433-LIC	SEL: ST6-AD-EN-UG-F		\$1,870.00	K	31%	\$1,290.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2434-LIC	SEL: ST6-AD-F		\$4,526.50	K	31%	\$3,123.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2439-LIC	SEL: ST6-EN-F		\$6,220.50	K	31%	\$4,292.15	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2440-LIC	SEL: ST6-ST-AD-UG-F		\$1,874.40	K	31%	\$1,293.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2441-LIC	SEL: ST6-ST-EN-UG-F		\$3,738.90	K	31%	\$2,579.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2446-LIC	SEL: VR-BCLADVC-F		\$3,393.50	K	31%	\$2,341.52	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2447-LIC	SEL: VR-BCLADVO-25-F		\$5,659.50	K	31%	\$3,905.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2448-LIC	SEL: VR-CODE2C-F		\$6,215.00	K	31%	\$4,288.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2449-LIC	SEL: VR-CODE20-F		\$621.50	K	31%	\$428.84	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2493-LIC	SEL: HZ7-PA50-STA100-UG-F		\$14,173.50	K	31%	\$9,779.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2494-LIC	SEL: HZ7-PRA50-ST100-UG-F		\$14,190.00	K	31%	\$9,791.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2495-LIC	SEL: HZ7-UEM-ENC-100-UG-F		\$59,510.00	K	31%	\$41,061.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2496-LIC	SEL: HZ7-UEM-ENC-10-UG-F		\$5,951.00	K	31%	\$4,106.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2497-LIC	SEL: HZ7-UEM-ENN-100-UG-F		\$36,256.00	K	31%	\$25,016.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2498-LIC	SEL: HZ7-UEM-ENN-10-UG-F		\$3,625.60	K	31%	\$2,501.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2499-LIC	SEL: HZ7-WSP-ADN-100-UG-F		\$12,466.30	K	31%	\$8,601.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2500-LIC	SEL: HZ7-WSP-ADN-10-UG-F		\$1,246.30	K	31%	\$859.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2505-LIC	SEL: HZ7-ADN-A10-F		\$2,260.50	K	31%	\$1,559.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2506-LIC	SEL: HZ7-ADN-A100-F		\$22,605.00	K	31%	\$15,597.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2507-LIC	SEL: HZ7-A100-AERC-F		\$33,935.00	K	31%	\$23,415.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2508-LIC	SEL: HZ7-A10-AERC-F		\$3,393.50	K	31%	\$2,341.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2509-LIC	SEL: HZ7-E100-AERC-F		\$48,125.00	K	31%	\$33,206.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2510-LIC	SEL: HZ7-E100-AERC-UG-F		\$15,609.00	K	31%	\$10,770.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2511-LIC	SEL: HZ7-E10-AERC-F		\$4,812.50	K	31%	\$3,320.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2512-LIC	SEL: HZ7-E10-AERC-UG-F		\$1,560.90	K	31%	\$1,077.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2513-LIC	SEL: HZ7-ENN-A100-F		\$32,285.00	K	31%	\$22,276.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2514-LIC	SEL: HZ7-ENN-A100-UG-F		\$10,648.00	K	31%	\$7,347.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2515-LIC	SEL: HZ7-ENN-A10-F		\$3,228.50	K	31%	\$2,227.67	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2516-LIC	SEL: HZ7-ENN-A10-UG-F		\$1,064.80 \$1,424.50	K	31%	\$734.71	\$0.00 \$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
5	11-2535-LIC	SEL: VR-NI-ANXC-F			K	31%	\$982.91		\$0.00						CARAHSOFT
5	11-3-CC-DP-AI-SB	SEL 1TB CCV Isilon SED Deep AWS RES -3Y		\$856.38	K	31%	\$590.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	11-3-CC-DP-AI-SM	SEL 1TB CCV Isilon SM Deep AWS RES 3Yr		\$1,606.11	K	31%	\$1,108.22	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	FACTION
5	11-3-CC-DP-AI-TB	SEL 1TB CCV Isilon Deep AWS - RES - 3Yr		\$731.95	K	31%	\$505.05	\$0.00	\$0.00	\$0.00			\$0.00		FACTION
5	11-3-CC-DP-GI-SB	SEL 1TB CCV Isilon SED Deep GCP RES -3Y		\$954.02	K	31%	\$658.27	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00 \$0.00	FACTION
5	11-3-CC-DP-GI-SM	SEL 1TB CCV Isilon SM Deep GCP RES 3Yr		\$1,817.88 \$815.40	K	31%	\$1,254.34	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	FACTION
5	11-3-CC-DP-GI-TB	SEL 1TB CCV Isilon Deep GCP - RES - 3Yr		\$815.40 \$954.02	K	31%	\$562.63		\$0.00						FACTION
5	11-3-CC-DP-ZI-SB	SEL 1TB CCV Isilon SED Deep Azr RES -3Y			K	31%	\$658.27	\$0.00		\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	11-3-CC-DP-ZI-SM	SEL 1TB CCV Isilon SM Deep Azr RES 3Yr		\$1,817.88 \$815.40	K	31%	\$1,254.34	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	FACTION
5	11-3-CC-DP-ZI-TB	SEL 1TB CCV Isilon Deep Azr - RES - 3Yr			K	31%	\$562.63								FACTION
5	11-3-CC-FL-AI-SB 11-3-CC-FL-AI-TB	SEL 1TB CCV Isilon SED Flash AWS RES -3Y SEL 1TB CCV Isilon Flash AWS - RES - 3Yr		\$10,174.20 \$8,695.90	K	31% 31%	\$7,020.20 \$6,000.17	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	FACTION FACTION
5				\$7,995.90	K	31%		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5 5	11-3-CC-FL-AU-TB 11-3-CC-FL-GI-SB	SEL 1TB CCV Unity Flash AWS - RES - 3Yr		\$11,231.99	K	31%	\$5,454.12 \$7,750.07	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	FACTION
5	11-3-CC-FL-GI-SB 11-3-CC-FL-GI-TB	SEL 1TB CCV Isilon SED Flash GCP RES -3Y SEL 1TB CCV Isilon Flash GCP - RES - 3Yr		\$9 599 99	K	31%	\$6,750.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	11-3-CC-FL-GP-TB	SEL 1TB CCV ISION Flash GCP - RES - 311		\$19,155.12	K	31%	\$13.217.03	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	11-3-CC-FL-GU-TB	SEL 1TB CCV Unity Flash GCP - RES - 3Yr		\$8.968.56	K	31%	\$6.188.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	11-3-CC-FL-BM-TB	SEL TTB CCV PMAX Flash AWS - RES - 3Yr		\$17.381.71	K	31%	\$11,993,38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	11-3-CC-FL-VM-TB	SEL 1TB CCV PMAX Flash VMC - RES - 3Yr		\$17,381.71	K	31%	\$11,993.38	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	11-3-CC-FL-VU-TB	SEL 1TB CCV Unity Flash VMC - RES - 3Yr		\$7,904.52	K	31%	\$5,454.12	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	11-3-CC-FL-ZI-SB	SEL 1TB CCV Isilon SED Flash Azr RES -3Y		\$11.231.99	ĸ	31%	\$7,750.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	11-3-CC-FL-ZI-TB	SEL 1TB CCV Isilon Flash Azr - RES - 3Yr		\$9,599.99	ĸ	31%	\$6,623.99	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	11-3-CC-FL-ZP-TB	SEL 1TB CCV PMAX Flash Azr - RES - 3Yr		\$19,155.12	ĸ	31%	\$13,217.03	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	11-3-CC-FL-ZU-TB	SEL 1TB CCV Unity Flash Azr - RES - 3Yr		\$8.968.56	ĸ	31%	\$6.188.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	11-3-CC-PM-AI-SB	SEL 1TB CCV Isilon SED Prime AWS RES -3Y		\$3,386.99	ĸ	31%	\$2,337.02	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	11-3-CC-PM-AI-TB	SEL 1TB CCV Isilon Prime AWS - RES - 3Yr		\$2,894.86	ĸ	31%	\$1,997.45	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	11-3-CC-PM-AU-TB	SEL 1TB CCV Unity Prime AWS - RES - 3Yr		\$2,147.19	K	31%	\$1,481.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	11-3-CC-PM-GI-SB	SEL 1TB CCV Isilon SED Prime GCP RES -3Y		\$3,777.56	K	31%	\$2,606.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	11-3-CC-PM-GI-TB	SEL 1TB CCV Isilon Prime GCP - RES - 3Yr		\$3,228.68	K	31%	\$2,227.79	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	11-3-CC-PM-GU-TB	SEL 1TB CCV Unity Prime GCP - RES - 3Yr		\$2,368.87	K	31%	\$1,634.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	11-3-CC-PM-VU-TB	SEL 1TB CCV Unity Prime VMC - RES - 3Yr		\$2,147.19	K	31%	\$1,481.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	11-3-CC-PM-ZI-SB	SEL 1TB CCV Isilon SED Prime Azr RES -3Y		\$3,777.56	K	31%	\$2,606.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	11-3-CC-PM-ZI-TB	SEL 1TB CCV Isilon Prime Azr - RES - 3Yr		\$3,228.68	K	31%	\$2,227.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	11-3-CC-PM-ZU-TB	SEL 1TB CCV Unity Prime Azr - RES - 3Yr		\$2,368.87	K	31%	\$1,634.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	11-3-COLO-1RU	SEL Colo - 1RU - RES - 3 Yr		\$9,818.18	K	31%	\$6,774.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	11-3-CX-100-SMF	SEL CrossConnect SingleModeFiber RES.3YR		\$32,568.67	K	31%	\$22,472.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	11-3-DRAAS-GLD	SEL Unity DRaaS 100VM/50TB - RES - 3YR		\$1,149,590.44	K	31%	\$793,217.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	11-3-DRAAS-SVC	SEL Unity DRaaS 100VM/25TB - RES - 3YR		\$211,805.66	K	31%	\$146,145.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	11-3-DRAAS-TB	SEL 1 Add'l TB Unity DRaaS - RES - 3Yr		\$3,342.67	K	31%	\$2,306.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	11-3-DRAAS-VM	SEL 1 Add'I VM DRaaS - RES - 3Yr		\$3,061.26	K	31%	\$2,112.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	11-3-FL-DRAAS-TB	SEL 1 Add'l TB Flash DRaaS - RES - 3Y		\$11,454.55	K	31%	\$7,903.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	11-3-FL-IO-UNIT	SEL FlashCCV - 500 IOPs - RES - 3 Yr		\$5,236.36	K	31%	\$3,613.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	11-3-IO-UNIT	SEL IO Unit - 500 IOPs - RES - 3 Yr		\$5,236.36	K	31%	\$3,613.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	11-3-PR-IO-UNIT	SEL PrimeCCV - 100 IOPs - RES - 3 Yr		\$1,813.64	K	31%	\$1,251.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	11-3-PS-DR	SEL PowerStore DRaaS 100VM/50TB - RES-3Y		\$1,490,413.64	K	31%	\$1,028,385.41	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	11-3-PS-DR-OD	SEL PowerStore DRaaS 100VM/25TB - RES-3Y		\$771,569.53	K	31%	\$532,382.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	11-3-PS-DR-TB	SEL 1 Add'l TB PowerStore DRaaS - RES-3Y		\$7,446.98	K	31%	\$5,138.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	11-3-U-DR-TB	SEL 1 Add'l TB Unity DRaaS - RES - 3YR		\$3,342.66	K	31%	\$2,306.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	11-3-VMCHOST	SEL VMC.Host.i3-16XL RES - 3YR		\$198,847.27	K	31%	\$137,204.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	11-3-VSR-DR-VM	SEL 1 Add'I VSR VM DRaaS - RES - 3Yr		\$3,061.26	K	31%	\$2,112.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	11525	SEL: SWITCH,PoE,5PORT Gb,4PORT PoE		\$154.00	K	31%	\$106.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC

				NVP LEVEL 1	_	NVP MAINTENANCE	AND WARRANTY UPGE	ADE PRICE						
BAND	sku	DESCRIPTION	Model EMC LIST Sub sku PRICE USD	CATEGORY	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
- 5	11-5-CC-DP-AI-SB	SEL 1TB CCV Isilon SED Deep AWS RES -5Y	\$1,078.4		31%	\$744.14	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	11-5-CC-DP-AI-SM	SEL 1TB CCV Isilon SM Deep AWS RES 5Yr	\$2,087.78		31%	\$1,440.57	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	11-5-CC-DP-AI-TB	SEL 1TB CCV Isilon Deep AWS - RES - 5Yr	\$921.7		31%	\$636.02	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	11-5-CC-DP-GI-SB	SEL 1TB CCV Isilon SED Deep GCP RES -5Y	\$1,231.6		31%	\$849.82		\$0.00	\$0.00			\$0.00	\$0.00	FACTION
5	11-5-CC-DP-GI-SM	SEL 1TB CCV Isilon SM Deep GCP RES 5Yr	\$2,419.9		31% 31%	\$1,669.77	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	FACTION
5 5	11-5-CC-DP-GI-TB	SEL 1TB CCV Isilon Deep GCP - RES - 5Yr	\$1,052.66 \$1,231.63		31%	\$726.35 \$849.82	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00	\$0.00	FACTION FACTION
5	11-5-CC-DP-ZI-SB 11-5-CC-DP-ZI-SM	SEL 1TB CCV Isilon SED Deep Azr RES -5Y SEL 1TB CCV Isilon SM Deep Azr RES 5Yr	\$1,231.0		31%	\$849.82 \$1.669.77	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	11-5-CC-DP-ZI-TB	SEL 1TB CCV Isilon Deep Azr - RES - 5Yr	\$1.052.6		31%	\$726.35	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	11-5-CC-FL-AI-SB	SEL 1TB CCV Isilon SED Flash AWS RES -5Y	\$12.580.1		31%	\$8,680.30	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	11-5-CC-FL-AI-TB	SEL 1TB CCV Isilon Flash AWS - RES - 5Yr	\$10,752.20		31%	\$7,419.06	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	11-5-CC-FL-AU-TB	SEL 1TB CCV Unity Flash AWS - RES - 5Yr	\$10,324.70) к	31%	\$7,124.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	11-5-CC-FL-GI-SB	SEL 1TB CCV Isilon SED Flash GCP RES -5Y	\$14,239.42		31%	\$9,825.20	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	11-5-CC-FL-GI-TB	SEL 1TB CCV Isilon Flash GCP - RES - 5Yr	\$12,170.4	i K	31%	\$8,397.61	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	11-5-CC-FL-GP-TB	SEL 1TB CCV PMAX Flash GCP - RES - 5Yr	\$26,643.5	K	31%	\$18,384.06	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	11-5-CC-FL-GU-TB	SEL 1TB CCV Unity Flash GCP - RES - 5Yr	\$2,999.12		31%	\$2,069.39	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	11-5-CC-FL-PM-TB	SEL 1TB CCV PMAX Flash AWS - RES - 5Yr	\$23,861.75		31%	\$16,464.61	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	FACTION
5	11-5-CC-FL-VM-TB	SEL 1TB CCV PMAX Flash VMC - RES - 5Yr	\$23,861.75 \$10.324.70		31%	\$16,464.61	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	11-5-CC-FL-VU-TB	SEL 1TB CCV Unity Flash VMC - RES - 5Yr	\$10,324.70		31% 31%	\$7,124.04 \$9.825.20	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION FACTION
5 5	11-5-CC-FL-ZI-SB 11-5-CC-FL-ZI-TB	SEL 1TB CCV Isilon SED Flash Azr RES -5Y SEL 1TB CCV Isilon Flash Azr - RES - 5Yr	\$12,170.4		31%	\$9,625.20	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	11-5-CC-FL-ZP-TB	SEL 1TB CCV PMAX Flash Azr - RES - 5Yr	\$26.643.5	K	31%	\$18,384.06	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	11-5-CC-FL-ZU-TB	SEL 1TB CCV Unity Flash Azr - RES - 5Yr	\$11,993.79		31%	\$8.275.72	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	11-5-CC-PM-AI-SB	SEL 1TB CCV Isilon SED Prime AWS RES -5Y	\$4,275.3		31%	\$2,949.98	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	11-5-CC-PM-AI-TB	SEL 1TB CCV Isilon Prime AWS - RES - 5Yr	\$3,654.1		31%	\$2,521.35	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	11-5-CC-PM-AU-TB	SEL 1TB CCV Unity Prime AWS - RES - 5Yr	\$2,651.40) K	31%	\$1,829.47	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	11-5-CC-PM-GI-SB	SEL 1TB CCV Isilon SED Prime GCP RES -5Y	\$4,887.99) К	31%	\$3,372.71	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	11-5-CC-PM-GI-TB	SEL 1TB CCV Isilon Prime GCP - RES - 5Yr	\$4,177.7		31%	\$2,882.66	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	11-5-CC-PM-GU-TB	SEL 1TB CCV Unity Prime GCP - RES - 5Yr	\$2,999.12		31%	\$2,069.39	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	11-5-CC-PM-VU-TB	SEL 1TB CCV Unity Prime VMC - RES - 5Yr	\$2,651.40 \$4.887.99		31% 31%	\$1,829.47 \$3.372.71	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	FACTION
5	11-5-CC-PM-ZI-SB	SEL 1TB CCV Isilon SED Prime Azr RES -5Y	\$4,887.9 \$4,177.7				\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5 5	11-5-CC-PM-ZI-TB 11-5-CC-PM-ZU-TB	SEL 1TB CCV Isilon Prime Azr - RES - 5Yr SEL 1TB CCV Unity Prime Azr - RES - 5Yr	\$2,999.12		31% 31%	\$2,882.66 \$2.069.39	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION FACTION
5	11-5-FL-IO-UNIT	SEL FIB CCV Offility Pfilifie A21 - RES - 511 SEL FlashCCV - 500 IOPs - RES - 5 Yr	\$8,727.2		31%	\$2,069.39	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	11-5-IO-UNIT	SEL IO Unit - 500 IOPs - RES - 5 Yr	\$8,727.2		31%	\$6.021.82	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	11-5-PR-IO-UNIT	SEL PrimeCCV - 100 IOPs - RES - 5 Yr	\$3.022.73		31%	\$2.085.68	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	12-1-AWS-CNCT	SEL 100MB ADD'L Connect - AWS - SCL - 1Y	\$2.781.8		31%	\$1,919.46	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	12-1-AZR-CNCT	SEL 100MB ADD'L Connect - AZR - SCL - 1Y	\$3,125.4	К	31%	\$2,156,56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	12-1-CC-DP-AI-SB	SEL 1TB CCV Isilon SED Deep AWS SCL 1Yr	\$272.7		31%	\$188.18	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	12-1-CC-DP-AI-SM	SEL 1TB CCV Isilon SM Deep AWS SCL 1Yr	\$572.73		31%	\$395.18	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	12-1-CC-DP-AI-TB	SEL 1TB CCV Isilon Deep AWS - SCL - 1Yr	\$272.73		31%	\$188.18	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	12-1-CC-DP-GI-SB	SEL 1TB CCV Isilon SED Deep GCP SCL 1Yr	\$409.0		31%	\$282.27	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	12-1-CC-DP-GI-SM	SEL 1TB CCV Isilon SM Deep GCP SCL 1Yr	\$715.9	K	31%	\$493.98	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	12-1-CC-DP-GI-TB 12-1-CC-DP-VI-TB	SEL 1TB CCV Isilon Deep GCP - SCL - 1Yr SEL 1TB CCV Isilon Deep VMC - SCL - 1Yr	\$340.9° \$272.7°		31% 31%	\$235.23 \$188.18	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	FACTION FACTION
5 5	12-1-CC-DP-VI-1B 12-1-CC-DP-ZI-SB	SEL 1TB CCV Isilon Deep VMC - SCL - 1Yr SEL 1TB CCV Isilon SED Deep Azr SCL 1Yr	\$409.0		31%	\$188.18 \$282.27	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	12-1-CC-DP-ZI-SB	SEL 1TB CCV Isilon SED Deep AZI SCL 1TI SEL 1TB CCV Isilon SM Deep AZI SCL 1YI	\$715.9		31%	\$202.27 \$493.98	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	FACTION
5	12-1-CC-DP-ZI-TB	SEL 1TB CCV Isilon Deep Azr - SCL - 1Yr	\$340.9	K	31%	\$235.23	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	12-1-CC-FL-AI-SB	SEL 1TB CCV Isilon SED Flash AWS SCL 1Yr	\$4.254.5		31%	\$2,935.64	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	12-1-CC-FL-AI-TB	SEL 1TB CCV Isilon Flash AWS - SCL - 1Yr	\$3,545.4	i к	31%	\$2,446.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	12-1-CC-FL-AU-TB	SEL 1TB CCV Unity Flash AWS - SCL - 1Yr	\$3,272.73	s K	31%	\$2,258.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	12-1-CC-FL-GI-SB	SEL 1TB CCV Isilon SED Flash GCP SCL 1Yr	\$5,318.18		31%	\$3,669.54	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	12-1-CC-FL-GI-TB	SEL 1TB CCV Isilon Flash GCP - SCL - 1Yr	\$4,431.82		31%	\$3,057.96	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	12-1-CC-FL-GP-TB	SEL 1TB CCV PMAX Flash GCP - SCL - 1Yr	\$8,181.82		31%	\$5,645.46	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5 5	12-1-CC-FL-GU-TB	SEL 1TB CCV Unity Flash GCP - SCL - 1Yr	\$4,090.9		31% 31%	\$2,822.73		\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
-	12-1-CC-FL-PM-TB	SEL 1TB CCV PMAX Flash AWS - SCL - 1Yr	\$6,818.18			\$4,704.54	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5 5	12-1-CC-FL-VI-TB 12-1-CC-FL-VM-TB	SEL 1TB CCV Isilon Flash VMC - SCL - 1Yr SEL 1TB CCV PMAX Flash VMC - SCL - 1Yr	\$3,545.45 \$6,818.18		31% 31%	\$2,446.36 \$4.704.54	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	+	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	FACTION FACTION
5	12-1-CC-FL-VM-1B 12-1-CC-FL-VU-TB	SEL 1TB CCV PMAX Flash VMC - SCL - 1Yr SEL 1TB CCV Unity Flash VMC - SCL - 1Yr	\$3,272.7		31%	\$4,704.54 \$2,258.18	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	12-1-CC-FL-ZI-SB	SEL 1TB CCV Isilon SED Flash Azr SCL 1Yr	\$5,318.18		31%	\$3,669.54	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	12-1-CC-FL-ZI-TB	SEL 1TB CCV Isilon Flash Azr - SCL - 1Yr	\$4,431.82		31%	\$3,057.96	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	12-1-CC-FL-ZP-TB	SEL 1TB CCV PMAX Flash Azr - SCL - 1Yr	\$8,181.82		31%	\$5,645.46	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	12-1-CC-FL-ZU-TB	SEL 1TB CCV Unity Flash Azr - SCL - 1Yr	\$4,090.9	K	31%	\$2,822.73		\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	12-1-CC-PM-AI-SB	SEL 1TB CCV Isilon SED Prime AWS SCL 1Yr	\$1,309.0	K	31%	\$903.27	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	12-1-CC-PM-AI-TB	SEL 1TB CCV Isilon Prime AWS - SCL - 1Yr	\$1,090.9		31%	\$752.73	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	12-1-CC-PM-AU-TB	SEL 1TB CCV Unity Prime AWS - SCL - 1Yr	\$681.83		31%	\$470.46		\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	12-1-CC-PM-GI-SB	SEL 1TB CCV Isilon SED Prime GCP SCL 1Yr	\$1,636.36		31%	\$1,129.09	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	12-1-CC-PM-GI-TB	SEL 1TB CCV Isilon Prime GCP - SCL - 1Yr	\$1,363.6	K	31%	\$940.91	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00	\$0.00	\$0.00 \$0.00	FACTION
5 5	12-1-CC-PM-GU-TB 12-1-CC-PM-VI-TB	SEL 1TB CCV Unity Prime GCP - SCL - 1Yr SEL 1TB CCV Isilon Prime VMC - SCL - 1Yr	\$852.2 \$1.090.9	K	31% 31%	\$588.07 \$752.73	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	FACTION FACTION
5	12-1-CC-PM-VI-1B 12-1-CC-PM-VU-TB	SEL 11B CCV Isilon Prime VMC - SCL - 1Yr SEL 1TB CCV Unity Prime VMC - SCL - 1Yr	\$1,090.9° \$681.82	K K	31% 31%	\$/52./3 \$470.46	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	12-1-CC-PM-VI-1B	SEL 1TB CCV Unity Prime VMC - SCL - 111 SEL 1TB CCV Isilon SED Prime Azr SCL 1Yr	\$1.636.3		31%	\$1,129.09		\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	12-1-CC-PM-ZI-3B	SEL 1TB CCV Isilon SED Prime AZI SCL 1TI	\$1,363.6		31%	\$1,129.09	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	12-1-CC-PM-ZU-TB	SEL 1TB CCV Islicit Prime Azr - SCL - 11r	\$852.2		31%	\$588.07	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	12-1-COLO-1RU	SEL Colo - 1RU - SCL - 1 Yr	\$3,272.73		31%	\$2,258.18		\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	12-1-CX-100-SMF	SEL CrossConnect SingleModeFiber SCL.1YR	\$10,856.2		31%	\$7,490.79		\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	12-1-CX-SMF	SEL CrossConnect SingleModeFiber SCL1YR	\$4,581.82		31%	\$3,161.46	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	12-1-DRAAS-GLD	SEL Unity DRaaS 100VM/50TB - SCL - 1YR	\$479,371.86		31%	\$330,766.58	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	12-1-DRAAS-SVC	SEL Unity DRaaS 100VM/25TB - SCL - 1YR	\$87,443.5		31%	\$60,336.06	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	12-1-DRAAS-TB	SEL 1 Add'l TB Unity DRaaS - SCL - 1Yr	\$1,486.36		31%	\$1,025.59	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	12-1-DRAAS-VM	SEL 1 Add'I VM DRaaS - SCL - 1Yr	\$1,259.7	K	31%	\$869.20	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	12-1-FL-IO-UNIT	SEL FlashCCV - 500 IOPs - SCL - 1 Yr	\$1,745.45		31%	\$1,204.36	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	FACTION
5 5	12-1-GCP-CNCT	SEL 100MB ADD'L Connect - GCP - SCL - 1Y	\$3,054.59 \$682.909.09		31%	\$2,107.64	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	FACTION
5	12-1-PM-BUNDLE	SEL PowerMX DRaaS 100VM/50TB - SCL - 1YR	\$002,909.0	, к	31%	\$471,207.27	φ0.00	\$U.UU	φ0.00	φ0.00	φ0.00	\$U.UU	φU.UU	FACTION

					NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPGR	ADE PRICE						
BAND	SKU	DESCRIPTION	Model Sub sku	EMC LIST PRICE USD	CATEGORY	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
- 5	12-1-PM-DRAAS-TB	SEL 1 Add'l TB PowerMax DRaaS - SCL - 1Y	•	\$11,781.82	K	31%	\$8,129.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	12-1-PM-DRAAS-VM	SEL 1 Add'l VM PowerMax DRaaS - SCL - 1Y		\$545.45	K	31%	\$376.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	12-1-PR-IO-UNIT	SEL PrimeCCV - 100 IOPs - SCL - 1 Yr		\$604.55	K	31%	\$417.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	12-1-PS-DR	SEL PowerStore DRaaS 100VM/50TB - SCL-1Y		\$619,629.55	K	31%	\$427,544.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	12-1-PS-DR-OD 12-1-PS-DR-TB	SEL PowerStore DRaaS 100VM/25TB - SCL-1Y SEL 1 Add'LTB PowerStore DRaaS - SCL-1Y		\$335,434.29 \$3,312.45	K K	31% 31%	\$231,449.66 \$2,285.59	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	FACTION FACTION
5				\$3,312.45 \$1.486.36				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
5	12-1-U-DR-TB 12-1-VMCHOST	SEL 1 Add'l TB Unity DRaaS - SCL - 1YR SEL VMC.Host.i3-16XL SCL - 1YR		\$1,486.36	K K	31% 31%	\$1,025.59 \$71.909.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION FACTION
5	12-1-VMCHU51 12-1-VPN RW	SEL VMC.H0st.i3-16XL SCL - 1YR SEL 100Mbps Managed VPN - SCL - 1Yr		\$104,216.25	K	31%	\$71,909.21 \$1.354.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5 E	12-1-VPN-1000BW	SEL 1000Mbps Managed VPN - SCL - 111 SEL 1000Mbps Managed VPN - SCL - 117		\$5.890.91	K	31%	\$1,354.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	12-1-VPN-500BW	SEL 500Mbps Managed VPN - SCL - 1Yr		\$3.927.27	K	31%	\$2,709.82		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	12-1-VSR-DR-TB	SEL 1 Add'l TB VSR DRaaS - SCL - 1Yr		\$1,243,64	ĸ	31%	\$858.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	12-1-VSR-DR-VM	SEL 1 Add'I VM VSR DRaaS - SCL - 1Yr		\$1,259.71	ĸ	31%	\$869.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	12-3-CC-DP-AI-SB	SEL 1TB CCV Isilon SED Deep AWS SCL -3Y		\$856.38	K	31%	\$590.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	12-3-CC-DP-AI-SM	SEL 1TB CCV Isilon SM Deep AWS SCL 3Yr		\$1,606.11	K	31%	\$1,108.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	12-3-CC-DP-AI-TB	SEL 1TB CCV Isilon Deep AWS - SCL - 3Yr		\$731.95	K	31%	\$505.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	12-3-CC-DP-GI-SB	SEL 1TB CCV Isilon SED Deep GCP SCL -3Y		\$954.02	K	31%	\$658.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	12-3-CC-DP-GI-SM	SEL 1TB CCV Isilon SM Deep GCP SCL 3Yr		\$1,817.88	K	31%	\$1,254.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	12-3-CC-DP-GI-TB	SEL 1TB CCV Isilon Deep GCP - SCL - 3Yr		\$815.40	K	31%	\$562.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	12-3-CC-DP-ZI-SB	SEL 1TB CCV Isilon SED Deep Azr SCL -3Y		\$954.02	K	31%	\$658.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	12-3-CC-DP-ZI-SM	SEL 1TB CCV Isilon SM Deep Azr SCL 3Yr		\$1,817.88	K	31%	\$1,254.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	12-3-CC-DP-ZI-TB	SEL 1TB CCV Isilon Deep Azr - SCL - 3Yr		\$815.40	K	31%	\$562.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	12-3-CC-FL-AI-SB	SEL 1TB CCV Isilon SED Flash AWS SCL -3Y		\$10,174.20	K	31%	\$7,020.20		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	12-3-CC-FL-AI-TB	SEL 1TB CCV Isilon Flash AWS - SCL - 3Yr		\$8,695.90	K	31%	\$6,000.17	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	12-3-CC-FL-AU-TB 12-3-CC-FL-GI-SB	SEL 1TB CCV Unity Flash AWS - SCL - 3Yr SEL 1TB CCV Isilon SED Flash GCP SCL -3Y		\$7,904.52 \$11,231.99	K K	31% 31%	\$5,454.12 \$7,750.07	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	FACTION FACTION
5	12-3-CC-FL-GI-SB 12-3-CC-FL-GI-TB	SEL 11B CCV Isilon SED Flash GCP SCL -3Y SEL 1TB CCV Isilon Flash GCP - SCL - 3Yr		\$11,231.99 \$9,599.99	K K	31% 31%	\$7,750.07 \$6,623.99	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	FACTION
5	12-3-CC-FL-GI-TB 12-3-CC-FL-GU-TB	SEL 1TB CCV Unity Flash GCP - SCL - 3Yr SEL 1TB CCV Unity Flash GCP - SCL - 3Yr		\$8,968.56	K	31%	\$6,623.99 \$6,188.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	12-3-CC-FL-PM-TB	SEL 1TB CCV PMAX Flash AWS - SCL - 3Yr		\$17,381.71	K	31%	\$11,993.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	12-3-CC-FL-VM-TB	SEL 1TB CCV PMAX Flash VMC - SCL - 3Yr		\$17,381.71	ĸ	31%	\$11,993.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	12-3-CC-FL-VU-TB	SEL 1TB CCV Unity Flash VMC - SCL - 3Yr		\$7,904.52	ĸ	31%	\$5,454.12		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	12-3-CC-FL-7I-SB	SEL 1TB CCV Isilon SED Flash Azr SCL -3Y		\$11,231.99	ĸ	31%	\$7,750.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	12-3-CC-FL-ZI-TB	SEL 1TB CCV Isilon Flash Azr - SCL - 3Yr		\$9,599.99	ĸ	31%	\$6,623.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	12-3-CC-FL-ZP-TB	SEL 1TB CCV PMAX Flash Azr - SCL - 3Yr		\$19,155.12	K	31%	\$13,217.03	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	12-3-CC-FL-ZU-TB	SEL 1TB CCV Unity Flash Azr - SCL - 3Yr		\$8,968.56	K	31%	\$6,188.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	12-3-CC-PM-AI-SB	SEL 1TB CCV Isilon SED Prime AWS SCL -3Y		\$3,386.99	K	31%	\$2,337.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	12-3-CC-PM-AI-TB	SEL 1TB CCV Isilon Prime AWS - SCL - 3Yr		\$2,894.86	K	31%	\$1,997.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	12-3-CC-PM-AU-TB	SEL 1TB CCV Unity Prime AWS - SCL - 3Yr		\$2,147.19	K	31%	\$1,481.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	12-3-CC-PM-GI-SB	SEL 1TB CCV Isilon SED Prime GCP SCL -3Y		\$3,777.56	K	31%	\$2,606.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	12-3-CC-PM-GI-TB	SEL 1TB CCV Isilon Prime GCP - SCL - 3Yr		\$3,228.68	K	31%	\$2,227.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	12-3-CC-PM-GU-TB	SEL 1TB CCV Unity Prime GCP - SCL - 3Yr		\$2,368.87	K	31%	\$1,634.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	12-3-CC-PM-VU-TB	SEL 1TB CCV Unity Prime VMC - SCL - 3Yr		\$2,147.19	K	31%	\$1,481.56	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	FACTION
5	12-3-CC-PM-ZI-SB 12-3-CC-PM-ZI-TB	SEL 1TB CCV Isilon SED Prime Azr SCL -3Y		\$3,777.56 \$3,228.68	K K	31% 31%	\$2,606.52 \$2,227.79	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	FACTION FACTION
5	12-3-CC-PM-ZI-1B 12-3-CC-PM-ZU-TB	SEL 1TB CCV Isilon Prime Azr - SCL - 3Yr SEL 1TB CCV Unity Prime Azr - SCL - 3Yr		\$2,220.00	K	31%	\$2,227.79 \$1,634.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	12-3-CC-PM-20-1B	SEL Colo - 1RU - SCL - 3 Yr		\$9,818.18	K	31%	\$1,634.52 \$6.774.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	12-3-CX-100-SMF	SEL CrossConnect SingleModeFiber SCL.3YR		\$32,568.67	K	31%	\$22,472.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	12-3-DRAAS-GLD	SEL Unity DRaaS 100VM/50TB - SCL - 3YR		\$1,254,342.46	K	31%	\$865 496 30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	12-3-DRAAS-SVC	SEL Unity DRaaS 100VM/25TB - SCL - 3YR		\$211.805.66	ĸ	31%	\$146.145.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	12-3-DRAAS-TB	SEL 1 Add'l TB Unity DRaaS - SCL - 3Yr		\$3.342.67	ĸ	31%	\$2,306,44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	12-3-DRAAS-VM	SEL 1 Add'I VM DRaaS - SCL - 3Yr		\$3,401,22	K	31%	\$2,346.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	12-3-FL-DRAAS-TB	SEL 1 Add'l TB Flash DRaaS - SCL - 3Y		\$11,454.55	K	31%	\$7,903.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	12-3-FL-IO-UNIT	SEL FlashCCV - 500 IOPs - SCL - 3 Yr		\$5,236.36	K	31%	\$3,613.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	12-3-PR-IO-UNIT	SEL PrimeCCV - 100 IOPs - SCL - 3 Yr		\$1,813.64	K	31%	\$1,251.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	12-3-PS-DR	SEL PowerStore DRaaS 100VM/50TB - SCL-3Y		\$1,590,768.18	K	31%	\$1,097,630.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	12-3-PS-DR-OD	SEL PowerStore DRaaS 100VM/25TB - SCL-3Y		\$771,569.53	K	31%	\$532,382.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	12-3-PS-DR-TB	SEL 1 Add'l TB PowerStore DRaaS - SCL-3Y		\$7,446.98	K	31%	\$5,138.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	12-3-U-DR-TB	SEL 1 Add'l TB Unity DRaaS - SCL - 3YR		\$3,342.66	K	31%	\$2,306.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	12-3-VMCHOST	SEL VMC.Host.i3-16XL SCL - 3YR		\$219,244.02	K	31%	\$151,278.37	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	12-3-VSR-DR-VM	SEL 1 Add'I VSR VM DRaaS - SCL - 3Yr		\$3,401.22 \$1.078.47	K K	31% 31%	\$2,346.84 \$744.14	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00 \$0.00	FACTION FACTION
5	12-5-CC-DP-AI-SB 12-5-CC-DP-AI-SM	SEL 1TB CCV Isilon SED Deep AWS SCL -5Y		\$1,078.47 \$2,087.78		31% 31%	\$744.14 \$1.440.57	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	FACTION FACTION
5		SEL 1TB CCV Isilon SM Deep AWS SCL 5Yr		\$2,087.78 \$921.77	K K	31% 31%	\$1,440.57 \$636.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
5	12-5-CC-DP-AI-TB 12-5-CC-DP-GI-SB	SEL 1TB CCV Isilon Deep AWS - SCL - 5Yr SEL 1TB CCV Isilon SED Deep GCP SCL -5Y		\$1,231.63	K K	31% 31%	\$636.02 \$849.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION FACTION
5	12-5-CC-DP-GI-SB 12-5-CC-DP-GI-SM	SEL 11B CCV Isilon SED Deep GCP SCL -5Y SEL 1TB CCV Isilon SM Deep GCP SCL -5Y		\$2,419.96	K K	31%	\$849.82 \$1,669.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	12-5-CC-DP-GI-SM 12-5-CC-DP-GI-TB	SEL 1TB CCV Isilon SM Deep GCP SCL 5Yr SEL 1TB CCV Isilon Deep GCP - SCL - 5Yr		\$2,419.96 \$1.052.68	K	31%	\$1,669.77 \$726.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	12-5-CC-DP-GI-TB	SEL 1TB CCV Isilon Deep GCP - SCL - STI SEL 1TB CCV Isilon SED Deep Azr SCL -5Y		\$1,231.63	K	31%	\$726.33 \$849.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	12-5-CC-DP-ZI-SM	SEL 1TB CCV Isilon SM Deep Azr SCL 5Yr		\$2,419.96	K	31%	\$1.669.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	12-5-CC-DP-ZI-TB	SEL 1TB CCV Isilon Deep Azr - SCL - 5Yr		\$1,052.68	ĸ	31%	\$726.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	12-5-CC-FL-AI-SB	SEL 1TB CCV Isilon SED Flash AWS SCL -5Y		\$12,580.15	ĸ	31%	\$8,680.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	12-5-CC-FL-AI-TB	SEL 1TB CCV Isilon Flash AWS - SCL - 5Yr		\$10,752.26	K	31%	\$7,419.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	12-5-CC-FL-AU-TB	SEL 1TB CCV Unity Flash AWS - SCL - 5Yr		\$10,324.70	K	31%	\$7,124.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	12-5-CC-FL-GI-SB	SEL 1TB CCV Isilon SED Flash GCP SCL -5Y		\$14,239.42	K	31%	\$9,825.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	12-5-CC-FL-GI-TB	SEL 1TB CCV Isilon Flash GCP - SCL - 5Yr		\$12,170.45	K	31%	\$8,397.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	12-5-CC-FL-GU-TB	SEL 1TB CCV Unity Flash GCP - SCL - 5Yr		\$11,993.79	K	31%	\$8,275.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	12-5-CC-FL-PM-TB	SEL 1TB CCV PMAX Flash AWS - SCL - 5Yr		\$23,861.75	K	31%	\$16,464.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	12-5-CC-FL-VM-TB	SEL 1TB CCV PMAX Flash VMC - SCL - 5Yr		\$23,861.75	K	31%	\$16,464.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	12-5-CC-FL-VU-TB	SEL 1TB CCV Unity Flash VMC - SCL - 5Yr		\$10,324.70	K	31%	\$7,124.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	12-5-CC-FL-ZI-SB	SEL 1TB CCV Isilon SED Flash Azr SCL -5Y		\$14,239.42	K	31%	\$9,825.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	12-5-CC-FL-ZI-TB	SEL 1TB CCV Isilon Flash Azr - SCL - 5Yr		\$12,170.45	K	31%	\$8,397.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	12-5-CC-FL-ZP-TB	SEL 1TB CCV PMAX Flash Azr - SCL - 5Yr		\$26,643.57 \$11.993.79	K	31% 31%	\$18,384.06	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	FACTION
5	12-5-CC-FL-ZU-TB 12-5-CC-PM-AI-SB	SEL 1TB CCV Unity Flash Azr - SCL - 5Yr SEL 1TB CCV Isilon SED Prime AWS SCL -5Y		\$11,993.79	K K	31% 31%	\$8,275.72 \$2,949.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION FACTION
5	12-5-CC-PM-AI-SB 12-5-CC-PM-AI-TB	SEL 11B CCV Isilon SED Prime AWS SCL -5Y SEL 1TB CCV Isilon Prime AWS - SCL - 5Yr		\$4,275.34 \$3.654.13	K K	31% 31%	\$2,949.98 \$2.521.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	12-0-CC=FIVI=AI=1D	OLL TID GOV ISHOIT FIRMS AVVO - OCL - OTI		ψυ,υυ ч . 13	^	J 170	φ∠,5∠1.35	φυ.00	φυ.00	φυ.00	φυ.00	φυ.00	φυ.00	φυ.υυ	FACILON

					NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPGR	ADE PRICE						
BAND	SKU	DESCRIPTION	Model Sub sku	EMC LIST PRICE USD	CATEGORY	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	12-5-CC-PM-AU-TB	SEL 1TB CCV Unity Prime AWS - SCL - 5Yr		\$2,651.40	K	31%	\$1,829.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	12-5-CC-PM-GI-SB	SEL 1TB CCV Isilon SED Prime GCP SCL -5Y		\$4,887.99	K	31%	\$3,372.71	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	12-5-CC-PM-GI-TB	SEL 1TB CCV Isilon Prime GCP - SCL - 5Yr		\$4,177.77	K	31%	\$2,882.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	12-5-CC-PM-GU-TB	SEL 1TB CCV Unity Prime GCP - SCL - 5Yr		\$2,999.12	K	31%	\$2,069.39		\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	12-5-CC-PM-VU-TB	SEL 1TB CCV Unity Prime VMC - SCL - 5Yr		\$2,651.40	K	31%	\$1,829.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	12-5-CC-PM-ZI-SB	SEL 1TB CCV Isilon SED Prime Azr SCL -5Y		\$4,887.99	K	31%	\$3,372.71	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	12-5-CC-PM-ZI-TB	SEL 1TB CCV Isilon Prime Azr - SCL - 5Yr		\$4,177.77	K	31%	\$2,882.66	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	12-5-CC-PM-ZU-TB	SEL 1TB CCV Unity Prime Azr - SCL - 5Yr		\$2,999.12	K	31%	\$2,069.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	12-5-FL-IO-UNIT 12-5-PR-IO-UNIT	SEL FlashCCV - 500 IOPs - SCL - 5 Yr		\$8,727.27 \$3.022.73	K K	31% 31%	\$6,021.82 \$2,085.68	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	FACTION FACTION
5	12-5-PR-IO-UNIT	SEL PrimeCCV - 100 IOPs - SCL - 5 Yr SEL Arch Stor Unit - 1TB - LON - 1 Yr		\$3,022.73	K K	31% 31%	\$2,085.68 \$156.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5				\$3.338.18	K K			\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
5	14-1-AWS-CNCT 14-1-AZR-CNCT	SEL 100MB ADD'L Connect - AWS - LON - 1Y SEL 100MB ADD'L Connect - AZR - LON - 1Y		\$3,750.55	K	31% 31%	\$2,303.34 \$2,587.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION FACTION
5	14-1-BBLOC	SEL Big Bloc 250GB - LON - 1YR		\$29.454.55	K	31%	\$2,567.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-CC-ASED	SEL 1TB SED Archive-LON-1Yr		\$551.73	K	31%	\$20,323.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-CC-ASED-B	SEL SED Bundle Archive-LON-111		\$389.312.32	K	31%	\$268,625.50		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-CC-ASMSED	SEL 1TB SED Archive (Small)-LON-1Yr		\$1.010.09	K	31%	\$696.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-CC-ASMSED-B	SEL SED Bundle Archive (Small)-LON-1Yr		\$215.728.61	K	31%	\$148,852.74		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-CC-ASO	SEL 1TB ScaleOut Archive-LON-1Yr		\$463.17	K	31%	\$319.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-CC-ASO-B	SEL ScaleOut Bundle Archive-LON-1Yr		\$340.806.55	ĸ	31%	\$235.156.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-CC-ASSO	SEL 1TB ScaleOut Archy (Small)-LON 1Y		\$827.46	K	31%	\$570.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-CC-ASSO-B	SEL ScaleOut Bundle Archy (Small)-LON 1Y		\$191.522.21	ĸ	31%	\$132,150.32		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-CC-BE	SEL 1TB Block Elite-LON-1Yr		\$9,322.36	ĸ	31%	\$6,432,43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-CC-BE-B	SEL Block Bundle Elite-LON-1Yr		\$307.673.54	ĸ	31%	\$212,294.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-CC-BP	SEL 1TB Block Premier-LON-1Yr		\$3.597.38	ĸ	31%	\$2,482,19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-CC-BP-B	SEL Block Bundle Premier-LON-1Yr		\$259,617.27	ĸ	31%	\$179.135.92	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-CC-BS	SEL 1TB Block Standard-LON-1Yr		\$1.039.42	ĸ	31%	\$717.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-CC-BS-B	SEL Block Bundle Standard-LON-1Yr		\$205.069.09	ĸ	31%	\$141.497.67	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-CC-BT	SEL 1TB Block Turbo-LON-1Yr		\$19.189.69	ĸ	31%	\$13,240.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-CC-BT-B	SEL Block Bundle Turbo-LON-1Yr		\$2,491,748,29	ĸ	31%	\$1.719.306.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-CC-DP-AI-SB	SEL 1TB CCV Isilon SED Deep AWS LON 1Yr		\$425.45	ĸ	31%	\$293.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-CC-DP-AI-SM	SEL 1TB CCV Isilon SM Deep AWS LON 1Yr		\$694.56	ĸ	31%	\$479.25		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-CC-DP-AI-TB	SEL 1TB CCV Isilon Deep AWS - LON - 1Yr		\$354.55	ĸ	31%	\$244.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-CC-DP-GI-SB	SEL 1TB CCV Isilon SED Deep GCP LON 1Yr		\$425.45	ĸ	31%	\$293.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-CC-DP-GI-SM	SEL 1TB CCV Isilon SM Deep GCP LON 1Yr		\$868.19	ĸ	31%	\$599.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-CC-DP-GI-TB	SEL 1TB CCV Isilon Deep GCP - LON - 1Yr		\$443.18	ĸ	31%	\$305.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-CC-DP-VI-TB	SEL 1TB CCV Isilon Deep VMC - LON - 1Yr		\$354.55	ĸ	31%	\$244.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-CC-DP-ZI-SB	SEL 1TB CCV Isilon SED Deep Azr LON 1Yr		\$425.45	ĸ	31%	\$293.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-CC-DP-ZI-SM	SEL 1TB CCV Isilon SM Deep Azr LON 1Yr		\$868.19	ĸ	31%	\$599.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-CC-DP-ZI-TB	SEL 1TB CCV Isilon Deep Azr - LON - 1Yr		\$443.18	K	31%	\$305.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-CC-ESED	SEL 1TB SED Elite-LON-1Yr		\$8,176.81	K	31%	\$5,642.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-CC-ESED-B	SEL SED Bundle Elite-LON-1Yr		\$1,377,138.00	K	31%	\$950,225.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-CC-ESO	SEL 1TB ScaleOut Elite-LON-1Yr		\$5,971.12	K	31%	\$4,120.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-CC-ESO-B	SEL ScaleOut Bundle Elite-LON-1Yr		\$1,126,862.10	K	31%	\$777,534.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-CC-ESSO	SEL 1TB ScaleOut Elite (Small)-LON 1Y		\$11,243.78	K	31%	\$7,758.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-CC-ESSO-B	SEL ScaleOut Bundle Elite (Small)-LON 1Y		\$417,174.55	K	31%	\$287,850.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-CC-FE	SEL 1TB File Elite-LON-1Yr		\$9,322.36	K	31%	\$6,432.43	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	14-1-CC-FE-B	SEL File Bundle Elite-LON-1Yr		\$307,673.54	K	31%	\$212,294.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-CC-FL-AI-SB	SEL 1TB CCV Isilon SED Flash AWS LON 1Yr		\$5,530.91	K	31%	\$3,816.33	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-CC-FL-AI-TB	SEL 1TB CCV Isilon Flash AWS - LON - 1Yr		\$4,609.09	K	31%	\$3,180.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-CC-FL-AU-TB	SEL 1TB CCV Unity Flash AWS - LON - 1Yr		\$4,254.55	K	31%	\$2,935.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-CC-FL-GI-SB	SEL 1TB CCV Isilon SED Flash GCP LON 1Yr		\$6,637.09	K	31%	\$4,579.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-CC-FL-GI-TB	SEL 1TB CCV Isilon Flash GCP - LON - 1Yr		\$5,761.36	K	31%	\$3,975.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-CC-FL-GP-TB	SEL 1TB CCV PMAX Flash GCP - LON - 1Yr		\$10,636.36	K	31%	\$7,339.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-CC-FL-GU-TB	SEL 1TB CCV Unity Flash GCP - LON - 1Yr		\$5,318.18	K K	31% 31%	\$3,669.54	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	FACTION FACTION
5	14-1-CC-FL-PM-TB	SEL 1TB CCV PMAX Flash AWS - LON - 1Yr		\$8,863.64 \$4,609.09			\$6,115.91	\$0.00 \$0.00	\$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	14-1-CC-FL-VI-TB 14-1-CC-FL-VM-TB	SEL 1TB CCV BMAY Floor VMC - LON - 1Yr		\$8,863.64	K K	31% 31%	\$3,180.27 \$6,115.91	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION FACTION
c =	14-1-CC-FL-VM-1B 14-1-CC-FL-VU-TB	SEL 1TB CCV PMAX Flash VMC - LON - 1Yr SEL 1TB CCV Unity Flash VMC - LON - 1Yr		\$4,254.55	K K	31%	\$6,115.91 \$2,935.64	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	14-1-CC-FL-VU-1B 14-1-CC-FL-ZI-SB	SEL 11B CCV Unity Flash VMC - LON - 1Yr SEL 1TB CCV Isilon SED Flash Azr LON 1Yr		\$6,637.09	K K	31%	\$2,935.64 \$4.579.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-CC-FL-ZI-TB	SEL 1TB CCV Isilon Seb Plash Azr - LON - 1Yr		\$5,761.36	K	31%	\$4,579.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-CC-FL-ZI-1B	SEL TIB CCV ISIOTI FIASTI AZI - LON - 111 SEL 1TB CCV PMAX Flash Azr - LON - 117		\$10,636.36	K	31%	\$3,975.34 \$7,339.09	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	14-1-CC-FL-ZP-TB	SEL 1TB CCV PINAX Plasti AZI - LON - 111 SEL 1TB CCV Unity Flash Azr - LON - 1Yr		\$5,318,18	K	31%	\$7,339.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-CC-FP	SEL 1TB File Premier-LON-1Yr		\$3,597.38	K	31%	\$2,482.19		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-CC-FP-B	SEL File Bundle Premier-LON-1Yr		\$259,617.27	K	31%	\$179 135 92	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	14-1-CC-FS	SEL 1TB File Standard-LON-1Yr		\$1,039.42	K	31%	\$717.20		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-CC-FS-B	SEL File Bundle Standard-LON-1Yr		\$205,069.09	ĸ	31%	\$141,497.67	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-CC-PM-AI-SB	SEL 1TB CCV Isilon SED Prime AWS LON 1Yr		\$1,701.82	ĸ	31%	\$1.174.26	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	14-1-CC-PM-AI-TB	SEL 1TB CCV Isilon Prime AWS - LON - 1Yr		\$1,418.18	ĸ	31%	\$978.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-CC-PM-AU-TB	SEL 1TB CCV Unity Prime AWS - LON - 1Yr		\$886.36	ĸ	31%	\$611.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-CC-PM-GI-SB	SEL 1TB CCV Isilon SED Prime GCP LON 1Yr		\$2,042.18	ĸ	31%	\$1,409,10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-CC-PM-GI-TB	SEL 1TB CCV Isilon Prime GCP - LON - 1Yr		\$1,772.73	ĸ	31%	\$1,223.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-CC-PM-GU-TB	SEL 1TB CCV Unity Prime GCP - LON - 1Yr		\$1,107.95	ĸ	31%	\$764.49		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-CC-PM-VI-TB	SEL 1TB CCV Isilon Prime VMC - LON - 1Yr		\$1,418.18	ĸ	31%	\$978.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-CC-PM-VU-TB	SEL 1TB CCV Unity Prime VMC - LON - 1Yr		\$886.36	ĸ	31%	\$611.59	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	14-1-CC-PM-ZI-SB	SEL 1TB CCV Isilon SED Prime Azr LON 1Yr		\$2,042.18	ĸ	31%	\$1,409.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-CC-PM-ZI-TB	SEL 1TB CCV Isilon Prime Azr - LON - 1Yr		\$1,772.73	ĸ	31%	\$1,223.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-CC-PM-ZU-TB	SEL 1TB CCV Unity Prime Azr - LON - 1Yr		\$1,107.95	ĸ	31%	\$764.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-CC-PSED	SEL 1TB SED Premier-LON-1Yr		\$2,236.78	ĸ	31%	\$1,543.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-CC-PSED-B	SEL SED Bundle Premier-LON-1Yr		\$538,510.15	ĸ	31%	\$371,572.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-CC-PSO	SEL 1TB ScaleOut Premier-LON-1Yr		\$1,821.77	K	31%	\$1,257.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-CC-PSO-B	SEL ScaleOut Bundle Premier-LON-1Yr		\$483,404.86	K	31%	\$333,549.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-CC-SSED	SEL 1TB SED Standard-LON-1Yr		\$1,937.13	K	31%	\$1,336.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-CC-SSED-B	SEL SED Bundle Standard-LON-1Yr		\$989,608.34	K	31%	\$682,829.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION

				NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPGR	ADE PRICE						
BAND	SKU	DESCRIPTION	Model EMC LIST PRICE USD	CATEGORY	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	14-1-CC-SSO	SEL 1TB ScaleOut Standard-LON-1Yr	\$1,628.1		31%	\$1,123.44	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	14-1-CC-SSO-B	SEL ScaleOut Bundle Standard-LON-1Yr	\$853,073.2		31%	\$588,620.54	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	14-1-COLO-1RU	SEL Colo - 1RU - LON - 1 Yr	\$3,927.2		31%	\$2,709.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-CX-100-SMF	SEL CrossConnect SingleModeFiber LON.1YR	\$14,113.0		31%	\$9,738.03	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	FACTION
5	14-1-CX-SMF	SEL CrossConnect SingleModeFiber LON.1YR	\$5,498.1		31%	\$3,793.74	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	14-1-DD-69-B	SEL Ded DD 6900 Bundle - LON - 1yr	\$192,844.8		31%	\$133,062.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-DD-69-S	SEL 48TB Ded DD 6900 add-on - LON - 1yr	\$154,278.9		31%	\$106,452.50	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	FACTION
5	14-1-DD-94-B	SEL Ded DD 9400 Bundle - LON - 1yr	\$745,679.1		31%	\$514,518.60	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	14-1-DD-94-S	SEL 96TB Ded DD 940 add-on 0 - LON - 1yr	\$295,707.9		31%	\$204,038.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-DD-99-B	SEL Ded DD 9900 Bundle - LON - 1yr	\$1,774,247.5		31%	\$1,224,230.82	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	FACTION
5	14-1-DD-99-S	SEL 384TB Ded DD 9900 add-on - LON - 1yr	\$1,028,505.6		31%	\$709,668.86	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	14-1-DD-MT-B	SEL Data Domain Base Bundle - LON - 1yr	\$186,419.7		31%	\$128,629.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-DD-MT-S	SEL 1TB Data Domain Base - LON - 1yr	\$3,348.0		31%	\$2,310.12	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	14-1-DRAAS-GLD	SEL Unity DRaaS 100VM/50TB - LON - 1YR	\$554,797.6		31%	\$382,810.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-DRAAS-SVC	SEL Unity DRaaS 100VM/25TB - LON - 1YR	\$102,681.8		31%	\$70,850.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-DRAAS-TB	SEL 1 Add'l TB Unity DRaaS - LON - 1Yr	\$1,783.6		31%	\$1,230.71	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	14-1-DRAAS-VM	SEL 1 Add'I VM DRaaS - LON - 1Yr	\$1,331.5		31%	\$918.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-ECS-REP	SEL Add'l 400TB ECSOffsiteScaling LON 1Y	\$117,984.0		31%	\$81,408.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-ECS-REP-B	SEL 1100TB ECS Offsite Base Bund LON 1Y	\$324,456.0		31%	\$223,874.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-FL-IO-UNIT	SEL FlashCCV - 500 IOPs - LON - 1 Yr	\$2,094.5		31%	\$1,445.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-GCP-CNCT	SEL 100MB ADD'L Connect - GCP - LON - 1Y	\$3,665.4		31%	\$2,529.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-MCN-100G	SEL 100Gbps MultiCloud Network LON - 1Y	\$460,122.0		31%	\$317,484.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-MCN-10G	SEL 10Gbps MultiCloud Network LON - 1Y	\$60,106.4		31%	\$41,473.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-MCN-1G	SEL 1Gbps MultiCloud Network LON - 1Yr	\$6,156.8		31%	\$4,248.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-MCN-2G	SEL 2Gbps MultiCloud Network LON - 1Yr	\$12,313.6		31%	\$8,496.41	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	14-1-MCN-40G	SEL 40Gbps MultiCloud Network LON - 1Y	\$232,243.8		31%	\$160,248.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-MCN-80G	SEL 80Gbps MultiCloud Network LON-1Y	\$460,122.0		31%	\$317,484.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-NET-UNIT	SEL Net Unit - 10 Mbps - LON - 1 Yr	\$327.2		31%	\$225.82	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	14-1-OBJ-MLT-1PB	SEL 1TB Object Multi Region >1PB LON 1Y	\$589.9		31%	\$407.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-OBJ-MLT-1TB	SEL 1TB Object Multi Region <1PB LON 1Y	\$663.8		31%	\$458.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-OBJ-SNG-1PB	SEL 1TB Object Single Region >1PB LON 1Y	\$295.0		31%	\$203.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-OBJ-SNG-1TB	SEL 1TB Object Single Region <1PB LON 1Y	\$331.9		31%	\$229.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-PM-BUNDLE	SEL PowerMX DRaaS 100VM/TB - LON - 1YR	\$819,490.9		31%	\$565,448.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-PM-DRAAS-TB	SEL 1 Add'l TB PowerMax DRaaS - LON - 1Y	\$14,138.1		31%	\$9,755.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-PM-DRAAS-VM	SEL 1 Add'l VM PowerMax DRaaS - LON - 1Y	\$654.5		31%	\$451.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-PR-IO-UNIT	SEL PrimeCCV - 100 IOPs - LON - 1 Yr	\$725.4		31%	\$500.56	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	14-1-PROC-UNIT	SEL 1 Proc - 5GB + 1Ghz - LON - 1Yr	\$545.4		31%	\$376.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-PS-DR	SEL PowerStore DRaaS 100VM/50TB - LON-1Y	\$642,600.0		31%	\$443,394.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-PS-DR-OD	SEL PowerStore DRaaS 100VM/25TB - LON-1Y	\$402,521.1		31%	\$277,739.59	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	14-1-PS-DR-TB	SEL 1 Add'l TB PowerStore DRaaS - LON-1Y	\$3,974.9		31%	\$2,742.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-ST-IO-UNIT	SEL IO Unit - Bloc - 500 IOP - LON - 1Yr	\$727.2		31%	\$501.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-STOR-UNIT	SEL Storage Unit - 1TB - LON - 1 Yr	\$922.7		31%	\$636.68	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	14-1-U-DR-TB	SEL 1 Add'l TB Unity DRaaS - LON - 1YR	\$1,492.3		31%	\$1,029.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-VMCHOST	SEL VMC.Host.i3-16XL LON - 1YR	\$109,669.2		31%	\$75,671.76	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	14-1-VPN BW	SEL 100Mbps Managed VPN - LON - 1Yr	\$2,356.3		31%	\$1,625.89	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	14-1-VPN-1000BW	SEL 1000Mbps Managed VPN - LON - 1Yr	\$7,069.0		31%	\$4,877.67	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-1-VPN-500BW	SEL 500Mbps Managed VPN - LON - 1Yr	\$4,712.7		31%	\$3,251.78	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	FACTION
5	14-1-VSR-DR-VM	SEL 1 Add'I VM VSR DRaaS - LON - 1Yr	\$1,331.5		31%	\$918.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-3-CC-ASED	SEL 1TB SED Archive-LON-3Yr	\$1,406.8		31%	\$970.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-3-CC-ASED-B	SEL SED Bundle Archive-LON-3Yr	\$992,746.4		31% 31%	\$684,995.03 \$120.076.17	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00	FACTION FACTION
5	14-3-CC-ASM-PRM	SEL Promo SO Bundle Archive (Sm)-LON 3Y	\$174,023.4				\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	
5	14-3-CC-ASMSED	SEL 1TB SED Archive (Small)-LON-3Yr	\$2,575.7		31% 31%	\$1,777.26	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	FACTION FACTION
5	14-3-CC-ASMSED-B	SEL SED Bundle Archive (Small)-LON-3Yr	\$550,107.9 \$1.181.0		31%	\$379,574.47 \$814.92	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	FACTION
5	14-3-CC-ASO	SEL 1TB ScaleOut Archive-LON-3Yr												
5 5	14-3-CC-ASO-B	SEL ScaleOut Bundle Archive-LON-3Yr	\$869,056.6		31% 31%	\$599,649.10	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00 \$0.00	FACTION
-	14-3-CC-ASSO	SEL 1TB ScaleOut Archy (Small)-LON 3Y	\$2,110.0			\$1,455.92	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		FACTION
5	14-3-CC-ASSO-B	SEL ScaleOut Bundle Archy (Small)-LON 3Y	\$488,381.6		31%	\$336,983.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5 5	14-3-CC-BE 14-3-CC-BE-B	SEL 1TB Block Elite-LON-3Yr SEL Block Bundle Flite-LON-3Yr	\$23,771.7 \$784,567.5		31% 31%	\$16,402.53 \$541.351.58	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	FACTION FACTION
5	14-3-CC-BE-B 14-3-CC-BP	SEL Block Bundle Elite-LON-3Yr SEL 1TB Block Premier-LON-3Yr	\$784,567.5 \$9.174.1		31% 31%		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-3-CC-BP 14-3-CC-BP-B	SEL 11B Block Premier-LON-3Yr SEL Block Bundle Premier-LON-3Yr	\$9,174.1 \$662,015.4		31% 31%	\$6,330.14 \$456,790.66	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	14-3-CC-BS	SEL DIOCK Buridie Premier-LON-371 SEL 1TB Block Standard-I ON-37r	\$2,649.9		31%	\$456,790.66 \$1.828.45	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	14-3-CC-BS-B	SEL Block Bundle Standard-LON-3Yr	\$2,049.9 \$522.916.3		31%	\$1,828.45 \$360,812.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-3-CC-BT	SEL 1TB Block Turbo-LON-3Yr	\$48,933.7		31%	\$30,612.29	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	14-3-CC-BT-B	SEL TIB Block Turbo-LON-371 SEL Block Bundle Turbo-I ON-3Yr	\$6,353,958.1		31%	\$4 384 231 10	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5			\$6,353,958.1		31% 31%		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
5	14-3-CC-DP-AI-SB	SEL 1TB CCV Isilon SED Deep AWS LON -3Y	\$1,938.1		31%	\$736.03	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
-	14-3-CC-DP-AI-SM 14-3-CC-DP-AI-TB	SEL 1TB CCV Isilon SM Deep AWS LON 3Yr	\$1,936.1		31%	\$1,337.30	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION FACTION
5 5	14-3-CC-DP-AI-TB 14-3-CC-DP-GI-SB	SEL 1TB CCV Isilon Deep AWS - LON - 3Yr SEL 1TB CCV Isilon SED Deep GCP LON -3Y	\$911.7 \$1,193.6		31% 31%	\$629.09 \$823.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
			\$2.194.9				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
5 5	14-3-CC-DP-GI-SM 14-3-CC-DP-GI-TB	SEL 1TB CCV Isilon SM Deep GCP LON 3Yr	\$2,194.9 \$1,020.2		31% 31%	\$1,514.49 \$703.94	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	FACTION FACTION
		SEL 1TB CCV Isilon Deep GCP - LON - 3Yr	\$1,020.2 \$1.066.7				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
5	14-3-CC-DP-VI-SB	SEL 1TB CCV Isilon SED Deep VMC LON -3Y			31%	\$736.03								FACTION
5	14-3-CC-DP-VI-TB	SEL 1TB CCV Isilon Deep VMC - LON - 3Yr	\$911.7		31% 31%	\$629.09 \$823.62	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	FACTION FACTION
5	14-3-CC-DP-ZI-SB	SEL 1TB CCV Isilon SED Deep Azr LON -3Y	\$1,193.6											
5	14-3-CC-DP-ZI-SM	SEL 1TB CCV Isilon SM Deep Azr LON 3Yr	\$2,194.9		31%	\$1,514.49	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	FACTION
5	14-3-CC-DP-ZI-TB	SEL 1TB CCV Isilon Deep Azr - LON - 3Yr	\$1,020.2		31%	\$703.94	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	FACTION
5 5	14-3-CC-ESED 14-3-CC-ESED-B	SEL 1TB SED Elite-LON-3Yr SEL SED Bundle Elite-LON-3Yr	\$20,850.8 \$3,511,701.9		31% 31%	\$14,387.09 \$2,423,074.32	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	FACTION FACTION
	14-3-CC-ESED-B 14-3-CC-ESO		\$3,511,701.9 \$15.226.3		31% 31%	\$2,423,074.32 \$10.506.20	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	FACTION
5 5	14-3-CC-ESO 14-3-CC-ESO-B	SEL 1TB ScaleOut Elite-LON-3Yr SEL ScaleOut Bundle Flite-LON-3Yr			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	\$0.00 \$0.00	FACTION
5	14-3-CC-ESO-B 14-3-CC-ESSO	SEL ScaleOut Bundle Elite-LON-3Yr SEL 1TB ScaleOut Elite (Small)-LON 3Y	\$2,873,498.3 \$28.672.0		31% 31%	\$1,982,713.86 \$19.783.71	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	FACTION
		. ,	\$28,672.0 \$1.063.788.2					\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	FACTION
5 5	14-3-CC-ESSO-B	SEL ScaleOut Bundle Elite (Small)-LON 3Y	\$1,063,788.2 \$23.771.7		31% 31%	\$734,013.87	\$0.00 \$0.00	\$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 5	14-3-CC-FE 14-3-CC-FE-B	SEL 1TB File Elite-LON-3Yr SEL File Bundle Elite-LON-3Yr	\$23,771.7 \$784.567.5		31% 31%	\$16,402.53 \$541,351.58	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	FACTION FACTION
5	14-3-00-FE-D	SEL FIIE BUILDIR EIILE-LOIN-STI	φ104,501.5	, r	3170	\$541,551.58	φ0.00	φ0.00	φ0.00	φ0.00	φυ.υυ	φ0.00	φ0.00	PACTION

				NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPGR	ADE PRICE						
BAND	SKU	DESCRIPTION	Model EMC LIST Sub sku PRICE USD	CATEGORY	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	14-3-CC-FL-AI-SB	SEL 1TB CCV Isilon SED Flash AWS LON -3Y	\$12,632.10		31%	\$8,716.19	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	14-3-CC-FL-AI-TB	SEL 1TB CCV Isilon Flash AWS - LON - 3Yr	\$10,796.72		31%	\$7,449.74	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	14-3-CC-FL-AU-TB	SEL 1TB CCV Unity Flash AWS - LON - 3Yr	\$9,181.3		31%	\$6,335.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-3-CC-FL-GI-SB	SEL 1TB CCV Isilon SED Flash GCP LON -3Y	\$14,007.2		31%	\$9,665.02	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	FACTION
5	14-3-CC-FL-GI-TB	SEL 1TB CCV Isilon Flash GCP - LON - 3Yr	\$11,972.03		31%	\$8,260.70	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	14-3-CC-FL-GP-TB	SEL 1TB CCV PMAX Flash GCP - LON - 3Yr	\$22,347.2		31%	\$15,419.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-3-CC-FL-GU-TB	SEL 1TB CCV Unity Flash GCP - LON - 3Yr	\$10,564.63		31%	\$7,289.59	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	14-3-CC-FL-PM-TB	SEL 1TB CCV PMAX Flash AWS - LON - 3Yr	\$20,041.82		31%	\$13,828.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-3-CC-FL-VI-SB	SEL 1TB CCV Isilon SED Flash VMC LON -3Y	\$12,632.10		31%	\$8,716.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-3-CC-FL-VI-TB	SEL 1TB CCV Isilon Flash VMC - LON - 3Yr	\$10,796.72		31%	\$7,449.74	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	FACTION
5	14-3-CC-FL-VM-TB	SEL 1TB CCV PMAX Flash VMC - LON - 3Yr	\$20,041.82		31%	\$13,828.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-3-CC-FL-VU-TB	SEL 1TB CCV Unity Flash VMC - LON - 3Yr	\$9,181.3		31%	\$6,335.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-3-CC-FL-ZI-SB	SEL 1TB CCV Isilon SED Flash Azr LON -3Y	\$14,007.28		31%	\$9,665.02	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	14-3-CC-FL-ZI-TB	SEL 1TB CCV Isilon Flash Azr - LON - 3Yr	\$11,972.0		31%	\$8,260.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-3-CC-FL-ZP-TB	SEL 1TB CCV PMAX Flash Azr - LON - 3Yr	\$22,347.25 \$10,564.65		31%	\$15,419.60	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	FACTION
5	14-3-CC-FL-ZU-TB	SEL 1TB CCV Unity Flash Azr - LON - 3Yr	\$10,564.6 \$9,174.1		31% 31%	\$7,289.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION FACTION
5 5	14-3-CC-FP	SEL 1TB File Premier-LON-3Yr SEL File Bundle Premier-LON-3Yr	\$9,174.1 \$662.015.4			\$6,330.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
5	14-3-CC-FP-B 14-3-CC-FS	SEL TIIB Bundle Premier-LON-3Yr SEL 1TB File Standard-LON-3Yr	\$2.649.9		31% 31%	\$456,790.66 \$1,828.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION FACTION
-			\$2,649.94 \$522.916.36		31%		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-3-CC-FS-B 14-3-CC-PM-AI-SB	SEL File Bundle Standard-LON-3Yr SEL 1TB CCV Isilon SED Prime AWS LON -3Y	\$4,220.6		31%	\$360,812.29 \$2.912.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-3-CC-PM-AI-TB	SEL 1TB CCV Isilon Prime AWS - LON - 3Yr	\$3.607.3		31%	\$2,489.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-3-CC-PM-AU-TB	SEL 1TB CCV Unity Prime AWS - LON - 3Yr	\$2,413.20		31%	\$2,469.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-3-CC-PM-GI-SB	SEL 1TB CCV Isilon SED Prime GCP LON -3Y	\$4.728.3		31%	\$3,262.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-3-CC-PM-GI-TB	SEL 1TB CCV Isilon Prime GCP - LON - 3Yr	\$4.041.3		31%	\$2,788.52	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	14-3-CC-PM-GU-TB	SEL 1TB CCV Unity Prime GCP - LON - 3Yr	\$2,701.3		31%	\$1,863.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-3-CC-PM-VI-SB	SEL 1TB CCV Isilon SED Prime VMC LON -3Y	\$4,220.6		31%	\$2,912.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-3-CC-PM-VI-TB	SEL 1TB CCV Isilon Prime VMC - LON - 3Yr	\$3,607.3		31%	\$2,489.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-3-CC-PM-VU-TB	SEL 1TB CCV Unity Prime VMC - LON - 3Yr	\$2.413.20		31%	\$1,665,11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-3-CC-PM-ZI-SB	SEL 1TB CCV Isilon SED Prime Azr LON -3Y	\$4,728.3		31%	\$3,262,56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-3-CC-PM-ZI-TB	SEL 1TB CCV Isilon Prime Azr - LON - 3Yr	\$4.041.3		31%	\$2,788.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-3-CC-PM-ZU-TB	SEL 1TB CCV Unity Prime Azr - LON - 3Yr	\$2,701.3		31%	\$1,863.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-3-CC-PSED	SEL 1TB SED Premier-LON-3Yr	\$5,703.78		31%	\$3.935.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-3-CC-PSED-B	SEL SED Bundle Premier-LON-3Yr	\$1.373.200.8		31%	\$947.508.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-3-CC-PSO	SEL 1TB ScaleOut Premier-LON-3Yr	\$4,645.52	2 K	31%	\$3,205.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-3-CC-PSO-B	SEL ScaleOut Bundle Premier-LON-3Yr	\$1,232,682.38		31%	\$850,550.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-3-CC-PSO-PRM	SEL Promo SO Bundle Premier-LON 3Y	\$237.304.69		31%	\$163,740.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-3-CC-SSED	SEL 1TB SED Standard-LON-3Yr	\$4,939.5	3 K	31%	\$3,408,28	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-3-CC-SSED-B	SEL SED Bundle Standard-LON-3Yr	\$2,523,501.2		31%	\$1,741,215.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-3-CC-SSO	SEL 1TB ScaleOut Standard-LON-3Yr	\$4,152.1	l K	31%	\$2,864.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-3-CC-SSO-B	SEL ScaleOut Bundle Standard-LON-3Yr	\$2,175,336.74		31%	\$1,500,982.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-3-COLO-1RU	SEL Colo - 1RU - LON - 3 Yr	\$11,781.82		31%	\$8,129.46	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	14-3-CX-100-SMF	SEL CrossConnect SingleModeFiber LON.3YR	\$42,339.2		31%	\$29,214.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-3-DD-69-B	SEL Ded DD 6900 Bundle - LON - 3yr	\$491,773.09		31%	\$339,323.43	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	14-3-DD-69-S	SEL 48TB Ded DD 6900 add-on - LON - 3yr	\$393,418.4		31%	\$271,458.74	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	14-3-DD-94-B	SEL Ded DD 9400 Bundle - LON - 3yr	\$1,901,491.20		31%	\$1,312,028.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-3-DD-94-S	SEL 96TB Ded DD 9400 add-on - LON - 3yr	\$754,036.36		31%	\$520,285.09	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	FACTION
5	14-3-DD-99-B	SEL Ded DD 9900 Bundle - LON - 3yr	\$4,524,218.18		31%	\$3,121,710.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-3-DD-99-S	SEL 384TB Ded DD 9900 add-on - LON - 3yr	\$2,622,915.4		31%	\$1,809,811.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-3-DD-MT-B	SEL Data Domain Base Bundle - LON - 3yr	\$475,372.80		31%	\$328,007.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-3-DD-MT-S	SEL 1TB Data Domain Base - LON - 3yr	\$8,537.89		31%	\$5,891.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5 5	14-3-DRAAS-GLD 14-3-DRAAS-SVC	SEL Unity DRaaS 100VM/50TB - LON - 3YR	\$1,379,508.5		31% 31%	\$951,860.89	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION FACTION
5	14-3-DRAAS-SVC 14-3-DRAAS-TB	SEL Unity DRaaS 100VM/25TB - LON - 3YR SEL 1 Add'l TB Unity DRaaS - LON - 3Yr	\$240,136.30 \$4.011.20		31%	\$165,694.09 \$2,767.73	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	FACTION
5	14-3-DRAAS-1B 14-3-DRAAS-VM	SEL 1 Add'I VM DRaaS - LON - 3Yr	\$3,595.1		31%	\$2,480.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-3-ECS-REP	SEL Add'l 400TB ECSOffsiteScaling LON 3Y	\$353,952.0		31%	\$2,460.03	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	14-3-ECS-REP-B	SEL 1100TB ECS Offsite Base Bund LON 3Y	\$973.368.0		31%	\$671.623.92	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-3-ECS-REP-B 14-3-FL-DRAAS-TB	SEL 1 Add'I TB Flash DRaaS - LON - 3Y	\$13,745.4		31%	\$9,484.36	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	14-3-FL-IO-UNIT	SEL FlashCCV - 500 IOPs - LON - 3 Yr	\$6,283.6		31%	\$4,335,71	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	14-3-MCN-100G	SEL 100Gbps MultiCloud Network LON - 3Yr	\$1,380,366.23		31%	\$952.452.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-3-MCN-10G	SEL 10Gbps MultiCloud Network LON - 3Yr	\$180,319.2		31%	\$124,420.28	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-3-MCN-1G	SEL 1Gbps MultiCloud Network LON - 3Yr	\$18,470.4		31%	\$12,744.61	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	14-3-MCN-2G	SEL 2Gbps MultiCloud Network LON - 3Yr	\$36,940.9	l K	31%	\$25,489.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-3-MCN-40G	SEL 40Gbps MultiCloud Network LON - 3Yr	\$696,731.49		31%	\$480,744.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-3-MCN-80G	SEL 80Gbps MultiCloud Network LON-3Y	\$1,380,366.23		31%	\$952,452.70	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	14-3-OBJ-MLT-1PB	SEL 1TB Object Multi Region >1PB LON 3Y	\$1,769.7		31%	\$1,221.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-3-OBJ-MLT-1TB	SEL 1TB Object Multi Region <1PB LON 3Y	\$1,991.4	5 K	31%	\$1,374.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-3-OBJ-SNG-1PB	SEL 1TB Object Single Region >1PB LON 3Y	\$885.2		31%	\$610.84	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	14-3-OBJ-SNG-1TB	SEL 1TB Object Single Region <1PB LON 3Y	\$995.73		31%	\$687.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-3-PR-IO-UNIT	SEL PrimeCCV - 100 IOPs - LON - 3 Yr	\$2,176.36		31%	\$1,501.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-3-PS-DR	SEL PowerStore DRaaS 100VM/50TB - LON-3Y	\$1,652,868.18		31%	\$1,140,479.04	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	FACTION
5	14-3-PS-DR-OD	SEL PowerStore DRaaS 100VM/25TB - LON-3Y	\$925,883.43		31%	\$638,859.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-3-PS-DR-TB	SEL 1 Add'l TB PowerStore DRaaS - LON-3Y	\$8,936.3		31%	\$6,166.10	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	14-3-U-DR-TB	SEL 1 Add'l TB Unity DRaaS - LON - 3YR	\$3,342.6		31%	\$2,306.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-3-VMCHOST	SEL VMC.Host.i3-16XL LON - 3YR	\$230,714.00		31%	\$159,192.66	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	14-3-VSR-DR-VM	SEL 1 Add'I VSR VM DRaaS - LON - 3Yr	\$3,595.1		31%	\$2,480.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-CC-ASED	SEL 1TB SED Archive-LON-5Yr	\$2,110.3		31%	\$1,456.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-CC-ASED-B	SEL SED Bundle Archive-LON-5Yr	\$1,489,119.60		31%	\$1,027,492.52	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	FACTION
5	14-5-CC-ASMSED	SEL 1TB SED Archive (Small)-LON-5Yr	\$3,863.6		31% 31%	\$2,665.89	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	FACTION
5 5	14-5-CC-ASMSED-B 14-5-CC-ASO	SEL SED Bundle Archive (Small)-LON-5Yr SEL 1TB ScaleOut Archive-LON-5Yr	\$825,161.89 \$1.771.58		31% 31%	\$569,361.70 \$1,222.39	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	FACTION FACTION
	14-5-CC-ASO-B		\$1,771.58 \$1.303.585.0		31% 31%	\$1,222.39 \$899.473.66	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	FACTION
5	14-5-CC-ASO-B 14-5-CC-ASSO	SEL ScaleOut Bundle Archive-LON-5Yr SEL 1TB ScaleOut Archy (Small)-LON 5Y	\$1,303,585.0° \$3.165.0		31% 31%	\$899,473.66 \$2,183.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-CC-ASSO-B	SEL ScaleOut Archy (Small)-LON 5Y SEL ScaleOut Bundle Archy (Small)-LON 5Y	\$732,572.4		31%	\$2,183.88 \$505,475.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	17-0-00-M000-D	OLL GORIOGA BUILDIE ALCHV (GITIAII)-LON 31	ψ102,312.40		3170	φυυυ,+15.01	ψ0.00	ψ0.00	ψ0.00	ψ0.00	ψ0.00	ψ0.00	ψ0.00	FACTION

					NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPGR	ADE PRICE						
BAND	SKU	DESCRIPTION	Model Sub sku	EMC LIST PRICE USD	CATEGORY	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	14-5-CC-BE	SEL 1TB Block Elite-LON-5Yr	•	\$35,658.00	K	31%	\$24,604.02		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-CC-BE-B	SEL Block Bundle Elite-LON-5Yr		\$1,176,851.24	K	31%	\$812,027.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-CC-BP	SEL 1TB Block Premier-LON-5Yr		\$13,760.18	K	31%	\$9,494.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-CC-BP-B	SEL Block Bundle Premier-LON-5Yr		\$993,051.82	K	31%	\$685,205.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-CC-BS	SEL 1TB Block Standard-LON-5Yr		\$3,974.73	K	31%	\$2,742.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-CC-BS-B	SEL Block Bundle Standard-LON-5Yr		\$784,379.32	K	31%	\$541,221.73		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-CC-BT	SEL 1TB Block Turbo-LON-5Yr		\$73,397.84	K	31%	\$50,644.51	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-CC-BT-B	SEL Block Bundle Turbo-LON-5Yr		\$9,530,937.16	K	31%	\$6,576,346.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-CC-DP-AI-SB	SEL 1TB CCV Isilon SED Deep AWS LON -5Y		\$1,355.43	K	31%	\$935.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-CC-DP-AI-SM	SEL 1TB CCV Isilon SM Deep AWS LON 5Yr		\$2,522.23	K	31%	\$1,740.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-CC-DP-AI-TB	SEL 1TB CCV Isilon Deep AWS - LON - 5Yr		\$1,158.49	K	31%	\$799.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-CC-DP-GI-SB	SEL 1TB CCV Isilon SED Deep GCP LON -5Y		\$1,554.54	K	31%	\$1,072.63		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-CC-DP-GI-SM	SEL 1TB CCV Isilon SM Deep GCP LON 5Yr		\$2,925.07	K	31%	\$2,018.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-CC-DP-GI-TB	SEL 1TB CCV Isilon Deep GCP - LON - 5Yr		\$1,328.67	K	31%	\$916.78		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-CC-DP-VI-SB	SEL 1TB CCV Isilon SED Deep VMC LON -5Y		\$1,355.43	K	31%	\$935.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-CC-DP-VI-TB	SEL 1TB CCV Isilon Deep VMC - LON - 5Yr		\$1,158.49	K	31%	\$799.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-CC-DP-ZI-SB	SEL 1TB CCV Isilon SED Deep Azr LON -5Y		\$1,554.54	K	31%	\$1,072.63		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-CC-DP-ZI-SM	SEL 1TB CCV Isilon SM Deep Azr LON 5Yr		\$2,925.07	K	31%	\$2,018.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-CC-DP-ZI-TB	SEL 1TB CCV Isilon Deep Azr - LON - 5Yr		\$1,328.67	K	31%	\$916.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-CC-ESED	SEL 1TB SED Elite-LON-5Yr		\$31,276.28	K	31%	\$21,580.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-CC-ESED-B	SEL SED Bundle Elite-LON-5Yr		\$5,267,552.86	K	31%	\$3,634,611.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-CC-ESO	SEL 1TB ScaleOut Elite-LON-5Yr		\$22,839.55	K	31%	\$15,759.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-CC-ESO-B	SEL ScaleOut Bundle Elite-LON-5Yr		\$4,310,247.49	K	31%	\$2,974,070.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-CC-ESSO	SEL 1TB ScaleOut Elite (Small)-LON 5Y		\$43,006.91	K	31%	\$29,674.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-CC-ESSO-B	SEL ScaleOut Bundle Elite (Small)-LON 5Y		\$1,595,664.00	K	31%	\$1,101,008.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-CC-FE	SEL 1TB File Elite-LON-5Yr		\$35,658.00	K	31%	\$24,604.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-CC-FE-B	SEL File Bundle Elite-LON-5Yr		\$1,176,851.24	K	31%	\$812,027.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-CC-FL-AI-SB	SEL 1TB CCV Isilon SED Flash AWS LON -5Y		\$15,759.89	K	31%	\$10,874.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-CC-FL-AI-TB	SEL 1TB CCV Isilon Flash AWS - LON - 5Yr		\$13,469.99	K	31%	\$9,294.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-CC-FL-AU-TB	SEL 1TB CCV Unity Flash AWS - LON - 5Yr		\$12,327.61	K	31%	\$8,506.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-CC-FL-GI-SB	SEL 1TB CCV Isilon SED Flash GCP LON -5Y		\$17,916.94	K	31%	\$12,362.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-CC-FL-GI-TB	SEL 1TB CCV Isilon Flash GCP - LON - 5Yr		\$15,313.63	K	31%	\$10,566.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-CC-FL-GP-TB	SEL 1TB CCV PMAX Flash GCP - LON - 5Yr		\$31,650.84	K	31%	\$21.839.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-CC-FL-GU-TB	SEL 1TB CCV Unity Flash GCP - LON - 5Yr		\$14,497,43	K	31%	\$10.003.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-CC-FL-PM-TB	SEL 1TB CCV PMAX Flash AWS - LON - 5Yr		\$28,034.48	ĸ	31%	\$19,343.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-CC-FL-VI-SB	SEL 1TB CCV Isilon SED Flash VMC LON -5Y		\$15,759.89	ĸ	31%	\$10,874.32		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-CC-FI -VI-TB	SEL 1TB CCV Isilon Flash VMC - LON - 5Yr		\$13,469,99	ĸ	31%	\$9.294.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-CC-FL-VM-TB	SEL 1TB CCV PMAX Flash VMC - LON - 5Yr		\$28.034.48	ĸ	31%	\$19,343.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-CC-FL-VU-TB	SEL 1TB CCV Unity Flash VMC - LON - 5Yr		\$12,327,61	ĸ	31%	\$8.506.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-CC-FL-ZI-SB	SEL 1TB CCV Isilon SED Flash Azr LON -5Y		\$17,916,94	ĸ	31%	\$12,362,69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-CC-FL-ZI-TB	SEL 1TB CCV Isilon Flash Azr - LON - 5Yr		\$15,313.63	ĸ	31%	\$10,566.40		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-CC-FL-ZP-TB	SEL 1TB CCV PMAX Flash Azr - LON - 5Yr		\$31,650,84	K	31%	\$21,839.08		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-CC-FL-ZU-TB	SEL 1TB CCV Unity Flash Azr - LON - 5Yr		\$14,497,43	K	31%	\$10,003,23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-CC-FP	SEL 1TB File Premier-LON-5Yr		\$13,760.18	K	31%	\$9,494.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-CC-FP-B	SEL File Bundle Premier-LON-5Yr		\$993.051.82	K	31%	\$685,205.76		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-CC-FS	SEL 1TB File Standard-I ON-5Yr		\$3.974.73	K	31%	\$2,742.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-CC-FS-B	SEL File Bundle Standard-LON-5Yr		\$784,379.32	K	31%	\$541,221.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-CC-PM-AI-SB	SEL 1TB CCV Isilon SED Prime AWS LON -5Y		\$5,375.47	K	31%	\$3,709.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-CC-PM-AI-TB	SEL 1TB CCV Isilon Prime AWS - LON - 5Yr		\$4,594,42	K	31%	\$3,170,15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-CC-PM-AU-TB	SEL 1TB CCV Unity Prime AWS - LON - 5Yr		\$3,068.67	K	31%	\$2,117,38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-CC-PM-GI-SB	SEL 1TB CCV Isilon SED Prime GCP LON -5Y		\$6,171.92	K	31%	\$4,258.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-CC-PM-GI-TB	SEL 1TB CCV Isilon Prime GCP - LON - 5Yr		\$5,275.14	K	31%	\$3,639.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-CC-PM-GU-TB	SEL 1TB CCV Unity Prime GCP - LON - 5Yr		\$3,520.71	K	31%	\$2,429.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-CC-PM-VI-SB	SEL 1TB CCV Isilon SED Prime VMC LON -5Y		\$5,375.47	K	31%	\$3,709.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-CC-PM-VI-TB	SEL 1TB CCV Isilon Prime VMC - LON - 5Yr		\$4,594.42	K	31%	\$3,170.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-CC-PM-VU-TB	SEL 1TB CCV Unity Prime VMC - LON - 5Yr		\$3,068.67	K	31%	\$2,117.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-CC-PM-ZI-SB	SEL 1TB CCV Isilon SED Prime Azr LON -5Y		\$6,171.92	K	31%	\$4,258.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-CC-PM-ZI-TB	SEL 1TB CCV Isilon Prime Azr - LON - 5Yr		\$5,275.14	K	31%	\$3,639.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-CC-PM-ZU-TB	SEL 1TB CCV Unity Prime Azr - LON - 5Yr		\$3,520.71	K	31%	\$2,429.29		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-CC-PSED	SEL 1TB SED Premier-LON-5Yr		\$8,555.67	K	31%	\$5,903.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-CC-PSED-B	SEL SED Bundle Premier-LON-5Yr		\$2,059,801.32	K	31%	\$1,421,262.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-CC-PSO	SEL 1TB ScaleOut Premier-LON-5Yr		\$6,968.28	K	31%	\$4,808.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-CC-PSO-B	SEL ScaleOut Bundle Premier-LON-5Yr		\$1,849,023.55	K	31%	\$1,275,826.25		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-CC-SSED	SEL 1TB SED Standard-LON-5Yr		\$7,409.45	K	31%	\$5,112.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-CC-SSED-B	SEL SED Bundle Standard-LON-5Yr		\$3,785,251.91	K	31%	\$2,611,823.82		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-CC-SSO	SEL 1TB ScaleOut Standard-LON-5Yr		\$6,228.00	K	31%	\$4,297.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-CC-SSO-B	SEL ScaleOut Bundle Standard-LON-5Yr		\$3,263,005.09	K	31%	\$2,251,473.51	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-DD-69-B	SEL Ded DD 6900 Bundle - LON - 5yr		\$737,620.36	K	31%	\$508,958.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-DD-69-S	SEL 48TB Ded DD 6900 add-on - LON - 5yr		\$590,112.00	K	31%	\$407,177.28		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-DD-94-B	SEL Ded DD 9400 Bundle - LON - 5yr		\$2,852,142.55	K	31%	\$1,967,978.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-DD-94-S	SEL 96TB Ded DD 9400 add-on - LON - 5yr		\$1,131,054.55	K	31%	\$780,427.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-DD-99-B	SEL Ded DD 9900 Bundle - LON - 5yr		\$6,786,327.27	K	31%	\$4,682,565.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-DD-99-S	SEL 384TB Ded DD 9900 add-on - LON - 5yr		\$3,934,184.73	K	31%	\$2,714,587.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-DD-MT-B	SEL Data Domain Base Bundle - LON - 5yr		\$713,035.64	K	31%	\$491,994.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-DD-MT-S	SEL 1TB Data Domain Base - LON - 5yr		\$12,806.18	K	31%	\$8,836.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-ECS-REP	SEL Add'I 400TB ECSOffsiteScaling LON 5Y		\$589,920.00	K	31%	\$407,044.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-ECS-REP-B	SEL 1100TB ECS Offsite Base Bund LON 5Y		\$1,622,280.00	K	31%	\$1,119,373.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-FL-IO-UNIT	SEL FlashCCV - 500 IOPs - LON - 5 Yr		\$10,472.73	K	31%	\$7,226.18		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-MCN-100G	SEL 100Gbps MultiCloud Network LON - 5Yr		\$2,300,610.39	K	31%	\$1,587,421.17	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-MCN-10G	SEL 10Gbps MultiCloud Network LON - 5Yr		\$300,532.06	K	31%	\$207,367.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-MCN-1G	SEL 1Gbps MultiCloud Network LON - 5Yr		\$30,784.09	K	31%	\$21,241.02		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-MCN-2G	SEL 2Gbps MultiCloud Network LON - 5Yr		\$61,568.18	ĸ	31%	\$42,482.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-MCN-40G	SEL 40Gbps MultiCloud Network LON - 5Yr		\$1,161,219.16	ĸ	31%	\$801,241.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-MCN-80G	SEL 80Gbps MultiCloud Network LON-5Y		\$2,300,610.39	ĸ	31%	\$1,587,421.17	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
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					NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPGR	ADE PRICE						
BAND	SKU	DESCRIPTION	Model Sub sku	EMC LIST PRICE USD	CATEGORY	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
- 5	14-5-OBJ-MLT-1PB	SEL 1TB Object Multi Region >1PB LON 5Y		\$2,949.55	K	31%	\$2,035.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-OBJ-MLT-1TB	SEL 1TB Object Multi Region <1PB LON 5Y		\$3,319.09	K	31%	\$2,290.17	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-OBJ-SNG-1PB	SEL 1TB Object Single Region >1PB LON 5Y		\$1,475.45	K	31%	\$1,018.06		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-OBJ-SNG-1TB	SEL 1TB Object Single Region <1PB LON 5Y		\$1,659.55	K	31%	\$1,145.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	14-5-PR-IO-UNIT	SEL PrimeCCV - 100 IOPs - LON - 5 Yr		\$3,627.27	K	31%	\$2,502.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-1-AWS-CNCT	SEL 100MB ADD'L Connect - AWS - FRT - 1Y		\$3,477.27	K	31%	\$2,399.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-1-AZR-CNCT	SEL 100MB ADD'L CONNECT - AZR - FRT - 1Y		\$3,906.82	K	31%	\$2,695.71	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-1-CC-ASED	SEL 1TB SED Archive-FRT-1Yr		\$574.72	K	31%	\$396.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-1-CC-ASED-B	SEL SED Bundle Archive-FRT-1Yr		\$405,533.66	K	31%	\$279,818.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-1-CC-ASMSED	SEL 1TB SED Archive (Small)-FRT-1Yr		\$1,052.18 \$224.717.30	K	31%	\$726.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	FACTION
5	15-1-CC-ASMSED-B	SEL SED Bundle Archive (Small)-FRT-1Yr		\$224,717.30 \$482.47	K	31%	\$155,054.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-1-CC-ASO	SEL 1TB ScaleOut Archive-FRT-1Yr		\$355.006.82	K	31% 31%	\$332.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION FACTION
5	15-1-CC-ASO-B	SEL ScaleOut Bundle Archive-FRT-1Yr		\$355,006.82	K		\$244,954.71	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
5 5	15-1-CC-ASSO 15-1-CC-ASSO-B	SEL 1TB ScaleOut Archy (Small)-FRT 1Y SEL ScaleOut Bundle Archy (Small)-FRT 1Y		\$199.502.30	K K	31% 31%	\$594.74 \$137,656.59		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION FACTION
5	15-1-CC-ASSO-B	SEL ScaleOut Buridle Archiv (Smail)-FRT TT		\$9,710.80	K	31%	\$137,030.39 \$6,700.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-1-CC-BE-B	SEL Block Bundle Elite-FRT-1Yr		\$320,493.27	K	31%	\$221,140.36		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-1-CC-BP	SEL 1TB Block Premier-FRT-1Yr		\$3.747.27	ĸ	31%	\$2,585.62		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-1-CC-BP-B	SEL Block Bundle Premier-FRT-1Yr		\$270,434.66	ĸ	31%	\$186 599 92	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-1-CC-BS	SEL 1TB Block Standard-FRT-1Yr		\$1,082.73	ĸ	31%	\$747.08		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-1-CC-BS-B	SEL Block Bundle Standard-FRT-1Yr		\$213.613.64	ĸ	31%	\$147,393.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-1-CC-BT	SEL 1TB Block Turbo-FRT-1Yr		\$19,989,26	K	31%	\$13,792.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-1-CC-BT-B	SEL Block Bundle Turbo-FRT-1Yr		\$4,152,914.39	K	31%	\$2,865,510.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-1-CC-DP-AI-SB	SEL 1TB CCV Isilon SED Deep AWS FRT 1Yr		\$409.09	K	31%	\$282.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-1-CC-DP-GI-SB	SEL 1TB CCV Isilon SED Deep GCP FRT 1Yr		\$613.64	K	31%	\$423.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-1-CC-DP-ZI-SB	SEL 1TB CCV Isilon SED Deep Azr FRT 1Yr		\$613.64	K	31%	\$423.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-1-CC-ESED	SEL 1TB SED Elite-FRT-1Yr		\$8,517.51	K	31%	\$5,877.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-1-CC-ESED-B	SEL SED Bundle Elite-FRT-1Yr		\$1,434,518.75	K	31%	\$989,817.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-1-CC-ESO	SEL 1TB ScaleOut Elite-FRT-1Yr		\$6,219.92	K	31%	\$4,291.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-1-CC-ESO-B	SEL ScaleOut Bundle Elite-FRT-1Yr		\$1,173,814.69	K	31%	\$809,932.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-1-CC-ESSO	SEL 1TB ScaleOut Elite (Small)-FRT 1Y		\$11,712.27	K	31%	\$8,081.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-1-CC-ESSO-B	SEL ScaleOut Bundle Elite (Small)-FRT 1Y		\$434,556.82	K	31%	\$299,844.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-1-CC-FE	SEL 1TB File Elite-FRT-1Yr		\$9,710.80	K	31%	\$6,700.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-1-CC-FE-B	SEL File Bundle Elite-FRT-1Yr		\$320,493.27	K	31%	\$221,140.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-1-CC-FL-AI-SB	SEL 1TB CCV Isilon SED Flash AWS FRT 1Yr		\$6,381.82	K	31%	\$4,403.46		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-1-CC-FL-AU-TB	SEL 1TB CCV Unity Flash AWS - FRT - 1Yr		\$4,909.09	K	31%	\$3,387.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-1-CC-FL-GI-SB	SEL 1TB CCV Isilon SED Flash GCP FRT 1Yr		\$7,977.27	K	31%	\$5,504.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-1-CC-FL-GP-TB	SEL 1TB CCV PMAX Flash GCP - FRT - 1Yr		\$12,272.73 \$6.136.36	K	31%	\$8,468.18	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	FACTION
5 5	15-1-CC-FL-GU-TB 15-1-CC-FL-PM-TB	SEL 1TB CCV Unity Flash GCP - FRT - 1Yr SEL 1TB CCV PMAX Flash AWS - FRT - 1Yr		\$6,136.36	K K	31% 31%	\$4,234.09 \$7,056.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION FACTION
5	15-1-CC-FL-PM-TB 15-1-CC-FL-VM-TB	SEL 1TB CCV PMAX Flash AWS - FRT - TYF SEL 1TB CCV PMAX Flash VMC - FRT - 1Yr		\$10,227.27	K K	31%	\$7,056.82 \$7,056.82		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-1-CC-FL-VW-TB	SEL 1TB CCV Unity Flash VMC - FRT - 1Yr		\$4.909.09	K	31%	\$3,387.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-1-CC-FL-7I-SB	SEL 1TB CCV Unity Flash VWC - FRT - 111		\$7.977.27	K	31%	\$5,507.27 \$5,504.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-1-CC-FL-ZP-TB	SEL 1TB CCV PMAX Flash Azr - FRT - 1Yr		\$12,272.73	ĸ	31%	\$8,468.18		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-1-CC-FL-ZU-TB	SEL 1TB CCV Unity Flash Azr - FRT - 1Yr		\$6.136.36	ĸ	31%	\$4,234.09		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-1-CC-FP	SEL 1TB File Premier-FRT-1Yr		\$3,747.27	K	31%	\$2,585,62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-1-CC-FP-B	SEL File Bundle Premier-FRT-1Yr		\$270,434.66	K	31%	\$186,599.92	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-1-CC-FS	SEL 1TB File Standard-FRT-1Yr		\$1,082.73	K	31%	\$747.08		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-1-CC-FS-B	SEL File Bundle Standard-FRT-1Yr		\$213,613.64	K	31%	\$147,393.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-1-CC-PM-AI-SB	SEL 1TB CCV Isilon SED Prime AWS FRT 1Yr		\$1,963.64	K	31%	\$1,354.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-1-CC-PM-AU-TB	SEL 1TB CCV Unity Prime AWS - FRT - 1Yr		\$1,022.73	K	31%	\$705.68	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-1-CC-PM-GI-SB	SEL 1TB CCV Isilon SED Prime GCP FRT 1Yr		\$2,454.55	K	31%	\$1,693.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-1-CC-PM-GU-TB	SEL 1TB CCV Unity Prime GCP - FRT - 1Yr		\$1,278.41	K	31%	\$882.10		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-1-CC-PM-VU-TB	SEL 1TB CCV Unity Prime VMC - FRT - 1Yr		\$1,022.73	K	31%	\$705.68		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-1-CC-PM-ZI-SB	SEL 1TB CCV Isilon SED Prime Azr FRT 1Yr		\$2,454.55	K	31%	\$1,693.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-1-CC-PM-ZU-TB	SEL 1TB CCV Unity Prime Azr - FRT - 1Yr		\$1,278.41	K	31%	\$882.10		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-1-CC-PSED	SEL 1TB SED Premier-FRT-1Yr		\$2,329.97 \$560.948.07	K	31%	\$1,607.68	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	FACTION
5 5	15-1-CC-PSED-B 15-1-CC-PSO	SEL SED Bundle Premier-FRT-1Yr SEL 1TB ScaleOut Premier-FRT-1Yr		\$560,948.07 \$1,897.68	K	31% 31%	\$387,054.17 \$1,309.40	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00 \$0.00	FACTION FACTION
	15-1-CC-PSO-B	SEL 11B ScaleOut Premier-FR1-1Yr SEL ScaleOut Bundle Premier-FRT-1Yr		\$1,897.68	K K	31% 31%	\$1,309.40 \$347.447.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5 5	15-1-CC-PSO-B 15-1-CC-SSED	SEL ScaleOut Bundle Premier-FRT-1Yr SEL 1TB SED Standard-FRT-1Yr		\$503,546.73	K	31% 31%	\$347,447.24 \$1,392.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-1-CC-SSED-B	SEL TIB SED Standard-FRT-1111 SEL SED Bundle Standard-FRT-1Yr		\$1,030,842.02	K	31%	\$711.280.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-1-CC-SSED-B	SEL 3ED Buridie Standard-FRT-111 SEL 1TB ScaleOut Standard-FRT-117		\$1,696.02	K	31%	\$711,260.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-1-CC-SSO-B	SEL ScaleOut Standard-FRT-1Yr		\$888.617.95	K	31%	\$613.146.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-1-COLO-1RU	SEL Colo - 1RU - FRT - 1 Yr		\$4,090.91	ĸ	31%	\$2,822.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-1-CX-100-SMF	SEL CrossConnect SingleModeFiber FRT.1YR		\$15,198,71	K	31%	\$10.487.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-1-CX-SMF	SEL CrossConnect SingleModeFiber FRT1YR		\$5,727.27	ĸ	31%	\$3,951.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-1-DD-69-B	SEL Ded DD 6900 Bundle - FRT - 1yr		\$200,880.00	K	31%	\$138,607.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-1-DD-69-S	SEL 48TB Ded DD 6900 add-on - FRT - 1yr		\$160,707.27	K	31%	\$110,888.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-1-DD-94-B	SEL Ded DD 9400 Bundle - FRT - 1yr		\$776,749.09	K	31%	\$535,956.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-1-DD-94-S	SEL 96TB Ded DD 9400 add-on - FRT - 1yr		\$308,029.09	K	31%	\$212,540.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-1-DD-99-B	SEL Ded DD 9900 Bundle - FRT - 1yr		\$1,848,174.55	K	31%	\$1,275,240.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-1-DD-99-S	SEL 384TB Ded DD 9900 add-on - FRT - 1yr		\$1,071,360.00	K	31%	\$739,238.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-1-DD-MT-B	SEL Data Domain Base Bundle - FRT - 1yr		\$194,187.27	K	31%	\$133,989.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-1-DD-MT-S	SEL 1TB Data Domain Base - FRT - 1yr		\$3,487.50	K	31%	\$2,406.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-1-DRAAS-GLD	SEL Unity DRaaS 100VM/50TB - FRT - 1YR		\$577,914.26	K	31%	\$398,760.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-1-DRAAS-SVC	SEL Unity DRaaS 100VM/25TB - FRT - 1YR		\$106,960.23	K	31%	\$73,802.56	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	FACTION
5	15-1-DRAAS-VM	SEL 1 Add'I VM DRaaS - FRT - 1Yr		\$1,367.59	K	31%	\$943.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-1-ECS-REP	SEL Add'I 400TB ECSOffsiteScaling FRT 1Y		\$123,346.91	K	31% 31%	\$85,109.37	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00 \$0.00	FACTION
5 5	15-1-ECS-REP-B 15-1-FL-IO-UNIT	SEL 1100TB ECS Offsite Base Bund FRT 1Y SEL FlashCCV - 500 IOPs - FRT - 1 Yr		\$339,204.00 \$2.181.82	K K	31% 31%	\$234,050.76 \$1,505.46		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	FACTION FACTION
5	15-1-FL-IO-UNIT 15-1-GCP-CNCT	SEL 100MB ADD'L Connect - GCP - FRT - 1Y		\$2,181.82 \$3.818.18	K K	31%	\$1,505.46 \$2.634.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-1-GCP-CNC1 15-1-IO-UNIT	SEL TOUMB ADD'L Connect - GCP - FRT - TY SEL IO Unit - 500 IOPs - FRT - 1 Yr		\$2,181.82	K K	31%	\$2,634.54 \$1,505.46	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	FACTION
5	15-1-IO-UNIT 15-1-IS-DP-FACTB	SEL 10 Unit - 500 IOPS - FRT - 1 11 SEL 1TB Isilon Replication - FRT - 1Yr		\$2,045.45	K	31%	\$1,505.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
Ü				72,2.3.10	••	0.75	ψ1,111.00	43.00	\$3.00	+0.00	45.00	‡3.00	\$3.00	\$3.00	

					NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPGE	RADE PRICE						
BAND	SKU	DESCRIPTION	Model Sub sku	EMC LIST PRICE USD	CATEGORY CODE	NASPO VP Discount	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	15-1-MCN-100G	SEL 100Gbps MultiCloud Network FRT - 1Y		\$479.293.83		31%	\$330.712.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-1-MCN-100G	SEL 100Gbps MultiCloud Network FRT - 11 SEL 10Gbps MultiCloud Network FRT - 1Y		\$62.610.85	K K	31%	\$43,201.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-1-MCN-1G	SEL 1Gbps MultiCloud Network FRT - 1Yr		\$6.413.35	ĸ	31%	\$4.425.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-1-MCN-2G	SEL 2Gbps MultiCloud Network FRT - 1Yr		\$12.826.70	ĸ	31%	\$8.850.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-1-MCN-40G	SEL 40Gbps MultiCloud Network FRT - 1Y		\$241,920.66	K	31%	\$166,925.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-1-MCN-80G	SEL 80Gbps MultiCloud Network FRT-1Y		\$479,293.83	K	31%	\$330,712.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-1-OBJ-MLT-1PB	SEL 1TB Object Multi Region >1PB FRT 1Y		\$616.64	K	31%	\$425.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-1-OBJ-MLT-1TB	SEL 1TB Object Multi Region <1PB FRT 1Y		\$694.09	K	31%	\$478.92	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-1-OBJ-SNG-1PB	SEL 1TB Object Single Region >1PB FRT 1Y		\$308.45	K	31%	\$212.83	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-1-OBJ-SNG-1TB	SEL 1TB Object Single Region <1PB FRT 1Y		\$346.91	K	31%	\$239.37	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-1-PM-BUNDLE	SEL PowerMX DRaaS 100VM/50TB - FRT - 1YR		\$853,636.36	K	31%	\$589,009.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-1-PM-DP-FACTB	SEL 1TB PWRMAX Replication - FRT - 1Yr		\$8,454.55 \$14,727,27	K	31%	\$5,833.64	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	FACTION FACTION
5 5	15-1-PM-DRAAS-TB 15-1-PM-DRAAS-VM	SEL 1 Add'I TB PowerMax DRaaS - FRT - 1Y SEL 1 Add'I VM PowerMax DRaaS - FRT - 1Y		\$681.82	K	31% 31%	\$10,161.82 \$470.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-1-PR-IO-UNIT	SEL PrimeCCV - 100 IOPs - FRT - 1 Yr		\$755.68	K	31%	\$470.46 \$521.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-1-PS-DR	SEL PowerStore DRaaS 100VM/50TB - FRT-1Y		\$654.665.91	ĸ	31%	\$451 719 48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-1-PS-DR-OD	SEL PowerStore DRaaS 100VM/25TB - FRT-1Y		\$419,292.86	K	31%	\$289,312.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-1-PS-DR-TB	SEL 1 Add'l TB PowerStore DRaaS - FRT-1Y		\$4,140.55	K	31%	\$2,856.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-1-U-DR-TB	SEL 1 Add'I TB Unity DRaaS - FRT - 1YR		\$1,554.55	K	31%	\$1,072.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-1-UNITY-DR-TB	SEL 1 Add'l TB Unity DRaaS - FRT - 1Yr		\$1,857.95	K	31%	\$1,281.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-1-UNITY-DR-VM	SEL 1 Add'I VM Unity DRaaS - FRT - 1Yr		\$1,367.59	K	31%	\$943.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-1-VMCHOST	SEL VMC.Host.i316XLFRT - 1YR		\$112,699.31	K	31%	\$77,762.52	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5 5	15-1-VMC-HOST	SEL DRaaS VMC.Host.i3-16XL FRT - 1YR		\$106,337.05	K K	31%	\$73,372.56 \$5,080.91	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	FACTION FACTION
5	15-1-VPN-1000BW 15-1-VPN-500BW	SEL 1000Mbps Managed VPN - FRT - 1Yr SEL 500Mbps Managed VPN - FRT - 1Yr		\$7,363.64 \$4,909.09	K K	31% 31%	\$5,080.91 \$3,387.27	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00	FACTION
5	15-1-VPN-500BW	SEL 100Mbps Managed VPN - FRT - 111		\$2,454.55	K	31%	\$3,367.27 \$1,693.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-1-VSR-DR-VM	SEL 1 Add'I VM VSR DRaaS - FRT - 1Yr		\$1,367.59	K	31%	\$943.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-3-CC-ASED	SEL 1TB SED Archive-FRT-3Yr		\$1,465.51	ĸ	31%	\$1.011.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-3-CC-ASED-B	SEL SED Bundle Archive-FRT-3Yr		\$1,034,110.85	K	31%	\$713,536.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-3-CC-ASM-PRM	SEL Promo SO Bundle Archive (Sm)-FRT 3Y		\$178,166.85	K	31%	\$122,935.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-3-CC-ASMSED	SEL 1TB SED Archive (Small)-FRT-3Yr		\$2,683.06	K	31%	\$1,851.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-3-CC-ASMSED-B	SEL SED Bundle Archive (Small)-FRT-3Yr		\$573,029.09	K	31%	\$395,390.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-3-CC-ASO	SEL 1TB ScaleOut Archive-FRT-3Yr		\$1,230.26	K	31%	\$848.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-3-CC-ASO-B	SEL ScaleOut Bundle Archive-FRT-3Yr		\$905,267.36	K	31%	\$624,634.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-3-CC-ASSO	SEL 1TB ScaleOut Archv (Small)-FRT 3Y		\$2,197.95	K	31%	\$1,516.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-3-CC-ASSO-B	SEL ScaleOut Bundle Archy (Small)-FRT 3Y		\$508,730.91	K	31%	\$351,024.33	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	FACTION
5	15-3-CC-BE	SEL 1TB Block Elite-FRT-3Yr		\$24,762.27	K	31%	\$17,085.97	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5 5	15-3-CC-BE-B 15-3-CC-BP	SEL Block Bundle Elite-FRT-3Yr SEL 1TB Block Premier-FRT-3Yr		\$817,257.81 \$9.556.36	K K	31% 31%	\$563,907.89 \$6.593.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION FACTION
5	15-3-CC-BP-B	SEL 11B Block Premier-FRT-311 SEL Block Bundle Premier-FRT-317		\$689.599.43	K	31%	\$475.823.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-3-CC-BS	SEL 1TB Block Standard-FRT-3Yr		\$2.760.34	K	31%	\$1,904.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-3-CC-BS-B	SEL Block Bundle Standard-FRT-3Yr		\$544.704.55	ĸ	31%	\$375,846.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-3-CC-BT	SEL 1TB Block Turbo-FRT-3Yr		\$50,972.61	K	31%	\$35,171.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-3-CC-BT-B	SEL Block Bundle Turbo-FRT-3Yr		\$6,618,706.36	K	31%	\$4,566,907.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-3-CC-ESED	SEL 1TB SED Elite-FRT-3Yr		\$21,719.64	K	31%	\$14,986.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-3-CC-ESED-B	SEL SED Bundle Elite-FRT-3Yr		\$3,658,022.82	K	31%	\$2,524,035.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-3-CC-ESO	SEL 1TB ScaleOut Elite-FRT-3Yr		\$15,860.80	K	31%	\$10,943.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5 5	15-3-CC-ESO-B 15-3-CC-ESSO	SEL ScaleOut Bundle Elite-FRT-3Yr		\$2,993,227.44 \$29.866.70	K K	31% 31%	\$2,065,326.93 \$20,608.02	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	FACTION FACTION
5	15-3-CC-ESSO-B	SEL 1TB ScaleOut Elite (Small)-FRT 3Y SEL ScaleOut Bundle Elite (Small)-FRT 3Y		\$29,866.70	ĸ	31%	\$20,608.02 \$764,597.78	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		FACTION
5	15-3-CC-FE	SEL 1TB File Elite-FRT-3Yr		\$24,762.27	K	31%	\$17,085.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-3-CC-FF-B	SEL File Bundle Flite-FRT-3Yr		\$817.257.81	ĸ	31%	\$563,907.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-3-CC-FP	SEL 1TB File Premier-FRT-3Yr		\$9,556.36	K	31%	\$6,593.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-3-CC-FP-B	SEL File Bundle Premier-FRT-3Yr		\$689,599.43	K	31%	\$475,823.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-3-CC-FS	SEL 1TB File Standard-FRT-3Yr		\$2,760.34	K	31%	\$1,904.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-3-CC-FS-B	SEL File Bundle Standard-FRT-3Yr		\$544,704.55	K	31%	\$375,846.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-3-CC-PSED	SEL 1TB SED Premier-FRT-3Yr		\$5,941.43	K	31%	\$4,099.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-3-CC-PSED-B	SEL SED Bundle Premier-FRT-3Yr		\$1,430,417.58	K	31%	\$986,988.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-3-CC-PSO	SEL 1TB ScaleOut Premier-FRT-3Yr		\$4,839.08	K	31%	\$3,338.97	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	FACTION
5 5	15-3-CC-PSO-B 15-3-CC-PSO-PRM	SEL ScaleOut Bundle Premier-FRT-3Yr SEL Promo SO Bundle Premier-FRT 3Y		\$1,284,044.15 \$242.954.80	K	31% 31%	\$885,990.46 \$167.638.81	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	FACTION FACTION
5	15-3-CC-PSO-PRM 15-3-CC-SSED	SEL 1TB SED Standard-FRT-3Yr		\$5,145.34	K V	31%	\$167,638.81	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-3-CC-SSED-B	SEL SED Standard-FRT-3Yr		\$2,628,647.16	K	31%	\$1,813,766.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-3-CC-SSO	SEL 1TB ScaleOut Standard-FRT-3Yr		\$4,325.11	K	31%	\$2,984.33	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-3-CC-SSO-B	SEL ScaleOut Bundle Standard-FRT-3Yr		\$2,265,975.77	K	31%	\$1,563,523.28	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-3-COLO-1RU	SEL Colo - 1RU - FRT - 3 Yr		\$12,272.73	K	31%	\$8,468.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-3-CX-100-SMF	SEL CrossConnect SingleModeFiber FRT.3YR		\$45,596.14	K	31%	\$31,461.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-3-DD-69-B	SEL Ded DD 6900 Bundle - FRT - 3yr		\$512,263.64	K	31%	\$353,461.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-3-DD-69-S	SEL 48TB Ded DD 6900 add-on - FRT - 3yr		\$409,810.91	K	31%	\$282,769.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-3-DD-94-B	SEL Ded DD 9400 Bundle - FRT - 3yr		\$1,980,720.00	K	31%	\$1,366,696.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-3-DD-94-S	SEL 96TB Ded DD 9400 add-on - FRT - 3yr		\$785,454.55	K	31%	\$541,963.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-3-DD-99-B	SEL Ded DD 9900 Bundle - FRT - 3yr		\$4,712,727.27	K	31%	\$3,251,781.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-3-DD-99-S	SEL 384TB Ded DD 9900 add-on - FRT - 3yr		\$2,732,203.64	K	31%	\$1,885,220.51	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5 5	15-3-DD-MT-B 15-3-DD-MT-S	SEL Data Domain Base Bundle - FRT - 3yr SEL 1TB Data Domain Base - FRT - 3yr		\$495,180.00 \$8.893.64	K K	31% 31%	\$341,674.20 \$6,136.61	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	FACTION FACTION
5	15-3-DD-M1-S 15-3-DRAAS-GLD	SEL 11B Data Domain Base - FRT - 3YR SEL Unity DRaaS 100VM/50TB - FRT - 3YR		\$8,893.64 \$1,436,988.05	K K	31% 31%	\$991.521.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-3-DRAAS-SVC	SEL Unity DRaaS 100VM/501B - FRT - 31R SEL Unity DRaaS 100VM/25TB - FRT - 3YR		\$250,142.05	K	31%	\$172,598.01	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		FACTION
5	15-3-DRAAS-TB	SEL 1 Add'l TB Unity DRaaS - FRT - 3Yr		\$4,178.34	K	31%	\$2,883.05	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		FACTION
5	15-3-DRAAS-VM	SEL 1 Add'I VM DRaaS - FRT - 3Yr		\$3,692.50	K	31%	\$2,547.83	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-3-ECS-REP	SEL Add'I 400TB ECSOffsiteScaling FRT 3Y		\$370,040.73	K	31%	\$255,328.10	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-3-ECS-REP-B	SEL 1100TB ECS Offsite Base Bund FRT 3Y		\$1,017,612.00	K	31%	\$702,152.28	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-3-FL-DRAAS-TB	SEL 1 Add'l TB Flash DRaaS - FRT - 3Y		\$14,318.18	K	31%	\$9,879.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-3-MCN-100G	SEL 100Gbps MultiCloud Network FRT - 3Yr		\$1,437,881.49	K	31%	\$992,138.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-3-MCN-10G	SEL 10Gbps MultiCloud Network FRT - 3Yr		\$187,832.54	K	31%	\$129,604.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION

					NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPGE	RADE PRICE						
BAND	SKU	DESCRIPTION	Model	EMC LIST	CATEGORY	NASPO VP	NVP LEVEL 1	PROSUPPORT	PROSUPPORT W/MC PREM	PROSUPPORT	BASIC MNT LP	WTY UPG ENH TO PS W/MC	WTY UPG BASIC TO PS	RENEWAL	THIRD PARTY PRODUCT
DAND		DESCRIPTION	Sub sku	PRICE USD	CODE	Discount %	NET PRICE	PLUS MNT LP	MNT LP	ENH MNT LP	DAGIO IIIIVI EI	PREM LP	ENH LP	KENEWAL	PARTNER
5	15-3-MCN-1G	SEL 1Gbps MultiCloud Network FRT - 3Yr		\$19,240.06	K	31%	\$13,275.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-3-MCN-2G	SEL 2Gbps MultiCloud Network FRT - 3Yr		\$38,480.11	K	31%	\$26,551.28	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-3-MCN-40G 15-3-MCN-80G	SEL 40Gbps MultiCloud Network FRT - 3Yr SEL 80Gbps MultiCloud Network FRT-3Y		\$725,761.97 \$1.437.881.49	K K	31% 31%	\$500,775.76 \$992 138.23	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	FACTION FACTION
5 5	15-3-MCN-80G 15-3-OBJ-MLT-1PB	SEL 1TB Object Multi Region >1PB FRT 3Y		\$1,437,881.49	K	31%	\$992,138.23 \$1,276.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-3-OBJ-MLT-1TB	SEL 1TB Object Multi Region <1PB FRT 3Y		\$2,082.27	ĸ	31%	\$1,436.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-3-OBJ-SNG-1PB	SEL 1TB Object Single Region >1PB FRT 3Y		\$925.36	K	31%	\$638.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-3-OBJ-SNG-1TB	SEL 1TB Object Single Region <1PB FRT 3Y		\$1,040.73	K	31%	\$718.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5 5	15-3-PS-DR 15-3-PS-DR-OD	SEL PowerStore DRaaS 100VM/50TB - FRT-3Y SEL PowerStore DRaaS 100VM/25TB - FRT-3Y		\$1,685,206.82 \$964.461.91	K K	31% 31%	\$1,162,792.71 \$665.478.72	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	FACTION FACTION
5	15-3-PS-DR-OD 15-3-PS-DR-TB	SEL 1 Add'l TB PowerStore DRaaS - FRT-3Y		\$9.308.73	K	31%	\$6,423.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-3-U-DR-TB	SEL 1 Add'l TB Unity DRaaS - FRT - 3YR		\$3,342.66	ĸ	31%	\$2,306.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-3-VMCHOST	SEL VMC.Host.i316XLFRT - 3YR		\$237,088.80	K	31%	\$163,591.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-3-VSR-DR-VM	SEL 1 Add'I VSR VM DRaaS - FRT - 3Yr		\$3,692.50 \$2,198.30	K	31%	\$2,547.83	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	FACTION
5 5	15-5-CC-ASED 15-5-CC-ASED-B	SEL 1TB SED Archive-FRT-5Yr SEL SED Bundle Archive-FRT-5Yr		\$1,551,166,25	K K	31% 31%	\$1,516.83 \$1.070.304.71	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION FACTION
5	15-5-CC-ASMSED	SEL 1TB SED Archive (Small)-FRT-5Yr		\$4,024.59	ĸ	31%	\$2,776.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-5-CC-ASMSED-B	SEL SED Bundle Archive (Small)-FRT-5Yr		\$859,543.64	K	31%	\$593,085.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-5-CC-ASO	SEL 1TB ScaleOut Archive-FRT-5Yr		\$1,845.40	K	31%	\$1,273.33	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5 5	15-5-CC-ASO-B 15-5-CC-ASSO	SEL ScaleOut Bundle Archive-FRT-5Yr SEL 1TB ScaleOut Archv (Small)-FRT 5Y		\$1,357,901.05 \$3,296.92	K K	31% 31%	\$936,951.72 \$2,274.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	FACTION FACTION
5	15-5-CC-ASSO-B	SEL TTB ScaleOut Archy (Small)-FRT 51 SEL ScaleOut Bundle Archy (Small)-FRT 5Y		\$763,096.34	K	31%	\$2,274.07 \$526.536.47	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-5-CC-BE	SEL 1TB Block Elite-FRT-5Yr		\$37,143.75	ĸ	31%	\$25,629.19	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-5-CC-BE-B	SEL Block Bundle Elite-FRT-5Yr		\$1,225,886.70	K	31%	\$845,861.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-5-CC-BP	SEL 1TB Block Premier-FRT-5Yr		\$14,333.52	K	31%	\$9,890.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5 5	15-5-CC-BP-B 15-5-CC-BS	SEL Block Bundle Premier-FRT-5Yr SEL 1TB Block Standard-FRT-5Yr		\$1,034,428.98 \$4,140.34	K K	31% 31%	\$713,756.00 \$2.856.83	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	FACTION FACTION
5	15-5-CC-BS-B	SEL Block Bundle Standard-FRT-5Yr		\$817.061.79	ĸ	31%	\$563,772.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-5-CC-BT	SEL 1TB Block Turbo-FRT-5Yr		\$76,456.08	K	31%	\$52,754.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-5-CC-BT-B	SEL Block Bundle Turbo-FRT-5Yr		\$9,928,059.55	K	31%	\$6,850,361.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-5-CC-ESED	SEL 1TB SED Elite-FRT-5Yr		\$32,579.46 \$5,487.034.23	K	31%	\$22,479.83	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	FACTION
5 5	15-5-CC-ESED-B 15-5-CC-ESO	SEL SED Bundle Elite-FRT-5Yr SEL 1TB ScaleOut Elite-FRT-5Yr		\$23,791.20	K	31% 31%	\$3,786,053.62 \$16.415.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION FACTION
5	15-5-CC-ESO-B	SEL ScaleOut Bundle Elite-FRT-5Yr		\$4,489,841.14	ĸ	31%	\$3,097,990.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-5-CC-ESSO	SEL 1TB ScaleOut Elite (Small)-FRT 5Y		\$44,798.86	K	31%	\$30,911.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-5-CC-ESSO-B	SEL ScaleOut Bundle Elite (Small)-FRT 5Y		\$1,662,150.00	K	31%	\$1,146,883.50	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	FACTION
5 5	15-5-CC-FE 15-5-CC-FE-B	SEL 1TB File Elite-FRT-5Yr SEL File Bundle Elite-FRT-5Yr		\$37,143.75 \$1.225.886.70	K	31% 31%	\$25,629.19 \$845.861.82	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION FACTION
5	15-5-CC-FP	SEL 1TB File Premier-FRT-5Yr		\$14,333.52	K	31%	\$9.890.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-5-CC-FP-B	SEL File Bundle Premier-FRT-5Yr		\$1,034,428.98	K	31%	\$713,756.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-5-CC-FS	SEL 1TB File Standard-FRT-5Yr		\$4,140.34	K	31%	\$2,856.83	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5 5	15-5-CC-FS-B 15-5-CC-PSED	SEL File Bundle Standard-FRT-5Yr SEL 1TB SED Premier-FRT-5Yr		\$817,061.79 \$8.912.15	K K	31% 31%	\$563,772.64 \$6,149.38	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	FACTION FACTION
5	15-5-CC-PSED-B	SEL SED Bundle Premier-FRT-5Yr		\$2,145,626.37	K	31%	\$1,480,482.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-5-CC-PSO	SEL 1TB ScaleOut Premier-FRT-5Yr		\$7,258.62	K	31%	\$5,008.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-5-CC-PSO-B	SEL ScaleOut Bundle Premier-FRT-5Yr		\$1,926,066.19	K	31%	\$1,328,985.67	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5 5	15-5-CC-SSED 15-5-CC-SSED-B	SEL 1TB SED Standard-FRT-5Yr SEL SED Bundle Standard-FRT-5Yr		\$7,718.18 \$3,942,970.74	K K	31% 31%	\$5,325.54 \$2,720,649.81	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	FACTION FACTION
5	15-5-CC-SSO	SEL 1TB ScaleOut Standard-FRT-5Yr		\$6,487.50	K	31%	\$4 476.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-5-CC-SSO-B	SEL ScaleOut Bundle Standard-FRT-5Yr		\$3,398,963.64	K	31%	\$2,345,284.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-5-DD-69-B	SEL Ded DD 6900 Bundle - FRT - 5yr		\$768,354.55	K	31%	\$530,164.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5 5	15-5-DD-69-S 15-5-DD-94-B	SEL 48TB Ded DD 6900 add-on - FRT - 5yr SEL Ded DD 9400 Bundle - FRT - 5yr		\$614,700.00 \$2,970,981.82	K K	31% 31%	\$424,143.00 \$2,049,977.46	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	FACTION FACTION
5	15-5-DD-94-B 15-5-DD-94-S	SEL 96TB Ded DD 9400 add-on - FRT - 5yr		\$1,178,181.82	K	31%	\$812,945.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-5-DD-99-B	SEL Ded DD 9900 Bundle - FRT - 5yr		\$7,069,090.91	K	31%	\$4,877,672.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-5-DD-99-S	SEL 384TB Ded DD 9900 add-on - FRT - 5yr		\$4,098,109.09	K	31%	\$2,827,695.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5 5	15-5-DD-MT-B 15-5-DD-MT-S	SEL Data Domain Base Bundle - FRT - 5yr SEL 1TB Data Domain Base - FRT - 5yr		\$742,745.45 \$13,339.77	K K	31% 31%	\$512,494.36 \$9.204.44	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	FACTION FACTION
5	15-5-ECS-REP	SEL Add'l 400TB ECSOffsiteScaling FRT 5Y		\$616,734.55	K	31%	\$9,204.44 \$425.546.84	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-5-ECS-REP-B	SEL 1100TB ECS Offsite Base Bund FRT 5Y		\$1,696,020.00	K	31%	\$1,170,253.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-5-MCN-100G	SEL 100Gbps MultiCloud Network FRT - 5Yr		\$2,396,469.16	K	31%	\$1,653,563.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-5-MCN-10G 15-5-MCN-1G	SEL 10Gbps MultiCloud Network FRT - 5Yr SEL 1Gbps MultiCloud Network FRT - 5Yr		\$313,054.23 \$32,066.76	K	31% 31%	\$216,007.42 \$22,126.06	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	FACTION FACTION
5 5	15-5-MCN-1G 15-5-MCN-2G	SEL 1Gbps MultiCloud Network FRT - 5Yr SEL 2Gbps MultiCloud Network FRT - 5Yr		\$64 133 52	K K	31%	\$22,126.06 \$44.252.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-5-MCN-40G	SEL 40Gbps MultiCloud Network FRT - 5Yr		\$1,209,603.29	K	31%	\$834,626.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-5-MCN-80G	SEL 80Gbps MultiCloud Network FRT-5Y		\$2,396,469.16	K	31%	\$1,653,563.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	15-5-OBJ-MLT-1PB	SEL 1TB Object Multi Region >1PB FRT 5Y		\$3,083.18	K	31%	\$2,127.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5 5	15-5-OBJ-MLT-1TB 15-5-OBJ-SNG-1PB	SEL 1TB Object Multi Region <1PB FRT 5Y SEL 1TB Object Single Region >1PB FRT 5Y		\$3,470.45 \$1.542.27	K K	31% 31%	\$2,394.61 \$1.064.17	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	FACTION FACTION
5	15-5-OBJ-SNG-1TB	SEL 1TB Object Single Region <1PB FRT 5Y		\$1,734.55	K	31%	\$1,004.17	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	16G-ER-BR2	SEL-SFP+,16/8/4GFC,1550nm,SM,40km,13dB		\$4,858.46	K	31%	\$3,352.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SMARTOPTICS
5	16G-ER-D210-BR2	SEL-SFP+,16/8/4Gbps,FC,D9210,13dB,40km		\$4,858.46	K	31%	\$3,352.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SMARTOPTICS
5	16G-ER-D220-BR2	SEL-SFP+,16/8/4Gbps,FC,D9220,13dB,40km		\$4,858.46	K	31%	\$3,352.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SMARTOPTICS
5 5	16G-ER-D230-BR2 16G-ER-D240-BR2	SEL-SFP+,16/8/4Gbps,FC,D9230,13dB,40km SEL-SFP+,16/8/4Gbps,FC,D9240,13dB,40km		\$4,858.46 \$4.858.46	K K	31% 31%	\$3,352.34 \$3,352.34	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SMARTOPTICS SMARTOPTICS
5	16G-ER-D250-BR2	SEL-SFP+,16/8/4Gbps,FC,D9250,13dB,40km		\$4,858.46	K	31%	\$3,352.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SMARTOPTICS
5	16G-ER-D260-BR2	SEL-SFP+, 16/8/4GbpsFC,D9260,13dB,40km		\$4,858.46	K	31%	\$3,352.34	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SMARTOPTICS
5	16G-ER-D270-BR2	SEL-SFP+,16/8/4Gbps,FC,D9270,13dB,40km		\$4,858.46	K	31%	\$3,352.34	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SMARTOPTICS
5 5	16G-ER-D280-BR2 16G-ER-D290-BR2	SEL-SFP+,16/8/4Gbps,FC,D9280,13dB,40km SEL-SFP+,16/8/4Gbps,FC,D9290,13dB,40km		\$4,858.46 \$4,858.46	K K	31% 31%	\$3,352.34 \$3,352.34	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SMARTOPTICS SMARTOPTICS
5	16G-ER-D300-BR2	SEL-SFP+,16/8/4Gbps,FC,D9290,13dB,40km SEL-SFP+,16/8/4Gbps,FC,D9300,13dB,40km		\$4,858.46	K	31%	\$3,352.34 \$3,352.34	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SMARTOPTICS
5	16G-ER-D310-BR2	SEL-SFP+,16/8/4Gbps,FC,D9310,13dB,40km		\$4,858.46	K	31%	\$3,352.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SMARTOPTICS
5	16G-ER-D320-BR2	SEL-SFP+,16/8/4Gbps,FC,D9320,13dB,40km		\$4,858.46	K	31%	\$3,352.34	\$0.00		\$0.00 \$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SMARTOPTICS
5	16G-ER-D330-BR2	SEL-SFP+,16/8/4Gbps,FC,D9330,13dB,40km		\$4,858.46	K	31%	\$3,352.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SMARTOPTICS

				NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPGR	ADE PRICE						
BAND	SKU	DESCRIPTION	Model EMC LIST Sub sku PRICE USD	CATEGORY	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	16G-ER-D340-BR2	SEL-SFP+,16/8/4Gbps,FC,D9340,13dB,40km	\$4,858.4		31%	\$3,352.34	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SMARTOPTICS
5	16G-ER-D350-BR2	SEL-SFP+,16/8/4Gbps,FC,D9350,13dB,40km	\$4,858.4		31%	\$3,352.34	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SMARTOPTICS
5	16G-ER-D360-BR2	SEL-SFP+,16/8/4Gbps,FC,D9360,13dB,40km	\$4,858.4		31%	\$3,352.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SMARTOPTICS
5	1-CC-ASED	SEL 1TB SED Archive-USA-1Yr	\$459.7		31%	\$317.24	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	1-CC-ASED-B	SEL SED Bundle Archive-USA-1Yr	\$324,426.9		31%	\$223,854.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	1-CC-ASMSED	SEL 1TB SED Archive (Small)-USA-1Yr	\$841.7		31%	\$580.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	1-CC-ASMSED-B	SEL SED Bundle Archive (Small)-USA-1Yr	\$179,773.8		31%	\$124,043.95	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	1-CC-ASO	SEL 1TB ScaleOut Archive-USA-1Yr	\$385.9 \$284.005.4		31%	\$266.33	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	FACTION
5 5	1-CC-ASO-B 1-CC-ASSO	SEL ScaleOut Bundle Archive-USA-1Yr SEL 1TB ScaleOut Archv (Small)-USA 1Y	\$264,005.4 \$689.5		31% 31%	\$195,963.76 \$475.79	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION FACTION
5	1-CC-ASSO-B	SEL ScaleOut Bundle Archy (Small)-USA 1Y	\$159.601.8		31%	\$110.125.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	1-CC-BE	SEL 1TB Block Elite-USA-1Yr	\$7,768.6		31%	\$5,360.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	1-CC-BE-B	SEL Block Bundle Elite-USA-1Yr	\$256.394.6		31%	\$176,912.28	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	1-CC-BP	SEL 1TB Block Premier-USA-1Yr	\$2.997.8		31%	\$2.068.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	1-CC-BP-B	SEL Block Bundle Premier-USA-1Yr	\$216,359.0	9 K	31%	\$149,287.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	1-CC-BS	SEL 1TB Block Standard-USA-1Yr	\$866.1	8 к	31%	\$597.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	1-CC-BS-B	SEL Block Bundle Standard-USA-1Yr	\$170,890.9		31%	\$117,914.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	1-CC-BT	SEL 1TB Block Turbo-USA-1Yr	\$15,991.4		31%	\$11,034.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	1-CC-BT-B	SEL Block Bundle Turbo-USA-1Yr	\$2,076,456.9		31%	\$1,432,755.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	1-CC-ESED	SEL 1TB SED Elite-USA-1Yr	\$6,814.0		31%	\$4,701.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	1-CC-ESED-B	SEL SED Bundle Elite-USA-1Yr	\$1,147,615.0		31%	\$791,854.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	1-CC-ESO	SEL 1TB ScaleOut Elite-USA-1Yr	\$4,975.9		31%	\$3,433.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	1-CC-ESO-B	SEL ScaleOut Bundle Elite-USA-1Yr	\$939,051.7		31%	\$647,945.71	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	1-CC-ESSO	SEL 1TB ScaleOut Elite (Small)-USA 1Y	\$9,369.8		31%	\$6,465.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	1-CC-ESSO-B	SEL ScaleOut Bundle Elite (Small)-USA 1Y	\$347,645.4		31%	\$239,875.36	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	1-CC-FE 1-CC-FE-B	SEL 1TB File Elite-USA-1Yr SEL File Bundle Elite-USA-1Yr	\$7,768.6 \$256.394.6		31% 31%	\$5,360.36 \$176.912.28	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	FACTION FACTION
5	1-CC-FE-B 1-CC-FP	SEL TIB File Premier-USA-1Yr	\$256,394.6		31%	\$176,912.28	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	FACTION
5	1-CC-FP-B	SEL TIB FILE PREMIER-USA-TTI SEL File Bundle Premier-USA-1Yr	\$2,997.0 \$216,359.0		31%	\$2,066.50 \$149,287.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	1-CC-FS	SEL 1TB File Standard-USA-1Yr	\$866.1		31%	\$597.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	1-CC-FS-B	SEL File Bundle Standard-USA-1Yr	\$170.890.9		31%	\$117.914.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	1-CC-PSED	SEL 1TB SED Premier-USA-1Yr	\$1,863.9		31%	\$1,286.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	1-CC-PSED-B	SEL SED Bundle Premier-USA-1Yr	\$448,758.4		31%	\$309.643.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	1-CC-PSO	SEL 1TB ScaleOut Premier-USA-1Yr	\$1.518.1		31%	\$1,047.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	1-CC-PSO-B	SEL ScaleOut Bundle Premier-USA-1Yr	\$402,837.3	9 K	31%	\$277,957.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	1-CC-SSED	SEL 1TB SED Standard-USA-1Yr	\$1,614.2		31%	\$1,113,85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	1-CC-SSED-B	SEL SED Bundle Standard-USA-1Yr	\$824,673.6		31%	\$569,024.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	1-CC-SSO	SEL 1TB ScaleOut Standard-USA-1Yr	\$1,356.8		31%	\$936.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	1-CC-SSO-B	SEL ScaleOut Bundle Standard-USA-1Yr	\$710,894.3		31%	\$490,517.11	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	1-CREDIT-UNIT	SEL Faction Credit Unit	\$272.7		31%	\$188.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	1-DD-69-B	SEL Ded DD 6900 Bundle - USA - 1yr	\$160,704.0		31%	\$110,885.76	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	1-DD-69-S	SEL 48TB Ded DD 6900 add-on - USA - 1yr	\$128,565.8		31%	\$88,710.42	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	1-DD-94-B	SEL Ded DD 9400 Bundle - USA - 1yr	\$621,399.2		31%	\$428,765.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	1-DD-94-S	SEL 96TB Ded DD 9400 add-on - USA - 1yr	\$246,423.2		31%	\$170,032.06	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	1-DD-99-B	SEL Ded DD 9900 Bundle - USA - 1yr	\$1,478,539.6 \$857,088.0		31%	\$1,020,192.35	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	FACTION
5 5	1-DD-99-S 1-DD-MT-B	SEL 384TB Ded DD 9900 add-on - USA - 1yr	\$857,088.0 \$155,349.8		31% 31%	\$591,390.72 \$107.191.38	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	FACTION FACTION
5	1-DD-MT-S	SEL Data Domain Base Bundle - USA - 1yr SEL 1TB Data Domain Base - USA - 1yr	\$2,790.0		31%	\$107,191.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	1-ECS-REP	SEL Add'I 400TB ECSOffsiteScaling USA 1Y	\$107,258.1		31%	\$74,008.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	1-ECS-REP-B	SEL 1100TB ECS Offsite Base Bund USA 1Y	\$294,960.0		31%	\$203.522.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	1-MCN-100G	SEL 100Gbps MultiCloud Network USA - 1Y	\$383,435.0		31%	\$264 570 19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	1-MCN-10G	SEL 10Gbps MultiCloud Network USA - 1Y	\$50,088.6	8 K	31%	\$34,561.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	1-MCN-1G	SEL 1Gbps MultiCloud Network USA - 1Yr	\$5,130.6		31%	\$3,540.17	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	1-MCN-2G	SEL 2Gbps MultiCloud Network USA - 1Yr	\$10,261.3	6 K	31%	\$7,080.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	1-MCN-40G	SEL 40Gbps MultiCloud Network USA - 1Y	\$193,536.5		31%	\$133,540.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	1-MCN-5G	SEL 5Gbps MultiCloud Network USA - 1Yr	\$25,653.4		31%	\$17,700.85	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	1-MCN-80G	SEL 80Gbps MultiCloud Network USA-1Y	\$383,435.0		31%	\$264,570.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	1-OBJ-MLT-1PB	SEL 1TB Object Multi Region >1PB USA 1Y	\$536.1		31%	\$369.96	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	1-OBJ-MLT-1TB	SEL 1TB Object Multi Region <1PB USA 1Y	\$603.5		31%	\$416.45	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	1-OBJ-SNG-1PB	SEL 1TB Object Single Region >1PB USA 1Y	\$268.0		31%	\$184.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	1-OBJ-SNG-1TB	SEL 1TB Object Single Region <1PB USA 1Y	\$301.6 \$38,461.5		31% 31%	\$208.13	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	FACTION INDEX ENGINES
5	1YR-ENT-BUNDLE	SEL Catalog/Data Mgmt Starter for ENT	\$38,461.5 \$15.000.0			\$26,538.46	\$0.00 \$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 5	1YR-ENTGOV-BUNDL 1YR-MM-BUNDLE	SEL Primary Data Governance POC for ENT SEL Catalog/Data Mgmt Starter for MM	\$15,000.0 \$15,384.6		31% 31%	\$10,350.00 \$10,615.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES INDEX ENGINES
5	1YR-MM-BUNDLE 1YR-MMGOV-BUNDLE	SEL Catalog/Data Mgmt Starter for MM SEL Primary Data Governance POC for MM	\$15,384.6 \$5,000.0		31% 31%	\$10,615.39 \$3,450.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	INDEX ENGINES INDEX ENGINES
5	200-200025	SEL-SW Virt LDX-E1000V-10TB-VW	\$3,000.0 \$31,538.4		31%	\$3,450.00 \$21,761.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	200-200025 200-200025-SM	SEL AS LDXE-1000V-10TB-VW SSM	\$1,466.1		31%	\$1,011.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	200-200023-3W	SEL-SW LG Cint FCS FCS-FCI1-4	\$65,384.6		31%	\$45,115,39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	200-200009	SEL-SW LG Clift PC3 PC3-PC11-4 SEL-SW LG Clift iSCSI ISC-10GC1-4	\$42,518.4		31%	\$29,337.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	200-200070	SEL-SW LG Cint SMB2 SMB-10GC2-4	\$42,518.4		31%	\$29,337.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	200-200073	SEL-SW LG CInt SMB3 SMB-10GC3-4	\$42,518.4		31%	\$29,337.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	200-200075	SEL-SW LG Clnt NFSv3 NFS-10GC3-4	\$42,518.4		31%	\$29,337.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	200-200076	SEL-SW LG Clnt NFSv4NFS-10GC4-4	\$42,518.4		31%	\$29,337.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	200-200077	SEL-SW LG CIntNFS41 NFS-10GC41-4	\$42,518.4	6 K	31%	\$29,337.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	200-200078	SEL-SW LG CInt HTTP HCS-10GC1-4	\$42,518.4		31%	\$29,337.74	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	200-200079	SEL-SW LG CInt HTPS HCSS-10GC1-4	\$12,144.6		31%	\$8,379.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	200-200080	SEL-SW LG Clnt Swt OSSWT-10GC1-4	\$12,144.6		31%	\$8,379.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	200-200084	SEL-SW LG Clnt Kerb KER-10GC1-4	\$12,144.6		31%	\$8,379.79	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	200-200089	SEL-SW LG Clnt IPv6 IPV6-10GC1-4	\$97,200.0		31%	\$67,068.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	200-200090	SEL-SW LG Clnt FCS FCS-FCI1-8	\$108,923.0		31%	\$75,156.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	200-200091	SEL-SW LG Clnt iSCSI ISC-10GC1-8	\$70,880.0		31%	\$48,907.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	200-200093	SEL-SW LG Cint SMB2 SMB-10GC2-8	\$70,880.0		31%	\$48,907.20	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	VIRTUAL INSTRUMENTS
5 5	200-200094	SEL-SW LG Clot SMB3 SMB-10GC3-8	\$70,880.0 \$70,880.0		31% 31%	\$48,907.20	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VIRTUAL INSTRUMENTS
5	200-200096	SEL-SW LG Clnt NFSv3 NFS-10GC3-8	\$7U,88U.U	0 K	31%	\$48,907.20	φU.U0	φ0.00	φ0.00	φ0.00	φυ.υυ	φ0.00	\$U.UU	VIRTUAL INSTRUMENTS

					NVP LEVEL 1	1	NVP MAINTENANCE	AND WARRANTY UPGR	ADE PRICE						
BAND	SKU	DESCRIPTION	Model Sub sku	EMC LIST PRICE USD	CATEGORY CODE	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	200-200097	SEL-SW LG CInt NFSv4 NFS-10GC4-8		\$70,880.00	K	31%	\$48,907.20	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	200-200098	SEL-SW LG CIntNFS41 NFS-10GC41-8		\$70,880.00	K	31%	\$48,907.20	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	200-200099	SEL-SW LG CInt HTTP HCS-10GC1-8		\$70,880.00	K	31%	\$48,907.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	200-200100	SEL-SW LG Clnt HTPS HCSS-10GC1-8		\$20,253.85	K	31%	\$13,975.16	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	200-200101	SEL-SW LG Clnt Swt OSSWT-10GC1-8		\$20,253.85	K	31%	\$13,975.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	200-200105 200-200110	SEL-SW LG Cint Kerb KER-10GC1-8		\$20,253.85 \$162,000.00	K	31% 31%	\$13,975.16	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	200-200110	SEL-SW LG Cint IPv6 IPv6-10GC1-8 SEL-SW LDX-E Mamt 2P LDXE-APP02		\$162,000.00	K	31% 31%	\$111,780.00 \$30.041.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	200-200111	SEL-SW LDX-E Mgmt 2P LDXE-APP02 SEL-SW LDX-E Mgmt 4P LDXE-APP04		\$65.384.62	K	31%	\$30,041.54 \$45,115.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	200-200112	SEL-SW LDX-E Mgmt 8P LDXE-APP08		\$108.923.08	K	31%	\$75,156.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	200-200113	SEL-HW LDX LoadGenA LDX-6204-32G		\$180,000.00	K	31%	\$124.200.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	200-200398	SEL-SW LG Cint FCS FCS-FCI2-4		\$82,769.23	ĸ	31%	\$57,110.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	200-200419	SEL-HW WL Gen 7104-40G		\$230.923.08	ĸ	31%	\$159,336.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	200-200430	SEL-SW LG CInt iSCSI ISC-40GC1-4		\$102,333.85	K	31%	\$70.610.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	200-200432	SEL-SW LG Clnt SMB2 SMB-40GC2-4		\$102,333.85	K	31%	\$70,610.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	200-200433	SEL-SW LG CInt SMB3 SMB-40GC3-4		\$102,333.85	K	31%	\$70,610.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	200-200435	SEL-SW LG CInt NFSv3 NFS-40GC3-4		\$102,333.85	K	31%	\$70,610.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	200-200437	SEL-SW LG Clnt NFSv4 NFS-40GC4-4		\$102,333.85	K	31%	\$70,610.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	200-200438	SEL-SW LG Clnt NFS41 NFS-40GC41-		\$102,333.85	K	31%	\$70,610.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	200-200439	SEL-SW LG CInt HTTP HCS-40GC1-4		\$102,333.85	K	31%	\$70,610.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	200-200440	SEL-SW LG CInt HTTPS-40GC1-4		\$29,243.08	K	31%	\$20,177.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	200-200441	SEL-SW LG Clnt Swt OSSWT-40GC1-4		\$29,243.08	K	31%	\$20,177.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	200-200445	SEL-SW LG Cint Kerb KER-40GC1-4		\$29,243.08	K	31%	\$20,177.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	200-200450 200-200482	SEL-SW LG Cint IPv6 IPv6-40GC1-4 SEL HW WL Gen 7104-25G		\$233,876.92 \$180.000.00	K K	31% 31%	\$161,375.07 \$124.200.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	200-200482	SEL SW LG Clnt iSCSI ISC-25GC1-4			K	31%	\$124,200.00 \$55,030.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	200-200489	SEL SW LG CIRLISCSI ISC-25GC 1-4 SEL SW LG CIRLISCSI ISC-25GC 1-4		\$79,753.85 \$79,753.85	K	31%	\$55,030.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	200-200499	SEL SW LG CIRL SMB2 SMB-25GC3-4		\$79,753.85	K	31%	\$55,030.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	200-200490	SEL SW LG Clnt NFSv3 NFS-25GC3-4		\$79,753.85	K	31%	\$55,030.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	200-200493	SEL SW LG Clnt NFSv4 NFS-25GC4-4		\$79,753.85	ĸ	31%	\$55,030.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	200-200494	SEL SW LG Clnt NFS41 NFS-25GC41-4		\$79,753.85	ĸ	31%	\$55,030.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	200-200495	SEL SW LG CInt HTTP HCS-25GC1-4		\$79,753.85	K	31%	\$55,030.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	200-200496	SEL SW LG CInt HTTPS HCSS-25GC1-4		\$22,929.23	ĸ	31%	\$15.821.17	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	200-200497	SEL SW LG Clnt Swt OSSWT-25GC1-4		\$22,929.23	K	31%	\$15.821.17	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	200-200501	SEL SW LG CInt Kerb KER-25GC1-4		\$22,929.23	K	31%	\$15,821.17	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	200-200506	SEL SW LG CInt IPv6 IPV6-25GC1-4		\$182,436.92	K	31%	\$125,881.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	200-200519	SEL HW Wwisdom E2000		\$64,769.23	K	31%	\$44,690.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRU
5	200-200520	SEL HW WL Gen 7104-10G		\$95,846.15	K	31%	\$66,133.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	200-200521	SEL HW WL Gen 7108-10G		\$159,846.15	K	31%	\$110,293.84	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	200-200522	SEL HW WL Gen 6204-16G		\$147,538.46	K	31%	\$101,801.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	200-200523	SEL HW WL Gen 6208-16G		\$246,000.00	K	31%	\$169,740.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	200-200524	SEL HW WL Gen U2022-10G-16FC		\$156,461.54	K	31%	\$107,958.46	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	200-200525	SEL HW WL Gen U2044-10G-16FC		\$260,769.23	K	31%	\$179,930.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	200-200526	SEL SW BN PROT 10G-2		\$86,615.38	K	31%	\$59,764.61	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	200-200527	SEL SW BN PROT 10G-4		\$129,846.15 \$194,769.23	K	31%	\$89,593.84	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VIRTUAL INSTRUMENTS
5 5	200-200528 200-200529	SEL SW BN PROT 10G-8 SEL SW BN PROT 25G-4		\$243,692.31	K	31% 31%	\$134,390.77 \$168.147.69	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	200-200529	SEL SW BN PROT 20G-2		\$209.230.77	K	31%	\$144,369,23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	200-200531	SEL SW BN PROT 40G-2		\$314,000.00	K	31%	\$216,660.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	200-200545	SEL SW CI S3P-10GC1-4		\$24,290.77	ĸ	31%	\$16,760.63	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	200-200546	SEL SW CI S3P-10GC1-8		\$40,507,69	ĸ	31%	\$27,950.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	200-200566	SEL SW CI S3P-40GC1-4		\$58,486.15	K	31%	\$40,355.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	200-200567	SEL SW CI S3P-25GC1-4		\$45,858.46	K	31%	\$31,642.34	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	200-200585	SEL SW WW SB-APP04		\$108,923.08	K	31%	\$75,156.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	200-200586	SEL HW SBWLG VLF25604-32G		\$180,000.00	K	31%	\$124,200.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	200-200594	SEL SW BN PROT V5Plus		\$70,923.08	K	31%	\$48,936.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	200-200600-SM	SEL AS StackPlay Eng P25 SSM		\$2,230.77	K	31%	\$1,539.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	2063-LIC	SEL HZ-PRA50-STD100-UG-F		\$13,750.00	K	31%	\$9,487.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	2063-LIC-L1	SEL HZ-PRA50STD100UGF-L1		\$13,063.00	K	31%	\$9,013.47	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	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	\$0.00	CARAHSOFT
5	2063-LIC-L3	SEL HZ-PRA50STD100UGF-L3		\$12,375.00	K	31%	\$8,538.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	2063-LIC-L4	SEL HZ-PRA50STD100UGF-L4		\$11,963.00	K	31%	\$8,254.47	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	2063-LIC-L5	SEL HZ-PRA50STD100UGF-L5		\$11,413.00	K	31%	\$7,874.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	210-AEDP	SEL S3048-ON, PSU to IO, 1xAC PSU, OS9		\$8,452.50	K	31%	\$5,832.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DELL NETWORKING
5	210-AEDR	SEL S3048-ON, PSU to IO 1xAC PSU OS9 TAA		\$8,452.50	K	31%	\$5,832.23	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	DELL NETWORKING
5	210-ALSR	SEL S4148F-ON, PSU to IO , 2 PSU, OS10		\$21,696.15 \$21,696.15	K	31%	\$14,970.34	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	DELL NETWORKING
5	210-ALSS 210-ALSV	SEL S4148F-ON, PSU to IO 2 PSU OS10 TAA SEL S4148T-ON, PSU to IO, 2 PSU, OS10		\$21,433.36	K	31% 31%	\$14,970.34	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	DELL NETWORKING
5 5	210-ALSV 210-ALSW	SEL S41481-ON, PSU to IO, 2 PSU, OS10 SEL S4148T-ON, PSU to IO 2 PSU OS10 TAA		\$21,433.36	K	31% 31%	\$14,789.02 \$14,789.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DELL NETWORKING DELL NETWORKING
5	210-ALSW 210-ALTF	SEL S4128F-ON, PSU to IO , 2 PSU, OS10		\$13.903.05	,	31%	\$14,789.02 \$9.593.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DELL NETWORKING DELL NETWORKING
5	210-ALTF 210-ALTG	SEL S4128F-ON, PSU to IO 2 PSU OS10 TAA		\$13,903.05	K	31%	\$9,593.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DELL NETWORKING
5	210-ALTI	SEL S4128T-ON, PSU to IO, 2 PSU, OS10		\$15,079.05	ĸ	31%	\$10,404.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DELL NETWORKING
5	210-ALTJ	SEL S4128T-ON, PSU to IO 2 PSU OS10 TAA		\$15,079.05	K	31%	\$10,404.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DELL NETWORKING
5	210-ADYS	SEL S4112F-ON, PSU to IO. 2xAC PSU, OS10		\$11,060.70	ĸ	31%	\$7.631.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DELL NETWORKING
5	210-AOYZ	SEL S4112F-ON, PSUtoIO 2xAC PSU OS10 TAA		\$11,060.70	K	31%	\$7,631.88	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	DELL NETWORKING
5	210-AOZC	SEL S4112T-ON, PSU to IO, 2xAC PSU, OS10		\$11,159.00	K	31%	\$7,699.71	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DELL NETWORKING
5	210-AOZD	SEL S4112T-ON, PSUtoIO 2xAC PSU OS10 TAA		\$11,159.00	K	31%	\$7,699.71	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DELL NETWORKING
5	210-APFB	SEL S5248F-ON, PSU to IO, 2 PSU, OS10		\$27,577.22	K	31%	\$19,028.28	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DELL NETWORKING
5	210-APFC	SEL S5248F-ON, PSU to IO 2 PSU OS10 TAA		\$31,294.49	K	31%	\$21,593.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DELL NETWORKING
5	210-APGF	SEL Z9264F-ON, PSU to IO, 2xAC PSU, OS10		\$52,020.00	K	31%	\$35,893.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DELL NETWORKING
5	210-APGG	SEL Z9264F-ON PSUtoIO 2xAC PSU OS10 TAA		\$57,450.00	K	31%	\$39,640.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DELL NETWORKING
5	210-APHG	SEL S5296F-ON, PSU to IO, 2 PSU, OS10		\$36,771.00	K	31%	\$25,371.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DELL NETWORKING
5	210-APHI	SEL S5296F-ON, PSU to IO 2 PSU OS10 TAA		\$42,463.81	K	31%	\$29,300.03	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DELL NETWORKING
5	210-APHL	SEL S5232F-ON PSUtoIO 2xAC PSU OS10 TAA		\$40,780.79	K	31%	\$28,138.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DELL NETWORKING

					NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPGR	ADE PRICE						
BAND	SKU	DESCRIPTION	Model Sub sku	EMC LIST PRICE USD	CATEGORY	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
- 5	210-APHN	SEL S5232F-ON, PSU to IO, 2xAC PSU, OS10		\$35,720.40	K	31%	\$24,647.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DELL NETWORKING
5	210-APHT	SEL S5224F-ON, PSU to IO, 2 PSU, OS10		\$15,912.00	K	31%	\$10,979.28	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DELL NETWORKING
5	210-APHU	SEL S5224F-ON, PSU to IO 2 PSU OS10 TAA		\$20,367.36	K	31%	\$14,053.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DELL NETWORKING
5	210-APHZ	SEL S5212F-ON, PSU to IO, 2 PSU, OS10		\$11,120.00	K	31%	\$7,672.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DELL NETWORKING
5	210-APIB	SEL S5212F-ON, PSU to IO 2 PSU OS10 TAA		\$13,107.00	K	31%	\$9,043.83	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DELL NETWORKING
5	250DW1PRSS2	SEL SS renew DW250users 1DA Probe 50SL		\$3,462.00	K	31%	\$2,388.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	250DW1PRSSP	SEL DW250user 1DA Probe 50SL SS + Sup1yr		\$24,240.00	K	31%	\$16,725.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	250DW1PRSSP2	SEL SS+Sup renew DW250 1DA Probe 50SL		\$4,617.00	K	31%	\$3,185.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	25DW1PRSS2	SEL SS renewal DW25users 1 DA Probe 50SL		\$1,292.00	K	31%	\$891.48		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	25DW1PRSSP	SEL DW25user 1DA Probe 50SL SS Sup 1yr		\$9,123.00	K	31%	\$6,294.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	25DW1PRSSP2	SEL SS Sup + renew DW25 1 DA Probe 50SL		\$1,711.00	K	31%	\$1,180.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	300-000001-SM	SEL AS CW CostMgmt SSM		\$18.46	K	31%	\$12.74		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	300-000002-SM	SEL AS CW CloudMon SSM		\$23.08	K	31%	\$15.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	300-000003-SM	SEL AS CW CloudCostMon SSM		\$29.23	K	31%	\$20.17	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	300-000004-SM	SEL AS CW CostMgmt SSM		\$18.46	K	31%	\$12.74		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRU
5	30DAY-CC-PROMO	SEL IE Workshop 30 Day Single Server		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5	3136SL	SEL: CORD,PWR,N5-15 C13,18AWG,6FT		\$5.00	K	31%	\$3.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	32G-IR-D210-BR	SEL-SFP28,32/16/8/Gbps,FC,D9210,7dB,10km		\$6,146.15	K	31%	\$4,240.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SMARTOPTICS
5	32G-IR-D220-BR	SEL-SFP28,32/16/8/Gbps,FC,D9220,7dB,10km		\$6,146.15	K	31%	\$4,240.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SMARTOPTICS
5	32G-IR-D230-BR	SEL-SFP28,32/16/8/Gbps,FC,D9230,7dB,10km		\$6,146.15	K	31%	\$4,240.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SMARTOPTICS
5	32G-IR-D240-BR	SEL-SFP28,32/16/8/Gbps,FC,D9240,7dB,10km		\$6,146.15	K	31%	\$4,240.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SMARTOPTICS
5	32G-IR-D250-BR	SEL-SFP28,32/16/8/Gbps,FC,D9250,7dB,10km		\$6,146.15	K	31%	\$4,240.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SMARTOPTICS
5	32G-IR-D260-BR	SEL-SFP28,32/16/8/Gbps,FC,D9260,7dB,10km		\$6,146.15	K	31%	\$4,240.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SMARTOPTICS
5	32G-IR-D270-BR	SEL-SFP28,32/16/8/Gbps,FC,D9270,7dB,10km		\$6,146.15	K	31%	\$4,240.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SMARTOPTICS
5	32G-IR-D280-BR	SEL-SFP28,32/16/8/Gbps,FC,D9280,7dB,10km		\$6,146.15	K	31%	\$4,240.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SMARTOPTICS
5	32G-IR-D290-BR	SEL-SFP28,32/16/8/Gbps,FC,D9290,7dB,10km		\$6,146.15	K	31%	\$4,240.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SMARTOPTICS
5	32G-IR-D300-BR	SEL-SFP28,32/16/8/Gbps,FC,D9300,7dB,10km		\$6,146.15	K	31%	\$4,240.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SMARTOPTICS
5	32G-IR-D310-BR	SEL-SFP28,32/16/8/Gbps,FC,D9310,7dB,10km		\$6,146.15	K	31%	\$4,240.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SMARTOPTICS
5	32G-IR-D320-BR	SEL-SFP28,32/16/8/Gbps,FC,D9320,7dB,10km		\$6,146.15	K	31%	\$4,240.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SMARTOPTICS
5	32G-IR-D330-BR	SEL-SFP28,32/16/8/Gbps,FC,D9330,7dB,10km		\$6,146.15	K	31%	\$4,240.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SMARTOPTICS
5	32G-IR-D340-BR	SEL-SFP28,32/16/8/Gbps,FC,D9340,7dB,10km		\$6,146.15	K	31%	\$4,240.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SMARTOPTICS
5	32G-IR-D350-BR	SEL-SFP28,32/16/8/Gbps,FC,D9350,7dB,10km		\$6,146.15	K	31%	\$4,240.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SMARTOPTICS
5	32G-IR-D360-BR	SEL-SFP28,32/16/8/Gbps,FC,D9360,7dB,10km		\$6,146.15	K	31%	\$4,240.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SMARTOPTICS
5	3-CC-ASED	SEL 1TB SED Archive-USA-3Yr		\$1,172.41	K	31%	\$808.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	3-CC-ASED-B	SEL SED Bundle Archive-USA-3Yr		\$827,288.68	K	31%	\$570,829.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	3-CC-ASM-PRM	SEL Promo SO Bundle Archive (Sm)-USA 3Y		\$165,736.61	K	31%	\$114,358.26		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	3-CC-ASMSED	SEL 1TB SED Archive (Small)-USA-3Yr		\$2,146.45	K	31%	\$1,481,05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	3-CC-ASMSED-B	SEL SED Bundle Archive (Small)-USA-3Yr		\$458,423.27	K	31%	\$316,312.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	3-CC-ASO	SEL 1TB ScaleOut Archive-USA-3Yr		\$984.20	K	31%	\$679.10		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	3-CC-ASO-B	SEL ScaleOut Bundle Archive-USA-3Yr		\$724,213.89	K	31%	\$499.707.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	3-CC-ASSO	SEL 1TB ScaleOut Archy (Small)-USA 3Y		\$1,758.36	K	31%	\$1,213.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	3-CC-ASSO-B	SEL ScaleOut Bundle Archy (Small)-USA 3Y		\$406,984.73	K	31%	\$280,819.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	3-CC-BE	SEL 1TB Block Elite-USA-3Yr		\$19,809.82	K	31%	\$13,668,78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	3-CC-BE-B	SEL Block Bundle Elite-USA-3Yr		\$653,806.25	K	31%	\$451,126.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	3-CC-BP	SEL 1TB Block Premier-USA-3Yr		\$7,645.09	K	31%	\$5,275.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	3-CC-BP-B	SEL Block Bundle Premier-USA-3Yr		\$551,716.41	K	31%	\$380,684.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	3-CC-BS	SEL 1TB Block Standard-USA-3Yr		\$2,208.27	K	31%	\$1,523.71	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	3-CC-BS-B	SEL Block Bundle Standard-USA-3Yr		\$435,763.64	K	31%	\$300,676.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	3-CC-BT	SEL 1TB Block Turbo-USA-3Yr		\$40,778.09	K	31%	\$28,136.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	3-CC-BT-B	SEL Block Bundle Turbo-USA-3Yr		\$5,294,965.09	K	31%	\$3,653,525.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	3-CC-ESED	SEL 1TB SED Elite-USA-3Yr		\$17,375.71	K	31%	\$11,989.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	3-CC-ESED-B	SEL SED Bundle Elite-USA-3Yr		\$2,926,418.26	K	31%	\$2,019,228.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	3-CC-ESO	SEL 1TB ScaleOut Elite-USA-3Yr		\$12,688.64	K	31%	\$8,755.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	3-CC-ESO-B	SEL ScaleOut Bundle Elite-USA-3Yr		\$2,394,581.95	K	31%	\$1,652,261.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	3-CC-ESSO	SEL 1TB ScaleOut Elite (Small)-USA 3Y		\$23,893.36	K	31%	\$16,486.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	3-CC-ESSO-B	SEL ScaleOut Bundle Elite (Small)-USA 3Y		\$886,490.18	K	31%	\$611,678.22		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	3-CC-FE	SEL 1TB File Elite-USA-3Yr		\$19,809.82	K	31%	\$13,668.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	3-CC-FE-B	SEL File Bundle Elite-USA-3Yr		\$653,806.25	K	31%	\$451,126.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	3-CC-FP	SEL 1TB File Premier-USA-3Yr		\$7,645.09	K	31%	\$5,275.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	3-CC-FP-B	SEL File Bundle Premier-USA-3Yr		\$551,716.41	K	31%	\$380,684.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	3-CC-FS	SEL 1TB File Standard-USA-3Yr		\$2,208.27	K	31%	\$1,523.71	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	3-CC-FS-B	SEL File Bundle Standard-USA-3Yr		\$435,763.64	K	31%	\$300,676.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	3-CC-PSED	SEL 1TB SED Premier-USA-3Yr		\$4,753.15	K	31%	\$3,279.67	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	3-CC-PSED-B	SEL SED Bundle Premier-USA-3Yr		\$1,144,334.06	K	31%	\$789,590.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	3-CC-PSO	SEL 1TB ScaleOut Premier-USA-3Yr		\$3,871.26	K	31%	\$2,671.17		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	3-CC-PSO-B	SEL ScaleOut Bundle Premier-USA-3Yr		\$1,027,235.32	K	31%	\$708,792.37	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	3-CC-PSO-PRM	SEL Promo SO Bundle Premier-USA 3Y		\$226,004.46	K	31%	\$155,943.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	3-CC-SSED	SEL 1TB SED Standard-USA-3Yr		\$4,116.27	K	31%	\$2,840.23		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	3-CC-SSED-B	SEL SED Bundle Standard-USA-3Yr		\$2,102,917.73	K	31%	\$1,451,013.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	3-CC-SSO	SEL 1TB ScaleOut Standard-USA-3Yr		\$3,460.09	K	31%	\$2,387.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	3-CC-SSO-B	SEL ScaleOut Bundle Standard-USA-3Yr		\$1,812,780.61	K	31%	\$1,250,818.62		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	3-DD-69-B	SEL Ded DD 6900 Bundle - USA - 3yr		\$409,810.91	K	31%	\$282,769.53		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	3-DD-69-S	SEL 48TB Ded DD 6900 add-on - USA - 3yr		\$327,848.73	K	31%	\$226,215.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	3-DD-94-B	SEL Ded DD 9400 Bundle - USA - 3yr		\$1,584,576.00	K	31%	\$1,093,357.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	3-DD-94-S	SEL 96TB Ded DD 9400 add-on - USA - 3yr		\$628,363.64	K	31%	\$433,570.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	3-DD-99-B	SEL Ded DD 9900 Bundle - USA - 3yr		\$3,770,181.82	K	31%	\$2,601,425.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	3-DD-99-S	SEL 384TB Ded DD 9900 add-on - USA - 3yr		\$2,185,762.91	K	31%	\$1,508,176.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	3-DD-MT-B	SEL Data Domain Base Bundle - USA - 3yr		\$396,144.00	K	31%	\$273,339.36		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	3-DD-MT-S	SEL 1TB Data Domain Base - USA - 3yr		\$7,114.91	K	31%	\$4,909.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	3-ECS-REP	SEL Add'I 400TB ECSOffsiteScaling USA 3Y		\$321,774.55	K	31%	\$222,024.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	3-ECS-REP-B	SEL 1100TB ECS Offsite Base Bund USA 3Y		\$884,880.00	K	31%	\$610,567.20		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	3-MCN-100G	SEL 100Gbps MultiCloud Network USA - 3Yr		\$1,150,305.19	K	31%	\$793,710.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	3-MCN-10G	SEL 10Gbps MultiCloud Network USA - 3Yr		\$150,266.03	K	31%	\$103,683.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	3-MCN-1G	SEL 1Gbps MultiCloud Network USA - 3Yr		\$15,392.05	K	31%	\$10,620.51	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION

					NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPGE	ADE PRICE						
BAND	SKU	DESCRIPTION	Model Sub sku	EMC LIST PRICE USD	CATEGORY	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
- 5	3-MCN-2G	SEL 2Gbps MultiCloud Network USA - 3Yr		\$30,784.09	K	31%	\$21,241.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	3-MCN-40G	SEL 40Gbps MultiCloud Network USA - 3Yr		\$580,609.58	K	31%	\$400,620.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	3-MCN-5G	SEL 5Gbps MultiCloud Network USA - 3Yr		\$76,960.23	K	31%	\$53,102.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	3-MCN-80G	SEL 80Gbps MultiCloud Network USA-3Y		\$1,150,305.19	K	31%	\$793,710.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	3-OBJ-MLT-1PB	SEL 1TB Object Multi Region >1PB USA 3Y		\$1,608.55	K	31%	\$1,109.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	3-OBJ-MLT-1TB	SEL 1TB Object Multi Region <1PB USA 3Y		\$1,810.64	K	31%	\$1,249.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	3-OBJ-SNG-1PB	SEL 1TB Object Single Region >1PB USA 3Y		\$804.27	K	31%	\$554.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	3-OBJ-SNG-1TB	SEL 1TB Object Single Region <1PB USA 3Y		\$904.91 \$1.265.00	K	31%	\$624.39	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	FACTION
5	407-BBBY	SEL - QSFP+ - 40G SR4 Attach		\$1,265.00 \$250.00	K	31%	\$872.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	DELL NETWORKING
5 5	407-BBDB 407-BBEE	SEL - 1G XCVR SX Attach SEL - 10G XCVR LR - SFP Attach		\$1,100.00	K K	31% 31%	\$172.50 \$759.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DELL NETWORKING DELL NETWORKING
5	407-BBEE 407-BBEF	SEL - 10G XCVR ER - SPP Attach		\$600.00	K	31%	\$414.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DELL NETWORKING DELL NETWORKING
5	407-BBEL	SEL - 1G XCVR BaseT RJ45 Attach		\$134.00	K	31%	\$92.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DELL NETWORKING
5	407-BBCP	SEL - 10G XCVR LR - SFP Cus kit		\$1,210.00	ĸ	31%	\$834.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DELL NETWORKING
5	407-BBOR	SEL - 1G XCVR SX Cus Kit		\$275.00	ĸ	31%	\$189.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DELL NETWORKING
5	407-BBOS	SEL - 1G XCVR BaseT RJ45 Cus Kit		\$275.00	K	31%	\$189.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DELL NETWORKING
5	407-BBOU	SEL - 10G XCVR SR Cut Kit		\$660.00	K	31%	\$455.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DELL NETWORKING
5	407-BBOV	SEL - 10G XCVR ZR 80Km CusKit		\$4,345.00	K	31%	\$2,998.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DELL NETWORKING
5	407-BBOZ	SEL QSFP40 - 40G SR4 Cus Kit		\$1,392.00	K	31%	\$960.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DELL NETWORKING
5	407-BBPH	SEL - 40G XCVR ESR4 Cus Kit		\$3,410.00	K	31%	\$2,352.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DELL NETWORKING
5	407-BBRK	SEL - 10G XCVR ER 40Km CusKit		\$9,350.00	K	31%	\$6,451.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DELL NETWORKING
5	407-BBVF	SEL - 100G XCVR SWDM4 (Duplex) Attach		\$1,895.00	K	31%	\$1,307.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DELL NETWORKING
5	407-BBVH	SEL - 40G XCVR ESR4 Attach		\$13,250.00	K	31%	\$9,142.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DELL NETWORKING
5	407-BBVN	SEL - 100G XCVR SWDM4 (Duplex) Cus Kit		\$2,085.00	K	31%	\$1,438.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DELL NETWORKING
5	407-BBWL	SEL - 10G XCVR BaseT RJ45 Cus Kit		\$561.00	K	31%	\$387.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DELL NETWORKING
5	407-BBWQ	SEL - QSFP28 - 100G SR4 NoF Attach		\$1,825.00	K	31%	\$1,259.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DELL NETWORKING
5	407-BBWT	SEL - 10G XCVR BaseT RJ45 Attach		\$510.00	K	31%	\$351.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DELL NETWORKING
5 5	407-BBWV	SEL GA6Z3IR - 100G SR4 NoF Cus Kit		\$2,008.00	K	31%	\$1,385.52	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	DELL NETWORKING
5	407-BBXT 407-BBYC	SEL - 40G XCVR BiDi (Duplex) Cus Kit SEL - 40G XCVR BiDi (Duplex) Attach		\$781.00 \$710.00	K K	31% 31%	\$538.89 \$489.90	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	DELL NETWORKING
5	407-BBYM	SEL - 100G XCVR BiDi (Duplex) Attacri SEL - 100G XCVR BiDi (Duplex) Cus Kit		\$1,995.00	K	31%	\$1,376.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DELL NETWORKING DELL NETWORKING
5	407-BB1N 407-BBYN	SEL - 100G XCVR BIDI (Duplex) Cus Kit SEL - 100G XCVR BIDI (Duplex) Attach		\$1,995.00	K	31%	\$1,376.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DELL NETWORKING DELL NETWORKING
5	450-AEOS	SEL S3048 200W AC PSU/IO Cust Kit		\$269.97	K	31%	\$186.28	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DELL NETWORKING
5	456-107-177	VSPEX BLUE Appliance Software=MA		\$0.00	K	31%	\$0.00	\$15,810.00		\$15,500.00	\$15,500.00	\$0.00	\$0.00	\$15,500.00	VSPEX BLUE SOFTWARE
5	456-110-028	VSPEX BLUE Appliance Software VLP =IB		\$0.00	K	31%	\$0.00	\$11,295.00	\$11,074.00	\$11,074.00	\$11,074.00	\$0.00	\$0.00	\$11,074.00	VSPEX BLUE SOFTWARE
5	456-110-292	Secure VM SecVM 1yr Term 25-99=IB		\$0.00	ĸ	31%	\$0.00	\$144.00	\$132.00	\$0.00	\$0.00	\$0.00	\$0.00	\$132.00	CLOUDLINK
5	456-110-293	Secure VM SecVM 1vr Term 100-499=IB		\$0.00	K	31%	\$0.00	\$118.00	\$108.00	\$0.00	\$0.00	\$0.00	\$0.00	\$108.00	CLOUDLINK
5	456-110-294	Secure VM SecVM 1yr Term 500-999=IB		\$0.00	K	31%	\$0.00	\$101.00	\$93.00	\$0.00	\$0.00	\$0.00	\$0.00	\$93.00	CLOUDLINK
5	456-110-295	Secure VM SecVM 1yr Term 1000+=IB		\$0.00	K	31%	\$0.00	\$78.00	\$71.00	\$0.00	\$0.00	\$0.00	\$0.00	\$71.00	CLOUDLINK
5	456-110-296	Secure VM SecVM Perpetual 25-99=IB		\$0.00	K	31%	\$0.00	\$356.00	\$328.00	\$0.00	\$0.00	\$0.00	\$0.00	\$328.00	CLOUDLINK
5	456-110-297	Secure VM SecVM Perpetual 100-499=IB		\$0.00	K	31%	\$0.00	\$294.00	\$270.00	\$0.00	\$0.00	\$0.00	\$0.00	\$270.00	CLOUDLINK
5	456-110-298	Secure VM SecVM Perpetual 500-999=IB		\$0.00	K	31%	\$0.00	\$252.00	\$232.00	\$0.00	\$0.00	\$0.00	\$0.00	\$232.00	CLOUDLINK
5	456-110-299	Secure VM SecVM Perpetual 1000+=IB		\$0.00	K	31%	\$0.00	\$194.00	\$178.00	\$0.00	\$0.00	\$0.00	\$0.00	\$178.00	CLOUDLINK
5	456-110-957	Secure VM SecVM 1yr Term 25-99=IB		\$0.00	K	31%	\$0.00	\$144.00	\$132.00	\$0.00	\$0.00	\$0.00	\$0.00	\$132.00	CLOUDLINK
5	456-110-958	Secure VM SecVM 1yr Term 100-499=IB		\$0.00	K	31%	\$0.00	\$118.00	\$108.00	\$0.00	\$0.00	\$0.00	\$0.00	\$108.00	CLOUDLINK
5	456-110-959	Secure VM SecVM 1yr Term 500-999=IB		\$0.00	K	31%	\$0.00	\$101.00	\$93.00	\$0.00	\$0.00	\$0.00	\$0.00	\$93.00	CLOUDLINK
5	456-110-960 456-110-961	Secure VM SecVM 1yr Term 1000+=IB		\$0.00 \$0.00	K	31% 31%	\$0.00 \$0.00	\$78.00 \$356.00	\$71.00 \$328.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$71.00 \$328.00	CLOUDLINK
5 5	456-110-961 456-110-962	Secure VM SecVM Perpetual 25-99=IB Secure VM SecVM Perpetual 100-499=IB		\$0.00	K K	31%	\$0.00	\$356.00	\$328.00 \$270.00	\$0.00	\$0.00	\$0.00	\$0.00	\$328.00 \$270.00	CLOUDLINK
5	456-110-962 456-110-963	Secure VM SecVM Perpetual 100-499=IB Secure VM SecVM Perpetual 500-999=IB		\$0.00	K K	31%	\$0.00	\$294.00 \$252.00	\$270.00	\$0.00	\$0.00	\$0.00	\$0.00	\$270.00	CLOUDLINK
5	456-110-964	Secure VM SecVM Perpetual 1000+999=IB		\$0.00	K	31%	\$0.00	\$252.00 \$194.00	\$232.00	\$0.00	\$0.00	\$0.00	\$0.00	\$232.00 \$178.00	CLOUDLINK
5	456-111-342	Secure VM SecVM 1vr Term 25-99=IB		\$0.00	K	31%	\$0.00	\$144.00	\$132.00	\$0.00	\$0.00	\$0.00	\$0.00	\$178.00	CLOUDLINK
5	456-111-343	Secure VM SecVM 1yr Term 100-499=IB		\$0.00	ĸ	31%	\$0.00	\$118.00	\$108.00	\$0.00	\$0.00	\$0.00	\$0.00	\$108.00	CLOUDLINK
5	456-111-344	Secure VM SecVM 1yr Term 500-999=IB		\$0.00	ĸ	31%	\$0.00	\$101.00	\$93.00	\$0.00	\$0.00	\$0.00	\$0.00	\$93.00	CLOUDLINK
5	456-111-345	Secure VM SecVM 1yr Term 1000+=IB		\$0.00	K	31%	\$0.00	\$78.00	\$71.00	\$0.00	\$0.00	\$0.00	\$0.00	\$71.00	CLOUDLINK
5	456-111-346	Secure VM SecVM Perpetual 25-99=IB		\$0.00	K	31%	\$0.00	\$356.00	\$328.00	\$0.00	\$0.00	\$0.00	\$0.00	\$328.00	CLOUDLINK
5	456-111-347	Secure VM SecVM Perpetual 100-499=IB		\$0.00	K	31%	\$0.00	\$294.00	\$270.00	\$0.00	\$0.00	\$0.00	\$0.00	\$270.00	CLOUDLINK
5	456-111-348	Secure VM SecVM Perpetual 500-999=IB		\$0.00	K	31%	\$0.00	\$252.00	\$232.00	\$0.00	\$0.00	\$0.00	\$0.00	\$232.00	CLOUDLINK
5	456-111-349	Secure VM SecVM Perpetual 1000+=IB		\$0.00	K	31%	\$0.00	\$194.00	\$178.00	\$0.00	\$0.00	\$0.00	\$0.00	\$178.00	CLOUDLINK
5	456-111-477	HCIA NP VSOM E+ 1CPU=IG		\$0.00	K	31%	\$0.00	\$1,152.00	\$1,067.00	\$939.00	\$0.00	\$0.00	\$0.00	\$1,067.00	VXRAIL SOFTWARE
5	456-111-478	HCIA NP VSPH E+ 1CPU=IG		\$0.00	K	31%	\$0.00	\$916.00	\$848.00	\$747.00	\$0.00	\$0.00	\$0.00	\$848.00	VXRAIL SOFTWARE
5	456-111-479	HCIA NP VSPH STD 1CPU=IG		\$0.00	K	31%	\$0.00	\$261.00	\$242.00	\$213.00	\$0.00	\$0.00	\$0.00	\$242.00	VXRAIL SOFTWARE
5	456-111-480	HCIA NP VSPH ROBO ADV 25VM=IB		\$0.00	K	31%	\$0.00	\$1,180.00	\$1,092.00	\$961.00	\$0.00	\$0.00	\$0.00	\$1,092.00	VXRAIL SOFTWARE
5	456-111-481	HCIA NP VSPH ROBO STD 25VM=IB		\$0.00	K	31%	\$0.00	\$787.00		\$641.00	\$0.00	\$0.00	\$0.00	\$728.00	VXRAIL SOFTWARE
5	456-111-482	HCIA NP VSPH DSKTP 100VM=IB		\$0.00	K	31%	\$0.00	\$2,097.00	\$1,942.00	\$1,709.00	\$0.00	\$0.00	\$0.00	\$1,942.00	VXRAIL SOFTWARE
5	456-111-483 456-111-484	HCIA NP UPG VSPH E+ TO VSOM E+ 1CPU=IG HCIA NP UPG VSPH STD TO VSOM E+ 1CPU=IG		\$961.29 \$3,631.54	K	31% 31%	\$663.29	\$260.00 \$981.00	\$240.00 \$908.00	\$211.00 \$799.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$240.00 \$908.00	VXRAIL SOFTWARE 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 F+ 1CPU=IG		\$3,631.54 \$2.670.25	K K	31% 31%	\$2,505.76 \$1,842.47	\$981.00 \$721.00	\$908.00 \$668.00	\$799.00 \$587.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$908.00 \$668.00	VXRAIL SOFTWARE VXRAII SOFTWARE
5	456-111-485 456-111-486	HCIA NP UPG VSPH STD TO E+ 1CPU=IG HCIA NP UPG VSPH ROBO STD TO ADV 25VM=IB		\$2,670.25	K K	31% 31%	\$1,842.47 \$1,105.48	\$721.00 \$433.00	\$668.00	\$587.00 \$352.00	\$0.00	\$0.00	\$0.00	\$668.00 \$401.00	VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-111-486 456-111-487	HCIA NP UPG VSPH ROBO STD TO ADV 25VM=IB HCIA UP VSOM E+ 1CPU=IG		\$1,602.15	ĸ	31%	\$1,105.48 \$0.00	\$1,152.00		\$939.00	\$0.00	\$0.00	\$0.00	\$1,067.00	VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-111-488	HCIA UP VSOM E+ 1CPU=IG		\$0.00	K	31%	\$0.00	\$916.00	\$848.00	\$747.00	\$0.00	\$0.00	\$0.00	\$848.00	VXRAIL SOFTWARE
5	456-111-489	HCIA UP VSPH STD 1CPU=IG		\$0.00	K	31%	\$0.00	\$261.00	\$242.00	\$213.00	\$0.00	\$0.00	\$0.00	\$242.00	VXRAIL SOFTWARE
5	456-111-490	HCIA UP VSPH ROBO ADV 25VM=IB		\$0.00	K	31%	\$0.00	\$1,180.00	\$1.092.00	\$961.00	\$0.00	\$0.00	\$0.00	\$1.092.00	VXRAIL SOFTWARE
5	456-111-491	HCIA UP VSPH ROBO STD 25VM=IB		\$0.00	K	31%	\$0.00	\$787.00	\$7,092.00	\$641.00	\$0.00	\$0.00	\$0.00	\$728.00	VXRAIL SOFTWARE
5	456-111-492	HCIA UP VSPH DSKTP 100VM=IB		\$0.00	ĸ	31%	\$0.00	\$2,097.00	\$1,942.00	\$1,709.00	\$0.00	\$0.00	\$0.00	\$1,942.00	VXRAIL SOFTWARE
5	456-111-493	HCIA UP UPG VSPH E+ TO VSOM E+ 1CPU=IG		\$0.00	ĸ	31%	\$0.00	\$260.00	\$240.00	\$211.00	\$0.00	\$0.00	\$0.00	\$240.00	VXRAIL SOFTWARE
5	456-111-494	HCIA UP UPG VSPH STD TO VSOM E+ 1CPU=IG		\$0.00	K	31%	\$0.00	\$981.00	\$908.00	\$799.00	\$0.00	\$0.00	\$0.00	\$908.00	VXRAIL SOFTWARE
5	456-111-495	HCIA UP UPG VSPH STD TO E+ 1CPU=IG		\$0.00	K	31%	\$0.00	\$721.00	\$668.00	\$587.00	\$0.00	\$0.00	\$0.00	\$668.00	VXRAIL SOFTWARE
5	456-111-496	HCIA UP UPG VSPH ROBO STD TO ADV 25VM=IB		\$0.00	K	31%	\$0.00	\$433.00	\$401.00	\$352.00	\$0.00	\$0.00	\$0.00	\$401.00	VXRAIL SOFTWARE
5	456-111-895	Secure VM SVM for CPSD HW per VM=IB		\$0.00	K	31%	\$0.00	\$125.00	\$115.00	\$0.00	\$0.00	\$0.00	\$0.00	\$115.00	CLOUDLINK
5	456-111-896	Secure VM SVM for CPSD HW per socket=ZC		\$0.00	K	31%	\$0.00	\$1,250.00	\$1,150.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,150.00	CLOUDLINK
5	456-112-181	Secure VM KMIP Client Perpetual=IA		\$8,000.00	K	31%	\$5,520.00	\$2,000.00	\$1,840.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,840.00	CLOUDLINK
5	456-112-194	Secure VM SecVM Perp 10 VM HCP Bundle=IB		\$0.00	K	31%	\$0.00	\$3,562.00	\$3,278.00	\$0.00	\$0.00	\$0.00	\$0.00	\$3,278.00	CLOUDLINK
5	456-112-284	Secure VM SecVM Perpetual 25-99=IB		\$0.00	K	31%	\$0.00	\$356.00	\$328.00	\$0.00	\$0.00	\$0.00	\$0.00	\$328.00	CLOUDLINK

					NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPGR	ADE PRICE						
BAND	SKU	DESCRIPTION	Model Sub sku	EMC LIST PRICE USD	CATEGORY	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
- 5	456-112-285	Secure VM SecVM Perpetual 100-499=IB		\$0.00	K	31%	\$0.00	\$294.00	\$270.00	\$0.00	\$0.00	\$0.00	\$0.00	\$270.00	CLOUDLINK
5	456-112-286	Secure VM SecVM Perpetual 500-999=IB		\$0.00	K	31%	\$0.00	\$252.00	\$232.00	\$0.00	\$0.00	\$0.00	\$0.00	\$232.00	CLOUDLINK
5	456-112-287	Secure VM SecVM Perpetual 1000+=IB		\$0.00	K	31%	\$0.00	\$194.00	\$178.00	\$0.00	\$0.00	\$0.00	\$0.00	\$178.00	CLOUDLINK
5	456-112-288	Secure VM SVM for CPSD HW per VM=IB		\$0.00	K	31%	\$0.00	\$125.00	\$115.00	\$0.00	\$0.00	\$0.00	\$0.00	\$115.00	CLOUDLINK
5	456-112-289	Secure VM SVM for CPSD HW per socket=ZC		\$0.00	K	31%	\$0.00	\$1,250.00	\$1,150.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,150.00	CLOUDLINK
5	456-112-290	Secure VM SecVM Sub 25-99=IB		\$59.00	K	31%	\$40.71	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CLOUDLINK
5	456-112-291	Secure VM SecVM Sub 100-499=IB		\$48.00	K	31%	\$33.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CLOUDLINK
5	456-112-292	Secure VM SecVM Sub 500-999=IB		\$42.00	K	31%	\$28.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CLOUDLINK
5	456-112-293	Secure VM SecVM Sub 1000+=IB		\$32.00	K	31%	\$22.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CLOUDLINK
5	456-112-413	HCIA NP VSOM E+ 1CPU w/ 1Yr Maint=IG		\$0.00	K	31%	\$0.00	\$1,152.00	\$1,067.00	\$939.00	\$0.00	\$0.00	\$0.00	\$1,067.00	VXRAIL SOFTWARE
5	456-112-414	HCIA NP VSOM E+ 1CPU w/ 2Yr Maint=IG		\$0.00	K	31%	\$0.00	\$1,152.00	\$1,067.00	\$939.00	\$0.00	\$0.00	\$0.00	\$1,067.00	VXRAIL SOFTWARE
5	456-112-415	HCIA NP VSOM E+ 1CPU w/ 3Yr Maint=IG		\$0.00	K	31%	\$0.00	\$1,152.00	\$1,067.00	\$939.00	\$0.00	\$0.00	\$0.00	\$1,067.00	VXRAIL SOFTWARE
5	456-112-416	HCIA NP VSOM E+ 1CPU w/ 4Yr Maint=IG		\$0.00	K	31%	\$0.00	\$1,152.00	\$1,067.00	\$939.00	\$0.00	\$0.00	\$0.00	\$1,067.00	VXRAIL SOFTWARE
5	456-112-417	HCIA NP VSOM E+ 1CPU w/ 5Yr Maint=IG		\$0.00	K	31%	\$0.00	\$1,152.00	\$1,067.00	\$939.00	\$0.00	\$0.00	\$0.00	\$1,067.00	VXRAIL SOFTWARE
5	456-112-418	HCIA NP VSPH E+ 1CPU w/ 1Yr Maint=IG		\$0.00	K	31%	\$0.00	\$916.00	\$848.00	\$747.00	\$0.00	\$0.00	\$0.00	\$848.00	VXRAIL SOFTWARE
5	456-112-419	HCIA NP VSPH E+ 1CPU w/ 2Yr Maint=IG		\$0.00	K	31%	\$0.00	\$916.00	\$848.00	\$747.00	\$0.00	\$0.00	\$0.00	\$848.00	VXRAIL SOFTWARE
5	456-112-420	HCIA NP VSPH E+ 1CPU w/ 3Yr Maint=IG		\$0.00	K	31%	\$0.00	\$916.00	\$848.00	\$747.00	\$0.00	\$0.00	\$0.00	\$848.00	VXRAIL SOFTWARE
5	456-112-421	HCIA NP VSPH E+ 1CPU w/ 4Yr Maint=IG		\$0.00	K	31%	\$0.00	\$916.00	\$848.00	\$747.00	\$0.00	\$0.00	\$0.00	\$848.00	VXRAIL SOFTWARE
5	456-112-422	HCIA NP VSPH E+ 1CPU w/ 5Yr Maint=IG		\$0.00	K	31%	\$0.00	\$916.00	\$848.00	\$747.00	\$0.00	\$0.00	\$0.00	\$848.00	VXRAIL SOFTWARE
5	456-112-423	HCIA NP VSPH STD 1CPU w/ 1Yr Maint=IG		\$0.00	K	31%	\$0.00	\$261.00	\$242.00	\$213.00	\$0.00	\$0.00	\$0.00	\$242.00	VXRAIL SOFTWARE
5	456-112-424	HCIA NP VSPH STD 1CPU w/ 2Yr Maint=IG		\$0.00	K	31%	\$0.00	\$261.00	\$242.00	\$213.00	\$0.00	\$0.00	\$0.00	\$242.00	VXRAIL SOFTWARE
5	456-112-425	HCIA NP VSPH STD 1CPU w/ 3Yr Maint=IG		\$0.00	K	31%	\$0.00	\$261.00	\$242.00	\$213.00	\$0.00	\$0.00	\$0.00	\$242.00	VXRAIL SOFTWARE
5	456-112-426	HCIA NP VSPH STD 1CPU w/ 4Yr Maint=IG		\$0.00	K	31%	\$0.00	\$261.00	\$242.00	\$213.00	\$0.00	\$0.00	\$0.00	\$242.00	VXRAIL SOFTWARE
5	456-112-427	HCIA NP VSPH STD 1CPU w/ 5Yr Maint=IG		\$0.00	K	31%	\$0.00	\$261.00	\$242.00	\$213.00	\$0.00	\$0.00	\$0.00	\$242.00	VXRAIL SOFTWARE
5	456-112-428	HCIA NP VSPH ROBO ADV 25VM w/1YrMaint=IB		\$0.00	K	31%	\$0.00	\$1,180.00	\$1,092.00	\$961.00	\$0.00	\$0.00	\$0.00	\$1,092.00	VXRAIL SOFTWARE
5	456-112-429	HCIA NP VSPH ROBO ADV 25VM w/2YrMaint=IB		\$0.00	K	31%	\$0.00	\$1,180.00	\$1,092.00	\$961.00	\$0.00	\$0.00	\$0.00	\$1,092.00	VXRAIL SOFTWARE
5	456-112-430	HCIA NP VSPH ROBO ADV 25VM w/3YrMaint=IB		\$0.00	K	31%	\$0.00	\$1,180.00	\$1,092.00	\$961.00	\$0.00	\$0.00	\$0.00	\$1,092.00	VXRAIL SOFTWARE
5	456-112-431	HCIA NP VSPH ROBO ADV 25VM w/4YrMaint=IB		\$0.00	K	31%	\$0.00	\$1,180.00	\$1,092.00	\$961.00	\$0.00	\$0.00	\$0.00	\$1,092.00	VXRAIL SOFTWARE
5	456-112-432	HCIA NP VSPH ROBO ADV 25VM w/5YrMaint=IB		\$0.00	K	31%	\$0.00	\$1,180.00	\$1,092.00	\$961.00	\$0.00	\$0.00	\$0.00	\$1,092.00	VXRAIL SOFTWARE
5	456-112-433	HCIA NP VSPH ROBO STD 25VM w/1YrMaint=IB		\$0.00	K	31%	\$0.00	\$787.00	\$728.00	\$641.00	\$0.00	\$0.00	\$0.00	\$728.00	VXRAIL SOFTWARE
5	456-112-434	HCIA NP VSPH ROBO STD 25VM w/2YrMaint=IB		\$0.00	K	31%	\$0.00	\$787.00	\$728.00	\$641.00	\$0.00	\$0.00	\$0.00	\$728.00	VXRAIL SOFTWARE
5	456-112-435	HCIA NP VSPH ROBO STD 25VM w/3YrMaint=IB		\$0.00	K	31%	\$0.00	\$787.00	\$728.00	\$641.00	\$0.00	\$0.00	\$0.00	\$728.00	VXRAIL SOFTWARE
5	456-112-436	HCIA NP VSPH ROBO STD 25VM w/4YrMaint=IB		\$0.00	ĸ	31%	\$0.00	\$787.00	\$728.00	\$641.00	\$0.00	\$0.00	\$0.00	\$728.00	VXRAIL SOFTWARE
5	456-112-437	HCIA NP VSPH ROBO STD 25VM w/5YrMaint=IB		\$0.00	ĸ	31%	\$0.00	\$787.00	\$728.00	\$641.00	\$0.00	\$0.00	\$0.00	\$728.00	VXRAIL SOFTWARE
5	456-112-438	HCIA NP VSPH DSKTP 100VM w/ 1Yr Maint=IB		\$0.00	ĸ	31%	\$0.00	\$2,097.00	\$1,942.00	\$1,709.00	\$0.00	\$0.00	\$0.00	\$1,942.00	VXRAIL SOFTWARE
5	456-112-439	HCIA NP VSPH DSKTP 100VM w/ 2Yr Maint=IB		\$0.00	ĸ	31%	\$0.00	\$2.097.00	\$1,942.00	\$1,709.00	\$0.00	\$0.00	\$0.00	\$1,942.00	VXRAIL SOFTWARE
5	456-112-440	HCIA NP VSPH DSKTP 100VM w/ 3Yr Maint=IB		\$0.00	ĸ	31%	\$0.00	\$2.097.00	\$1,942.00	\$1,709.00	\$0.00	\$0.00	\$0.00	\$1,942.00	VXRAIL SOFTWARE
5	456-112-441	HCIA NP VSPH DSKTP 100VM w/ 4Yr Maint=IB		\$0.00	ĸ	31%	\$0.00	\$2.097.00	\$1,942.00	\$1,709.00	\$0.00	\$0.00	\$0.00	\$1,942.00	VXRAIL SOFTWARE
5	456-112-442	HCIA NP VSPH DSKTP 100VM w/ 5Yr Maint=IB		\$0.00	ĸ	31%	\$0.00	\$2.097.00	\$1,942.00	\$1,709.00	\$0.00	\$0.00	\$0.00	\$1,942.00	VXRAIL SOFTWARE
5	456-112-443	HCIA UP VSOM F+ 1CPU w/ 1Yr Maint=IG		\$4,268.00	ĸ	31%	\$2 944 92	\$1,152.00	\$1,067.00	\$939.00	\$0.00	\$0.00	\$0.00	\$1,067.00	VXRAIL SOFTWARE
5	456-112-444	HCIA UP VSOM E+ 1CPU w/ 2Yr Maint=IG		\$4,268.00	ĸ	31%	\$2,944.92	\$1,152.00	\$1,067.00	\$939.00	\$0.00	\$0.00	\$0.00	\$1,067.00	VXRAIL SOFTWARE
5	456-112-445	HCIA UP VSOM E+ 1CPU w/ 3Yr Maint=IG		\$4,268.00	ĸ	31%	\$2,944.92	\$1,152.00	\$1,067.00	\$939.00	\$0.00	\$0.00	\$0.00	\$1,067.00	VXRAIL SOFTWARE
5	456-112-446	HCIA UP VSOM E+ 1CPU w/ 4Yr Maint=IG		\$4,268.00	ĸ	31%	\$2,944.92	\$1,152.00	\$1,067.00	\$939.00	\$0.00	\$0.00	\$0.00	\$1,067.00	VXRAII SOFTWARE
5	456-112-447	HCIA UP VSOM E+ 1CPU w/ 5Yr Maint=IG		\$4,268.00	ĸ	31%	\$2,944.92	\$1,152.00	\$1,067.00	\$939.00	\$0.00	\$0.00	\$0.00	\$1,067.00	VXRAIL SOFTWARE
5	456-112-448	HCIA UP VSPH E+ 1CPU w/ 1Yr Maint=IG		\$3,394.00	ĸ	31%	\$2,341.86	\$916.00	\$848.00	\$747.00	\$0.00	\$0.00	\$0.00	\$848.00	VXRAIL SOFTWARE
5	456-112-449	HCIA UP VSPH E+ 1CPU w/ 2Yr Maint=IG		\$3,394.00	ĸ	31%	\$2,341.86	\$916.00	\$848.00	\$747.00	\$0.00	\$0.00	\$0.00	\$848.00	VXRAII SOFTWARE
5	456-112-450	HCIA UP VSPH E+ 1CPU w/ 3Yr Maint=IG		\$3,394.00	ĸ	31%	\$2,341.86	\$916.00	\$848.00	\$747.00	\$0.00	\$0.00	\$0.00	\$848.00	VXRAIL SOFTWARE
5	456-112-451	HCIA UP VSPH E+ 1CPU w/ 4Yr Maint=IG		\$3,394.00	ĸ	31%	\$2,341.86	\$916.00	\$848.00	\$747.00	\$0.00	\$0.00	\$0.00	\$848.00	VXRAIL SOFTWARE
5	456-112-452	HCIA UP VSPH F+ 1CPU w/ 5Yr Maint=IG		\$3,394,00	ĸ	31%	\$2,341,86	\$916.00	\$848.00	\$747.00	\$0.00	\$0.00	\$0.00	\$848.00	VXRAII SOFTWARE
5	456-112-453	HCIA UP VSPH STD 1CPU w/ 1Yr Maint=IG		\$966.00	K	31%	\$666.54	\$261.00	\$242.00	\$213.00	\$0.00	\$0.00	\$0.00	\$242.00	VXRAIL SOFTWARE
5	456-112-454	HCIA UP VSPH STD 1CPU w/ 2Yr Maint=IG		\$966.00	K	31%	\$666.54	\$261.00	\$242.00	\$213.00	\$0.00	\$0.00	\$0.00	\$242.00	VXRAIL SOFTWARE
5	456-112-455	HCIA UP VSPH STD 1CPU w/ 3Yr Maint=IG		\$966.00	ĸ	31%	\$666.54	\$261.00	\$242.00	\$213.00	\$0.00	\$0.00	\$0.00	\$242.00	VXRAII SOFTWARE
5	456-112-456	HCIA UP VSPH STD 1CPU w/ 4Yr Maint=IG		\$966.00	K	31%	\$666.54	\$261.00	\$242.00	\$213.00	\$0.00	\$0.00	\$0.00	\$242.00	VXRAIL SOFTWARE
5	456-112-457	HCIA UP VSPH STD 1CPU w/ 5Yr Maint=IG		\$966.00	K	31%	\$666.54	\$261.00	\$242.00	\$213.00	\$0.00	\$0.00	\$0.00	\$242.00	VXRAIL SOFTWARE
5	456-112-458	HCIA UP VSPH ROBO ADV 25VM w/1YrMaint=IB		\$4,370.00	ĸ	31%	\$3,015.30	\$1,180.00	\$1,092.00	\$961.00	\$0.00	\$0.00	\$0.00	\$1,092.00	VXRAIL SOFTWARE
5	456-112-459	HCIA UP VSPH ROBO ADV 25VM w/2YrMaint=IB		\$4,370.00	K	31%	\$3,015.30	\$1,180.00	\$1,092.00	\$961.00	\$0.00	\$0.00	\$0.00	\$1,092.00	VXRAIL SOFTWARE
5	456-112-460	HCIA UP VSPH ROBO ADV 25VM w/3YrMaint=IB		\$4,370.00	ĸ	31%	\$3.015.30	\$1,180.00	\$1,092.00	\$961.00	\$0.00	\$0.00	\$0.00	\$1,092.00	VXRAIL SOFTWARE
5	456-112-461	HCIA UP VSPH ROBO ADV 25VM w/4YrMaint=IB		\$4,370.00	ĸ	31%	\$3,015.30	\$1,180.00	\$1,092.00	\$961.00	\$0.00	\$0.00	\$0.00	\$1,092.00	VXRAIL SOFTWARE
5	456-112-462	HCIA UP VSPH ROBO ADV 25VM w/5YrMaint=IB		\$4,370.00	ĸ	31%	\$3,015.30	\$1,180.00	\$1,092.00	\$961.00	\$0.00	\$0.00	\$0.00	\$1,092.00	VXRAIL SOFTWARE
5	456-112-463	HCIA UP VSPH ROBO STD 25VM w/1YrMaint=IB		\$2,913.00	ĸ	31%	\$2,009.97	\$787.00	\$728.00	\$641.00	\$0.00	\$0.00	\$0.00	\$728.00	VXRAIL SOFTWARE
5	456-112-464	HCIA UP VSPH ROBO STD 25VM w/2YrMaint=IB		\$2,913.00	ĸ	31%	\$2,009.97	\$787.00	\$728.00	\$641.00	\$0.00	\$0.00	\$0.00	\$728.00	VXRAIL SOFTWARE
5	456-112-465	HCIA UP VSPH ROBO STD 25VM w/3YrMaint=IB		\$2,913.00	ĸ	31%	\$2,009.97	\$787.00	\$728.00	\$641.00	\$0.00	\$0.00	\$0.00	\$728.00	VXRAIL SOFTWARE
5	456-112-466	HCIA UP VSPH ROBO STD 25VM w/4YrMaint=IB		\$2,913.00	ĸ	31%	\$2,009.97	\$787.00	\$728.00	\$641.00	\$0.00	\$0.00	\$0.00	\$728.00	VXRAIL SOFTWARE
5	456-112-467	HCIA UP VSPH ROBO STD 25VM w/5YrMaint=IB		\$2,913.00	ĸ	31%	\$2,000.07	\$787.00	\$728.00	\$641.00	\$0.00	\$0.00	\$0.00	\$728.00	VXRAIL SOFTWARE
5	456-112-468	HCIA UP VSPH DSKTP 100VM w/ 1Yr Maint=IB		\$7,768.00	K	31%	\$5,359.92	\$2,097.00	\$1,942.00	\$1,709.00	\$0.00	\$0.00	\$0.00	\$1,942.00	VXRAIL SOFTWARE
5	456-112-469	HCIA UP VSPH DSKTP 100VM w/ 2Yr Maint=IB		\$7,768.00	ĸ	31%	\$5,359.92	\$2,097.00	\$1,942.00	\$1,709.00	\$0.00	\$0.00	\$0.00	\$1,942.00	VXRAIL SOFTWARE
5	456-112-470	HCIA UP VSPH DSKTP 100VM w/ 3Yr Maint=IB		\$7,768.00	ĸ	31%	\$5.359.92	\$2,097.00	\$1,942.00	\$1,709.00	\$0.00	\$0.00	\$0.00	\$1,942.00	VXRAIL SOFTWARE
5	456-112-471	HCIA UP VSPH DSKTP 100VM w/ 4Yr Maint=IB		\$7,768.00	ĸ	31%	\$5.359.92	\$2,097.00	\$1,942.00	\$1,709.00	\$0.00	\$0.00	\$0.00	\$1,942.00	VXRAIL SOFTWARE
5	456-112-472	HCIA UP VSPH DSKTP 100VM w/ 5Yr Maint=IB		\$7,768.00	ĸ	31%	\$5,359.92	\$2,007.00	\$1,942.00	\$1,709.00	\$0.00	\$0.00	\$0.00	\$1,942.00	VXRAIL SOFTWARE
5	456-112-473	UPG VSPH F+ TO VSOM F+ 1CPU w/1Yr Mnt=IG		\$961.00	ĸ	31%	\$663.09	\$259.00	\$240.00	\$211.00	\$0.00	\$0.00	\$0.00	\$240.00	VXRAIL SOFTWARE
5	456-112-474	UPG VSPH E+ TO VSOM E+ 1CPU w/2Yr Mnt=IG		\$961.00	ĸ	31%	\$663.09	\$259.00	\$240.00	\$211.00	\$0.00	\$0.00	\$0.00	\$240.00	VXRAIL SOFTWARE
5	456-112-475	UPG VSPH E+ TO VSOM E+ 1CPU w/3Yr Mnt=IG		\$961.00	K	31%	\$663.09	\$259.00	\$240.00	\$211.00	\$0.00	\$0.00	\$0.00	\$240.00	VXRAIL SOFTWARE
5	456-112-476	UPG VSPH F+ TO VSOM F+ 1CPU w/4Yr Mnt=IG		\$961.00	ĸ	31%	\$663.09	\$259.00	\$240.00	\$211.00	\$0.00	\$0.00	\$0.00	\$240.00	VXRAII SOFTWARE
5	456-112-477	UPG VSPH E+ TO VSOM E+ 1CPU w/5Yr Mnt=IG		\$961.00	к 	31%	\$663.09	\$259.00	\$240.00	\$211.00	\$0.00	\$0.00	\$0.00	\$240.00	VXRAIL SOFTWARE
5	456-112-478	UPG VSPH STD TO VSOM E+ 1CPUw/1Yr Mnt=IG		\$3.632.00	ĸ	31%	\$2,506.08	\$981.00	\$908.00	\$799.00	\$0.00	\$0.00	\$0.00	\$908.00	VXRAIL SOFTWARE
5	456-112-479	UPG VSPH STD TO VSOM E+ 1CPUW/2Yr Mnt=IG		\$3,632.00	K	31%	\$2,500.00	\$981.00	\$908.00	\$799.00	\$0.00	\$0.00	\$0.00	\$908.00	VXRAII SOFTWARE
5	456-112-480	UPG VSPH STD TO VSOM E+ 1CPUw/3Yr Mnt=IG		\$3,632.00	ĸ	31%	\$2,506.08	\$981.00	\$908.00	\$799.00	\$0.00	\$0.00	\$0.00	\$908.00	VXRAIL SOFTWARE
5	456-112-481	UPG VSPH STD TO VSOM E+ 1CPUW/4Yr Mnt=IG		\$3,632.00	K	31%	\$2,506.08	\$981.00	\$908.00	\$799.00	\$0.00	\$0.00	\$0.00	\$908.00	VXRAIL SOFTWARE
5	456-112-482	UPG VSPH STD TO VSOM E+ 1CPUW/5Yr Mnt=IG		\$3,632.00	K	31%	\$2,500.00	\$981.00	\$908.00	\$799.00	\$0.00	\$0.00	\$0.00	\$908.00	VXRAII SOFTWARE
5	456-112-483	UPG VSPH STD TO E+ 1CPU w/ 1Yr Maint=IG		\$2,670.00	ĸ	31%	\$1,842.30	\$721.00	\$668.00	\$587.00	\$0.00	\$0.00	\$0.00	\$668.00	VXRAIL SOFTWARE
5	456-112-484	UPG VSPH STD TO E+ 1CPU w/ 2Yr Maint=IG		\$2,670.00	K	31%	\$1,842.30	\$721.00	\$668.00	\$587.00	\$0.00	\$0.00	\$0.00	\$668.00	VXRAIL SOFTWARE
5	456-112-485	UPG VSPH STD TO E+ 1CPU w/ 3Yr Maint=IG		\$2,670.00	K	31%	\$1,842.30	\$721.00	\$668.00	\$587.00	\$0.00	\$0.00	\$0.00	\$668.00	VXRAIL SOFTWARE
5	456-112-486	UPG VSPH STD TO E+ 1CPU w/ 4Yr Maint=IG		\$2,670.00	K	31%	\$1,642.30	\$721.00	\$668.00	\$587.00	\$0.00		\$0.00	\$668.00	VXRAIL SOFTWARE
5	456-112-486 456-112-487	UPG VSPH STD TO E+ 1CPU w/ 4YF Maint=IG UPG VSPH STD TO E+ 1CPU w/ 5YF Maint=IG		\$2,670.00	K K	31%	\$1,842.30 \$1.842.30	\$721.00	\$668.00	\$587.00	\$0.00	\$0.00	\$0.00	\$668.00	VXRAIL SOFTWARE VXRAIL SOFTWARE
5	700-112-401	OF O VOLITORD TO ET TOPO W/ STI Wallit-IG		Ψ2,010.00	IV.	3170	φ1,0 4 2.30	Ψ121.00	φυυσ.00	φ307.00	φ0.00	ψ0.00	ψ0.00	φοσο.00	VARAIL SUFTWARE

					NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPGR	ADE PRICE						
BAND	sкu	DESCRIPTION	Model Sub sku	EMC LIST PRICE USD	CATEGORY CODE	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	456-112-488	UPG VSPH ROBO STD TO ADV 25VM-1Yr Mnt=IB		\$1,602.00	K	31%	\$1,105.38	\$433.00	\$400.00	\$352.00	\$0.00	\$0.00	\$0.00	\$400.00	VXRAIL SOFTWARE
5	456-112-489	UPG VSPH ROBO STD TO ADV 25VM-2Yr Mnt=IB		\$1,602.00	K	31%	\$1,105.38	\$433.00	\$400.00	\$352.00	\$0.00	\$0.00	\$0.00	\$400.00	VXRAIL SOFTWARE
5	456-112-490	UPG VSPH ROBO STD TO ADV 25VM-3Yr Mnt=IB		\$1,602.00	K	31%	\$1,105.38	\$433.00	\$400.00	\$352.00	\$0.00	\$0.00	\$0.00	\$400.00	VXRAIL SOFTWARE
5	456-112-491	UPG VSPH ROBO STD TO ADV 25VM-4Yr Mnt=IB		\$1,602.00	K	31%	\$1,105.38	\$433.00	\$400.00	\$352.00	\$0.00	\$0.00	\$0.00	\$400.00	VXRAIL SOFTWARE
5	456-112-492	UPG VSPH ROBO STD TO ADV 25VM-5Yr Mnt=IB		\$1,602.00	K	31%	\$1,105.38	\$433.00	\$400.00	\$352.00	\$0.00	\$0.00	\$0.00	\$400.00	VXRAIL SOFTWARE
5	456-113-091	Secure VM SecVM PSMC Sub 25-99=IB		\$59.00	K	31%	\$40.71	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CLOUDLINK
5	456-113-092	Secure VM SecVM PSMC Sub 100-499=IB		\$48.00	K	31%	\$33.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CLOUDLINK
5	456-113-093	Secure VM SecVM PSMC Sub 500-999=IB		\$42.00	K	31%	\$28.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CLOUDLINK
5	456-113-094	Secure VM SecVM PSMC Sub 1000+=IB		\$32.00	K	31%	\$22.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CLOUDLINK
5	456-113-095	Secure VM SecVM Perpetual 25-99=IB		\$0.00	K	31%	\$0.00	\$356.00	\$328.00	\$0.00	\$0.00	\$0.00	\$0.00	\$328.00	CLOUDLINK
5	456-113-096	Secure VM SecVM Perpetual 100-499=IB		\$0.00	K	31%	\$0.00	\$294.00	\$270.00	\$0.00	\$0.00	\$0.00	\$0.00	\$270.00	CLOUDLINK
5	456-113-097	Secure VM SecVM Perpetual 500-999=IB		\$0.00	K	31%	\$0.00	\$252.00	\$232.00	\$0.00	\$0.00	\$0.00	\$0.00	\$232.00	CLOUDLINK
5	456-113-098	Secure VM SecVM Perpetual 1000+=IB		\$0.00	K	31%	\$0.00	\$194.00	\$178.00	\$0.00	\$0.00	\$0.00	\$0.00	\$178.00	CLOUDLINK
5	456-113-099	Secure VM SVM for CPSD HW per VM=IB		\$0.00	K	31%	\$0.00	\$125.00	\$115.00	\$0.00	\$0.00	\$0.00	\$0.00	\$115.00	CLOUDLINK
5	456-113-100	Secure VM SVM for CPSD HW per socket=ZC		\$0.00	K	31%	\$0.00	\$1,250.00	\$1,150.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,150.00	CLOUDLINK
5	456-113-101	Secure VM KMIP Client Perpetual=IA		\$0.00	K	31%	\$0.00	\$2,000.00	\$1,840.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,840.00	CLOUDLINK
5	456-113-115	Secure VM 6.0 Perp 10 VM HCP Bundle=IB		\$1.00	K	31%	\$0.69	\$3,562.00	\$3,278.00	\$0.00	\$0.00	\$0.00	\$0.00	\$3,278.00	CLOUDLINK
5	456-113-139	HCIA NP VSOM E+ 1CPU w/ 1Yr Maint=IG		\$4,268.00	K	31%	\$2,944.92	\$1,152.00	\$1,067.00	\$939.00	\$0.00	\$0.00	\$0.00	\$1,067.00	VXRAIL SOFTWARE
5	456-113-140	HCIA NP VSOM E+ 1CPU w/ 2Yr Maint=IG		\$4,268.00	K	31%	\$2,944.92	\$1,152.00	\$1,067.00	\$939.00	\$0.00	\$0.00	\$0.00	\$1,067.00	VXRAIL SOFTWARE
5	456-113-141	HCIA NP VSOM E+ 1CPU w/ 3Yr Maint=IG		\$4,268.00	K	31%	\$2,944.92	\$1,152.00	\$1,067.00	\$939.00	\$0.00	\$0.00	\$0.00	\$1,067.00	VXRAIL SOFTWARE
5	456-113-142	HCIA NP VSOM E+ 1CPU w/ 4Yr Maint=IG		\$4,268.00	K	31%	\$2,944.92	\$1,152.00	\$1,067.00	\$939.00	\$0.00	\$0.00	\$0.00	\$1,067.00	VXRAIL SOFTWARE
5	456-113-143	HCIA NP VSOM E+ 1CPU w/ 5Yr Maint=IG		\$4,268.00	K	31%	\$2,944.92	\$1,152.00	\$1,067.00	\$939.00	\$0.00	\$0.00	\$0.00	\$1,067.00	VXRAIL SOFTWARE
5	456-113-144	HCIA NP VSPH E+ 1CPU w/ 1Yr Maint=IG		\$3,595.00	K	31%	\$2,480.55	\$971.00	\$899.00	\$791.00	\$0.00	\$0.00	\$0.00	\$899.00	VXRAIL SOFTWARE
5	456-113-145	HCIA NP VSPH E+ 1CPU w/ 2Yr Maint=IG		\$3,595.00	K	31%	\$2,480.55	\$971.00	\$899.00	\$791.00	\$0.00	\$0.00	\$0.00	\$899.00	VXRAIL SOFTWARE
5	456-113-146	HCIA NP VSPH E+ 1CPU w/ 3Yr Maint=IG		\$3,595.00	K	31%	\$2,480.55	\$971.00	\$899.00	\$791.00	\$0.00	\$0.00	\$0.00	\$899.00	VXRAIL SOFTWARE
5	456-113-147	HCIA NP VSPH E+ 1CPU w/ 4Yr Maint=IG		\$3,595.00	K	31%	\$2,480.55	\$971.00	\$899.00	\$791.00	\$0.00	\$0.00	\$0.00	\$899.00	VXRAIL SOFTWARE
5	456-113-148	HCIA NP VSPH E+ 1CPU w/ 5Yr Maint=IG		\$3,595.00	K	31%	\$2,480.55	\$971.00	\$899.00	\$791.00	\$0.00	\$0.00	\$0.00	\$899.00	VXRAIL SOFTWARE
5	456-113-149	HCIA NP VSPH STD 1CPU w/1Yr Maint=IG		\$995.00	K	31%	\$686.55	\$269.00	\$249.00	\$219.00	\$0.00	\$0.00	\$0.00	\$249.00	VXRAIL SOFTWARE
5	456-113-150	HCIA NP VSPH STD 1CPU w/2Yr Maint=IG		\$995.00	K	31%	\$686.55	\$269.00	\$249.00	\$219.00	\$0.00	\$0.00	\$0.00	\$249.00	VXRAIL SOFTWARE
5	456-113-151	HCIA NP VSPH STD 1CPU w/3Yr Maint=IG		\$995.00	K	31%	\$686.55	\$269.00	\$249.00	\$219.00	\$0.00	\$0.00	\$0.00	\$249.00	VXRAIL SOFTWARE
5	456-113-152	HCIA NP VSPH STD 1CPU w/4Yr Maint=IG		\$995.00	K	31%	\$686.55	\$269.00	\$249.00	\$219.00	\$0.00	\$0.00	\$0.00	\$249.00	VXRAIL SOFTWARE
5	456-113-153	HCIA NP VSPH STD 1CPU w/5Yr Maint=IG		\$995.00	K	31%	\$686.55	\$269.00	\$249.00	\$219.00	\$0.00	\$0.00	\$0.00	\$249.00	VXRAIL SOFTWARE
5	456-113-154	HCIA NP VSPH ROBOADV 25VM w/1YrMnt=IB		\$4,635.00	K	31%	\$3,198.15		\$1,159.00	\$1,020.00	\$0.00	\$0.00	\$0.00	\$1,159.00	VXRAIL SOFTWARE
5	456-113-155	HCIA NP VSPH ROBOADV 25VM w/2YrMnt=IB		\$4,635.00	K	31%	\$3,198.15	\$1,251.00	\$1,159.00	\$1,020.00	\$0.00	\$0.00	\$0.00	\$1,159.00	VXRAIL SOFTWARE
5	456-113-156	HCIA NP VSPH ROBOADV 25VM w/3YrMnt=IB		\$4,635.00	K	31%	\$3,198.15		\$1,159.00	\$1,020.00		\$0.00	\$0.00	\$1,159.00	VXRAIL SOFTWARE
5	456-113-157	HCIA NP VSPH ROBOADV 25VM w/4YrMnt=IB		\$4,635.00	K	31%	\$3,198.15	\$1,251.00	\$1,159.00	\$1,020.00	\$0.00	\$0.00	\$0.00	\$1,159.00	VXRAIL SOFTWARE
5	456-113-158	HCIA NP VSPH ROBOADV 25VM w/5YrMnt=IB		\$4,635.00	K	31%	\$3,198.15	\$1,251.00	\$1,159.00	\$1,020.00	\$0.00	\$0.00	\$0.00	\$1,159.00	VXRAIL SOFTWARE
5	456-113-159	HCIA NP VSPH ROBOSTD 25VM w/1YrMnt=IB		\$3,085.00	K	31%	\$2,128.65	\$833.00	\$771.00	\$679.00	\$0.00	\$0.00	\$0.00	\$771.00	VXRAIL SOFTWARE
5	456-113-160	HCIA NP VSPH ROBOSTD 25VM w/2YrMnt=IB		\$3,085.00	K	31%	\$2,128.65	\$833.00 \$833.00	\$771.00	\$679.00	\$0.00	\$0.00	\$0.00	\$771.00	VXRAIL SOFTWARE
5	456-113-161	HCIA NP VSPH ROBOSTD 25VM w/3YrMnt=IB		\$3,085.00	K	31%	\$2,128.65		\$771.00	\$679.00	\$0.00	\$0.00	\$0.00	\$771.00	VXRAIL SOFTWARE
5	456-113-162	HCIA NP VSPH ROBOSTD 25VM w/4YrMnt=IB		\$3,085.00	K	31%	\$2,128.65	\$833.00	\$771.00	\$679.00			\$0.00	\$771.00	VXRAIL SOFTWARE
5	456-113-163	HCIA NP VSPH ROBOSTD 25VM w/5YrMnt=IB		\$3,085.00 \$8,235.00	K	31%	\$2,128.65	\$833.00 \$2.223.00	\$771.00 \$2.059.00	\$679.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$771.00 \$2.059.00	VXRAIL SOFTWARE
5	456-113-164	HCIA NP VSPH DSKTP 100VM w/1YrMnt=IB			K	31%	\$5,682.15			\$1,812.00	\$0.00				VXRAIL SOFTWARE
5	456-113-165	HCIA NP VSPH DSKTP 100VM w/2YrMnt=IB HCIA NP VSPH DSKTP 100VM w/3YrMnt=IB		\$8,235.00	K	31% 31%	\$5,682.15 \$5,682.15	\$2,223.00	\$2,059.00	\$1,812.00	\$0.00	\$0.00	\$0.00	\$2,059.00	VXRAIL SOFTWARE
5	456-113-166			\$8,235.00 \$8,235.00	K			\$2,223.00 \$2,223.00	\$2,059.00 \$2,059.00	\$1,812.00 \$1,812.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$2,059.00 \$2,059.00	VXRAIL SOFTWARE
5	456-113-167	HCIA NP VSPH DSKTP 100VM w/4YrMnt=IB		\$8,235.00	K	31%	\$5,682.15	\$2,223.00	\$2,059.00	\$1,812.00 \$1,812.00	\$0.00		\$0.00	\$2,059.00	VXRAIL SOFTWARE
5 5	456-113-168 456-113-169	HCIA NP VSPH DSKTP 100VM w/5YrMnt=IB HCIA UP VSOM F+ 1CPU w/ 1Yr Maint=IG		\$4,268.00	K K	31% 31%	\$5,682.15 \$2,944.92	\$2,223.00 \$1.152.00	\$2,059.00	\$939.00	\$0.00	\$0.00	\$0.00	\$2,059.00	VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-113-170	HCIA UP VSOM E+ 1CPU w/ 111 Maint=IG		\$4,268.00	K.	31%	\$2,944.92	\$1,152.00	\$1,067.00	\$939.00	\$0.00	\$0.00	\$0.00	\$1,067.00	VXRAIL SOFTWARE
5	456-113-170	HCIA UP VSOM E+ 1CPU w/ 3Yr Maint=IG		\$4,268.00	K.	31%	\$2,944.92	\$1,152.00	\$1,067.00	\$939.00	\$0.00	\$0.00	\$0.00	\$1,067.00	VXRAIL SOFTWARE
5	456-113-171	HCIA UP VSOM E+ 1CPU w/ 4Yr Maint=IG		\$4,268.00	K.	31%	\$2,944.92 \$2,944.92	\$1,152.00	\$1,067.00	\$939.00	\$0.00	\$0.00	\$0.00	\$1,067.00	VXRAIL SOFTWARE
5	456-113-173	HCIA UP VSOM E+ 1CPU w/ 5Yr Maint=IG		\$4,268.00	K K	31%	\$2,944.92	\$1,152.00	\$1,067.00	\$939.00	\$0.00	\$0.00	\$0.00	\$1,067.00	VXRAIL SOFTWARE
5	456-113-174	HCIA UP VSPH E+ 1CPU w/ 1Yr Maint=IG		\$3,394.00	K	31%	\$2,341.86	\$916.00	\$848.00	\$747.00	\$0.00	\$0.00	\$0.00	\$848.00	VXRAIL SOFTWARE
5	456-113-175	HCIA UP VSPH F+ 1CPU w/ 2Yr Maint=IG		\$3,394.00	K	31%	\$2,341.86	\$916.00	\$848.00	\$747.00	\$0.00	\$0.00	\$0.00	\$848.00	VXRAIL SOFTWARE
5	456-113-176	HCIA UP VSPH E+ 1CPU w/ 3Yr Maint=IG		\$3,394.00	K	31%	\$2,341.86	\$916.00	\$848.00	\$747.00		\$0.00	\$0.00	\$848.00	VXRAIL SOFTWARE
5	456-113-177	HCIA UP VSPH E+ 1CPU w/ 4Yr Maint=IG		\$3,394.00	K	31%	\$2,341.86	\$916.00	\$848.00	\$747.00	\$0.00	\$0.00	\$0.00	\$848.00	VXRAIL SOFTWARE
5	456-113-178	HCIA UP VSPH E+ 1CPU w/ 5Yr Maint=IG		\$3,394.00	K	31%	\$2,341.86	\$916.00	\$848.00	\$747.00	\$0.00	\$0.00	\$0.00	\$848.00	VXRAIL SOFTWARE
5	456-113-179	HCIA UP VSPH STD 1CPU w/1Yr Maint=IG		\$966.00	ĸ	31%	\$666.54	\$261.00	\$242.00	\$213.00	\$0.00	\$0.00	\$0.00	\$242.00	VXRAIL SOFTWARE
5	456-113-180	HCIA UP VSPH STD 1CPU w/2Yr Maint=IG		\$966.00	K	31%	\$666.54	\$261.00	\$242.00	\$213.00	\$0.00	\$0.00	\$0.00	\$242.00	VXRAIL SOFTWARE
5	456-113-181	HCIA UP VSPH STD 1CPU w/3Yr Maint=IG		\$966.00	ĸ	31%	\$666.54	\$261.00	\$242.00	\$213.00	\$0.00	\$0.00	\$0.00	\$242.00	VXRAIL SOFTWARE
5	456-113-182	HCIA UP VSPH STD 1CPU w/4Yr Maint=IG		\$966.00	ĸ	31%	\$666.54	\$261.00	\$242.00	\$213.00	\$0.00	\$0.00	\$0.00	\$242.00	VXRAIL SOFTWARE
5	456-113-183	HCIA UP VSPH STD 1CPU w/5Yr Maint=IG		\$966.00	ĸ	31%	\$666.54	\$261.00	\$242.00	\$213.00		\$0.00	\$0.00	\$242.00	VXRAII SOFTWARE
5	456-113-184	HCIA UP VSPH ROBOADV 25VM w/1YrMnt=IB		\$4.370.00	ĸ	31%	\$3,015.30	\$1.180.00	\$1.092.00	\$961.00	\$0.00	\$0.00	\$0.00	\$1.092.00	VXRAIL SOFTWARE
5	456-113-185	HCIA UP VSPH ROBOADV 25VM w/2YrMnt=IB		\$4,370.00	ĸ	31%	\$3,015.30	\$1,180.00	\$1,092.00	\$961.00	\$0.00	\$0.00	\$0.00	\$1,092.00	VXRAIL SOFTWARE
5	456-113-186	HCIA UP VSPH ROBOADV 25VM w/3YrMnt=IB		\$4,370.00	ĸ	31%	\$3,015.30	\$1,180.00	\$1,092.00	\$961.00		\$0.00	\$0.00	\$1,092.00	VXRAIL SOFTWARE
5	456-113-187	HCIA UP VSPH ROBOADV 25VM w/4YrMnt=IB		\$4,370.00	ĸ	31%	\$3,015.30	\$1,180.00	\$1,092.00	\$961.00	\$0.00	\$0.00	\$0.00	\$1,092.00	VXRAIL SOFTWARE
5	456-113-188	HCIA UP VSPH ROBOADV 25VM w/5YrMnt=IB		\$4,370.00	ĸ	31%	\$3,015.30	\$1,180.00	\$1,092.00	\$961.00	\$0.00	\$0.00	\$0.00	\$1,092.00	VXRAIL SOFTWARE
5	456-113-189	HCIA UP VSPH ROBOSTD 25VM w/1YrMnt=IB		\$2,913.00	ĸ	31%	\$2,009.97	\$787.00	\$728.00	\$641.00	\$0.00	\$0.00	\$0.00	\$728.00	VXRAIL SOFTWARE
5	456-113-190	HCIA UP VSPH ROBOSTD 25VM w/2YrMnt=IB		\$2,913.00	ĸ	31%	\$2,009.97	\$787.00	\$728.00	\$641.00	\$0.00	\$0.00	\$0.00	\$728.00	VXRAIL SOFTWARE
5	456-113-191	HCIA UP VSPH ROBOSTD 25VM w/3YrMnt=IB		\$2,913.00	ĸ	31%	\$2,009.97	\$787.00	\$728.00	\$641.00	\$0.00	\$0.00	\$0.00	\$728.00	VXRAIL SOFTWARE
5	456-113-192	HCIA UP VSPH ROBOSTD 25VM w/4YrMnt=IB		\$2,913.00	ĸ	31%	\$2,009.97	\$787.00	\$728.00	\$641.00	\$0.00	\$0.00	\$0.00	\$728.00	VXRAIL SOFTWARE
5	456-113-193	HCIA UP VSPH ROBOSTD 25VM w/5YrMnt=IB		\$2,913.00	K	31%	\$2,009.97	\$787.00	\$728.00	\$641.00	\$0.00	\$0.00	\$0.00	\$728.00	VXRAIL SOFTWARE
5	456-113-194	HCIA UP VSPH DSKTP 100VM w/1YrMnt=IB		\$7,768.00	ĸ	31%	\$5,359.92	\$2,097.00	\$1,942.00	\$1,709.00		\$0.00	\$0.00	\$1,942.00	VXRAIL SOFTWARE
5	456-113-195	HCIA UP VSPH DSKTP 100VM w/2YrMnt=IB		\$7,768.00	ĸ	31%	\$5,359.92	\$2.097.00	\$1,942.00	\$1,709.00	\$0.00	\$0.00	\$0.00	\$1,942.00	VXRAIL SOFTWARE
5	456-113-196	HCIA UP VSPH DSKTP 100VM w/3YrMnt=IB		\$7,768.00	ĸ	31%	\$5,359.92	\$2,097.00	\$1,942.00	\$1,709.00	\$0.00	\$0.00	\$0.00	\$1,942.00	VXRAIL SOFTWARE
5	456-113-197	HCIA UP VSPH DSKTP 100VM w/4YrMnt=IB		\$7,768.00	ĸ	31%	\$5,359.92	\$2,097.00	\$1,942.00	\$1,709.00	\$0.00	\$0.00	\$0.00	\$1,942.00	VXRAIL SOFTWARE
5	456-113-198	HCIA UP VSPH DSKTP 100VM w/5YrMnt=IB		\$7,768.00	ĸ	31%	\$5,359,92	\$2,097.00	\$1,942.00	\$1,709.00	\$0.00	\$0.00	\$0.00	\$1,942.00	VXRAIL SOFTWARE
5	456-113-199	UPG VSPH E+TOVSOM E+ 1CPUw/1YrMnt=IG		\$961.00	K	31%	\$663.09	\$259.00	\$240.00	\$211.00	\$0.00	\$0.00	\$0.00	\$240.00	VXRAIL SOFTWARE
5	456-113-200	UPG VSPH E+TOVSOM E+ 1CPUw/2YrMnt=IG		\$961.00	ĸ	31%	\$663.09	\$259.00	\$240.00	\$211.00	\$0.00	\$0.00	\$0.00	\$240.00	VXRAIL SOFTWARE
5	456-113-201	UPG VSPH E+TOVSOM E+ 1CPUw/3YrMnt=IG		\$961.00	ĸ	31%	\$663.09	\$259.00	\$240.00	\$211.00	\$0.00	\$0.00	\$0.00	\$240.00	VXRAIL SOFTWARE
5	456-113-202	UPG VSPH E+TOVSOM E+ 1CPUw/4YrMnt=IG		\$961.00	ĸ	31%	\$663.09	\$259.00	\$240.00	\$211.00	\$0.00	\$0.00	\$0.00	\$240.00	VXRAIL SOFTWARE
5	456-113-203	UPG VSPH F+TOVSOM F+ 1CPUw/5YrMnt=IG		\$961.00	ĸ	31%	\$663.09	\$259.00	\$240.00	\$211.00	\$0.00	\$0.00	\$0.00	\$240.00	VXRAII SOFTWARE
5	456-113-204	UPG VSPH STDTOVSOM E+1CPUw/1YrMnt=IG		\$3.632.00	ĸ	31%	\$2,506.08	\$981.00	\$908.00	\$799.00	\$0.00	\$0.00	\$0.00	\$908.00	VXRAIL SOFTWARE
5	456-113-205	UPG VSPH STDTOVSOM E+1CPUw/2YrMnt=IG		\$3.632.00	K	31%	\$2,506.08	\$981.00	\$908.00	\$799.00	\$0.00	\$0.00	\$0.00	\$908.00	VXRAIL SOFTWARE
3	200	2. 2 . 2. 11 0. 5. 0. 10 0 W/2 HWIN-10		,002.00		5170	ψ <u>2</u> ,000.00	Ψ001.30	ψ000.00	ψ. 00.00	ψυ.υυ	ψ0.00	\$5.00	ψοσο.σο	THE SOI ITTALE

					NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPGR	ADE PRICE						
BAND	sкu	DESCRIPTION	Model Sub sku	EMC LIST PRICE USD	CATEGORY	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
	456-113-206	UPG VSPH STDTOVSOM E+1CPUw/3YrMnt=IG		\$3,632.00	K	31%	\$2,506.08	\$981.00	\$908.00	\$799.00	\$0.00	\$0.00	\$0.00	\$908.00	VXRAIL SOFTWARE
5	456-113-207	UPG VSPH STDTOVSOM E+1CPUw/4YrMnt=IG		\$3,632.00	K	31%	\$2,506.08	\$981.00	\$908.00	\$799.00	\$0.00	\$0.00	\$0.00	\$908.00	VXRAIL SOFTWARE
5	456-113-208	UPG VSPH STDTOVSOM E+1CPUw/5YrMnt=IG		\$3,632.00	K	31%	\$2,506.08	\$981.00	\$908.00	\$799.00	\$0.00	\$0.00	\$0.00	\$908.00	VXRAIL SOFTWARE
5	456-113-209	UPG VSPH STD TO E+ 1CPU w/1Yr Mnt=IG		\$2,860.00	K	31%	\$1,973.40	\$772.00	\$715.00	\$629.00	\$0.00	\$0.00	\$0.00	\$715.00	VXRAIL SOFTWARE
5	456-113-210	UPG VSPH STD TO E+ 1CPU w/2Yr Mnt=IG		\$2,860.00	K	31%	\$1,973.40	\$772.00	\$715.00	\$629.00	\$0.00	\$0.00	\$0.00	\$715.00	VXRAIL SOFTWARE
5	456-113-211 456-113-212	UPG VSPH STD TO E+ 1CPU w/3Yr Mnt=IG UPG VSPH STD TO F+ 1CPU w/4Yr Mnt=IG		\$2,860.00 \$2,860.00	K K	31% 31%	\$1,973.40	\$772.00 \$772.00	\$715.00 \$715.00	\$629.00 \$629.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$715.00 \$715.00	VXRAIL SOFTWARE VXRAIL SOFTWARE
5 5	456-113-212 456-113-213	UPG VSPH STD TO E+ 1CPU w/4Yr Mnt=IG UPG VSPH STD TO E+ 1CPU w/5Yr Mnt=IG		\$2,860.00	K K	31% 31%	\$1,973.40 \$1,973.40	\$772.00 \$772.00	\$715.00 \$715.00	\$629.00 \$629.00	\$0.00	\$0.00	\$0.00	\$715.00 \$715.00	VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-113-214	UPG VSPH STD TO E+ 1CPU WSYF MINTEIG UPG VSPH ROBO STDTOADV 25VM-1YrMnt=IB		\$1,705.00	K K	31%	\$1,973.40 \$1,176.45	\$460.00	\$426.00	\$375.00	\$0.00	\$0.00	\$0.00	\$426.00	VXRAIL SOFTWARE
5	456-113-215	UPG VSPH ROBO STDTOADV 25VM-111MittelB		\$1,705.00	K	31%	\$1,176.45	\$460.00	\$426.00	\$375.00	\$0.00	\$0.00	\$0.00	\$426.00	VXRAIL SOFTWARE
5	456-113-216	UPG VSPH ROBO STDTOADV 25VM-3YrMnt=IB		\$1,705.00	ĸ	31%	\$1,176.45	\$460.00	\$426.00	\$375.00	\$0.00	\$0.00	\$0.00	\$426.00	VXRAII SOFTWARE
5	456-113-217	UPG VSPH ROBO STDTOADV 25VM-4YrMnt=IB		\$1,705.00	K	31%	\$1,176.45	\$460.00	\$426.00	\$375.00	\$0.00	\$0.00	\$0.00	\$426.00	VXRAIL SOFTWARE
5	456-113-218	UPG VSPH ROBO STDTOADV 25VM-5YrMnt=IB		\$1,705.00	K	31%	\$1,176.45	\$460.00	\$426.00	\$375.00	\$0.00	\$0.00	\$0.00	\$426.00	VXRAIL SOFTWARE
5	456-113-221	Secure VM SecVM PSPlus Sub 25-99=IB		\$60.00	K	31%	\$41.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CLOUDLINK
5	456-113-222	Secure VM SecVM PSPlus Sub 100-499=IB		\$49.00	K	31%	\$33.81	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CLOUDLINK
5	456-113-223	Secure VM SecVM PSPlus Sub 500-999=IB		\$42.00	K	31%	\$28.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CLOUDLINK
5	456-113-224	Secure VM SecVM PSPlus Sub 1000+=IB		\$32.00	K	31%	\$22.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CLOUDLINK
5	456-113-448	Secure VM Encrypt for Machines Tier 1=IB		\$1,425.00	K	31% 31%	\$983.25	\$356.00 \$294.00	\$328.00 \$270.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$328.00 \$270.00	CLOUDLINK
5	456-113-449	Secure VM Encrypt for Machines Tier 2=IB		\$1,175.00 \$1.010.00	K	31% 31%	\$810.75	\$294.00 \$252.00	\$270.00	\$0.00	\$0.00	\$0.00	\$0.00	\$270.00 \$232.00	CLOUDLINK
5	456-113-450 456-113-451	Secure VM Encrypt for Machines Tier 3=IB Secure VM Encrypt for Machines Tier 4=IB		\$775.00	K	31%	\$696.90 \$534.75	\$252.00 \$194.00	\$232.00	\$0.00	\$0.00	\$0.00	\$0.00	\$232.00 \$178.00	CLOUDLINK CLOUDLINK
5	456-113-451	Secure VM Encrypt for Machines fier 4=16 Secure VM Encrypt CPSD per VM =18		\$500.00	K	31%	\$345.00	\$125.00	\$115.00	\$0.00	\$0.00	\$0.00	\$0.00	\$175.00	CLOUDLINK
5	456-113-453	Secure VM Encrypt CPSD Socket=ZC		\$5,000.00	ĸ	31%	\$3,450.00	\$1,250.00	\$1,150.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1.150.00	CLOUDLINK
5	456-113-454	Secure VM KMIP KMS Perpetual=IA		\$0.00	K	31%	\$0.00	\$2,000.00	\$1,840.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,840.00	CLOUDLINK
5	456-113-502	VMware Cloud Foundation Basic 3Y=ZA		\$13,135.00	K	31%	\$9,063.15	\$3,546.00	\$3,284.00	\$0.00	\$0.00	\$0.00	\$0.00	\$3,284.00	SDDC VMW SW
5	456-113-503	VMware Cloud Foundation Basic 4Y=ZA		\$13,135.00	K	31%	\$9,063.15	\$3,546.00	\$3,284.00	\$0.00	\$0.00	\$0.00	\$0.00	\$3,284.00	SDDC VMW SW
5	456-113-504	VMware Cloud Foundation Basic 5Y=ZA		\$13,135.00	K	31%	\$9,063.15	\$3,546.00	\$3,284.00	\$0.00	\$0.00	\$0.00	\$0.00	\$3,284.00	SDDC VMW SW
5	456-113-507	UPG of vSphere to VCF Basic 3Y=ZA		\$9,645.00	K	31%	\$6,655.05	\$2,604.00	\$2,411.00	\$0.00	\$0.00	\$0.00	\$0.00	\$2,411.00	SDDC VMW SW
5	456-113-508	UPG of vSphere to VCF Basic 4Y=ZA		\$9,645.00	K	31%	\$6,655.05	\$2,604.00	\$2,411.00	\$0.00	\$0.00	\$0.00	\$0.00	\$2,411.00	SDDC VMW SW
5	456-113-509	UPG of vSphere to VCF Basic 5Y=ZA		\$9,645.00	K	31%	\$6,655.05	\$2,604.00	\$2,411.00	\$0.00	\$0.00	\$0.00	\$0.00	\$2,411.00	SDDC VMW SW
5	456-113-512	VCF SDDCMgr NSXAdv w/HZN ENT 100PK 3Y=UB		\$73,340.00	K	31%	\$50,604.60	\$19,802.00	\$18,335.00	\$0.00	\$0.00	\$0.00	\$0.00	\$18,335.00	SDDC VMW SW
5	456-113-513	VCF SDDCMgr NSXAdv w/HZN ENT 100PK 4Y=UB		\$73,340.00	K	31%	\$50,604.60	\$19,802.00	\$18,335.00 \$18,335.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$18,335.00	SDDC VMW SW
5	456-113-514 456-113-517	VCF SDDCMgr NSXAdv w/HZN ENT 100PK 5Y=UB		\$73,340.00 \$7.334.00	K K	31% 31%	\$50,604.60	\$19,802.00 \$1,980.00	\$18,335.00 \$1.834.00	\$0.00	\$0.00	\$0.00	\$0.00	\$18,335.00 \$1,834.00	SDDC VMW SW SDDC VMW SW
5	456-113-517	VCF SDDCMgr NSXAdv w/ HZN ENT 10PK 3Y=UB VCF SDDCMgr NSXAdv w/ HZN ENT 10PK 4Y=UB		\$7,334.00	K	31%	\$5,060.46 \$5,060.46	\$1,980.00	\$1,834.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,834.00	SDDC VMW SW
5	456-113-519	VCF SDDCMgr NSXAdv w/ HZN ENT 10PK 41=0B		\$7,334.00	K	31%	\$5,060.46	\$1,980.00	\$1,834.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,834.00	SDDC VMW SW
5	456-113-522	VCF SDDCMgrNSXAdv w/nZNENT 10PK 3Y=UB		\$14,090,00	K	31%	\$9,722.10	\$3,804.00	\$3,522.00	\$0.00	\$0.00	\$0.00	\$0.00	\$3,522.00	SDDC VMW SW
5	456-113-523	VCF SDDCMgrNSXAdv w/o HZNENT 100PK 4Y=UB		\$14,090.00	ĸ	31%	\$9.722.10	\$3,804.00	\$3,522.00	\$0.00	\$0.00	\$0.00	\$0.00	\$3,522.00	SDDC VMW SW
5	456-113-524	VCF SDDCMgrNSXAdv w/o HZNENT 100PK 5Y=UB		\$14,090.00	K	31%	\$9,722,10	\$3,804.00	\$3,522.00	\$0.00	\$0.00	\$0.00	\$0.00	\$3,522.00	SDDC VMW SW
5	456-113-527	VCF SDDCMgrNSXAdv w/o HZN ENT 10PK 3Y=UB		\$1,409.00	K	31%	\$972.21	\$380.00	\$352.00	\$0.00	\$0.00	\$0.00	\$0.00	\$352.00	SDDC VMW SW
5	456-113-528	VCF SDDCMgrNSXAdv w/o HZN ENT 10PK 4Y=UB		\$1,409.00	K	31%	\$972.21	\$380.00	\$352.00	\$0.00	\$0.00	\$0.00	\$0.00	\$352.00	SDDC VMW SW
	456-113-529	VCF SDDCMgrNSXAdv w/o HZN ENT 10PK 5Y=UB		\$1,409.00	K	31%	\$972.21	\$380.00	\$352.00	\$0.00	\$0.00	\$0.00	\$0.00	\$352.00	SDDC VMW SW
5	456-113-532	VMware vCtr Srvr 6 Std vSphere 6 3Y=IA		\$6,175.00	K	31%	\$4,260.75	\$1,667.00	\$1,544.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,544.00	SDDC VMW SW
5	456-113-533	VMware vCtr Srvr 6 Std vSphere 6 4Y=IA		\$6,175.00	K	31%	\$4,260.75	\$1,667.00	\$1,544.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,544.00	SDDC VMW SW
5	456-113-534	VMware vCtr Srvr 6 Std vSphere 6 5Y=IA		\$6,175.00 \$5,104.00	K	31%	\$4,260.75	\$1,667.00 \$1,378.00	\$1,544.00 \$1,276.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$1,544.00 \$1,276.00	SDDC VMW SW
5 5	456-113-537 456-113-538	VCF Upg VMw vCtr 6 Fnd - vCtr Srv 3Y=IA VCF Upg VMw vCtr 6 Fnd - vCtr Srv 4Y=IA		\$5,104.00	K K	31% 31%	\$3,521.76 \$3.521.76	\$1,378.00	\$1,276.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,276.00	SDDC VMW SW SDDC VMW SW
	456-113-539	VCF Upg VMw vCtr 6 Fnd - vCtr Srv 5Y=IA		\$5,104.00	K	31%	\$3,521.76	\$1,378.00	\$1,276.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,276.00	SDDC VMW SW
5	456-113-626	SDDC MGR for Desktop 100 Pack 3Y=ZA		\$3.085.00	ĸ	31%	\$2,128.65	\$833.00	\$771.00	\$0.00	\$0.00	\$0.00	\$0.00	\$771.00	SDDC VMW SW
5	456-113-627	SDDC MGR for Desktop 100 Pack 4Y=ZA		\$3,085.00	K	31%	\$2,128.65	\$833.00	\$771.00	\$0.00	\$0.00	\$0.00	\$0.00	\$771.00	SDDC VMW SW
5	456-113-628	SDDC MGR for Desktop 100 Pack 5Y=ZA		\$3,085.00	K	31%	\$2,128.65	\$833.00	\$771.00	\$0.00	\$0.00	\$0.00	\$0.00	\$771.00	SDDC VMW SW
5	456-113-629	SDDC MGR for Desktop 10 Pack 3Y=ZA		\$309.00	K	31%	\$213.21	\$83.00	\$77.00	\$0.00	\$0.00	\$0.00	\$0.00	\$77.00	SDDC VMW SW
5	456-113-630	SDDC MGR for Desktop 10 Pack 4Y=ZA		\$309.00	K	31%	\$213.21	\$83.00	\$77.00	\$0.00	\$0.00	\$0.00	\$0.00	\$77.00	SDDC VMW SW
5	456-113-631	SDDC MGR for Desktop 10 Pack 5Y=ZA		\$309.00	K	31%	\$213.21	\$83.00	\$77.00	\$0.00	\$0.00	\$0.00	\$0.00	\$77.00	SDDC VMW SW
5	456-113-632	VCF for VDI:ENT 100 PK w/o Horiz 3Y=ZA		\$20,090.00	K	31%	\$13,862.10	\$5,424.00	\$5,022.00	\$0.00	\$0.00	\$0.00	\$0.00	\$5,022.00	SDDC VMW SW
5	456-113-633	VCF for VDI:ENT 100 PK w/o Horiz 4Y=ZA		\$20,090.00	K	31%	\$13,862.10		\$5,022.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$5,022.00 \$5,022.00	SDDC VMW SW
5 5	456-113-634 456-113-635	VCF for VDI:ENT 100 PK w/o Horiz 5Y=ZA VCF for VDI:ENT 10 PK w/o Horiz 3Y=ZA		\$20,090.00 \$2,009.00	K K	31% 31%	\$13,862.10 \$1,386.21	\$5,424.00 \$542.00	\$5,022.00 \$502.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$5,022.00 \$502.00	SDDC VMW SW SDDC VMW SW
5	456-113-636	VCF for VDI:ENT 10 PK w/o Horiz 4Y=ZA		\$2,009.00	K	31%	\$1,386.21	\$542.00	\$502.00	\$0.00	\$0.00	\$0.00	\$0.00	\$502.00	SDDC VMW SW
5	456-113-637	VCF for VDI:ENT 10 PK w/o Horiz 5Y=ZA		\$2,009.00	K	31%	\$1,386.21	\$542.00	\$502.00	\$0.00	\$0.00	\$0.00	\$0.00	\$502.00	SDDC VMW SW
5	456-113-638	VCF (Per CPU) Inteli Ops Suite 3Y=ZA		\$0.00	K	31%	\$0.00	\$5,116.00	\$4,737.00	\$0.00	\$0.00	\$0.00	\$0.00	\$4,737.00	SDDC VMW SW
5	456-113-639	VCF (Per CPU) Inteli Ops Suite 4Y=ZA		\$0.00	K	31%	\$0.00	\$5,116.00	\$4,737.00	\$0.00	\$0.00	\$0.00	\$0.00	\$4,737.00	SDDC VMW SW
5	456-113-640	VCF (Per CPU) Inteli Ops Suite 5Y=ZA		\$0.00	K	31%	\$0.00	\$5,116.00	\$4,737.00	\$0.00	\$0.00	\$0.00	\$0.00	\$4,737.00	SDDC VMW SW
5	456-113-641	VCF PRV Cloud Suite with vSphere 3Y=ZA		\$0.00	K	31%	\$0.00	\$5,858.00	\$5,424.00	\$0.00	\$0.00	\$0.00	\$0.00	\$5,424.00	SDDC VMW SW
5	456-113-642	VCF PRV Cloud Suite with vSphere 4Y=ZA		\$0.00	K	31%	\$0.00	\$5,858.00	\$5,424.00	\$0.00	\$0.00	\$0.00	\$0.00	\$5,424.00	SDDC VMW SW
5	456-113-643	VCF PRV Cloud Suite with vSphere 5Y=ZA		\$0.00	K	31%	\$0.00	\$5,858.00	\$5,424.00	\$0.00	\$0.00	\$0.00	\$0.00	\$5,424.00	SDDC VMW SW
5	456-113-644	VCF Inteli Ops Suite w/o vSphere 3Y=ZA		\$0.00	K	31%	\$0.00	\$4,078.00	\$3,776.00	\$0.00	\$0.00	\$0.00	\$0.00	\$3,776.00	SDDC VMW SW
5	456-113-645	VCF Inteli Ops Suite w/o vSphere 4Y=ZA		\$0.00 \$0.00	K	31% 31%	\$0.00	\$4,078.00 \$4,078.00	\$3,776.00 \$3,776.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$3,776.00 \$3,776.00	SDDC VMW SW
5 5	456-113-646 456-113-647	VCF Inteli Ops Suite w/o vSphere 5Y=ZA VCF PRV Cloud Suite w/o vSphere 3Y=ZA		\$0.00	K K	31% 31%	\$0.00 \$0.00	\$4,078.00 \$4.820.00	\$3,776.00	\$0.00	\$0.00	\$0.00	\$0.00	\$3,776.00	SDDC VMW SW SDDC VMW SW
5	456-113-647 456-113-648	VCF PRV Cloud Suite w/o vSphere 3Y=ZA VCF PRV Cloud Suite w/o vSphere 4Y=ZA		\$0.00	K K	31%	\$0.00	\$4,820.00	\$4,463.00	\$0.00	\$0.00	\$0.00	\$0.00	\$4,463.00	SDDC VMW SW
5	456-113-649	VCF PRV Cloud Suite w/o vSphere 5Y=ZA VCF PRV Cloud Suite w/o vSphere 5Y=ZA		\$0.00	K	31%	\$0.00	\$4,820.00	\$4,463.00	\$0.00	\$0.00	\$0.00	\$0.00	\$4,463.00	SDDC VMW SW
5	456-113-650	VCF Standard (Per CPU) 3Y=ZA		\$17,795.00	K	31%	\$12,278.55	\$4,805.00	\$4,449.00	\$0.00	\$0.00	\$0.00	\$0.00	\$4,449.00	SDDC VMW SW
5	456-113-651	VCF Standard (Per CPU) 4Y=ZA		\$17,795.00	K	31%	\$12,278.55	\$4,805.00	\$4,449.00	\$0.00	\$0.00	\$0.00	\$0.00	\$4,449.00	SDDC VMW SW
5	456-113-652	VCF Standard (Per CPU) 5Y=ZA		\$17,795.00	K	31%	\$12,278.55	\$4,805.00	\$4,449.00	\$0.00	\$0.00	\$0.00	\$0.00	\$4,449.00	SDDC VMW SW
5	456-113-653	VCF Advanced (Per CPU) 3Y=ZA		\$20,795.00	K	31%	\$14,348.55	\$5,615.00	\$5,199.00	\$0.00	\$0.00	\$0.00	\$0.00	\$5,199.00	SDDC VMW SW
5	456-113-654	VCF Advanced (Per CPU) 4Y=ZA		\$20,795.00	K	31%	\$14,348.55	\$5,615.00	\$5,199.00	\$0.00	\$0.00	\$0.00	\$0.00	\$5,199.00	SDDC VMW SW
5	456-113-655	VCF Advanced (Per CPU) 5Y=ZA		\$20,795.00	K	31%	\$14,348.55	\$5,615.00	\$5,199.00	\$0.00	\$0.00	\$0.00	\$0.00	\$5,199.00	SDDC VMW SW
	456-113-656	VCF Enterprise (Per CPU) 3Y=ZA		\$23,995.00	K	31%	\$16,556.55	\$6,479.00	\$5,999.00	\$0.00	\$0.00	\$0.00	\$0.00	\$5,999.00	SDDC VMW SW
5	456-113-657	VCF Enterprise (Per CPU) 4Y=ZA		\$23,995.00	K	31%	\$16,556.55	\$6,479.00	\$5,999.00	\$0.00	\$0.00	\$0.00	\$0.00	\$5,999.00	SDDC VMW SW
5	456-113-658 456-113-667	VCF Enterprise (Per CPU) 5Y=ZA		\$23,995.00 \$13,135.00	K	31% 31%	\$16,556.55	\$6,479.00 \$3.546.00	\$5,999.00 \$3,284.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$5,999.00 \$3,284.00	SDDC VMW SW SDDC VMW SW
5	456-113-667 456-113-668	VMware Cloud Foundation Basic UPG 1Y=ZA VMware Cloud Foundation Basic UPG 2Y=ZA		\$13,135.00 \$13,135.00	K	31% 31%	\$9,063.15 \$9,063.15		\$3,284.00 \$3.284.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$3,284.00 \$3,284.00	SDDC VMW SW SDDC VMW SW
5	456-113-669	VMware Cloud Foundation Basic UPG 2Y=ZA VMware Cloud Foundation Basic UPG 3Y=ZA		\$13,135.00	K	31%	\$9,063.15		\$3,284.00	\$0.00	\$0.00	\$0.00	\$0.00	\$3,284.00	SDDC VMW SW SDDC VMW SW
5	100-110-000	VIIIIGIS SIOUG I GUILGUGII DASIG UFG 31-ZA		ψ.ο, 1οο.ου	IV.	3170	ψ3,003.13	Ç0,0 1 0.00	ψ0,20 1 .00	φυ.00	ψ0.00	ψ0.00	ψ0.00	QU,204.00	ODDO VIVIA OAA

					NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPGR	ADE PRICE						
BAND	sкu	DESCRIPTION	Model Sub sku	EMC LIST PRICE USD	CATEGORY CODE	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	456-113-670	VMware Cloud Foundation Basic UPG 4Y=ZA		\$13,135.00	K	31%	\$9,063.15	\$3,546.00	\$3,284.00	\$0.00		\$0.00	\$0.00	\$3,284.00	SDDC VMW SW
5	456-113-671	VMware Cloud Foundation Basic UPG 5Y=ZA		\$13,135.00	K	31%	\$9,063.15	\$3,546.00	\$3,284.00	\$0.00		\$0.00	\$0.00	\$3,284.00	SDDC VMW SW
5	456-113-672	UPG of vSphere to VCF Basic UPG 1Y=ZA		\$9,645.00	K	31%	\$6,655.05	\$2,604.00	\$2,411.00	\$0.00	\$0.00	\$0.00	\$0.00	\$2,411.00	SDDC VMW SW
5	456-113-673	UPG of vSphere to VCF Basic UPG 2Y=ZA		\$9,645.00	K	31%	\$6,655.05	\$2,604.00	\$2,411.00	\$0.00		\$0.00	\$0.00	\$2,411.00	SDDC VMW SW
5	456-113-674	UPG of vSphere to VCF Basic UPG 3Y=ZA		\$9,645.00	K	31%	\$6,655.05	\$2,604.00	\$2,411.00	\$0.00	\$0.00	\$0.00	\$0.00	\$2,411.00	SDDC VMW SW
5	456-113-675	UPG of vSphere to VCF Basic UPG 4Y=ZA		\$9,645.00	K	31%	\$6,655.05	\$2,604.00	\$2,411.00	\$0.00	\$0.00	\$0.00	\$0.00	\$2,411.00	SDDC VMW SW
5	456-113-676	UPG of vSphere to VCF Basic UPG 5Y=ZA		\$9,645.00	K	31%	\$6,655.05	\$2,604.00	\$2,411.00	\$0.00		\$0.00	\$0.00	\$2,411.00	SDDC VMW SW
5	456-113-677	VCF SDMGR NSXAdv w/HZN ENT 100PK U 1Y=UB		\$73,340.00	K	31%	\$50,604.60	\$19,802.00	\$18,335.00	\$0.00	\$0.00	\$0.00	\$0.00	\$18,335.00	SDDC VMW SW
5	456-113-678	VCF SDMGR NSXAdv w/HZN ENT 100PK U 2Y=UB		\$73,340.00	K	31%	\$50,604.60	\$19,802.00	\$18,335.00	\$0.00	\$0.00	\$0.00	\$0.00	\$18,335.00	SDDC VMW SW
5	456-113-679	VCF SDMGR NSXAdv w/HZN ENT 100PK U 3Y=UB		\$73,340.00	K	31%	\$50,604.60	\$19,802.00	\$18,335.00	\$0.00		\$0.00	\$0.00	\$18,335.00	SDDC VMW SW
5	456-113-680	VCF SDMGR NSXAdv w/HZN ENT 100PK U 4Y=UB		\$73,340.00	K	31%	\$50,604.60	\$19,802.00	\$18,335.00	\$0.00	\$0.00	\$0.00	\$0.00	\$18,335.00	SDDC VMW SW
5	456-113-681	VCF SDMGR NSXAdv w/HZN ENT 100PK U 5Y=UB		\$73,340.00	K	31%	\$50,604.60	\$19,802.00	\$18,335.00	\$0.00	\$0.00	\$0.00	\$0.00	\$18,335.00	SDDC VMW SW
5	456-113-682	VCF SDMGR NSXAdv w/HZN ENT 10PK U 1Y=UB		\$7,334.00	K	31%	\$5,060.46	\$1,980.00	\$1,834.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,834.00	SDDC VMW SW
5	456-113-683	VCF SDMGR NSXAdv w/HZN ENT 10PK U 2Y=UB		\$7,334.00	K	31%	\$5,060.46	\$1,980.00	\$1,834.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,834.00	SDDC VMW SW
5	456-113-684	VCF SDMGR NSXAdv w/HZN ENT 10PK U 3Y=UB		\$7,334.00	K	31%	\$5,060.46	\$1,980.00	\$1,834.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,834.00	SDDC VMW SW
5	456-113-685	VCF SDMGR NSXAdv w/HZN ENT 10PK U 4Y=UB		\$7,334.00	K	31%	\$5,060.46	\$1,980.00	\$1,834.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,834.00	SDDC VMW SW
5	456-113-686	VCF SDMGR NSXAdv w/HZN ENT 10PK U 5Y=UB		\$7,334.00	K	31%	\$5,060.46	\$1,980.00	\$1,834.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,834.00	SDDC VMW SW
5	456-113-687	VCF SDMgrNSXAdv w/o HZNENT 100PK U 1Y=UB		\$14,090.00	K	31%	\$9,722.10	\$3,804.00	\$3,522.00	\$0.00	\$0.00	\$0.00	\$0.00	\$3,522.00	SDDC VMW SW
5	456-113-688	VCF SDMgrNSXAdv w/o HZNENT 100PK U 2Y=UB		\$14,090.00	K	31%	\$9,722.10		\$3,522.00	\$0.00	\$0.00	\$0.00	\$0.00	\$3,522.00	SDDC VMW SW
5	456-113-689	VCF SDMgrNSXAdv w/o HZNENT 100PK U 3Y=UB		\$14,090.00	K	31%	\$9,722.10	\$3,804.00	\$3,522.00	\$0.00	\$0.00	\$0.00	\$0.00	\$3,522.00	SDDC VMW SW
5	456-113-690	VCF SDMgrNSXAdv w/o HZNENT 100PK U 4Y=UB		\$14,090.00	K	31%	\$9,722.10	\$3,804.00	\$3,522.00	\$0.00	\$0.00	\$0.00	\$0.00	\$3,522.00	SDDC VMW SW
5	456-113-691	VCF SDMgrNSXAdv w/o HZNENT 100PK U 5Y=UB		\$14,090.00	K	31%	\$9,722.10	\$3,804.00	\$3,522.00	\$0.00	\$0.00	\$0.00	\$0.00	\$3,522.00	SDDC VMW SW
5	456-113-692	VCF SDMgrNSXAdv w/o HZN ENT 10PK U 1Y=UB		\$1,409.00	K	31%	\$972.21	\$380.00	\$352.00	\$0.00	\$0.00	\$0.00	\$0.00	\$352.00	SDDC VMW SW
5	456-113-693	VCF SDMgrNSXAdv w/o HZN ENT 10PK U 2Y=UB		\$1,409.00	K	31%	\$972.21	\$380.00	\$352.00	\$0.00	\$0.00	\$0.00	\$0.00	\$352.00	SDDC VMW SW
5	456-113-694	VCF SDMgrNSXAdv w/o HZN ENT 10PK U 3Y=UB		\$1,409.00	K	31%	\$972.21	\$380.00	\$352.00	\$0.00	\$0.00	\$0.00	\$0.00	\$352.00	SDDC VMW SW
5	456-113-695	VCF SDMgrNSXAdv w/o HZN ENT 10PK U 4Y=UB		\$1,409.00	K	31%	\$972.21	\$380.00	\$352.00	\$0.00	\$0.00	\$0.00	\$0.00	\$352.00	SDDC VMW SW
5	456-113-696	VCF SDMgrNSXAdv w/o HZN ENT 10PK U 5Y=UB		\$1,409.00	K	31%	\$972.21	\$380.00	\$352.00	\$0.00	\$0.00	\$0.00	\$0.00	\$352.00	SDDC VMW SW
5	456-113-697	VMware vCtr Srvr 6 Std vSphere 6 U 1Y=IA		\$6,175.00	K	31%	\$4,260.75	\$1,667.00	\$1,544.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,544.00	SDDC VMW SW
5	456-113-698	VMware vCtr Srvr 6 Std vSphere 6 U 2Y=IA		\$6,175.00	K	31%	\$4,260.75	\$1,667.00	\$1,544.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,544.00	SDDC VMW SW
5	456-113-699	VMware vCtr Srvr 6 Std vSphere 6 U 3Y=IA		\$6,175.00	K	31%	\$4,260.75	\$1,667.00	\$1,544.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,544.00	SDDC VMW SW
5	456-113-700	VMware vCtr Srvr 6 Std vSphere 6 U 4Y=IA		\$6,175.00	K	31%	\$4,260.75	\$1,667.00	\$1,544.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,544.00	SDDC VMW SW
5	456-113-701	VMware vCtr Srvr 6 Std vSphere 6 U 5Y=IA		\$6,175.00	K	31%	\$4,260.75	\$1,667.00	\$1,544.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,544.00	SDDC VMW SW
5	456-113-702	VCF Upg VM vCtr 6 Fnd - vCtr Srv U 1Y=IA		\$5,104.00 \$5,104.00	K	31%	\$3,521.76	\$1,378.00 \$1,378.00	\$1,276.00 \$1,276.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$1,276.00 \$1,276.00	SDDC VMW SW
5	456-113-703	VCF Upg VM vCtr 6 Fnd - vCtr Srv U 2Y=IA			K	31%	\$3,521.76			\$0.00					SDDC VMW SW
5	456-113-704	VCF Upg VM vCtr 6 Fnd - vCtr Srv U 3Y=IA		\$5,104.00	K	31%	\$3,521.76	\$1,378.00	\$1,276.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,276.00	SDDC VMW SW
5	456-113-705	VCF Upg VM vCtr 6 Fnd - vCtr Srv U 4Y=IA		\$5,104.00	K	31%	\$3,521.76	\$1,378.00 \$1,378.00	\$1,276.00	\$0.00		\$0.00 \$0.00	\$0.00	\$1,276.00 \$1,276.00	SDDC VMW SW
5	456-113-706	VCF Upg VM vCtr 6 Fnd - vCtr Srv U 5Y=IA		\$5,104.00	K	31%	\$3,521.76		\$1,276.00	\$0.00	\$0.00		\$0.00		SDDC VMW SW
5	456-113-707	SDDC MGR for Desktop 100 Pack 1Y UPG=UB		\$3,085.00	K	31%	\$2,128.65	\$833.00	\$771.00	\$0.00	\$0.00	\$0.00	\$0.00	\$771.00	SDDC VMW SW
5	456-113-708	SDDC MGR for Desktop 100 Pack 2Y UPG=UB		\$3,085.00 \$3,085.00	K	31%	\$2,128.65	\$833.00 \$833.00	\$771.00 \$771.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$771.00 \$771.00	SDDC VMW SW
5	456-113-709	SDDC MGR for Desktop 100 Pack 3Y UPG=UB			K	31%	\$2,128.65	\$833.00	\$771.00					\$771.00 \$771.00	SDDC VMW SW
5	456-113-710	SDDC MGR for Desktop 100 Pack 4Y UPG=UB		\$3,085.00 \$3,085.00	K	31% 31%	\$2,128.65 \$2,128.65	\$833.00	\$771.00 \$771.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$771.00	SDDC VMW SW
5	456-113-711	SDDC MGR for Desktop 100 Pack 5Y UPG=UB		\$3,085.00	K			\$833.00 \$83.00	\$771.00	\$0.00	\$0.00	\$0.00	\$0.00	\$771.00	SDDC VMW SW
5	456-113-712	SDDC MGR for Desktop 10 Pack 1Y UPG=UB			K	31%	\$213.21								SDDC VMW SW
5	456-113-713 456-113-714	SDDC MGR for Desktop 10 Pack 2Y UPG=UB		\$309.00 \$309.00	K	31% 31%	\$213.21 \$213.21	\$83.00 \$83.00	\$77.00 \$77.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$77.00 \$77.00	SDDC VMW SW SDDC VMW SW
5		SDDC MGR for Desktop 10 Pack 3Y UPG=UB		\$309.00	K	31%		\$83.00	\$77.00	\$0.00	\$0.00	\$0.00	\$0.00	\$77.00	
5 5	456-113-715 456-113-716	SDDC MGR for Desktop 10 Pack 4Y UPG=UB SDDC MGR for Desktop 10 Pack 5Y UPG=UB		\$309.00	K	31%	\$213.21 \$213.21	\$83.00	\$77.00	\$0.00			\$0.00	\$77.00	SDDC VMW SW SDDC VMW SW
5	456-113-717	VCF for VDI:FNT 100 PK w/o Horiz 1Y U=ZA		\$20,090,00	K	31%	\$13.862.10	\$5,424.00	\$5,022,00	\$0.00	\$0.00	\$0.00	\$0.00	\$5,022.00	SDDC VMW SW
5	456-113-717	VCF for VDI:ENT 100 PK w/o Horiz 11 U=ZA VCF for VDI:ENT 100 PK w/o Horiz 2Y U=ZA		\$20,090.00	K K	31%	\$13,862.10	\$5,424.00	\$5,022.00	\$0.00	\$0.00	\$0.00	\$0.00	\$5,022.00	SDDC VMW SW
5	456-113-719	VCF for VDI:ENT 100 PK w/o Horiz 3Y U=ZA		\$20,090.00	K	31%	\$13,862.10	\$5,424.00	\$5,022.00	\$0.00	\$0.00	\$0.00	\$0.00	\$5,022.00	SDDC VMW SW
5	456-113-719	VCF for VDI:ENT 100 PK w/o Horiz 4Y U=ZA		\$20,090.00	K	31%	\$13,862.10	\$5,424.00	\$5,022.00	\$0.00	\$0.00	\$0.00	\$0.00	\$5,022.00	SDDC VMW SW
5	456-113-721	VCF for VDI:ENT 100 PK w/o Horiz 5Y U=ZA		\$20,090.00	K	31%	\$13,862.10	\$5,424.00	\$5,022.00	\$0.00		\$0.00	\$0.00	\$5,022.00	SDDC VMW SW
5	456-113-722	VCF for VDI:ENT 10 PK w/o Horiz 1Y U=ZA		\$2,009.00	ĸ	31%	\$1,386.21	\$542.00	\$502.00	\$0.00		\$0.00	\$0.00	\$502.00	SDDC VMW SW
5	456-113-723	VCF for VDI:ENT 10 PK w/o Horiz 2Y U=ZA		\$2,009.00	ĸ	31%	\$1,386.21	\$542.00	\$502.00	\$0.00	\$0.00	\$0.00	\$0.00	\$502.00	SDDC VMW SW
5	456-113-724	VCF for VDI:ENT 10 PK w/o Horiz 3Y U=ZA		\$2,009.00	ĸ	31%	\$1,386.21	\$542.00	\$502.00	\$0.00		\$0.00	\$0.00	\$502.00	SDDC VMW SW
5	456-113-725	VCF for VDI:ENT 10 PK w/o Horiz 4Y U=ZA		\$2,009.00	ĸ	31%	\$1,386.21	\$542.00	\$502.00	\$0.00		\$0.00	\$0.00	\$502.00	SDDC VMW SW
5	456-113-726	VCF for VDI:ENT 10 PK w/o Horiz 5Y U=ZA		\$2,009.00	ĸ	31%	\$1,386.21	\$542.00	\$502.00	\$0.00	\$0.00	\$0.00	\$0.00	\$502.00	SDDC VMW SW
5	456-113-727	VCF Standard (Per CPU) 1Y UPG=ZA		\$17,795.00	ĸ	31%	\$12,278.55	\$4,805.00	\$4,449.00	\$0.00		\$0.00	\$0.00	\$4,449.00	SDDC VMW SW
5	456-113-728	VCF Standard (Per CPU) 2Y UPG=ZA		\$17,795.00	ĸ	31%	\$12,278.55	\$4,805.00	\$4,449.00	\$0.00		\$0.00	\$0.00	\$4,449.00	SDDC VMW SW
5	456-113-729	VCF Standard (Per CPU) 3Y UPG=ZA		\$17,795.00	K	31%	\$12,278.55	\$4,805.00	\$4,449.00	\$0.00	\$0.00	\$0.00	\$0.00	\$4,449.00	SDDC VMW SW
5	456-113-730	VCF Standard (Per CPU) 4Y UPG=ZA		\$17,795.00	K	31%	\$12,278.55	\$4,805.00	\$4,449.00	\$0.00	\$0.00	\$0.00	\$0.00	\$4,449.00	SDDC VMW SW
5	456-113-731	VCF Standard (Per CPU) 5Y UPG=ZA		\$17,795.00	K	31%	\$12,278.55	\$4,805.00	\$4,449.00	\$0.00		\$0.00	\$0.00	\$4,449.00	SDDC VMW SW
5	456-113-732	VCF Advanced (Per CPU) 1Y UPG=ZA		\$20,795.00	K	31%	\$14,348.55	\$5,615.00	\$5,199.00	\$0.00	\$0.00	\$0.00	\$0.00	\$5,199.00	SDDC VMW SW
5	456-113-733	VCF Advanced (Per CPU) 2Y UPG=ZA		\$20,795.00	K	31%	\$14,348.55	\$5,615.00	\$5,199.00	\$0.00	\$0.00	\$0.00	\$0.00	\$5,199.00	SDDC VMW SW
5	456-113-734	VCF Advanced (Per CPU) 3Y UPG=ZA		\$20,795.00	K	31%	\$14,348.55	\$5,615.00	\$5,199.00	\$0.00	\$0.00	\$0.00	\$0.00	\$5,199.00	SDDC VMW SW
5	456-113-735	VCF Advanced (Per CPU) 4Y UPG=ZA		\$20,795.00	K	31%	\$14,348.55	\$5,615.00	\$5,199.00	\$0.00	\$0.00	\$0.00	\$0.00	\$5,199.00	SDDC VMW SW
5	456-113-736	VCF Advanced (Per CPU) 5Y UPG=ZA		\$20,795.00	K	31%	\$14,348.55	\$5,615.00	\$5,199.00	\$0.00	\$0.00	\$0.00	\$0.00	\$5,199.00	SDDC VMW SW
5	456-113-737	VCF Enterprise (Per CPU) 1Y UPG=ZA		\$23,995.00	K	31%	\$16,556.55	\$6,479.00	\$5,999.00	\$0.00	\$0.00	\$0.00	\$0.00	\$5,999.00	SDDC VMW SW
5	456-113-738	VCF Enterprise (Per CPU) 2Y UPG=ZA		\$23,995.00	K	31%	\$16,556.55	\$6,479.00	\$5,999.00	\$0.00	\$0.00	\$0.00	\$0.00	\$5,999.00	SDDC VMW SW
5	456-113-739	VCF Enterprise (Per CPU) 3Y UPG=ZA		\$23,995.00	K	31%	\$16,556.55	\$6,479.00	\$5,999.00	\$0.00	\$0.00	\$0.00	\$0.00	\$5,999.00	SDDC VMW SW
5	456-113-740	VCF Enterprise (Per CPU) 4Y UPG=ZA		\$23,995.00	K	31%	\$16,556.55	\$6,479.00	\$5,999.00	\$0.00	\$0.00	\$0.00	\$0.00	\$5,999.00	SDDC VMW SW
5	456-113-741	VCF Enterprise (Per CPU) 5Y UPG=ZA		\$23,995.00	K	31%	\$16,556.55	\$6,479.00	\$5,999.00	\$0.00	\$0.00	\$0.00	\$0.00	\$5,999.00	SDDC VMW SW
5	456-113-754	SDDC MGR for Desktop 100 Pack 1Y=ZA		\$3,085.00	K	31%	\$2,128.65	\$833.00	\$771.00	\$0.00	\$0.00	\$0.00	\$0.00	\$771.00	SDDC VMW SW
5	456-113-755	SDDC MGR for Desktop 100 Pack 2Y=ZA		\$3,085.00	K	31%	\$2,128.65	\$833.00	\$771.00	\$0.00	\$0.00	\$0.00	\$0.00	\$771.00	SDDC VMW SW
5	456-113-756	SDDC MGR for Desktop 10 Pack 1Y=ZA		\$309.00	K	31%	\$213.21	\$83.00	\$77.00	\$0.00		\$0.00	\$0.00	\$77.00	SDDC VMW SW
5	456-113-757	SDDC MGR for Desktop 10 Pack 2Y=ZA		\$309.00	K	31%	\$213.21	\$83.00	\$77.00	\$0.00	\$0.00	\$0.00	\$0.00	\$77.00	SDDC VMW SW
5	456-113-758	VCF for VDI:ENT 100 PK w/o Horiz 1Y=ZA		\$20,090.00	K	31%	\$13,862.10	\$5,424.00	\$5,022.00	\$0.00	\$0.00	\$0.00	\$0.00	\$5,022.00	SDDC VMW SW
5	456-113-759	VCF for VDI:ENT 100 PK w/o Horiz 2Y=ZA		\$20,090.00	K	31%	\$13,862.10	\$5,424.00	\$5,022.00	\$0.00		\$0.00	\$0.00	\$5,022.00	SDDC VMW SW
5	456-113-760	VCF for VDI:ENT 10 PK w/o Horiz 1Y=ZA		\$2,009.00	K	31%	\$1,386.21	\$542.00	\$502.00	\$0.00	\$0.00	\$0.00	\$0.00	\$502.00	SDDC VMW SW
5	456-113-761	VCF for VDI:ENT 10 PK w/o Horiz 2Y=ZA		\$2,009.00	K	31%	\$1,386.21	\$542.00	\$502.00	\$0.00	\$0.00	\$0.00	\$0.00	\$502.00	SDDC VMW SW
5	456-113-762	VCF Standard (Per CPU) 1Y=ZA		\$17,795.00	K	31%	\$12,278.55	\$4,805.00	\$4,449.00	\$0.00	\$0.00	\$0.00	\$0.00	\$4,449.00	SDDC VMW SW
5	456-113-763	VCF Standard (Per CPU) 2Y=ZA		\$17,795.00	K	31%	\$12,278.55	\$4,805.00	\$4,449.00	\$0.00	\$0.00	\$0.00	\$0.00	\$4,449.00	SDDC VMW SW
5	456-113-764	VCF Advanced (Per CPU) 1Y=ZA		\$20,795.00	K	31%	\$14,348.55	\$5,615.00	\$5,199.00	\$0.00	\$0.00	\$0.00	\$0.00	\$5,199.00	SDDC VMW SW
5	456-113-765	VCF Advanced (Per CPU) 2Y=ZA		\$20,795.00	K	31%	\$14,348.55	\$5,615.00	\$5,199.00	\$0.00	\$0.00	\$0.00	\$0.00	\$5,199.00	SDDC VMW SW

					NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPGR	ADE PRICE						
BAND	SKU	DESCRIPTION	Model EMC Sub sku PRICE		ATEGORY	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	456-113-766	VCF Enterprise (Per CPU) 1Y=ZA		995.00	K	31%	\$16,556.55	\$6,479.00	\$5,999.00	\$0.00		\$0.00	\$0.00	\$5,999.00	SDDC VMW SW
5	456-113-767	VCF Enterprise (Per CPU) 2Y=ZA	\$23	995.00	K	31%	\$16,556.55	\$6,479.00	\$5,999.00	\$0.00	\$0.00	\$0.00	\$0.00	\$5,999.00	SDDC VMW SW
5	456-113-891	VxRail VCF vSphere+VSAN to VCFSTD 1YR=IG	\$8	495.00	K	31%	\$5,861.55	\$2,294.00	\$2,124.00	\$1,869.00	\$0.00	\$0.00	\$0.00	\$2,124.00	VXRAIL SOFTWARE
5	456-113-892	VxRail VCF vSphere+VSAN to VCFSTD 2YR=IG		495.00	K	31%	\$5,861.55	\$2,294.00	\$2,124.00	\$1,869.00			\$0.00	\$2,124.00	VXRAIL SOFTWARE
5	456-113-893	VxRail VCF vSphere+VSAN to VCFSTD 3YR=IG	\$8	495.00	K	31%	\$5,861.55	\$2,294.00	\$2,124.00	\$1,869.00	\$0.00	\$0.00	\$0.00	\$2,124.00	VXRAIL SOFTWARE
5	456-113-894	VxRail VCF vSphere+VSAN to VCFSTD 4YR=IG		495.00	K	31%	\$5,861.55	\$2,294.00	\$2,124.00	\$1,869.00	\$0.00	\$0.00	\$0.00	\$2,124.00	VXRAIL SOFTWARE
5	456-113-895	VxRail VCF vSphere+VSAN to VCFSTD 5YR=IG		495.00	K	31%	\$5,861.55	\$2,294.00	\$2,124.00	\$1,869.00	\$0.00	\$0.00	\$0.00	\$2,124.00	VXRAIL SOFTWARE
5	456-113-896	VxRail VCF vSphere+VSAN to VCFADV 1YR=IG	\$17	395.00	K	31%	\$12,002.55	\$4,697.00	\$4,349.00	\$3,827.00	\$0.00	\$0.00	\$0.00	\$4,349.00	VXRAIL SOFTWARE
5	456-113-897	VxRail VCF vSphere+VSAN to VCFADV 2YR=IG		395.00	K	31%	\$12,002.55	\$4,697.00	\$4,349.00	\$3,827.00	\$0.00	\$0.00	\$0.00	\$4,349.00	VXRAIL SOFTWARE
5	456-113-898	VxRail VCF vSphere+VSAN to VCFADV 3YR=IG		395.00	K	31%	\$12,002.55	\$4,697.00	\$4,349.00	\$3,827.00			\$0.00	\$4,349.00	VXRAIL SOFTWARE
5	456-113-899	VxRail VCF vSphere+VSAN to VCFADV 4YR=IG	\$17	395.00	K	31%	\$12,002.55	\$4,697.00	\$4,349.00	\$3,827.00	\$0.00	\$0.00	\$0.00	\$4,349.00	VXRAIL SOFTWARE
5	456-113-900	VxRail VCF vSphere+VSAN to VCFADV 5YR=IG		395.00	K	31%	\$12,002.55	\$4,697.00	\$4,349.00	\$3,827.00	\$0.00	\$0.00	\$0.00	\$4,349.00	VXRAIL SOFTWARE
5	456-113-901	VxRail VCF vSphere+VSAN to VCF ENT1YR=IG		595.00	K	31%	\$13,520.55	\$5,291.00	\$4,899.00	\$4,311.00	\$0.00	\$0.00	\$0.00	\$4,899.00	VXRAIL SOFTWARE
5	456-113-902	VxRail VCF vSphere+VSAN to VCF ENT2YR=IG		595.00	K	31%	\$13,520.55	\$5,291.00	\$4,899.00	\$4,311.00	\$0.00	\$0.00	\$0.00	\$4,899.00	VXRAIL SOFTWARE
5	456-113-903	VxRail VCF vSphere+VSAN to VCF ENT3YR=IG		595.00	K	31%	\$13,520.55	\$5,291.00	\$4,899.00	\$4,311.00	\$0.00	\$0.00	\$0.00	\$4,899.00	VXRAIL SOFTWARE
5	456-113-904	VxRail VCF vSphere+VSAN to VCF ENT4YR=IG		595.00	K	31%	\$13,520.55	\$5,291.00	\$4,899.00	\$4,311.00	\$0.00	\$0.00	\$0.00	\$4,899.00	VXRAIL SOFTWARE
5	456-113-905	VxRail VCF vSphere+VSAN to VCF ENT5YR=IG		595.00	K	31%	\$13,520.55	\$5,291.00	\$4,899.00	\$4,311.00	\$0.00	\$0.00	\$0.00	\$4,899.00	VXRAIL SOFTWARE
5	456-114-007	VxR vSAN Upg from Std to Ent 1Yr Mtn=IG		399.00	K	31%	\$2,345.31	\$918.00	\$850.00	\$748.00	\$0.00	\$0.00	\$0.00	\$850.00	VXRAIL SOFTWARE
5	456-114-008	VxR vSAN Upg from Std to Ent 2Yr Mtn=IG		399.00	K	31%	\$2,345.31	\$918.00	\$850.00	\$748.00	\$0.00	\$0.00	\$0.00	\$850.00	VXRAIL SOFTWARE
5	456-114-009	VxR vSAN Upg from Std to Ent 3Yr Mtn=IG		399.00	K	31%	\$2,345.31	\$918.00	\$850.00	\$748.00	\$0.00	\$0.00	\$0.00	\$850.00	VXRAIL SOFTWARE
5	456-114-010	VxR vSAN Upg from Std to Ent 4Yr Mtn=IG		399.00	K	31%	\$2,345.31	\$918.00	\$850.00	\$748.00	\$0.00	\$0.00	\$0.00	\$850.00	VXRAIL SOFTWARE
5	456-114-011	VxR vSAN Upg from Std to Ent 5Yr Mtn=IG		399.00	K	31%	\$2,345.31	\$918.00	\$850.00	\$748.00	\$0.00	\$0.00	\$0.00	\$850.00	VXRAIL SOFTWARE
5	456-114-012	VxR vSAN Upg from Std to Adv 1Yr Mtn=IG		705.00	K	31%	\$1,176.45	\$460.00	\$426.00	\$375.00	\$0.00	\$0.00	\$0.00	\$426.00	VXRAIL SOFTWARE
5	456-114-013	VxR vSAN Upg from Std to Adv 2Yr Mtn=IG		705.00	K	31%	\$1,176.45	\$460.00	\$426.00	\$375.00	\$0.00	\$0.00	\$0.00	\$426.00	VXRAIL SOFTWARE
5	456-114-014	VxR vSAN Upg from Std to Adv 3Yr Mtn=IG		705.00	K	31%	\$1,176.45	\$460.00	\$426.00	\$375.00	\$0.00	\$0.00	\$0.00	\$426.00	VXRAIL SOFTWARE
5	456-114-015	VxR vSAN Upg from Std to Adv 4Yr Mtn=IG		705.00	K	31%	\$1,176.45	\$460.00	\$426.00	\$375.00	\$0.00	\$0.00	\$0.00	\$426.00	VXRAIL SOFTWARE
5	456-114-016	VxR vSAN Upg from Std to Adv 5Yr Mtn=IG		705.00	K	31%	\$1,176.45	\$460.00	\$426.00	\$375.00	\$0.00	\$0.00	\$0.00	\$426.00	VXRAIL SOFTWARE
5	456-114-017	VxR vSAN Upg from Adv to Ent 1Yr Mtn=IG		694.00	K	31%	\$1,168.86	\$457.00	\$424.00	\$373.00	\$0.00	\$0.00	\$0.00	\$424.00	VXRAIL SOFTWARE
5	456-114-018	VxR vSAN Upg from Adv to Ent 2Yr Mtn=IG		694.00	K	31%	\$1,168.86	\$457.00	\$424.00	\$373.00	\$0.00	\$0.00	\$0.00	\$424.00	VXRAIL SOFTWARE
5	456-114-019	VxR vSAN Upg from Adv to Ent 3Yr Mtn=IG		694.00	K	31%	\$1,168.86	\$457.00	\$424.00	\$373.00	\$0.00	\$0.00	\$0.00	\$424.00	VXRAIL SOFTWARE
5	456-114-020	VxR vSAN Upg from Adv to Ent 4Yr Mtn=IG		694.00	K	31%	\$1,168.86	\$457.00	\$424.00	\$373.00	\$0.00	\$0.00	\$0.00	\$424.00	VXRAIL SOFTWARE
5	456-114-021	VxR vSAN Upg from Adv to Ent 5Yr Mtn=IG		694.00	K	31%	\$1,168.86	\$457.00	\$424.00	\$373.00	\$0.00	\$0.00	\$0.00	\$424.00	VXRAIL SOFTWARE
5	456-114-022	VxR vSphere Basic, 1Yr Mtn=IG		519.00	K	31%	\$358.11	\$140.00	\$130.00	\$114.00	\$0.00	\$0.00	\$0.00	\$130.00	VXRAIL SOFTWARE
5	456-114-023	VxR vSphere Basic, 2Yr Mtn=IG		519.00	K	31%	\$358.11	\$140.00	\$130.00	\$114.00	\$0.00	\$0.00	\$0.00	\$130.00	VXRAIL SOFTWARE
5	456-114-024	VxR vSphere Basic, 3Yr Mtn=IG		519.00	K	31%	\$358.11	\$140.00	\$130.00	\$114.00	\$0.00	\$0.00	\$0.00	\$130.00	VXRAIL SOFTWARE
5	456-114-025	VxR vSphere Basic, 4Yr Mtn=IG		519.00	K	31%	\$358.11	\$140.00	\$130.00	\$114.00	\$0.00	\$0.00	\$0.00	\$130.00	VXRAIL SOFTWARE
5	456-114-026	VxR vSphere Basic, 5Yr Mtn=IG		519.00	K	31%	\$358.11	\$140.00	\$130.00	\$114.00	\$0.00	\$0.00	\$0.00	\$130.00	VXRAIL SOFTWARE
5	456-114-036	VxR Upg vSphere Basic, 1Yr Mtn=IG		519.00	K	31%	\$358.11	\$140.00	\$130.00	\$114.00	\$0.00	\$0.00	\$0.00	\$130.00	VXRAIL UPG SOFTWARE
5	456-114-037	VxR Upg vSphere Basic, 2Yr Mtn=IG		519.00 519.00	K	31%	\$358.11	\$140.00 \$140.00	\$130.00 \$130.00	\$114.00 \$114.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$130.00 \$130.00	VXRAIL UPG SOFTWARE
5	456-114-038	VxR Upg vSphere Basic, 3Yr Mtn=IG			K	31%	\$358.11								VXRAIL UPG SOFTWARE
5	456-114-039	VxR Upg vSphere Basic, 4Yr Mtn=IG		519.00	K	31%	\$358.11	\$140.00	\$130.00	\$114.00	\$0.00		\$0.00	\$130.00	VXRAIL UPG SOFTWARE
5	456-114-040	VxR Upg vSphere Basic, 5Yr Mtn=IG	•	519.00 \$0.00	K	31%	\$358.11	\$140.00 \$0.00	\$130.00 \$0.00	\$114.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$130.00 \$0.00	VXRAIL UPG SOFTWARE
5	456-114-042	VxRail VMware vSAN Ent+ 1Y Maint=IG			K	31%	\$0.00								VXRAIL SOFTWARE
5	456-114-043 456-114-044	VxRail VMware vSAN Ent+ 2Y Maint=IG VxRail VMware vSAN Ent+ 3Y Maint=IG		\$0.00 \$0.00	K	31% 31%	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VXRAIL SOFTWARE VXRAII SOFTWARE
5 5				\$0.00	K	31%		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
5	456-114-045 456-114-046	VxRail VMware vSAN Ent+ 4Y Maint=IG VxRail VMware vSAN Ent+ 5Y Maint=IG		\$0.00	K	31%	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-114-046	VxRail VMware vSANEnt to Ent+ 1YMaint=IG	¢2	239.00	K	31%	\$2.234.91	\$875.00	\$810.00	\$713.00		\$0.00	\$0.00	\$810.00	VXRAIL SOFTWARE
5	456-114-048	VxRail VMware vSANEnt to Ent+ 11Maint=IG		239.00	K	31%	\$2,234.91	\$875.00	\$810.00	\$713.00	\$0.00	\$0.00	\$0.00	\$810.00	VXRAIL SOFTWARE
5	456-114-049	VxRail VMware vSANEnt to Ent+ 3YMaint=IG		239.00	K	31%	\$2,234.91	\$875.00	\$810.00	\$713.00	\$0.00	\$0.00	\$0.00	\$810.00	VXRAIL SOFTWARE
5	456-114-050	VxRail VMware vSANEnt to Ent+ 4YMaint=IG		239.00	K	31%	\$2,234.91	\$875.00	\$810.00	\$713.00	\$0.00	\$0.00	\$0.00	\$810.00	VXRAII SOFTWARE
5	456-114-051	VxRail VMware vSANEnt to Ent+ 5YMaint=IG		239.00	K	31%	\$2,234.91	\$875.00	\$810.00	\$713.00		\$0.00	\$0.00	\$810.00	VXRAIL SOFTWARE
5	456-114-052	VxRail VMware vSANAdv to Ent+ 1YMaint=IG		277.00	K	31%	\$2,951.13	\$1,155.00	\$1,069.00	\$941.00		\$0.00	\$0.00	\$1,069.00	VXRAIL SOFTWARE
5	456-114-053	VxRail VMware vSANAdv to Ent+ 2YMaint=IG		277.00	ĸ	31%	\$2,951.13	\$1,155.00	\$1,069.00	\$941.00	\$0.00	\$0.00	\$0.00	\$1,069.00	VXRAII SOFTWARE
5	456-114-054	VxRail VMware vSANAdv to Ent+ 3YMaint=IG		277.00	ĸ	31%	\$2,951.13	\$1,155.00	\$1,069.00	\$941.00		\$0.00	\$0.00	\$1,069.00	VXRAIL SOFTWARE
5	456-114-055	VxRail VMware vSANAdv to Ent+ 4YMaint=IG		277.00	ĸ	31%	\$2,951.13	\$1,155.00	\$1,069.00	\$941.00		\$0.00	\$0.00	\$1,069.00	VXRAIL SOFTWARE
5	456-114-056	VxRail VMware vSANAdv to Ent+ 5YMaint=IG		277.00	ĸ	31%	\$2,951.13	\$1,155.00	\$1,069.00	\$941.00	\$0.00	\$0.00	\$0.00	\$1,069.00	VXRAIL SOFTWARE
5	456-114-057	VxRail VMware vSANStd to Ent+ 1YMaint=IG		237.00	ĸ	31%	\$4,303.53	\$1,684.00	\$1,559.00	\$1,372.00		\$0.00	\$0.00	\$1,559.00	VXRAIL SOFTWARE
5	456-114-058	VxRail VMware vSANStd to Ent+ 2YMaint=IG		237.00	ĸ	31%	\$4,303.53	\$1,684.00	\$1,559.00	\$1,372.00		\$0.00	\$0.00	\$1,559.00	VXRAIL SOFTWARE
5	456-114-059	VxRail VMware vSANStd to Ent+ 3YMaint=IG		237.00	K	31%	\$4,303.53	\$1,684.00	\$1,559.00	\$1,372.00	\$0.00	\$0.00	\$0.00	\$1,559.00	VXRAIL SOFTWARE
5	456-114-060	VxRail VMware vSANStd to Ent+ 4YMaint=IG		237.00	K	31%	\$4,303.53	\$1,684.00	\$1,559.00	\$1,372.00	\$0.00	\$0.00	\$0.00	\$1,559.00	VXRAIL SOFTWARE
5	456-114-061	VxRail VMware vSANStd to Ent+ 5YMaint=IG		237.00	K	31%	\$4,303.53	\$1,684.00	\$1,559.00	\$1,372.00	\$0.00	\$0.00	\$0.00	\$1,559.00	VXRAIL SOFTWARE
5	456-114-085	Secure VM Key Mgmt over KMIP Tier 1=IA	\$8	00.00	K	31%	\$5,520.00	\$2,000.00	\$1,840.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,840.00	CLOUDLINK
5	456-114-086	Secure VM Key Mgmt over KMIP Tier 2=IA		400.00	K	31%	\$4,416.00	\$1,600.00	\$1,472.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,472.00	CLOUDLINK
5	456-114-087	Secure VM Key Mgmt over KMIP Tier 3=IA		800.00	K	31%	\$3,312.00	\$1,200.00	\$1,104.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,104.00	CLOUDLINK
5	456-114-088	Secure VM Key Mgmt over KMIP Tier 4=IA		200.00	K	31%	\$2,208.00	\$800.00	\$736.00	\$0.00	\$0.00	\$0.00	\$0.00	\$736.00	CLOUDLINK
5	456-114-095	Secure VM Encrypt Containers Tier 1=IA		000.00	K	31%	\$82,800.00	\$30,000.00	\$27,600.00	\$0.00	\$0.00	\$0.00	\$0.00	\$27,600.00	CLOUDLINK
5	456-114-096	Secure VM Encrypt Containers Tier 2=IA	\$96	00.00	K	31%	\$66,240.00	\$24,000.00	\$22,080.00	\$0.00	\$0.00	\$0.00	\$0.00	\$22,080.00	CLOUDLINK
5	456-114-097	Secure VM Encrypt Containers Tier 3=IA	\$84	00.00	K	31%	\$57,960.00	\$21,000.00	\$19,320.00	\$0.00	\$0.00	\$0.00	\$0.00	\$19,320.00	CLOUDLINK
5	456-114-098	Secure VM Encrypt Containers Tier 4=IA	\$76	00.00	K	31%	\$52,440.00	\$19,000.00	\$17,480.00	\$0.00	\$0.00	\$0.00	\$0.00	\$17,480.00	CLOUDLINK
5	458-000-999	Secure VM SecVM Term		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CLOUDLINK
5	458-001-000	Secure VM SecVM Perpetual		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CLOUDLINK
5	458-001-880	Secure VM SecVM for CPD HW Perpetual		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	CLOUDLINK
5	458-002-010	Secure VM KMIP Client Perpetual		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CLOUDLINK
5	458-002-012	Secure VM SecVM Perp HCP Bundle		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	CLOUDLINK
5	458-002-204	HCIA NP VxRail vSphere Software		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VXRAIL SOFTWARE
5	458-002-205	HCIA UP VxRail vSphere Software		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VXRAIL SOFTWARE
5	458-002-340	Secure VM SED Perp Tier 1=IA		250.00	K	31%	\$862.50	\$312.00	\$288.00	\$0.00		\$0.00	\$0.00	\$288.00	CLOUDLINK
5	458-002-361	Secure VM SED Perp Tier 2=IA		000.00	K	31%	\$690.00	\$250.00	\$230.00	\$0.00	\$0.00	\$0.00	\$0.00	\$230.00	CLOUDLINK
5	458-002-362	Secure VM SED Perp Tier 3=IA		750.00	K	31%	\$517.50	\$188.00	\$172.00	\$0.00	\$0.00	\$0.00	\$0.00	\$172.00	CLOUDLINK
5	458-002-363	Secure VM SED Perp Tier 4=IA		500.00	K	31%	\$345.00	\$125.00	\$115.00	\$0.00	\$0.00	\$0.00	\$0.00	\$115.00	CLOUDLINK
5	458-002-371	Secure VM Encryption for Machines		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CLOUDLINK
5	458-002-372	Secure VM Encryption for Machines CPSD		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CLOUDLINK
5	458-002-373	Secure VM KMIP KMS Perpetual		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CLOUDLINK

					NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPGRA	ADE PRICE						
BAND	SKU	DESCRIPTION	Model Sub sku	EMC LIST PRICE USD	CATEGORY CODE	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	458-002-391	VMware Cloud Foundation Suite		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SDDC VMW SW
5	458-002-442	Secure VM Key Mgmt for SED Tier 1=IA		\$1,250.00	K	31%	\$862.50	\$312.00	\$288.00	\$0.00	\$0.00	\$0.00	\$0.00	\$288.00	CLOUDLINK
5	458-002-443	Secure VM Key Mgmt for SED Tier 2=IA		\$1,000.00	K	31%	\$690.00	\$250.00	\$230.00	\$0.00	\$0.00	\$0.00	\$0.00	\$230.00	CLOUDLINK
5	458-002-444	Secure VM Key Mgmt for SED Tier 3=IA		\$750.00	K	31%	\$517.50	\$188.00	\$172.00	\$0.00	\$0.00	\$0.00	\$0.00	\$172.00	CLOUDLINK
5	458-002-445	Secure VM Key Mgmt for SED Tier 4=IA		\$500.00	K	31%	\$345.00	\$125.00	\$115.00	\$0.00	\$0.00	\$0.00	\$0.00	\$115.00	CLOUDLINK
5	458-002-461	VMware vCtr Srvr 6 Std vSphere 6		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SDDC VMW SW
5	458-002-473	VCF Enterprise (Per CPU)		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SDDC VMW SW
5	458-002-486	VMware Cloud Foundation Suite UPG		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SDDC VMW SW
5	458-002-487	VMware Cloud FDN w/o vSphere UPG		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SDDC VMW SW
5	458-002-488	VCF SDDCMgr NSXAdv w/HZN ENT UPG		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SDDC VMW SW
5	458-002-489	VCF SDDCMar NSXAdv w/HZN ENT 10PK UPG		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SDDC VMW SW
5	458-002-490	VCF SDDCMgrNSXAdv w/o HZNENT 100PK UPG		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SDDC VMW SW
5	458-002-491	VCF SDDCMgrNSXAdv w/o HZN ENT 10PK UPG		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SDDC VMW SW
5	458-002-492	VMware vCtr Srvr 6 Std vSphere 6 UPG		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SDDC VMW SW
5	458-002-493	VCF Upg VMw vCtr 6 Fnd - vCtr Srv UPG		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SDDC VMW SW
5	458-002-494	SDDC MGR for Desktop 100 Pack UPG		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SDDC VMW SW
5	458-002-495	SDDC MGR for Desktop 10 Pack UPG		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SDDC VMW SW
5	458-002-496	VCF for VDI: ENT 100 Pack w/o Horiz UPG		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SDDC VMW SW
5	458-002-497	VCF for VDI: ENT 10 Pack w/o Horiz UPG		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SDDC VMW SW
5	458-002-498	VCF Standard (Per CPU) UPG		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SDDC VMW SW
5	458-002-499	VCF Advanced (Per CPU) UPG		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SDDC VMW SW
5	458-002-500	VCF Enterprise (Per CPU) UPG		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SDDC VMW SW
5	458-002-517	VxRail VMware vSAN Advanced		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VXRAIL SOFTWARE
5	458-002-518	VxRail VMware vSAN Standard		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VXRAIL SOFTWARE
5	458-002-519	VxRail VMware vSAN Enterprise		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VXRAIL SOFTWARE
5	458-002-532	VxRail VMware vSAN Ent RASR		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VXRAIL SOFTWARE
5	458-002-572	VXRAIL VCF VSPHERE+VSAN TO VCFSTD		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VXRAIL SOFTWARE
5	458-002-573	VXRAIL VCF VSPHERE+VSAN TO VCFADV		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VXRAIL SOFTWARE
5	458-002-574	VxRail VCF vSphere+VSAN to VCF ENT		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VXRAIL SOFTWARE
5	458-002-654	vSAN Upg from Std to Ent		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VXRAIL SOFTWARE
5	458-002-655	vSAN Upg from Std to Adv		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VXRAIL SOFTWARE
5	458-002-656	vSAN Upg from Adv to Ent		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VXRAIL SOFTWARE
5	458-002-657	vSphere Basic		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VXRAIL SOFTWARE
5	458-002-661	VxR Upg vSphere Basic		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VXRAIL UPG SOFTWARE
5	458-002-663	VxRail VMware vSAN Enterprise Plus		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VXRAIL SOFTWARE
5	458-002-664	vSAN Upg from Ent to Ent+		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VXRAIL SOFTWARE
5	458-002-665	vSAN Upg from Adv to Ent+		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VXRAIL SOFTWARE
5	458-002-666	vSAN Upg from Std to Ent+		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VXRAIL SOFTWARE
5	458-002-670	vSAN Upg from Adv to Ent CCU		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VXRAIL UPG SOFTWARE
5	458-002-685	Secure VM Key Management over KMIP		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CLOUDLINK
5	458-002-693	Secure VM Encryption for Containers		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CLOUDLINK
5	470-AAGL	SEL - SF+ 0.5m SFP+DAC Cable Attach		\$65.00	K	31%	\$44.85	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	DELL NETWORKING
5	470-AAGN	SEL - SFP/SFP+ DAC 1M Attach		\$75.00	K	31%	\$51.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DELL NETWORKING
5	470-AAGP	SEL - SFP/SFP+ DAC 3M Attach		\$105.00	K	31%	\$72.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DELL NETWORKING
5	470-AAGR	SEL - SFP/SFP+ DAC 5M Attach		\$135.00	K	31%	\$93.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DELL NETWORKING
5	470-AAGT	SEL - SFP/SFP+ DAC 7M Attach		\$310.00	K	31%	\$213.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DELL NETWORKING
5	470-AAVG	SEL - SFP/SFP+ DAC 5M Cus Kit		\$149.00	K	31%	\$102.81	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	DELL NETWORKING
5	470-AAVH	SEL - SFP/SFP+ DAC 1M Cus Kit		\$83.00	K	31%	\$57.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DELL NETWORKING
5	470-AAVI	SEL - SFP/SFP+ DAC 7M Cus Kit		\$341.00	K	31%	\$235.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DELL NETWORKING
5	470-AAVJ	SEL DAC-SFP-10G-3M		\$105.00	K	31%	\$72.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DELL NETWORKING
5	470-AAVK	SEL G0YKFHS - 0.5m SFP+DAC Cable Cus Kit		\$72.00	K	31%	\$49.68	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DELL NETWORKING
5	470-AAVR	SEL - QSFP+ - 40G DAC 1M CusKit		\$165.00	K	31%	\$113.85	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	DELL NETWORKING
5	470-AAWE	SEL - QSFP+ - 40G DAC 5M CusKit		\$308.00	K	31%	\$212.52	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	DELL NETWORKING
5	470-AAWN	SEL - QSFP+ - 40G DAC 3M CusKit		\$242.00	K	31%	\$166.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DELL NETWORKING
5	470-AAXB	SEL - QSFP+ - 40G DAC 0.5M CusKit		\$132.00	K	31%	\$91.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DELL NETWORKING
5	470-AAXI	SEL - QSFP+ - 40G DAC 7M CusKit		\$385.00	K	31%	\$265.65	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	DELL NETWORKING
5	470-AAZM	SEL - QSFP+ - 40G AOC 10M CusKit		\$1,045.00	K	31%	\$721.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DELL NETWORKING
5	470-ABNZ	SEL - QSFP28- 100G AOC 7m Attach		\$2,150.00	K	31%	\$1,483.50	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	DELL NETWORKING
5	470-ABOL	SEL MPO Crossover Fiber Cable 3M Attach		\$215.00	K	31%	\$148.35	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	DELL NETWORKING
5	470-ABOM	SEL MPO Crossover Fiber Cable 7M Attach		\$300.00	K	31%	\$207.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DELL NETWORKING
5	470-ABON	SEL MPO Crossover Fiber Cable 10M Attach		\$325.00	K	31%	\$224.25	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	DELL NETWORKING
5	470-ABOV	SEL - QSFP28 - 100G DAC 1m Attach		\$320.00	K	31%	\$220.80	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	DELL NETWORKING
5	470-ABOW	SEL - QSFP28 - 100G DAC 2m Attach		\$325.00	K	31%	\$224.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DELL NETWORKING
5	470-ABOY	SEL - QSFP28 - 100G DAC 5m Attach		\$700.00	K	31%	\$483.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	DELL NETWORKING
5	470-ABOZ	SEL - SFP/SFP+ DAC 2M Attach		\$95.00 \$249.00	K	31%	\$65.55	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00	DELL NETWORKING
5	470-ABPD	SEL MPO Crossover Fiber Cable 5M Attach			K	31%	\$171.81	\$0.00	\$0.00				\$0.00	\$0.00	DELL NETWORKING
5	470-ABPI	SEL G90Y2M1 100G AOC 7m Cus Kit		\$2,365.00	K	31%	\$1,631.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DELL NETWORKING
5	470-ABPJ	SEL - QSFP28 - 100G AOC 30M CusKit		\$2,300.00	K	31%	\$1,587.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	DELL NETWORKING
5	470-ABPM	SEL - QSFP28 - 100G AOC 10M CusKit		\$2,420.00	K	31%	\$1,669.80								DELL NETWORKING
5	470-ABPN	SEL MPO Crossover Fiber Cable 3M CusKit		\$237.00	K	31%	\$163.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DELL NETWORKING
5	470-ABPP	SEL MPO Crossover Fiber Cable 7M CusKit		\$330.00	K	31%	\$227.70	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	DELL NETWORKING
5	470-ABPQ	SEL MPO Crossover Fiber Cable 5M CusKit		\$274.00	K	31%	\$189.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DELL NETWORKING
5	470-ABPS	SEL - SFP/SFP+ DAC 2M Cus Kit		\$105.00	K	31%	\$72.45	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	DELL NETWORKING
5	470-ABPU	SEL G5XZ1KV - 100G DAC 5m Cus Kit		\$770.00	K	31%	\$531.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DELL NETWORKING
5	470-ABPV	SEL MPO Crossover Fiber Cable 10M CusKit		\$358.00	K	31%	\$247.02	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	DELL NETWORKING
5	470-ABPW	SEL - QSFP28 - 100G DAC 0.5M CusKit		\$315.00	K	31%	\$217.35	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	DELL NETWORKING
5	470-ABPY 470-ABQD	SEL GZ80XFA - 100G DAC 1m Cus Kit SEL - QSFP+ - 40G DAC 2M CusKit		\$352.00 \$190.00	ĸ	31% 31%	\$242.88 \$131.10	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	DELL NETWORKING DELL NETWORKING
5	470-ABQD 470-ABQG	SEL - QSFP+ - 40G DAC 2M CusKit SEL G1KMJEI - 100G DAC 2m Cus Kit		\$190.00 \$358.00	K K	31% 31%	\$131.10 \$247.02	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	DELL NETWORKING DELL NETWORKING
5	470-ABQG 470-ACES	SEL G1KMJEI - 100G DAC 2m Cus Kit SEL - SEP28 25G DAC 1m Attach		\$358.00 \$125.00	K	31% 31%	\$247.02 \$86.25	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	DELL NETWORKING DELL NETWORKING
5	470-ACES 470-ACEU	SEL - SFP28 25G DAC 1m Attach SEL GU0B9PV - 25G DAC 3m Cus Kit		\$125.00 \$149.00	ĸ	31% 31%	\$86.25 \$102.81	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	DELL NETWORKING DELL NETWORKING
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5	470-ACEV	SEL - SFP28 - 25G DAC 3m Attach		\$135.00 \$138.00	K	31%	\$93.15	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	DELL NETWORKING
5	470-ACEX	SEL GT1X2ND 25G DAC 1m Cus Kit		\$138.00 \$65.00	K	31% 31%	\$95.22 \$44.85	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	DELL NETWORKING
5	470-ACLK	SEL - LC/LC Fiber Patch Cable 5M Attach		\$05.00	K	31%	\$44.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DELL NETWORKING

					NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPGR	ADE PRICE						
BAND	sku	DESCRIPTION		EMC LIST RICE USD	CATEGORY	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	470-ACLS	SEL - LC/LC Fiber Patch Cable 2M Attach		\$50.00	K	31%	\$34.50	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	DELL NETWORKING
5	470-ACLT	SEL LC/LC Fiber Patch Cable 2M Cus Kit		\$55.00	K	31%	\$37.95	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	DELL NETWORKING
5	470-ACLU	SEL - QSFP28 - 100G AOC 3M CusKit		\$2,035.00	K	31%	\$1,404.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DELL NETWORKING
5	470-ACLY	SEL LC/LC Fiber Patch Cable 5M Cus Kit		\$72.00	K	31%	\$49.68	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	DELL NETWORKING
5	470-ACMF	SEL LC/LC Fiber Patch Cable 3M Attach		\$58.00	K	31%	\$40.02	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	DELL NETWORKING
5	470-ACMH	SEL LC/LC Fiber Patch Cable 10M Attach		\$85.00	K	31%	\$58.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DELL NETWORKING
5	470-ACMN	SEL LC/LC Fiber Patch Cable 10M Cus Kit		\$94.00	K	31%	\$64.86	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	DELL NETWORKING
5	470-ACMO	SEL LC/LC Fiber Patch Cable 3M Cus Kit		\$64.00	K	31%	\$44.16	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	DELL NETWORKING
5	470-ACOR	SEL - QSFP+ - 40G AOC 3M CusKit		\$725.00	K	31%	\$500.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DELL NETWORKING
5	50DW1PRSS2	SEL SS renew DW50user 1DA Probe 50SL		\$1,846.00	K	31%	\$1,273.74	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VARONIS
5	50DW1PRSSP	SEL DW50user 1DA Probe 50SL SS + Sup 1yr		\$13,036.00	K	31%	\$8,994.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	50DW1PRSSP2	SEL SS + Sup renew DW50 1DA Probe 50SL		\$2,444.00	K	31%	\$1,686.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	5500SL	SEL: CORD SET,4.5M,NEMA L6-20P		\$84.00	K	31%	\$57.96	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	5-CC-ASED	SEL 1TB SED Archive-USA-5Yr		\$1,758.64	K	31%	\$1,213.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	5-CC-ASED-B	SEL SED Bundle Archive-USA-5Yr	\$1,	,240,933.00	K	31%	\$856,243.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	5-CC-ASMSED	SEL 1TB SED Archive (Small)-USA-5Yr		\$3,219.67	K	31%	\$2,221.57	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	5-CC-ASMSED-B	SEL SED Bundle Archive (Small)-USA-5Yr	\$	\$687,634.91	K	31%	\$474,468.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	5-CC-ASO	SEL 1TB ScaleOut Archive-USA-5Yr		\$1,476.32	K	31%	\$1,018.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	5-CC-ASO-B	SEL ScaleOut Bundle Archive-USA-5Yr	\$1.	,086,320.84	K	31%	\$749,561.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	5-CC-ASSO	SEL 1TB ScaleOut Archv (Small)-USA 5Y		\$2,637.54	K	31%	\$1,819.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	5-CC-ASSO-B	SEL ScaleOut Bundle Archy (Small)-USA 5Y		\$610,477.07	K	31%	\$421,229.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	5-CC-BE	SEL 1TB Block Elite-USA-5Yr		\$29,715.00	K	31%	\$20,503.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	5-CC-BE-B	SEL Block Bundle Elite-USA-5Yr		\$980,709.36	K	31%	\$676,689.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	5-CC-BP	SEL 1TB Block Premier-USA-5Yr		\$11,466.82	K	31%	\$7,912.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	5-CC-BP-B	SEL Block Bundle Premier-USA-5Yr	\$	\$827,543.18	K	31%	\$571,004.79	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	5-CC-BS	SEL 1TB Block Standard-USA-5Yr		\$3,312.27	K	31%	\$2,285.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	5-CC-BS-B	SEL Block Bundle Standard-USA-5Yr		\$653,649.43	K	31%	\$451,018.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	5-CC-BT	SEL 1TB Block Turbo-USA-5Yr		\$61,164.86	K	31%	\$42,203.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	5-CC-BT-B	SEL Block Bundle Turbo-USA-5Yr		,942,447.64	K	31%	\$5,480,288.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	5-CC-ESED	SEL 1TB SED Elite-USA-5Yr		\$26,063.57	K	31%	\$17,983.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	5-CC-ESED-B	SEL SED Bundle Elite-USA-5Yr	\$4	,389,627.39	K	31%	\$3,028,842.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	5-CC-ESO	SEL 1TB ScaleOut Elite-USA-5Yr		\$19,032.96	K	31%	\$13,132.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	5-CC-ESO-B	SEL ScaleOut Bundle Elite-USA-5Yr	\$3.	,591,872.91	K	31%	\$2,478,392.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	5-CC-ESSO	SEL 1TB ScaleOut Elite (Small)-USA 5Y		\$35,839.09	K	31%	\$24,728.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	5-CC-ESSO-B	SEL ScaleOut Bundle Elite (Small)-USA 5Y	\$1.	,329,720.00	K	31%	\$917,506.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	5-CC-FE	SEL 1TB File Elite-USA-5Yr		\$29,715.00	K	31%	\$20,503,35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	5-CC-FE-B	SEL File Bundle Elite-USA-5Yr		\$980,709.36	K	31%	\$676,689.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	5-CC-FP	SEL 1TB File Premier-USA-5Yr		\$11,466.82	K	31%	\$7,912,11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	5-CC-FP-B	SEL File Bundle Premier-USA-5Yr		\$827,543.18	K	31%	\$571,004,79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	5-CC-FS	SEL 1TB File Standard-USA-5Yr		\$3,312.27	K	31%	\$2,285,47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	5-CC-FS-B	SEL File Bundle Standard-USA-5Yr	\$	\$653,649.43	K	31%	\$451,018.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	5-CC-PSED	SEL 1TB SED Premier-USA-5Yr		\$7,129.72	K	31%	\$4,919.51	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	5-CC-PSED-B	SEL SED Bundle Premier-USA-5Yr	\$1.	,716,501.10	K	31%	\$1,184,385.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	5-CC-PSO	SEL 1TB ScaleOut Premier-USA-5Yr		\$5,806.90	K	31%	\$4,006.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	5-CC-PSO-B	SEL ScaleOut Bundle Premier-USA-5Yr	\$1.	,540,852.95	K	31%	\$1.063.188.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	5-CC-SSED	SEL 1TB SED Standard-USA-5Yr		\$6,174.55	K	31%	\$4,260.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	5-CC-SSED-B	SEL SED Bundle Standard-USA-5Yr	\$3.	,154,376.59	K	31%	\$2,176,519.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	5-CC-SSO	SEL 1TB ScaleOut Standard-USA-5Yr		\$5,190.00	K	31%	\$3,581.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	5-CC-SSO-B	SEL ScaleOut Bundle Standard-USA-5Yr	\$2.	,719,170.91	K	31%	\$1,876,227.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	5-DD-69-B	SEL Ded DD 6900 Bundle - USA - 5yr		614,683.64	K	31%	\$424,131.71	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	5-DD-69-S	SEL 48TB Ded DD 6900 add-on - USA - 5yr	\$	\$491,760.00	K	31%	\$339,314.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	5-DD-94-B	SEL Ded DD 9400 Bundle - USA - 5yr	\$2.	,376,785.45	K	31%	\$1,639,981.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	5-DD-94-S	SEL 96TB Ded DD 9400 add-on - USA - 5yr		\$942,545.45	K	31%	\$650,356.36	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	5-DD-99-B	SEL Ded DD 9900 Bundle - USA - 5yr		,655,272.73	K	31%	\$3,902,138.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	5-DD-99-S	SEL 384TB Ded DD 9900 add-on - USA - 5yr		,278,487.27	K	31%	\$2,262,156.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	5-DD-MT-B	SEL Data Domain Base Bundle - USA - 5yr		\$594,196.36	K	31%	\$409,995.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	5-DD-MT-S	SEL 1TB Data Domain Base - USA - 5yr		\$10,671.82	K	31%	\$7,363.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	5-ECS-REP	SEL Add'I 400TB ECSOffsiteScaling USA 5Y	\$	\$536,290.91	K	31%	\$370,040.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	5-ECS-REP-B	SEL 1100TB ECS Offsite Base Bund USA 5Y		,474,800.00	K	31%	\$1,017,612.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	5-MCN-100G	SEL 100Gbps MultiCloud Network USA - 5Yr	\$1	,917,175.32	K	31%	\$1,322,850.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	5-MCN-10G	SEL 10Gbps MultiCloud Network USA - 5Yr		\$250,443.38	K	31%	\$172,805.93	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	5-MCN-1G	SEL 1Gbps MultiCloud Network USA - 5Yr		\$25,653.41	K	31%	\$17,700.85	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	5-MCN-2G	SEL 2Gbps MultiCloud Network USA - 5Yr		\$51,306.82	K	31%	\$35,401.71	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	5-MCN-40G	SEL 40Gbps MultiCloud Network USA - 5Yr		\$967,682.63	ĸ	31%	\$667,701.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	5-MCN-5G	SEL 5Gbps MultiCloud Network USA - 5Yr		128,267.05	K	31%	\$88,504.26	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	5-MCN-80G	SEL 80Gbps MultiCloud Network USA-5Y		,917,175.32	K	31%	\$1,322,850.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	5-OBJ-MLT-1PB	SEL 1TB Object Multi Region >1PB USA 5Y	***	\$2,680.91	ĸ	31%	\$1,849.83	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	5-OBJ-MLT-1TB	SEL 1TB Object Multi Region <1PB USA 5Y		\$3,017.73	ĸ	31%	\$2.082.23	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	FACTION
5	5-OBJ-SNG-1PB	SEL 1TB Object Single Region >1PB USA 5Y		\$1,340.45	ĸ	31%	\$924.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	5-OBJ-SNG-1TB	SEL 1TB Object Single Region <1PB USA 5Y		\$1,508.18	ĸ	31%	\$1,040.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FACTION
5	6803SL	SEL: CORD.POWER.220V.AUSTRALIA		\$37.00	ĸ	31%	\$25.53	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	SPECTRALOGIC
5	6804SI	SEL: CORD, POWER, 220V, S. AFRICA-INDIA		\$55.00	ĸ	31%	\$37.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	6805SI	SEL: CORD,POWER,220V,UK		\$46.00	ĸ	31%	\$31.74	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	6806SI	SEL: CORD POWER 220V ISRAEI		\$35.00	ĸ	31%	\$24.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRAL OGIC
5	6807SL	SEL: CORD, POWER, 220V, JAPAN		\$81.00	ĸ	31%	\$55.89	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	6808SL	SEL: CORD,POWER,220V,EUROPE		\$36.00	ĸ	31%	\$24.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	6MONTH-CC-PROMO	SEL IE Workshop Promo Single Server		\$15.385.00	ĸ	31%	\$10.615.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5	700-000001	SEL BN StarterPack WrDtSTS-16		\$50,838.46	ĸ	31%	\$35,078.54	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	700-000001 700-000001-SM	SEL AS StPk WrDtSTS-16 SSM		\$2.180.00	ĸ	31%	\$1.504.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	700-000001-3M	SEL BN StarterPack PMax-2		\$80 793 85	K	31%	\$55,747.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	700-000008 700-000008-SM	SEL AS StarterPack PMax-2 SSM		\$3.696.92	ĸ	31%	\$2.550.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	700-000008-3W	SEL NO StarterPack Isilon-4		\$64.607.69	K	31%	\$44.579.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	700-000009 700-000009-SM	SEL AS StarterPack Isilon-4 SSM		\$3.204.62	ĸ	31%	\$2,211.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	700-000009-SM 700-000010	SEL BN StarterPack VxFlexOS-8		\$55.376.92	K	31%	\$38,210.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
9	. 55-000010	SEE S. CHARLETT BOX VALIGACION		200,010.02	14	5170	ψυσ,210.07	ψ0.00	ψ0.00	φυ.00	ψ0.00	ψ0.00	ψ0.00	ψ0.00	THE INCINCINGING

					NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPGR	ADE PRICE						
BAND	SKU	DESCRIPTION	Model Sub sku	EMC LIST PRICE USD	CATEGORY	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	700-000010-SM	SEL AS StarterPack VxFlexOS-8 SSM		\$2,820.00	K	31%	\$1,945.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	700-000011	SEL BN StarterPack AppD-50		\$63,227.69	K	31%	\$43,627.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	700-000011-SM	SEL AS StarterPack AppD-50 SSM		\$2,932.31	K	31%	\$2,023.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	700-000012	SEL BN StarterPack VMware-20		\$101,764.62	K	31%	\$70,217.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	700-000012-SM	SEL AS StarterPack VMware-20 SSM		\$4,601.54	K	31%	\$3,175.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	700-000013	SEL BN ProbeFC Upg Package		\$187,729.23	K	31%	\$129,533.17	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VIRTUAL INSTRUMENTS
5	700-000015-SM	SEL AS StrPack SPlay-25 SSM		\$3,570.77 \$74.00	K	31%	\$2,463.83	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VIRTUAL INSTRUMENTS
5 5	7029SL 770-BCQZ	SEL: CORD SET,4.5M,NEMA L6-30P SEL G4I7HFP - Dual Shelf S4112		\$223.63	K K	31% 31%	\$51.06 \$154.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	SPECTRALOGIC DELL NETWORKING
5	770-BCQ2 770-BDGQ	SEL G4I/HPP - Dual Shell S4112 SEL G1KDTSZ. Dual Shelf S5212F-ON		\$350.00	K	31%	\$154.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DELL NETWORKING DELL NETWORKING
5	7741SL	SEL: CORD, POWER, S. AFRICA		\$20.00	ĸ	31%	\$13.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	8147SI	SEL: CORD SET,2.5M,NEMA5-15,IEC C19		\$76.00	ĸ	31%	\$52.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	8289SL	SEL: CORD,PWR,N5-15 C13,14AWG,2M		\$9.00	K	31%	\$6.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	8296SL	SEL: CORD,POWER,C14-C13,16AWG,6FT		\$6.00	K	31%	\$4.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	8297SL	SEL: CORD,POWER,C14-C19,14AWG,6FT		\$21.00	K	31%	\$14.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	8665SL	SEL: CORD,POWER,60309-C19,15FT		\$109.00	K	31%	\$75.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	8840SL	SEL: CABLEEXSASSFF8088-SF80882M		\$194.00	K	31%	\$133.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90879028	SEL: FRUTAPECLEANLTOW-BARCODE		\$56.00	K	31%	\$38.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90940740	SEL: RAMP, PYTHON, ADJUSTABLE		\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	90949004TFIN	SEL: FRUTBATFIN		\$678.00 \$395.00	K K	31% 31%	\$467.82	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SPECTRALOGIC
5	90949024 90949024-A	SEL: FRUITO TERAPK COVERNO MEDIA SEL: FRUITRPK-ACCSW-COVERNO MEDIA		\$395.00	K K	31%	\$272.55 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPECTRALOGIC SPECTRALOGIC
5	90949024-A 90949024-FSL	SEL: FRUILTO TERAPK COVER, NO MEDIA		\$395.00	K	31%	\$272.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949030	SEL: PYTHONCHAMBER-SLOT KEY ENABLE		\$1,308.00	ĸ	31%	\$902.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949030-F	SEL: PYTHONCHAMBER-SLOT KEY ENABLE		\$1,308.00	ĸ	31%	\$902.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRAL OGIC
5	90949030FIN-D	SEL: CHAMBER-SLOT KEYDICOUNTTFIN		\$1,112.00	K	31%	\$767.28	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949030FIN-F	SEL: CHAMBER-SLOTUPGKEYENABLEFIN		\$1,308.00	K	31%	\$902.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949030-J-D	SEL: CHAMB-SLOT KEYDISTFINENT		\$1,112.00	K	31%	\$767.28	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949030T380J	SEL: CHAMB/SLOT KEY ENABLE, T380 ENT		\$1,635.00	K	31%	\$1,128.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949030T380J-F	SEL: UPG,CHAMB/SLOT KEY,T380,ENT		\$1,635.00	K	31%	\$1,128.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949030T950-J	SEL: CHAMB/SLOT KEY ENABLE, T950 ENT		\$1,635.00	K	31%	\$1,128.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949030T950-J-F	SEL: UPG,CHAMB/SLOT KEY,T950,ENT		\$1,635.00	K	31%	\$1,128.15		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949030T95JD	SEL: CHAMB/SLOT KEY,DIS,T950,ENT		\$1,032.00	K	31%	\$712.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949030TFIN	SEL: CHAMBER-SLOT KEY ENABLETFIN		\$1,308.00	K	31%	\$902.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949030TFIN-J	SEL: CHAMB-SLOT KEY ENABLE, TFIN ENT		\$1,635.00	K	31%	\$1,128.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949030TFIN-J-F	SEL: UPG,CHAMB-SLOT KEY,TFIN,ENT		\$1,635.00 \$368.00	K	31%	\$1,128.15	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SPECTRALOGIC
5 5	90949048 90949070-F	SEL: FRUTERAPACK W-O COVERLTO		\$368.00	K	31%	\$253.92	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	SPECTRALOGIC
5	90949070-F 90949070FIN-F	SEL: FRUT950LIB STABILITY KIT SEL: FRUUPGLIB STABILITY KITTFIN		\$346.00	K K	31% 31%	\$238.74 \$238.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC SPECTRALOGIC
5	90949070TFIN	SEL FROOFGEID STABILITY KITTEIN		\$346.00	K	31%	\$238.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC SPECTRALOGIC
5	90949095-F	SEL: FRUOBSERVATORY SWT950BOA		\$6.538.00	ĸ	31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949095FIN-F	SEL: FRUUPGOBSERVATORY SWTFIN		\$6,538.00	ĸ	31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949095TFIN	SEL: FRUOBSERVATORY SOFTWARETFIN		\$6,538.00	K	31%	\$4,511,22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949099	SEL: T950ENCRYPTIONPROFESSIONAL		\$6,538.00	K	31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949099-F	SEL: T950ENCRYPTIONPROFESSIONAL		\$6,538.00	K	31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949099FIN-F	SEL: TFINUPGENCRYPTPROFESSIONAL		\$6,538.00	K	31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPECTRALOGIC
5	90949099TFIN	SEL: TFINENCRYPTIONPROFESSIONAL		\$6,538.00	K	31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949112T200	SEL: FRU5-12V PWR SUPPLYROHST200		\$3,877.00	K	31%	\$2,675.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949112T20-F	SEL: FRU5-12V PWR SUPPLYROHST200		\$3,877.00	K	31%	\$2,675.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	90949112T380 90949112T38-F	SEL: FRU5-12V PWR SUPPLYROHST380 SEL: FRU5-12V PWR SUPPLYROHST380		\$3,877.00 \$3,877.00	K K	31% 31%	\$2,675.13 \$2,675.13	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SPECTRALOGIC SPECTRALOGIC
5	90949112136-F 90949112T680	SEL: FRU5-12V PWR SUPPLTRONS1360 SEL: FRU5-12V PWR SUPPLYROHST680		\$3,677.00	K	31%	\$2,675.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC SPECTRALOGIC
5	90949112T68-F	SEL: FRU5-12V PWR SUPPLYROHST680		\$3,877.00	K	31%	\$2,675.13	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPECTRALOGIC
5	90949118	SEL: FRU,TRANSPORTER,PYTH		\$19,615.00	ĸ	31%	\$13.534.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949120T20-F	SEL: FRUDBAROHS ONLYT200		\$6.092.00	K	31%	\$4,203,48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949120T38-F	SEL: FRUDBAROHS ONLYT380		\$6,092.00	K	31%	\$4,203.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949120T68-F	SEL: FRUDBAROHS ONLYT680		\$6,092.00	K	31%	\$4,203.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949120TFIN	SEL: FRUDBATFINROHS ONLY		\$6,148.00	K	31%	\$4,242.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949132-F	SEL: FRUN 1 PWR SUPPLIESROHS ONLY		\$9,138.00	K	31%	\$6,305.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949140SL	SEL: FRU,TAPE,LTO-4,CERTIFIED		\$52.00	K	31%	\$35.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949141SL	SEL: FRU,TAPE,LTO-4,CUSTOM		\$52.00	K	31%	\$35.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949156SL	SEL: CLN TPS X5,W TPK,BCD,CERT		\$328.00 \$596.00	K	31%	\$226.32	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SPECTRALOGIC
5	90949157SL	SEL: CLN TPS X10,W TPK,BCD,CERT		\$596.00 \$328.00	K	31% 31%	\$411.24 \$226.32	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SPECTRALOGIC
5 5	90949160SL 90949161SL	SEL: CLN TPS X5,W TPK,BCD,CUST SEL: CLN TPS X10,W TPK,BCD,CUST		\$328.00 \$596.00	K K	31% 31%	\$226.32 \$411.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	SPECTRALOGIC SPECTRALOGIC
5	90949161SL 90949166-F	SEL: CLN TPS X10,W TPK,BCD,CUST SEL: FRU5-12V PWRSUP8AMPFUSEROHS		\$3.877.00	K K	31%	\$411.24 \$2,675.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949166FIN-F	SEL: FRUUP5-12VPWRSUP8APROHFIN		\$3,877.00	K	31%	\$2,675.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949166TFIN	SEL: FRU5-12VPWRSUP8AMPROHSTFIN		\$3.877.00	K	31%	\$2,675.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949167-F	SEL: SFTWRENDURA DECRYPTIONLTO4		\$6,538.00	ĸ	31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949170SL	SEL: FRU,MAINT TAPES,10-TPK,CERT		\$596.00	ĸ	31%	\$411.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949171SL	SEL: FRU,MAINT TAPES,10-TPK,CUST		\$596.00	ĸ	31%	\$411.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949172-F	SEL: FRUVISION CAMERADRV-FRT950		\$4,154.00	K	31%	\$2,866.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949172FIN-F	SEL: UPGVISIONCAMERADRV-FRTFIN		\$4,154.00	K	31%	\$2,866.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949173-F	SEL: FRUVISION CAMERAMED-FRT950		\$4,154.00	K	31%	\$2,866.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949173FIN-F	SEL: UPGVISION CAMERAMED-FRTFIN		\$4,154.00	K	31%	\$2,866.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949175SL	SEL: FRU,MAINT TAPES,5-TPK,CERT		\$328.00	K	31%	\$226.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949176SL	SEL: FRU,MAINT TAPES,5-TPK,CUST		\$328.00	K	31%	\$226.32	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPECTRALOGIC
5	90949194-F	SEL: FRULTO-5FCFHT950		\$22,652.00	K	31%	\$15,629.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949194FIN-F	SEL: FRULTO-5FCFHTFIN		\$23,481.00	K	31%	\$16,201.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949194T200	SEL: FRUITO-5FCFHT200		\$22,652.00	K	31% 31%	\$15,629.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949194T20-F	SEL: FRULTO-5FCFHT950		\$22,652.00 \$22,652.00	K		\$15,629.88	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SPECTRALOGIC
5 5	90949194T380 90949194T38-F	SEL: FRULTO-5FCFHT380 SEL: FRULTO-5FCFHT380		\$22,652.00 \$22,652.00	K	31% 31%	\$15,629.88 \$15.629.88	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00 \$0.00		\$0.00	\$0.00 \$0.00	SPECTRALOGIC SPECTRALOGIC
5	90949194138-F 90949194T680	SEL: FRULTO-5FCFH1380 SEL: FRULTO-5FCFHT680		\$22,652.00	K K	31% 31%	\$15,629.88 \$15.629.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
9	303 13 1341000	SEE. FROETO-OFFITTION		ψ22,002.00	r.	3170	φ10,029.00	ψJ.00	ĢJ.00	ψ0.00	ψ0.00	ψ0.00	ψ3.00	ψ0.00	OF ECTIVALOGIC

			 	NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPGR	ADE PRICE						
BAND		DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	90949194T68-F	SEL: FRULTO-5FCFHT680	\$22,652.00	K	31%	\$15,629.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949194TFIN	SEL: FRULTO-5FCFHTFIN	\$22,652.00	K	31%	\$15,629.88	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949206FIN-F	SEL: FRU UPG TFIN ROBOT+TRANSPORTER	\$55,385.00	K	31%	\$38,215.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949206TFIN	SEL: FRU TFIN ROBOT + TRANSPORTER	\$52,308.00	K	31%	\$36,092.52	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	SPECTRALOGIC
5	90949221	SEL: TAPESTERAPACKCERTLTO-5	\$495.00	K	31%	\$341.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949222	SEL: TAPESTERAPACKCUSTLTO-5	\$495.00	K	31%	\$341.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949258	SEL: FRUVAXBUMPERT950	\$55.00	K	31%	\$37.95	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949259	SEL: SLSSW KEYDIRECT-CONT950	\$6,538.00	K	31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949259-F	SEL: FRUSLS SW-KEYDIRECT-CONT950	\$6,538.00	K	31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949260-F	SEL: FRUSLS SW-KEYDIRECT-CONTFIN	\$6,538.00	K	31%	\$4,511.22	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949266	SEL: TAPESTRPKCUSTLTO5 WORMT950	\$588.00	K	31%	\$405.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	90949271-F	SEL: FRURIMG3T950	\$12,462.00 \$12.462.00	K K	31% 31%	\$8,598.78	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SPECTRALOGIC
5	90949271FIN-F	SEL: FRURIMG3TFIN SEL: FRURIMG3T200	\$12,462.00	K	31%	\$8,598.78 \$8,598.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC SPECTRALOGIC
5	90949271T200 90949271T20-F	SEL: FRURIMG31200 SEL: FRU,RIM,G3,T200	\$12,462.00	K	31%	\$8,598.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949271T380	SEL: FRURIMG3T380	\$12,462.00	K	31%	\$8,598.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949271T38-F	SEL: FRU.RIM.G3.T380	\$12,462.00	K	31%	\$8,598.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949271T680	SEL: FRURIMG3T680	\$12,462.00	K	31%	\$8,598.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949271T68-F	SEL: FRURIMG3T680	\$12,462.00	ĸ	31%	\$8,598.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949271TFIN	SEL: FRURIMG3TFIN	\$12,462.00	ĸ	31%	\$8.598.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949284TFINJ	SEL: FRU TFIN ENT ROBOT + TRANS	\$52,308.00	K	31%	\$36.092.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949284TFIN-J-F	SEL: FRU,TFIN ENT ROBOT & TRANS	\$52,308.00	K	31%	\$36,092.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949287FIN-F	SEL: FRUUPGTS1140DRIVETFINT1	\$56,172.00	K	31%	\$38,758.68	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949287TFIN	SEL: FRUTS1140DRIVETFINENTT1	\$59,476.00	K	31%	\$41,038.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949287TFINT3-F	SEL: FRU,TS1140,DRIVE,TFIN,ENT,T3	\$59,476.00	K	31%	\$41,038.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949296T950	SEL: FRU,SKLM SW KEY MAX SLOT,T950	\$13,822.00	K	31%	\$9,537.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949296T950-F	SEL: FRU,UPG,SKLM SWKEY MAXSLT,T950	\$13,822.00	K	31%	\$9,537.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949296TFIN	SEL: FRU,SKLM SW KEY MAXSLOT,TFIN	\$13,822.00	K	31%	\$9,537.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949296TFIN-F	SEL: FRU,UPG,SKLM SWKEY MAXSLT,TFIN	\$13,822.00	K	31%	\$9,537.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949303	SEL: TPK,LTO-M8,CERT,NCVR	\$1,564.00	K	31%	\$1,079.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949304	SEL: TPK,LTO-M8,CUST,NCVR	\$1,564.00	K	31%	\$1,079.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949305-A	SEL: ACCESS TPKW-O CVRNO MED3592	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949305-FSL	SEL: FRU,3592,TPK,NO MEDIA-CVR,UPG	\$395.00 \$2,249.00	K	31%	\$272.55	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SPECTRALOGIC SPECTRALOGIC
5 5	90949310SP 90949310SPL	SEL: FRU,MAINT TPK, 9-TPS,CERT,3592 SEL: FRU,MAINT TPk, 9-TPS,CERT,3592	\$2,249.00	K	31% 31%	\$1,551.81 \$1,643.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
	90949310SPL 90949311SP	SEL: FRU,MAINT TPK, 9-TPS,CERT,3592 SEL: FRU,MAINT TPK, 9-TPS,CUST,3592	\$2,362.00	K K	31%	\$1,543.58 \$1,551.81	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	90949311SPL	SEL: FRU,MAINT TPK, 9-TPS,CUST,3592 SEL: FRU,MAINT TPK, 9-TPS,CUST,3592	\$2,249.00	K	31%	\$1,643.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC SPECTRALOGIC
5	90949312SP	SEL: FRU,MAINT TPS, 5-TPK,CERT,3592	\$1,272.00	K	31%	\$877.68	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949312SPL	SEL: FRU,MAINT TPS, 5-TPK,CERT,3592	\$1,352.00	ĸ	31%	\$932.88	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949313SP	SEL: FRU,MAINT TPS, 5-TPK,CUST,3592	\$1,272.00	K	31%	\$877.68	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949313SPL	SEL: FRU,MAINT TPS, 5-TPK,CUST,3592	\$1,352.00	K	31%	\$932.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949315SL	SEL: FRU,TAPE,CLN,W-CUS BCD,3592	\$248.00	K	31%	\$171.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949315SPL	SEL: FRU,TAPE,CLN,W-CUS BCD,3592	\$261.00	K	31%	\$180.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949316SL	SEL: FRU,TAPE,CLN,W-BCD,3592	\$248.00	K	31%	\$171.12	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949316SPL	SEL: FRU,TAPE,CLN,W-BCD,3592	\$261.00	K	31%	\$180.09	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949334	SEL: FRU,TRANSPORTER,ENT	\$19,615.00	K	31%	\$13,534.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949337-F 90949338-F	SEL: UPGVISION CAMERADRY-FRT950E SEL: UPGVISION CAMERAMED-FRT950E	\$4,154.00 \$4,154.00	K	31% 31%	\$2,866.26 \$2,866.26	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SPECTRALOGIC SPECTRALOGIC
5 5	90949338-F 90949350	SEL: UPGVISION CAMERAMED-FR 1950E SEL: TAPESTPKNO CVRCUSTLTO-5	\$4,154.00 \$489.00	K	31%	\$2,866.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	SPECTRALOGIC
5	90949367	SEL: TPK.LTO-M8.CERT	\$1,572.00	K	31%	\$1.084.68	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949371	SEL: FRU CABLES T950 EXP UPGRADE	\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRAL OGIC
5	90949374SL	SEL: TAPES,LTO5,CUST,10,CASE,NOTPK	\$468.00	ĸ	31%	\$322.92	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949375SI	SEL: TAPES,LTO5,10,CERT,CASE,NOTPK	\$468.00	ĸ	31%	\$322.92	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949376SL	SEL: TAPES.LTO4.10.CERT.CASE.NOTPK	\$527.00	K	31%	\$363.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949377SL	SEL: TAPES,LTO4,10,CUST,CASE,NOTPK	\$527.00	K	31%	\$363.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949382-F	SEL: FRU,UPG,LTO-6,FC,FH,T950	\$15,769.00	K	31%	\$10,880.61	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949382T200	SEL: FRU,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	\$0.00	SPECTRALOGIC
5	90949382T20-F	SEL: FRU,UPG,LTO-6,FC,FH,T200	\$15,769.00	K	31%	\$10,880.61	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949382T380	SEL: FRU,LTO-6,FC,FH,T380	\$23,906.00	K	31%	\$16,495.14	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949382T38-F	SEL: FRU,UPG,LTO-6,FC,FH,T380	\$15,769.00	K	31%	\$10,880.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949382T680	SEL: FRU,UPG,LTO-6,FC,FH,T680	\$23,906.00	K	31%	\$16,495.14	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949382T68-F	SEL: FRU,UPG,LTO-6,FC,FH,T680	\$15,769.00	K	31%	\$10,880.61	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949382TFI-F	SEL: FRU,UPG,LTO-6,FC,FH,TFIN	\$15,769.00	K	31%	\$10,880.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949382TFIN	SEL: FRU,LTO-6,FC,FH,TFIN	\$23,906.00	K	31%	\$16,495.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949390T950	SEL: FRU,SKLM SW KEY MAX DR,T950	\$18,956.00	K	31%	\$13,079.64	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949390T950-F	SEL: FRU,UPG,SKLM SW KEY MAXDR,T950	\$18,956.00	K	31%	\$13,079.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949390TFIN	SEL: FRU,SKLM SW KEY MAX DR,TFIN	\$18,956.00	K	31%	\$13,079.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949390TFIN-F 90949396	SEL: FRU,UPG,SKLM SW KEY MAXDR,TFIN SEL: TAPES,TERAPACK,CERT,LTO-6	\$18,956.00 \$723.00	K	31% 31%	\$13,079.64 \$498.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SPECTRALOGIC SPECTRALOGIC
5 5	90949396	SEL: TAPES,TERAPACK,CUST,LTO-6 SEL: TAPES,TERAPACK,CUST,LTO-6	\$723.00	K	31%	\$498.87 \$498.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949397 90949402SI	SEL: TAPES, TERAPACK, CUST, LTO-6 SEL: TPK.LTO-M8.CUST	\$1,572.00	K K	31% 31%	\$498.87 \$1.084.68	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC SPECTRALOGIC
5	90949402SL 90949403SL	SEL: 1PK,LTO-M8,COST SEL: 20TPK,LTO-M8,CERT	\$1,572.00	K	31%	\$1,084.68	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	909494035L 90949408	SEL: TAPES,20,WO-TPK,CERT,LTO-6	\$1,379.00	K	31%	\$21,675.66	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949410	SEL: FRU.TAPE.LTO-6.CERTIFIED	\$74.00	K	31%	\$51.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949414SL	SEL: TAPES,TRPK,CUST,LTO6 WORM,T950	\$869.00	ĸ	31%	\$599.61	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949415SL	SEL: TAPES,TRPK,CERT,LTO6 WORM,T950	\$869.00	ĸ	31%	\$599.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949439	SEL: FRU,EDBA,PYTHON	\$6,148.00	K	31%	\$4,242.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949439T20-F	SEL: FRU,EDBA,T200	\$6,092.00	K	31%	\$4,203.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949439T38-F	SEL: FRU,EDBA,T380	\$6,092.00	K	31%	\$4,203.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949439T68-F	SEL: FRU,EDBA,T680	\$6,092.00	K	31%	\$4,203.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949439TFIN	SEL: FRU,EDBA,TFIN	\$6,092.00	K	31%	\$4,203.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949440-F	SEL: FRU,LTO-5,FC,FH,IMPACT,T950	\$22,652.00	K	31%	\$15,629.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949440FIN-F	SEL: FRU,LTO-5,FC,FH,IMPACT,TFIN	\$23,481.00	K	31%	\$16,201.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949440T200	SEL FRU LTO-5 FC FH IMPACT T200	\$22,652.00	K	31%	\$15,629.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC

					NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPGR	ADE PRICE						
BAND	sкu	DESCRIPTION	Model Sub sku	EMC LIST PRICE USD	CATEGORY CODE	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	90949440T20-F 90949440T380	SEL: FRU,LTO-5,FC,FH,IMPACT,T200 SEL FRU LTO-5 FC FH IMPACT T380		\$22,652.00 \$22,652.00	K K	31% 31%	\$15,629.88 \$15,629.88	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SPECTRALOGIC SPECTRALOGIC
5	90949440T38-F	SEL: FRU,LTO-5,FC,FH,IMPACT,T380		\$22,652.00	K	31%	\$15,629.88 \$15,629.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC SPECTRALOGIC
5	90949440T680	SEL FRU LTO-5 FC FH IMPACT T680		\$22,652.00	K	31%	\$15,629.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949440T68-F	SEL: FRU,LTO-5,FC,FH,IMPACT,T680		\$22,652.00	ĸ	31%	\$15,629.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949440TFIN	SEL FRU LTO-5 FC FH IMPACT TFIN		\$22,652.00	K	31%	\$15,629.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949442	SEL FRU,LTO-6,FC,FH,IMPACT		\$15,769.00	K	31%	\$10,880.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949442-F	SEL UPG,FRU,LTO-6,FC,FH,IMPACT		\$15,769.00	K	31%	\$10,880.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949442T20-F	SEL UPG,LTO-6,T200,FC,FH,IMPACT		\$15,769.00	K	31%	\$10,880.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949442T380	SEL FRU,LTO-6,T380,FC,FH,IMPACT		\$15,769.00	K	31%	\$10,880.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949442T38-F	SEL UPG,LTO-6,T380,FC,FH,IMPACT		\$15,769.00	K	31%	\$10,880.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949442T680	SEL FRU,LTO-6,T680,FC,FH,IMPACT		\$15,769.00	K	31%	\$10,880.61	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SPECTRALOGIC
5	90949442T68-F 90949442TFI-F	SEL UPG,LTO-6,T680,FC,FH,IMPACT SEL UPG,LTO-6,TFIN,FC,FH,IMPACT		\$15,769.00 \$15,769.00	K K	31% 31%	\$10,880.61 \$10.880.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC SPECTRALOGIC
5	90949442TFIN	SEL DPG,LTO-6,TFIN,PC,PH,IMPACT SEL FRU,LTO-6,TFIN,FC,FH,IMPACT		\$15,769.00	K	31%	\$10,880.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949443FINT1	SEL FRU.TS1140.DRV.TFIN.IMPACT.T1		\$59,476.00	ĸ	31%	\$41.038.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949443NT1-F	SEL UPG,TS1140,DRV,TFIN,IMPACT,T1		\$56,172.00	ĸ	31%	\$38,758.68	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949443T1	SEL: FRU,TS1140,DRV,T950,IMPACT,T1		\$56,172.00	K	31%	\$38,758.68	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949443T1-F	SEL: FRU,TS1140,DRV,T950,IMPACT,T1		\$56,172.00	K	31%	\$38,758.68	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949443T3	SEL: FRU,TS1140,DRV,T950,IMPACT,T3		\$49,563.00	K	31%	\$34,198.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949443T380T3	SEL: FRU,TS1140,DRV,T380,IMPACT,T3		\$49,563.00	K	31%	\$34,198.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949443T380T3-F	SEL: FRU,TS1140,DRV,T380,IMPACT,T3		\$49,563.00	K	31%	\$34,198.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949443T3-F	SEL: FRU,TS1140,DRV,T950,IMPACT,T3		\$49,563.00	K	31%	\$34,198.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949443TFINT3 90949468	SEL FRU TS1140 DRV TFIN IMPACT T3 SEL: TAPES,TERAPACK,CERT,LTO-6,MP		\$59,476.00 \$645.00	K K	31% 31%	\$41,038.44 \$445.05	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SPECTRALOGIC SPECTRALOGIC
5	90949468	SEL: TAPES, TERAPACK, CERT, LTO-6, MP SEL: TAPES, TERAPACK, CUST, LTO-6, MP		\$645.00 \$645.00	K	31%	\$445.05 \$445.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949470	SEL: TAPES, TERAPACK, COST, ETO-6, MP		\$638.00	K	31%	\$445.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949471	SEL: TPS.TPK.NO CVR.CUST.LTO-6.MP		\$833.00	ĸ	31%	\$574.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949472	SEL: TAPES,20 TPKS,CERT,LTO-6,MP		\$12,883.00	K	31%	\$8,889.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949473	SEL: TAPES,20 TPKS,CUST,LTO-6,MP		\$16,778.00	K	31%	\$11,576.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949474	SEL: TPS,20TPKS,NOCVR,CERT,LTO6,MP		\$16,644.00	K	31%	\$11,484.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949475	SEL: TPS,20TPKS,NOCVR,CUST,LTO6,MP		\$16,644.00	K	31%	\$11,484.36		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949476	SEL: TAPES,20,WO-TP,CERT,LTO-6,MP		\$1,222.00	K	31%	\$843.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949477	SEL: TAPES,20,WO-TP,CUST,LTO-6,MP		\$1,612.00	K	31%	\$1,112.28	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949478 90949479	SEL: FRU,TAPE,LTO-6,CERTIFIED,MP SEL: FRU,TAPE,LTO-6,CUSTOM MP		\$83.00 \$83.00	K K	31% 31%	\$57.27 \$57.27	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SPECTRALOGIC SPECTRALOGIC
5	90949479			\$83.00 \$823.00	K K	31% 31%		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
5	90949480	SEL: TPS,LT06,10CER,CASE,NOTPK,MP SEL: TPS,LT06,CUS,10CASE,NOTPK,MP		\$823.00	K	31%	\$567.87 \$567.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC SPECTRALOGIC
5	90949488	SEL: SLS.SW-KEY.QIP-CON.T950		\$6,538.00	K	31%	\$4.511.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949488-F	SEL: UPG.SLS.SW-KEY.QIP-CON.T950		\$6.538.00	ĸ	31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949489	SEL: SLS,SW-KEY,QIP-CON,TFIN		\$6,538.00	K	31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949489-F	SEL: UPG,SLS,SW-KEY,QIP-CON,TFIN		\$6,538.00	K	31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949538	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	\$0.00	\$0.00	SPECTRALOGIC
5	90949538-F	SEL: FRU,IP CAMERA,GN2,DRV-FR,T950B		\$4,154.00	K	31%	\$2,866.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949538TFIN	SEL: FRU,IP CAMERA,GN2,DRV-FR,TFIN		\$4,154.00 \$4,154.00	K	31%	\$2,866.26	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SPECTRALOGIC
5	90949538TFIN-F	SEL: FRU,IP CAMERA,GN2,DRV-FR,TFIN		\$4,154.00 \$4.154.00	K K	31%	\$2,866.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949539 90949539-F	SEL: FRU,IP CAMERA,GEN2,MED-FR,T950B SEL: FRU,IP CAMERA,GEN2,MED-FR,T950B		\$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	SPECTRALOGIC SPECTRALOGIC
5	90949539TFIN	SEL: FRU IP CAMERA GEN2 MED-FR, 1930B		\$4,154.00	K	31%	\$2,866.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949539TFIN-F	SEL: FRU,IP CAMERA,GEN2,MED-FR,TFIN		\$4,154.00	ĸ	31%	\$2,866.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949546	SEL: FRU,PLATES,FOOT SYS		\$61.00	K	31%	\$42.09		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949553	SEL: FRU LS SD CARD IND TFIN		\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949554	SEL: FRU LS SD CARD IND T-SERIES		\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949557	SEL: T950/SECURE SITE		\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949558T2	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	\$0.00	\$0.00	SPECTRALOGIC
5	90949558T2-F 90949558T380T2	SEL: FRU,TS1150,DRV,T950,IMPACT,T2 SEL: FRU,TS1150,DRV,T380,IMPACT,T2		\$49,846.00 \$49.846.00	K K	31% 31%	\$34,393.74 \$34,393.74	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SPECTRALOGIC SPECTRALOGIC
5	90949558T380T2-F	SEL: FRU,TS1150,DRV,T380,IMPACT,T2 SEL: FRU,TS1150,DRV,T380,IMPACT,T2		\$49,846.00	K K	31%	\$34,393.74 \$34.393.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC SPECTRALOGIC
5	90949558TFINT2	SEL: FRU,TS1150,DRV,T500,IMPACT,T2 SEL: FRU,TS1150,DRV,TFIN,IMPACT,T2		\$49,846.00	K	31%	\$34,393.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949558TFINT2-F	SEL: UPG,TS1150,DRV,TFIN,IMPACT,T2		\$49,846.00	ĸ	31%	\$34,393.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949559TFINT2-F	SEL: FRU,TS1150,DRIVE,TFIN,ENT,T2		\$49,846.00	K	31%	\$34,393.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949560	SEL: FRU,TAPE,3592 JD,CERT		\$529.00	K	31%	\$365.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949561	SEL: FRU,TAPE,3592 JD,CUST		\$529.00	K	31%	\$365.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949564	SEL: TAPES,20 TPK,CERT,3592 JD		\$79,309.00	K	31%	\$54,723.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949564SL	SEL: TAPES,20 TPK,CERT,3592 JD		\$59,097.00	K	31%	\$40,776.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	SPECTRALOGIC
5	90949565 90949565SL	SEL: TAPES,20 TPK,CUST,3592 JD SEL: TAPES,20 TPK,CUST,3592 JD		\$79,309.00 \$59,097.00	K K	31% 31%	\$54,723.21 \$40,776.93	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SPECTRALOGIC SPECTRALOGIC
5	90949565SL 90949566	SEL: TAPES,20 TPK,CUST,3592 JD SEL: TAPES.TPK.CERT.3592 JD		\$59,097.00	K K	31% 31%	\$40,776.93 \$2.741.37	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC SPECTRALOGIC
5	90949566SL	SEL: TAPES, TPK, CERT, 3592 JD SEL: TAPES, TPK, CERT, 3592 JD		\$2,951.00	K	31%	\$2,741.37	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949567	SEL: TAPES,TPK,CUST,3592 JD		\$3,973.00	K	31%	\$2,741.37	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949567SL	SEL: TAPES,TPK,CUST,3592 JD		\$2,951.00	ĸ	31%	\$2,036.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949576	SEL: FRU,5-12V PWS,AN,ROHS		\$3,877.00	K	31%	\$2,675.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949576-F	SEL: FRU,UPG,5-12V PWS,AN,ROHS		\$3,877.00	K	31%	\$2,675.13		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949576TFIN	SEL: FRU,5-12V PWS,AN,ROHS,TFIN		\$3,877.00	K	31%	\$2,675.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949576TFIN-F	SEL: FRU,UPG,5-12V PWS,AN,ROHS,TFIN		\$3,877.00	K	31%	\$2,675.13		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949578	SEL: FRU,RIM2,T950		\$12,462.00	K	31%	\$8,598.78		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949578-F	SEL: FRU,RIM2,T950		\$12,462.00	K	31%	\$8,598.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949578T200-F 90949578T380	SEL: FRU,RIM2,T200 SEI: FRU,RIM2,T380		\$12,462.00 \$12,462.00	K K	31% 31%	\$8,598.78 \$8,598.78	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SPECTRALOGIC SPECTRALOGIC
5	90949578T380-F	SEL: FRU,RIM2,T380 SEL: FRU,RIM2,T380		\$12,462.00	K	31%	\$8,598.78 \$8.598.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC SPECTRALOGIC
5	90949578T680	SEL: FRU,RIM2,T680		\$12,462.00	K	31%	\$8,598,78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949578T680-F	SEL: FRU,RIM2,T680		\$12,462.00	ĸ	31%	\$8,598.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949578TFIN	SEL: FRU,RIM2,TFIN		\$12,462.00	ĸ	31%	\$8,598.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949578TFIN-F	SEL: FRU,RIM2,TFIN		\$12,462.00	K	31%	\$8,598.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC

					NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPGR	ADE PRICE						
BAND	sкu	DESCRIPTION	Model Sub sku	EMC LIST PRICE USD	CATEGORY CODE	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	90949613	SEL: TAPES,TERAPACK,CERT,LTO-7		\$1,513.00	K	31%	\$1,043.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949614	SEL: TAPES,TERAPACK,CUST,LTO-7		\$1,513.00	K	31%	\$1,043.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949615-F	SEL: FRU,UPG,LTO-7,FC,FH,T950		\$18,292.00	K	31%	\$12,621.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949615T200-F	SEL: FRU,UPG,LTO-7,FC,FH,T200		\$18,292.00	K	31%	\$12,621.48	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	SPECTRALOGIC
5	90949615T380-F	SEL: FRU,UPG,LTO-7,FC,FH,T380		\$18,292.00	K	31%	\$12,621.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949615T680-F	SEL: FRU,UPG,LTO-7,FC,FH,T680		\$18,292.00	K	31%	\$12,621.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949615TFIN-F	SEL: FRU,UPG,LTO-7,FC,FH,TFIN		\$18,292.00	K	31%	\$12,621.48	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949616	SEL: FRU,LTO-7,FC,FH,IMPACT,T950		\$18,292.00	K	31%	\$12,621.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949616-F	SEL: UPG,LTO-7,FC,FH,IMPACT,T950		\$18,292.00	K	31%	\$12,621.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949616T200-F	SEL: UPG,LTO-7,FC,FH,IMPACT,T200		\$18,292.00	K	31%	\$12,621.48	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949616T380	SEL: FRU,LTO-7,FC,FH,IMPACT,T380		\$18,292.00	K	31%	\$12,621.48	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949616T380-F	SEL: UPG,LTO-7,FC,FH,IMPACT,T380		\$18,292.00 \$18.292.00	K	31% 31%	\$12,621.48	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SPECTRALOGIC
5	90949616T680	SEL: FRU,LTO-7,FC,FH,IMPACT,T680		\$18,292.00	K	31% 31%	\$12,621.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	SPECTRALOGIC SPECTRALOGIC
5	90949616T680-F	SEL: UPG,LTO-7,FC,FH,IMPACT,T680		\$18,292.00	K		\$12,621.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
5 5	90949616TFIN 90949616TFIN-F	SEL: FRU,LTO-7,FC,FH,IMPACT,TFIN SEL: UPG,LTO-7,FC,FH,IMPACT,TFIN		\$18,292.00	K K	31% 31%	\$12,621.48 \$12,621.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC SPECTRALOGIC
5	9094961617111-7	SEL: FRU.BRUSHES.TFIN.CARBON		\$10,292.00	K	31%	\$12,021.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949625	SEL: FRU,MAIN,PWR RAILS,G2,UPG KIT		\$1.00	r.	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949626	SEL: FRU,LSB,PWR RAILS,G2,UPG KIT		\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949627	SEL: FRU,RSB,PWR RAILS,G2,UPG KIT		\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949628	SEL: FRU,DRV,PWR RAILS,G2,UPG KIT		\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949629	SEL: FRU,MEDIA,PWR RAILS,G2,UPG KIT		\$1.00	ĸ	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949635	SEL: TPK.LTO-7.CERT.NCVR		\$1,505.00	ĸ	31%	\$1,038.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949636	SEL: TPK,LTO-7,CUST,NCVR		\$1,505.00	ĸ	31%	\$1,038.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949637	SEL: 20TPK.LTO-7.CERT		\$30.245.00	ĸ	31%	\$20,869.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949638	SEL: 20TPK,LTO-7,CUST		\$30,245.00	ĸ	31%	\$20,869.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949639	SEL: 20TPK.LTO-7.CERT.NCVR		\$30.099.00	K	31%	\$20,768.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949640	SEL: 20TPK,LTO-7,CUST,NCVR		\$30.099.00	K	31%	\$20,768.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949641	SEL: TAPES.LTO-7.CERT.CLAM20		\$2,956.00	K	31%	\$2,039,64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949642	SEL: TAPES,LTO-7,CUST,CLAM20		\$2,956.00	K	31%	\$2,039.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949643	SEL: FRU,TAPE,LTO-7,CERT		\$150.00	K	31%	\$103.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949644	SEL: FRU,TAPE,LTO-7,CUST		\$150.00	K	31%	\$103.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949645	SEL: TAPES,LTO-7,CERT,CASE10		\$1,488.00	K	31%	\$1,026,72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949646	SEL: TAPES,LTO-7,CUST,CASE10		\$1,488.00	K	31%	\$1,026.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949647	SEL: TPK,LTO-7,CUST,WORM		\$1,729.00	K	31%	\$1,193.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949648	SEL: TPK,LTO-7,CERT,WORM		\$1,729.00	K	31%	\$1,193.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949680	SEL: CUSTOM PANEL SETUP FEE		\$4,846.00	K	31%	\$3,343.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949717	SEL: TPS,LTO-6BAFE,CERT,WORM,CASE10		\$861.00	K	31%	\$594.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949720	SEL: FRU,TAPE,LTO6,BAFE,WORM,CUSTOM		\$87.00	K	31%	\$60.03	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949721	SEL: FRU,TAPE,LTO-6,BAFE,WORM,CERT		\$87.00	K	31%	\$60.03	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949723	SEL: FRU,TAPE,LTO-7,WORM,CERT		\$172.00	K	31%	\$118.68	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	SPECTRALOGIC
5	90949724	SEL: FRU,TAPE,LTO-7,WORM,CUST		\$172.00	K	31%	\$118.68	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949725	SEL: TPS,LTO-7,CERT,WORM,CASE10		\$1,710.00	K	31%	\$1,179.90	\$0.00	\$0.00	\$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	\$0.00	SPECTRALOGIC
5	90949729	SEL: TPS,LTO-7,CUST,WORM,CASE10		\$1,710.00	K	31%	\$1,179.90	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949739	SEL: FRU24V POW SUP8AMPFUSEROHS		\$3,877.00	K	31%	\$2,675.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949740	SEL: FRU5-12V PWRSUP8AMPFUSEROH		\$3,877.00	K	31%	\$2,675.13	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	SPECTRALOGIC
5	90949743	SEL: FRUN+1 PWR SUPPLIESROHS ONLY		\$9,138.00	K	31%	\$6,305.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949744	SEL: FRU,TS1155,DRV,T950,IMPACT,T2		\$46,385.00	K	31%	\$32,005.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	90949744-F 90949744T380	SEL: FRU,TS1155,DRV,T950,IMPACT,T2 SEL: FRU,TS1155,DRV,T380,IMPACT,T2		\$46,385.00 \$46,385.00	K K	31% 31%	\$32,005.65 \$32,005.65	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SPECTRALOGIC SPECTRALOGIC
5	90949744T380-F	SEL: FRU,TS1155,DRV,T380,IMPACT,T2 SEL: FRU,TS1155,DRV,T380,IMPACT,T2		\$46,385.00	K	31%	\$32,005.65	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949744TS00-F 90949744TFIN	SEL: FRU,TS1155,DRV,T580,IMPACT,T2 SEL: FRU,TS1155,DRV,TFIN,IMPACT,T2		\$46,385.00	K	31%	\$32,005.65	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949744TFIN-F	SEL PROJISTISS, DRV, TFIN, IMPACT, 12		\$46,385.00	K	31%	\$32,005.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC SPECTRALOGIC
5	90949745TFIN-F	SEL: FRU,TS1155,DRIVE,TFIN,ENT,T2		\$46,385.00	ĸ	31%	\$32,005.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949746	SEL: FRU,HP TRANSPORTER		\$32,692.00	ĸ	31%	\$22,557.48	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949752	SEL: 20TPK.LTO-M8.CUST		\$31,414.00	ĸ	31%	\$21,675.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949753	SEL: 20TPK,LTO-M8,CERT,NCVR		\$31,268.00	ĸ	31%	\$21,574.92	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949783	SEL: 20TPK,LTO-8,CUST,NCVR		\$72,070.00	ĸ	31%	\$49,728.30	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949783SL	SEL: 20TPK,LTO-8,CUST,NCVR		\$43,179.00	K	31%	\$29,793.51	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949784-F	SEL: FRU,UPG,LTO-8,FC,FH,T950		\$24,600.00	K	31%	\$16,974.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949784T200-F	SEL: FRU,UPG,LTO-8,FC,FH,T200		\$24,600.00	K	31%	\$16,974.00	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPECTRALOGIC
5	90949784T380-F	SEL: FRU,UPG,LTO-8,FC,FH,T380		\$24,600.00	K	31%	\$16,974.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949784T680-F	SEL: FRU,UPG,LTO-8,FC,FH,T680		\$24,600.00	K	31%	\$16,974.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949784TFIN-F	SEL: FRU,UPG,LTO-8,FC,FH,TFIN		\$24,600.00	K	31%	\$16,974.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949785	SEL: FRU,LTO-8,FC,FH,IMPACT,T950		\$24,600.00	K	31%	\$16,974.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949785-F	SEL: UPG,LTO-8,FC,FH,IMPACT,T950		\$24,600.00	K	31%	\$16,974.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949785T200-F	SEL: UPG,LTO-8,FC,FH,IMPACT,T200		\$24,600.00	K	31%	\$16,974.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949785T380	SEL: FRU,LTO-8,FC,FH,IMPACT,T380		\$24,600.00	K	31%	\$16,974.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949785T380-F	SEL: UPG,LTO-8,FC,FH,IMPACT,T380		\$24,600.00	K	31%	\$16,974.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949785T680	SEL: FRU,LTO-8,FC,FH,IMPACT,T680		\$24,600.00	K	31%	\$16,974.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949785T680-F	SEL: UPG,LTO-8,FC,FH,IMPACT,T680		\$24,600.00	K	31%	\$16,974.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949785TFIN	SEL: FRU,LTO-8,FC,FH,IMPACT,TFIN		\$24,600.00	K	31%	\$16,974.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949785TFIN-F	SEL: UPG,LTO-8,FC,FH,IMPACT,TFIN		\$24,600.00	K	31%	\$16,974.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949786	SEL: TPK,LTO-8,CERT		\$3,612.00	K	31%	\$2,492.28	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949786SL	SEL: TPK,LTO-8,CERT		\$2,164.00	K	31%	\$1,493.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	90949787 90949787SL	SEL: TPK,LTO-8,CUST SEL: TPK,LTO-8,CUST		\$3,612.00 \$2,164.00	ĸ	31% 31%	\$2,492.28 \$1,493.16	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SPECTRALOGIC SPECTRALOGIC
	90949787SL 90949788	SEL: IPK,LTO-8,CUST SEL: TPK,LTO-8,CERT,NCVR		\$2,164.00 \$3.604.00	K K	31% 31%	\$1,493.16 \$2.486.76	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SPECTRALOGIC
5 5	90949788 90949788SI	SEL: IPK,LTO-8,CERT,NCVR SEL: TPK,LTO-8,CERT,NCVR		\$3,604.00 \$2,155.00	K	31% 31%	\$2,486.76 \$1.486.95	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SPECTRALOGIC SPECTRALOGIC
5	90949788SL 90949789	SEL: TPK,LTO-8,CERT,NCVR SEL: TPK,LTO-8,CUST,NCVR		\$2,155.00	r.	31%	\$1,486.95 \$2.486.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	SPECTRALOGIC
5	90949789 90949789SI	SEL: TPK,LTO-8,CUST,NCVR SEL: TPK LTO-8 CUST NCVR		\$3,604.00	K K	31%	\$2,486.76 \$1.486.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	SPECTRALOGIC SPECTRALOGIC
5	90949789SL 90949790	SEL: 1PK,LTO-8,CUST,NCVK SEL: 20TPK,LTO-8,CERT		\$2,155.00	, ,	31%	\$1,486.95 \$49,829.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949790SL	SEL: 20TPK,LTO-8,CERT		\$43.320.00	K	31%	\$29,890.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
,	113.0.0002			Ţ,OZO.00		5170	ψ±0,000.00	ψ0.50	ψ0.00	\$0.00	ψ0.00	ψ0.00	\$5.00	Ψ0.00	5. 255420010

					NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPGR	ADE PRICE						
BAND	ѕки	DESCRIPTION	Model Sub sku	EMC LIST PRICE USD	CATEGORY	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	90949791	SEL: 20TPK,LTO-8,CUST		\$72,216.00	K	31%	\$49,829.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949791SL 90949792	SEL: 20TPK,LTO-8,CUST SEL: 20TPK,LTO-8,CERT,NCVR		\$43,320.00 \$72.070.00	K K	31% 31%	\$29,890.80 \$49.728.30	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SPECTRALOGIC SPECTRALOGIC
5	90949792SL	SEL: 20TPK,LTO-8,CERT,NCVR		\$43.179.00	ĸ	31%	\$29.793.51	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949793	SEL: 20TPK,LTO-M8,CUST,NCVR		\$31,268.00	K	31%	\$21,574.92	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949794	SEL: TAPES,LTO-8,CERT,CLAM20		\$7,154.00	K	31%	\$4,936.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949794SL	SEL: TAPES,LTO-8,CERT,CLAM20		\$4,260.00	K	31%	\$2,939.40		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949795 90949795SL	SEL: TAPES,LTO-8,CUST,CLAM20		\$7,154.00 \$4.260.00	K K	31% 31%	\$4,936.26 \$2,939.40	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SPECTRALOGIC
5	909497955L 90949796	SEL: TAPES,LTO-8,CUST,CLAM20 SEL: FRU,TAPE,LTO-8,CERT		\$360.00	K	31%	\$2,939.40 \$248.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC SPECTRALOGIC
5	90949796SL	SEL: FRU.TAPE.LTO-8.CERT		\$215.00	ĸ	31%	\$148.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949797	SEL: FRU,TAPE,LTO-8,CUST		\$360.00	K	31%	\$248.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949797SL	SEL: FRU,TAPE,LTO-8,CUST		\$215.00	K	31%	\$148.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949798	SEL: TAPES,LTO-8,CERT,CASE10		\$3,587.00 \$2,142.00	K	31%	\$2,475.03	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SPECTRALOGIC
5	90949798SL 90949799	SEL: TAPES,LTO-8,CERT,CASE10 SEL: TAPES,LTO-8,CUST,CASE10		\$3,587.00	K K	31% 31%	\$1,477.98 \$2,475.03	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC SPECTRALOGIC
5	90949799SL	SEL: TAPES.LTO-8.CUST.CASE10		\$2,142.00	ĸ	31%	\$1,477.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949803	SEL: FRU,UPG,SPECTRA LS,GEN IV		\$2,520.00	K	31%	\$1,738.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949815	SEL: TAPES,LTO-M8,CUST,CLAM20		\$3,073.00	K	31%	\$2,120.37	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949816	SEL: FRU,TAPE,LTO-M8,CUST		\$156.00 \$1.546.00	K	31%	\$107.64	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SPECTRALOGIC
5	90949817 90949818	SEL: TAPES,LTO-M8,CERT,CASE10 SEL: TAPES,LTO-M8,CUST,CASE10		\$1,546.00	K	31% 31%	\$1,066.74 \$1,066.74	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC SPECTRALOGIC
5	90949827	SEL: FRU.TAPE.LTO-M8.CERT		\$156.00	K	31%	\$1,066.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949828	SEL: TAPES,LTO-M8,CERT,CLAM20		\$3,073.00	ĸ	31%	\$2,120.37	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949863	SEL:FRU,TS1160,DRIVE,FIBRE,IMPACT		\$46,385.00	K	31%	\$32,005.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949863-F	SEL: UPG,TS1160,DRV,FIBRE,IMPACT		\$46,385.00	K	31%	\$32,005.65		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949863T380	SEL:FRU,TS1160,DRIVE,FIBRE,IMPACT,T380		\$46,385.00	K	31%	\$32,005.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949863T380-F 90949863TFIN	SEL: UPG,TS1160,DRV,FIBRE,IMPACT,T380 SEL:FRU,TS1160,DR,FC,IMPACT,TFIN		\$46,385.00 \$46,385.00	K K	31% 31%	\$32,005.65 \$32,005.65	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SPECTRALOGIC SPECTRALOGIC
5	90949863TFIN-F	SEL:UPG.TS1160.DR.FC.IMPACT.TFIN		\$46,385.00	ĸ	31%	\$32,005.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949866	SEL: TAPES,20 TPK,CUST,3592 JE		\$88,803.00	K	31%	\$61,274.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949866SL	SEL: TAPES,20 TPK,CUST,3592 JE		\$82,739.00	K	31%	\$57,089.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949867	SEL: TAPES,20 TPK,CERT,3592 JE		\$88,803.00	K	31%	\$61,274.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949867SL 90949868	SEL: TAPES,20 TPK,CERT,3592 JE SEL: TAPES.TPK,CERT.3592 JE		\$82,739.00 \$4,516.00	K K	31% 31%	\$57,089.91 \$3,116.04	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SPECTRALOGIC SPECTRALOGIC
5	90949868SI	SEL: TAPES, TPK, CERT, 3592 JE SEL: TAPES, TPK, CERT, 3592 JE		\$4,310.00	K	31%	\$3,116.04 \$2,851.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949869	SEL: TAPES,TPK,CUST,3592 JE		\$4,516.00	ĸ	31%	\$3,116.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949869SL	SEL: TAPES,TPK,CUST,3592 JE		\$4,133.00	K	31%	\$2,851.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949874TFIN-F	SEL:UPG,TS1160,DRIVE,FIBRE,TFIN		\$46,385.00	K	31%	\$32,005.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949875 90949878	SEL: FRU,N+1 AN PWR SUPPLIES		\$9,138.00 \$4.846.00	K	31%	\$6,305.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SPECTRALOGIC
5	90949878	SEL: FRU,DUAL AC 2,16A SEL: TFIN/SECURE SITE		\$4,646.00	K K	31% 31%	\$3,343.74 \$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC SPECTRALOGIC
5	90959005-F	SEL: FRUSLSSFTWRQIP-RIMT120		\$6,538.00	ĸ	31%	\$4,511.22		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90959034-F	SEL: FRUT120COD5 SLOT KEY		\$647.00	K	31%	\$446.43		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90959042-F	SEL: FRUSLSSOFTWAREDIRECTT120		\$6,538.00	K	31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90959209-F 90959211-F	SEL: T120ENCRYPTIONPROFESSIONAL		\$6,538.00 \$3.269.00	K	31% 31%	\$4,511.22 \$2,255.61	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	SPECTRALOGIC
5	90959211-F 90959226	SEL: FRUOBSERVATORY SOFTWARET120 SEL: FRUN 1 POWER PACKROHS ONLY		\$3,269.00	K K	31% 31%	\$2,255.61 \$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	90959226-F	SEL: FRUN 1 POWER PACKROHS ONLY		\$2,769.00	K	31%	\$1,910.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90959231SL	SEL: TAPES,TRPK,CERT,LTO4 WORM,T120		\$746.00	K	31%	\$514.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90959232SL	SEL: TAPES,TRPK,CUST,LTO4 WORM,T120		\$746.00	K	31%	\$514.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90959247-F	SEL: FRULTO-5HHFCUPGRDT120		\$16,989.00	K	31%	\$11,722.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90959248-F 90959255SL	SEL: FRULTO-5HHSASUPGRDT120 SEL: TAPES.TPK.NOCVR.CERT.LTO4.T120		\$15,773.00 \$467.00	K K	31% 31%	\$10,883.37 \$322.23	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SPECTRALOGIC SPECTRALOGIC
5	90959256SL	SEL: TAPES.TPK.NOCVR.CUST.LTO4,1120		\$467.00	K	31%	\$322.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90959261-FSL	SEL: FRU,LTO-6,HH,FC,UPGRD,T120		\$11,354.00	K	31%	\$7,834.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90959262-FSL	SEL: FRU,LTO-6,HH,SAS,UPGRD,T120		\$9,462.00	K	31%	\$6,528.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90959272	SEL: TAPES,TERAPACK,CERT,LTO-6,T120		\$636.00	K	31%	\$438.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	90959273 90959274	SEL: TAPES,TERAPACK,CUST,LTO-6,T120 SEL: TAPES,TPK,CERT,LTO-6,T120,MP		\$636.00 \$573.00	K K	31% 31%	\$438.84 \$395.37	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SPECTRALOGIC SPECTRALOGIC
5	90959274	SEL: TAPES,TPK,CERT,LTO-6,T120,MP SEL: TAPES,TPK,CUST,LTO-6,T120,MP		\$728.00	K K	31%	\$595.37 \$502.32		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90959276	SEL: TPK,NOCVR,CERT,LTO6,T120,MP		\$566.00	K	31%	\$390.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90959277	SEL: TPK,NOCVR,CUS,LTO6,T120,MP		\$721.00	K	31%	\$497.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90959295-F	SEL: UPG,LTO-7,HH,FC,T120		\$13,246.00	K	31%	\$9,139.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90959296-F	SEL: UPG,LTO-7,HH,SAS,T120 SEL: TPK LTO-7 CERT 120 NCVR		\$11,354.00 \$1,245.00	K K	31% 31%	\$7,834.26 \$859.05	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SPECTRALOGIC SPECTRALOGIC
5	90959297 90959298	SEL: TPK,LTO-7,CERT,120,NCVR SEL: TPK,LTO-7,CUST,120,NCVR		\$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	SPECTRALOGIC SPECTRALOGIC
5	90959299	SEL: TPK,LTO-7,CERT,WORM,120		\$1,423.00	K	31%	\$981.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90959300	SEL: TPK,LTO-7,CUST,WORM,120		\$1,423.00	K	31%	\$981.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90959301	SEL: TPK,LTO-7,CERT,120		\$1,252.00	K	31%	\$863.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90959302	SEL: TPK,LTO-7,CUST,120		\$1,252.00	K	31%	\$863.88	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	SPECTRALOGIC
5 5	90959308-F 90959309-F	SEL: UPG,LTO-8,HH,SAS,T120 SEL: UPG,LTO-8,HH,FC,T120		\$13,246.00 \$15,138.00	K K	31% 31%	\$9,139.74 \$10,445.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SPECTRALOGIC SPECTRALOGIC
5	90959309-F	SEL: TPK.LTO-8.CERT.120		\$15,138.00	K	31%	\$10,445.22 \$2.022.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90959310SL	SEL: TPK,LTO-8,CERT,120		\$1,766.00	K	31%	\$1,218.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90959311	SEL: TPK,LTO-8,CUST,120		\$2,931.00	K	31%	\$2,022.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90959311SL	SEL: TPK,LTO-8,CUST,120		\$1,766.00	K	31%	\$1,218.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90959312	SEL: TPK,LTO-8,CUST,120,NCVR		\$2,924.00	K	31%	\$2,017.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90959312SL 90959313	SEL: TPK,LTO-8,CUST,120,NCVR SEL: TPK,LTO-8,CERT,120,NCVR		\$1,757.00 \$2,924.00	K K	31% 31%	\$1,212.33 \$2,017.56	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SPECTRALOGIC SPECTRALOGIC
5	90959313SL	SEL: TPK,LTO-8,CERT,120,NCVR SEL: TPK,LTO-8,CERT,120,NCVR		\$2,924.00	K K	31%	\$2,017.56 \$1,212.33	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90959319	SEL: TPK,LTO-M8,CERT,120,NCVR		\$1,291.00	K	31%	\$890.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90959320	SEL: TPK,LTO-M8,CUST,120,NCVR		\$1,291.00	K	31%	\$890.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90959321	SEL: TPK,LTO-M8,CERT,120		\$1,299.00	K	31%	\$896.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC

					NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPGR	ADE PRICE						
BAND	SKU	DESCRIPTION	Model Sub sku	EMC LIST PRICE USD	CATEGORY	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
- 5	90959322	SEL: TPK,LTO-M8,CUST,120		\$1,299.00	K	31%	\$896.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90978105	SEL: POWER SUPPLY,STACK		\$1,308.00	K	31%	\$902.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90979018-F	SEL: FRUSLSSOFTWAREUPGRADET50E		\$3,269.00	K	31%	\$2,255.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90979426-F	SEL: FRUOBSERVATORY SOFTWARET50		\$2,615.00	K	31%	\$1,804.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90979438	SEL: T50,ENCRYPTION,PROFESSIONAL		\$6,538.00	K	31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90979438-F	SEL: T50ENCRYPTIONPROFESSIONAL		\$6,538.00	K	31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90979471	SEL: FRUPOWER SUPPLYT50E		\$1,149.00	K	31%	\$792.81	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90979471-F	SEL: FRUUPGRDPOWER SUPPLYT50E		\$1,149.00	K	31%	\$792.81	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90979473	SEL: FRUSLOT CARTRIDGE SLEDT50E		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$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	\$0.00	\$0.00	SPECTRALOGIC
5	90979478-F	SEL: FRUCOD-KEY1 SLOTT50E		\$129.00	ĸ	31%	\$89.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90979488-F	SEL: FRULTO-5FCHHT50E		\$7,904.00	ĸ	31%	\$5,453.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90979497-F	SEL: FRUI TO-5SASHHT50F		\$6.687.00	ĸ	31%	\$4,614.03	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90979510-FSL	SEL: FRU,UPG,LTO-6,FC,HH,T50E		\$10,917.00	K	31%	\$7,532.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90979510ST	SEL: FRU,LTO-6,FC,HH,STACK		\$11,538.00	ĸ	31%	\$7,961.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90979510ST-F	SEL: FRU.UPG.LTO-6.FC.HH.STACK		\$11,538.00	K	31%	\$7,961.22	\$0.00	\$0.00			\$0.00	\$0.00	\$0.00	SPECTRALOGIC
-	9097951051-F 90979511-FSL	SEL: FRU,UPG,LTO-6,SAS,HH,T50E		\$8,734.00	K	31%	\$6,026.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5				\$9,231.00	K	31%		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
	90979511ST 90979511ST-F	SEL: FRU,LTO-6,SAS,HH,STACK SEL: FRU,UPG,LTO-6,SAS,HH,STACK		\$9,231.00	K K	31%	\$6,369.39 \$6,369.39	\$0.00	\$0.00			\$0.00	\$0.00	\$0.00	SPECTRALOGIC SPECTRALOGIC
5				\$9,231.00						\$0.00	\$0.00	\$0.00			
5	90979523-FSL	SEL: UPG,LTO-7,HH,FC,T50E		\$13,101.00	K	31% 31%	\$9,039.69	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SPECTRALOGIC
5	90979523ST	SEL: FRU,LTO-7,FC,HH,STACK			K		\$9,553.74								SPECTRALOGIC
5	90979523ST-F	SEL: FRU,UPG,LTO-7,FC,HH,STACK		\$13,846.00	K	31%	\$9,553.74	\$0.00	\$0.00				\$0.00	\$0.00	SPECTRALOGIC
5	90979524-FSL	SEL: UPG,LTO-7,HH,SAS,T50E		\$10,917.00	K	31%	\$7,532.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90979524ST	SEL: FRU,LTO-7,SAS,HH,STACK		\$11,538.00	K	31%	\$7,961.22	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90979524ST-F	SEL: FRU,UPG,LTO-7,SAS,HH,STACK		\$11,538.00	K	31%	\$7,961.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90979526-FSL	SEL: UPG,LTO-8,HH,FC,T50E		\$15,284.00	K	31%	\$10,545.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90979526ST	SEL: LTO-8,FC,HH,STACK		\$16,154.00	K	31%	\$11,146.26	\$0.00	\$0.00			\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90979526ST-F	SEL: UPG,LTO-8,FC,HH,STACK		\$16,154.00	K	31%	\$11,146.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90979527-FSL	SEL: UPG,LTO-8,HH,SAS,T50E		\$13,101.00	K	31%	\$9,039.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90979527ST	SEL: FRU,LTO-8,SAS,HH,STACK		\$13,846.00	K	31%	\$9,553.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90979527ST-F	SEL: FRU,UPG,LTO-8,SAS,HH,STACK		\$13,846.00	K	31%	\$9,553.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90979528ST	SEL: FRU,LTO-7,FC,FH,STACK		\$21,538.00	K	31%	\$14,861.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90979528ST-F	SEL: FRU,UPG,LTO-7,FC,FH,STACK		\$21,538.00	K	31%	\$14,861.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90979529ST	SEL: FRU.LTO-8.FC.FH.STACK		\$23,846.00	K	31%	\$16,453,74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90979529ST-F	SEL: FRU,UPG,LTO-8,FC,FH,STACK		\$23,846.00	K	31%	\$16,453.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90979531	SEL: FRU,SLS,SOFTWARE,STACK		\$3.846.00	K	31%	\$2,653.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90979535	SEL: FRU.BLUEVISION CAMERA, STACK		\$1,308.00	K	31%	\$902.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90979536	SEL: STACK ACTIVATION		\$2.00	K	31%	\$1.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90979537	SEL: COD-KEY,10 SLOT,STACK		\$1,538.00	K	31%	\$1,061.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90979538	SEL: KMIP ACTIVATION KEY, STACK		\$2.00	K	31%	\$1.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRAL OGIC
5	91019814T20-F	SEL: CHAMBER-SLOT KEY ENABLET200		\$1,308.00	ĸ	31%	\$902.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	91019814T380	SEL: CHAMBER-SLOT KEY ENABLET380		\$1,308.00	ĸ	31%	\$902.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	91019814T38-F	SEL: ERUCHAMBER-SLOT KEYT380		\$1,308.00	ĸ	31%	\$902.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRAL OGIC
5	91019814T680	SEL: CHAMBER-SLOT KEY ENABLET680		\$1,308.00	ĸ	31%	\$902.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	91019814T68-F	SEL: FRUCHAMBER-SLOT KEYT680		\$1,308.00	ĸ	31%	\$902.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	91019816-F	SEL: FRUENCRYPTONPROT200-380-680		\$6,538.00	ĸ	31%	\$4.511.22	\$0.00	\$0.00				\$0.00	\$0.00	SPECTRAL OGIC
5	91019817	SEL: SLS SFTWR KEYQIP-RIM-CONNBOA		\$6,538.00	ĸ	31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	91019817-F	SEL: FRUSLS SFTWR-KEYQIP-RIMBOA		\$6,538.00	ĸ	31%	\$4,511.22	\$0.00	\$0.00			\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	91019818-F	SEL FRUSLS SETWR-KEYDIRECTT200		\$6,538.00	K	31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	91019824	SEL: RACKSTANDARD 19 INCH		\$4,015.00	K	31%	\$2,770.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	91019824-F	SEL: RACKSTANDARD 19 INCH		\$4,015.00	K	31%	\$2,770.35	\$0.00	\$0.00			\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	91019832	SEL: NACROTANDARD 19 INCTI		\$6,538.00	K	31%	\$4,770.33	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
-						31%									
5	91019832-F 91019872	SEL: FRUSLS SW-KEYDIRECTT380-680		\$6,538.00	K K	31%	\$4,511.22	\$0.00	\$0.00			\$0.00	\$0.00	\$0.00 \$0.00	SPECTRALOGIC
5		SEL: BOA BLK/SECURE SITE SEL: CNTR SEP 8GB 850NM OPTICAL		\$1.00 \$263.00	K K	31%	\$0.69 \$181.47	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	SPECTRALOGIC SPECTRALOGIC
5	9198														
5	9313	SEL: CABLEOPTICAL50ULC-LC10M		\$187.00	K	31%	\$129.03	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	9314	SEL: CABLE,OPTICAL,50U,LC-LC,20M		\$235.00	K	31%	\$162.15		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	SPECTRALOGIC
5	9317	SEL: CABLE,OPTICAL,LC-LC,50M		\$291.00	K	31%	\$200.79	\$0.00					\$0.00		SPECTRALOGIC
5	9594	SEL: CORD,4.5M,L6-20P / LOCKING C19		\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	9594SL	SEL: CORD,4.5M,L6-20P / LOCKING C19		\$75.00	K	31%	\$51.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	ADDLGB	SEL Boomi Addl Data Vol Per GB (Annual)		\$75.00	K	31%	\$51.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	ADU-1YR-00000001	SEL 1YR 1-9 ADMIN USER LOGIN		\$2,307.69	K	31%	\$1,592.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5	ADU-1YR-00000010	SEL 1YR 10-99 ADMIN USER LOGIN		\$1,923.08	K	31%	\$1,326.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5	ADU-3YR-00000001	SEL 3YR 1-9 ADMIN USER LOGIN		\$6,230.77	K	31%	\$4,299.23	\$0.00	\$0.00	\$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	\$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	\$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	\$0.00	\$0.00	INDEX ENGINES
5	ADV_WORKFLOW	SEL BOOMI Advanced Workflow		\$650.00	K	31%	\$448.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	ADVAPI	SEL BOOMI API Publish Features		\$650.00	ĸ	31%	\$448.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	API TIERI	SEL Boomi API Management Tier I		\$1,500.00	ĸ	31%	\$1,035,00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	BOOMI
5	API_TIERII	SEL Boomi API Management Tier II		\$3.000.00	K	31%	\$2,070.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	API_TIERIII	SEL Boomi API Management Tier III		\$8,000.00	K	31%	\$5,520.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	API_TIERIII	SEL Boomi API Management Tier IV		\$15.000.00	K	31%	\$5,520.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	ASARSTRTBNDL	SELECT DFXS Assess/Archive, 30TB 1Yr Sub		\$15,000.00	Λ.	31%	\$10,350.00 \$14,153.49	\$0.00	\$0.00			\$0.00	\$0.00	\$0.00	NTP-DEFENDX
5	AUTO-0-500S	SEL Automation Engine OS		\$20,512.31	K K	31%	\$14,153.49 \$132.54	\$0.00	\$0.00			\$0.00	\$0.00	\$0.00	VARONIS
-	AUTO-0-500S AUTO-1001-1500OS					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	\$0.00 \$0.00	VARONIS
5		SEL Automation Engine OS		\$55.02	K		\$37.96								
5	AUTO-100K-150KOS	SEL Automation Engine OS		\$28.96	K	31%	\$19.98	\$0.00	\$0.00			\$0.00	\$0.00	\$0.00	VARONIS
5	AUTO-101-250OS	SEL Automation Engine OS		\$105.21	K	31%	\$72.59	\$0.00	\$0.00			\$0.00	\$0.00	\$0.00	VARONIS
5	AUTO-10K-20KOS	SEL Automation Engine OS		\$33.78	K	31%	\$23.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	AUTO-1501-2000OS	SEL Automation Engine OS		\$49.71	K	31%	\$34.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	AUTO-150K-OS	SEL Automation Engine OS		\$28.47	K	31%	\$19.64	\$0.00	\$0.00			\$0.00	\$0.00	\$0.00	VARONIS
5	AUTO-2001-2500OS	SEL Automation Engine OS		\$46.33	K	31%	\$31.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	AUTO-20K-35KOS	SEL Automation Engine OS		\$31.85	K	31%	\$21.98	\$0.00	\$0.00				\$0.00	\$0.00	VARONIS
5	AUTO-2501-4000OS	SEL Automation Engine OS		\$43.44	K	31%	\$29.97	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
		•													

					NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPGR	ADE PRICE						
BAND	SKU	DESCRIPTION	Model Sub sku	EMC LIST PRICE USD	CATEGORY	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	AUTO-251-500OS	SEL Automation Engine OS		\$80.12	K	31%	\$55.28	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	AUTO-35K-50KOS	SEL Automation Engine OS		\$30.89	K	31%	\$21.31	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	AUTO-4001-6000OS	SEL Automation Engine OS		\$40.54	K	31%	\$27.97	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	AUTO-501-750OS	SEL Automation Engine OS		\$64.67	K	31%	\$44.62	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VARONIS
5	AUTO-50K-100KOS	SEL Automation Engine OS		\$29.92	K	31%	\$20.64	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	AUTO-51-100OS	SEL Automation Engine OS		\$134.17	K	31%	\$92.58	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	AUTO-6001-8000OS	SEL Automation Engine OS		\$37.64	K	31%	\$25.97	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VARONIS
5	AUTO-751-1000OS	SEL Automation Engine OS		\$59.85	K	31%	\$41.30	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	AUTO-8001-10KOS	SEL Automation Engine OS		\$35.71	K	31%	\$24.64	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	AVAADETC10UC	SEL AVA-AD-ETC10-U-C)		\$341.00	K	31%	\$235.29	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	AVAADETC10UC-I	SEL AVA-AD-ETC10-U-C)		\$356.35	K	31%	\$245.88	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	AVAADETC10UC-K	SEL AVA-AD-ETC10-U-C)		\$365.84	K	31%	\$252.43	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	AVAADVC100C	SEL AVA-ADVC-100-C)		\$15,450.00	K	31%	\$10,660.50	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	AVAADVC100C-I	SEL AVA-ADVC-100-C)		\$16,145.25	K	31%	\$11,140.22	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	AVAADVC100C-K	SEL AVA-ADVC-100-C)		\$16,893.96	K	31%	\$11,656.83	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	AVAADVC10C	SEL AVA-ADVC-10-C)		\$1,545.00	K	31%	\$1,066.05	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	AVAADVC10C-I	SEL AVA-ADVC-10-C)		\$1,614.53	K	31%	\$1,114.03	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	AVAADVC10C-K	SEL AVA-ADVC-10-C)		\$1,689.40	K	31%	\$1,165.69	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	AVAADVN100C	SEL AVA-ADVN-100-C)		\$10,250.00	K	31%	\$7,072.50	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	AVAADVN100C-I	SEL AVA-ADVN-100-C)		\$10,711.25	K	31%	\$7,390.76	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	AVAADVN100C-K	SEL AVA-ADVN-100-C)		\$11,224.33	K	31%	\$7,744.79	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	AVAADVN10C	SEL AVA-ADVN-10-C)		\$1,025.00	K	31%	\$707.25	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	AVAADVN10C-I	SEL AVA-ADVN-10-C)		\$1,071.13	K	31%	\$739.08	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	AVAADVN10C-K	SEL AVA-ADVN-10-C)		\$1,122.43	K	31%	\$774.48	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	AVAAVENC100UC	SEL AVA-AV-ENC100-U-C)		\$3,410.00	K	31%	\$2,352.90	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	AVAAVENC100UC-I	SEL AVA-AV-ENC100-U-C)		\$3,563.45	K	31%	\$2,458.78	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	AVAAVENC100UC-K	SEL AVA-AV-ENC100-U-C)		\$3,658.44	K	31%	\$2,524.32	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	AVAAVETN100UC	SEL AVA-AV-ETN100-U-C)		\$2,310.00	K	31%	\$1,593.90	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	AVAAVETN100UC-I	SEL AVA-AV-ETN100-U-C)		\$2,413.95	K	31%	\$1,665.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	AVAAVETN100UC-K	SEL AVA-AV-ETN100-U-C)		\$2,478.55	K	31%	\$1,710.20	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	AVAAVETN10UC	SEL AVA-AV-ETN10-U-C)		\$231.00	K	31%	\$159.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	AVAAVETN10UC-I	SEL AVA-AV-ETN10-U-C)		\$241.40	K	31%	\$166.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	AVAAVETN10UC-K	SEL AVA-AV-ETN10-U-C)		\$247.85	K	31%	\$171.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	AV-ADVC-100-F	SEL: AV-ADVC-100-F		\$16,995.00	K	31%	\$11,726.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	AV-ADVC-10-F	SEL: AV-ADVC-10-F		\$1,699.50	K	31%	\$1,172.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	AVADVENTC100UGF	SEL: AV-ADV-ENTC100-UG-F		\$3,751.00	K	31%	\$2,588.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	AVADVENTC10UGE	SEL: AV-ADV-ENTC10-UG-F		\$375.10	K	31%	\$258.82	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	CARAHSOFT
5	AVADVENTN100UGF	SEL: AV-ADV-ENTN100-UG-F		\$2,541.00	K	31%	\$1,753.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	AVADVENTN10UGF	SEL: AV-ADV-ENTN10-UG-F		\$254.10	K	31%	\$175.33	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	CARAHSOFT
5	AV-ADVN-100-F	SEL: AV-ADVN-100-F		\$11,275.00	K	31%	\$7,779,75	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	CARAHSOFT
5	AV-ADVN-10-F	SEL: AV-ADVN-10-F		\$1,127.50	K	31%	\$777.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	AVAENTC100C	SEL AVA-ENTC-100-C)		\$18,550.00	K	31%	\$12,799.50	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	AVAENTC100C-I	SEL AVA-ENTC-100-C)		\$19,384.75	K	31%	\$13,375,48	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	AVAENTC100C-K	SEL AVA-ENTC-100-C)		\$19,882.01	K	31%	\$13,718.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	AVAENTC10C	SEL AVA-ENTC-10-C)		\$1,855.00	K	31%	\$1,279.95	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	AVAENTC10C-I	SEL AVA-ENTC-10-C)		\$1,938.48	K	31%	\$1,337.55	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	AVAENTC10C-K	SEL AVA-ENTC-10-C)		\$1,988.20	K	31%	\$1,371,86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	AVAENTN100C	SEL AVA-ENTN-100-C)		\$12.350.00	K	31%	\$8,521,50	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	AVAENTN100C-I	SEL AVA-ENTN-100-C)		\$12,905.75	K	31%	\$8,904.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	AVAENTN100C-K	SEL AVA-ENTN-100-C)		\$13,216.37	K	31%	\$9,119.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	AVAENTN10C	SEL AVA-ENTN-10-C)		\$1,235.00	K	31%	\$852.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	AVAENTN10C-I	SEL AVA-ENTN-10-C)		\$1,290.58	K	31%	\$890.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	AVAENTN10C-K	SEL AVA-ENTN-10-C)		\$1,321.64	K	31%	\$911.93	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	AVASTAVC100UC	SEL AVA-ST-AVC100-U-C)		\$6,765.00	K	31%	\$4,667.85	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	AVASTAVC100UC-I	SEL AVA-ST-AVC100-U-C)		\$7,069.43	K	31%	\$4,877.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	AVASTAVC100UC-K	SEL AVA-ST-AVC100-U-C)		\$7,389.67	K	31%	\$5,098.87	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	AVASTAVN100UC	SEL AVA-ST-AVN100-U-C)		\$4,455.00	K	31%	\$3,073.95	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	AVASTAVN100UC-I	SEL AVA-ST-AVN100-U-C)		\$4,655.48	K	31%	\$3,212.28	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	AVASTAVN100UC-K	SEL AVA-ST-AVN100-U-C)		\$4,868.99	K	31%	\$3,359.60	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	AVASTDAVC10UC	SEL AVA-STD-AVC10-U-C)		\$677.00	K	31%	\$467.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	AVASTDAVC10UC-I	SEL AVA-STD-AVC10-U-C)		\$707.47	K	31%	\$488.15	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	AVASTDAVC10UC-K	SEL AVA-STD-AVC10-U-C)		\$739.73	K	31%	\$510.41	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	AVASTDAVN10UC	SEL AVA-STD-AVN10-U-C)		\$446.00	K	31%	\$307.74	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	AVASTDAVN10UC-I	SEL AVA-STD-AVN10-U-C)		\$466.07	K	31%	\$321.59	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	AVASTDAVN10UC-K	SEL AVA-STD-AVN10-U-C)		\$486.90	K	31%	\$335.96	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	AVASTDC100C	SEL AVA-STDC-100-C)		\$9,300.00	K	31%	\$6,417.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	AVASTDC100C-I	SEL AVA-STDC-100-C)		\$9,718.50	K	31%	\$6,705.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	AVASTDC100C-K	SEL AVA-STDC-100-C)		\$10,151.70	K	31%	\$7,004.67	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	AVASTDC10C	SEL AVA-STDC-10-C)		\$930.00	ĸ	31%	\$641.70	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	AVASTDC10C-I	SEL AVA-STDC-10-C)		\$971.85	ĸ	31%	\$670.58	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	AVASTDC10C-K	SEL AVA-STDC-10-C)		\$1,015.17	ĸ	31%	\$700.47	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	AVASTDN100C	SEL AVA-STDN-100-C)		\$6,200.00	K	31%	\$4,278.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	AVASTDN100C-I	SEL AVA-STDN-100-C)		\$6,479.00	ĸ	31%	\$4,470.51	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	AVASTDN100C-K	SEL AVA-STDN-100-C)		\$6,769.08	ĸ	31%	\$4.670.67	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	AVASTDN100C-R AVASTDN10C	SEL AVA-STDN-10-C)		\$620.00	K	31%	\$4,070.07	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	AVASTDN10C-I	SEL AVA-STDN-10-C)		\$647.90	K	31%	\$447.05	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	AVASTDN10C-K	SEL AVA-STDN-10-C)		\$676.91	K	31%	\$467.03	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	AVASTETC100UC	SEL AVA-ST-ETC100-U-C)		\$10,175.00	K	31%	\$7,020.75	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VMWARE
5	AVASTETC100UC-I	SEL AVA-ST-ETC100-U-C)		\$10,173.00	K	31%	\$7,336.69	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	AVASTETC100UC-I	SEL AVA-ST-ETC100-U-C)		\$10,632.88	ĸ	31%	\$7,536.69	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	AVASTETC1000C-K	SEL AVA-ST-ETC100-0-C)		\$10,917.87	K	31%	\$7,533.33	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	AVASTETC10UC-I	SEL AVA-ST-ETC10-U-C)		\$1,018.00	K	31%	\$702.42	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
c =	AVASTETC10UC-I AVASTETC10UC-K	SEL AVA-ST-ETC10-U-C)		\$1,063.61	۲ ۷	31%	\$734.03 \$753.34	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	AVASTETO 100C-K	SEL AVA-ST-ETC10-0-C)		\$6.765.00	K	31%	\$4,667.85	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5		0LE PO I-E IN 100-0-0)		ψυ, 100.00	^	3170	ψ 1 ,υυ1.03	ψ0.00	ψ0.00	ψυ.00	ψ0.00	ψ0.00	ψ0.00	ψ0.00	VIVIVANL

					NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPGR	ADE PRICE						
BAND	SKU	DESCRIPTION	Model Sub sku	EMC LIST PRICE USD	CATEGORY	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	AVASTETN100UC-I	SEL AVA-ST-ETN100-U-C)		\$7,069.43	K	31%	\$4,877.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	AVASTETN100UC-K	SEL AVA-ST-ETN100-U-C)		\$7,251.76	K	31%	\$5,003.71	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	AVASTETN10UGC	SEL AVA-ST-ETN10-UG-C)		\$677.00	K	31%	\$467.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	AVASTETN10UGC-I	SEL AVA-ST-ETN10-UG-C)		\$707.47	K	31%	\$488.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	AVASTETN10UGC-K	SEL AVA-ST-ETN10-UG-C)		\$725.94	K	31%	\$500.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	AV-ENTC-100-F	SEL: AV-ENTC-100-F		\$20,405.00	K	31%	\$14,079.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	AV-ENTC-10-F	SEL: AV-ENTC-10-F		\$2,040.50	K	31%	\$1,407.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	AV-ENTN-100-F	SEL: AV-ENTN-100-F		\$13,585.00	K	31%	\$9,373.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	AV-ENTN-10-F	SEL: AV-ENTN-10-F		\$1,358.50	K	31%	\$937.37	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	AVSTDADVC100UGF	SEL: AV-STD-ADVC100-UG-F		\$7,441.50	K	31%	\$5,134.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	AVSTDADVC10UGF	SEL: AV-STD-ADVC10-UG-F		\$744.70	K	31%	\$513.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	AVSTDADVN100UGF	SEL: AV-STD-ADVN100-UG-F		\$4,900.50	K	31%	\$3,381.35		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	AVSTDADVN10UGF	SEL: AV-STD-ADVN10-UG-F		\$490.60	K	31%	\$338.51	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	AV-STDC-100-F	SEL: AV-STDC-100-F		\$10,230.00	K	31%	\$7,058.70		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	AV-STDC-10-F	SEL: AV-STDC-10-F		\$1,023.00	K	31%	\$705.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	AVSTDENTC100UGF	SEL: AV-STD-ENTC100-UG-F		\$11,192.50	K	31%	\$7,722.83	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	AVSTDENTC10UGF	SEL: AV-STD-ENTC10-UG-F		\$1,119.80	K	31%	\$772.66		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	AVSTDENTN100UGF	SEL: AV-STD-ENTN100-UG-F		\$7,441.50	K	31%	\$5,134.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	AVSTDENTN10UGF	SEL: AV-STD-ENTN10-UG-F		\$744.70	K	31%	\$513.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	AV-STDN-100-F	SEL: AV-STDN-100-F		\$6,820.00	K	31%	\$4,705.80		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	AV-STDN-10-F	SEL: AV-STDN-10-F		\$682.00	K	31%	\$470.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	BCB-1YR-00001000	SEL 1Y BU Catalog Bundle Up to 1k Tapes		\$15,384.62	K	31%	\$10,615.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5	BCB-1YR-00005000	SEL 1Y BU Catalog Bundle Up to 5k Tapes		\$30,769.23	K	31%	\$21,230.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5	BCB-1YR-00010000	SEL 1Y BU Catalog Bundle Upto 10k Tapes		\$46,153.85	K	31%	\$31,846.16		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5	BCB-1YR-00025000	SEL 1Y BU Catalog Bundle Up to 25k Tapes		\$76,923.08	K	31%	\$53,076.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5	BCB-1YR-00050000	SEL 1Y BU Catalog Bundle Up to 50k Tapes		\$138,461.54	K	31%	\$95,538.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5	BCB-1YR-00100000	SEL 1Y BU Catalog Bundle Up to 100k Tape		\$230,769.23	K	31%	\$159,230.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5	BCB-3YR-00001000	SEL 3Y BU Catalog Bundle Up to 1k Tapes		\$30,769.23	K	31%	\$21,230.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5	BCB-3YR-00005000	SEL 3Y BU Catalog Bundle Up to 5k Tapes		\$61,538.46	K	31%	\$42,461.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5	BCB-3YR-00010000	SEL 3Y BU Catalog Bundle Up to 10k Tapes		\$92,307.69	K	31%	\$63,692.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5	BCB-3YR-00025000	SEL 3Y BU Catalog Bundle Up to 25k Tapes		\$153,846.15	K	31%	\$106,153.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5	BCB-3YR-00050000	SEL 3Y BU Catalog Bundle Up to 50k Tapes		\$276,923.08	K	31%	\$191,076.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5	BCB-3YR-00100000	SEL 3Y BU Catalog Bundle Up to 100k Tape		\$461,538.46	K	31%	\$318,461.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5	BCB-5YR-00001000	SEL 5Y BU Catalog Bundle Up to 1k Tapes		\$46,153.85	K	31%	\$31,846.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5	BCB-5YR-00005000	SEL 5Y BU Catalog Bundle Up to 5k Tapes		\$92,307.69	K	31%	\$63,692.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5	BCB-5YR-00010000	SEL 5Y BU Catalog Bundle Up to 10k Tapes		\$138,461.54	K	31%	\$95,538.46		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5	BCB-5YR-00025000	SEL 5Y BU Catalog Bundle Up to 25k Tapes		\$230,769.23	K	31%	\$159,230.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5	BCB-5YR-00050000	SEL 5Y BU Catalog Bundle Up to 50k Tapes		\$415,384.62	K	31%	\$286,615.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5	BCB-5YR-00100000	SEL 5Y BU Catalog Bundle Up to 100k Tape		\$692,307.69	K	31%	\$477,692.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5	BM-E-C101-200	SEL BOOMI TradePartnerConnect (101-200)		\$71.25	K	31%	\$49.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	BM-E-C41-100	SEL BOOMI TradePartnerConnect (41-100)		\$71.25	K	31%	\$49.16		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	BM-E-CT1001Y	SEL BOOMI TradePartnerConnect (81-100)		\$30.00	K	31%	\$20.70		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	BM-E-CT100P1Y	SEL BOOMI TradePartnerConnect > 100		\$22.50	K	31%	\$15.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	BM-E-CT101Y	SEL BOOMI TradePartnerConnect (5-10)		\$67.50	K	31%	\$46.58		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	BM-E-CT201P	SEL BOOMI TradePartnerConnect (201 plus)		\$71.25	K	31%	\$49.16		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	BM-E-CT201Y	SEL BOOMI TradePartnerConnect (11-20)		\$60.00	K	31%	\$41.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	BM-E-CT401Y	SEL BOOMI TradePartnerConnect (21-40)		\$52.50	K	31%	\$36.23		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	BM-E-CT601Y	SEL BOOMI TradePartnerConnect (41-60)		\$45.00	K	31%	\$31.05		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	BM-E-CT6-40	SEL BOOMI TradePartnerConnect (6-40)		\$71.25	K	31%	\$49.16		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	BM-E-CT801Y	SEL BOOMI TradePartnerConnect (61-80)		\$37.50	K	31%	\$25.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	BM-E-CTP41Y	SEL BOOMI TradePartnerConnect (1-4)		\$75.00	K	31%	\$51.75		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	BM-E-CTPCT-NS	SEL BOOMI TradePartnerConnectProd NonSub		\$75.00	K	31%	\$51.75		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	BM-E-CTTCT-NS	SEL BOOMI TradePartnerConnectTest NonSub		\$38.00	K	31%	\$26.22		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	BM-E-LC-B2BF	SEL BOOMI EDI/B2B Framework		\$0.00	K	31%	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	BM-E-LC-BETA	SEL BOOMI Beta EDI Features		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	BM-E-LC-FY18	SEL BOOMI EDI Edition		\$550.00	K	31%	\$379.50		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	BM-E-LC-RAVI	SEL BOOMI EDI Ed - NetSuite RAVI Bundle		\$467.00	K	31%	\$322.23		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	BMEPIMC	SEL BM-EPI-M-C)		\$61,750.00	K	31%	\$42,607.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	BMEPIMC-I	SEL BM-EPI-M-C)		\$67,925.00	K	31%	\$46,868.25		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	BMEPIMC-K	SEL BM-EPI-M-C)		\$70,372.36	K	31%	\$48,556.93		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	BM-F-LC-AL-1	SEL BOOMI Flow Addtnl AppLaunches .01		\$0.01	K	31%	\$0.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	BM-F-LC-AL-2	SEL BOOMI Flow Addtnl AppLaunches 1		\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	BM-F-LC-AL-3	SEL BOOMI Flow Addtnl AppLaunches 100		\$100.00	K	31%	\$69.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	BM-F-LC-AL-4	SEL BOOMI Flow Addtnl AppLaunches 1000		\$1,000.00	K	31%	\$690.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	BM-F-LC-CONT	SEL BOOMI Flow Continual		\$45.00	K	31%	\$31.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	BM-F-LC-EBRNZ	SEL BOOMI Flow Enterprise Bronze		\$2,250.00	K	31%	\$1,552.50		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	BM-F-LC-EG-1	SEL BOOMI Flow Enterprise Gold .01		\$0.01	K	31%	\$0.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	BM-F-LC-EG-2	SEL BOOMI Flow Enterprise Gold 1		\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	BM-F-LC-EG-3	SEL BOOMI Flow Enterprise Gold 100		\$100.00	K	31%	\$69.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	BM-F-LC-EG-4	SEL BOOMI Flow Enterprise Gold 1000		\$1,000.00	K	31%	\$690.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	BM-F-LC-ESLVR	SEL BOOMI Flow Enterprise Silver		\$4,500.00	K	31%	\$3,105.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	BM-F-LC-ESSNT	SEL BOOMI Flow Essential		\$25.00	K	31%	\$17.25		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	BM-F-LC-ESTRT	SEL BOOMI Flow Enterprise Starter		\$1,000.00	K	31%	\$690.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	BM-F-LC-FS-1	SEL BOOMI Flow Addtnl Flows .01		\$0.01	K	31%	\$0.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	BM-F-LC-FS-2	SEL BOOMI Flow Addtnl Flows 1		\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	BM-F-LC-FS-3	SEL BOOMI Flow Addtnl Flows 100		\$100.00	K	31%	\$69.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	BM-F-LC-FS-4	SEL BOOMI Flow Addtnl Flows 1000		\$1,000.00	K	31%	\$690.00		\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	BOOMI
5	BM-F-LC-HS-1	SEL BOOMI Flow Hosting Services .01		\$0.01	K	31%	\$0.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	BM-F-LC-HS-2	SEL BOOMI Flow Hosting Services 1		\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	BM-F-LC-HS-3	SEL BOOMI Flow Hosting Services 100		\$100.00	K	31%	\$69.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	BM-F-LC-HS-4	SEL BOOMI Flow Hosting Services 1000		\$1,000.00	K	31%	\$690.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	BM-F-LC-OCC	SEL BOOMI Flow Occasional		\$10.00	K	31%	\$6.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	BM-I-LC-ACA	SEL BOOMI Atom Cloud Attachment		\$300.00	K	31%	\$207.00	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	BOOMI
5	BM-I-LC-ACA-A	SEL BOOMI ANZ Atom Cloud Attachment		\$300.00	K	31%	\$207.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI

					NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPGR	ADE PRICE						
BAND	SKU	DESCRIPTION	Model Sub sku	EMC LIST PRICE USD	CATEGORY CODE	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	BM-I-LC-ACA-E	SEL BOOMI EMEA Atom Cloud Attachment		\$300.00	K	31%	\$207.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	BOOMI
5	BM-I-LC-ACA-T	SEL BOOMI Atom Cloud Attachment - Test		\$150.00	K	31%	\$103.50	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	BOOMI
5	BM-I-LC-ADVS	SEL Boomi ADVANCED SECURITY		\$650.00	K	31%	\$448.50	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	BOOMI
5	BM-I-LC-ASOAP	SEL BOOMI Advanced Soap Processing		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	BOOMI
5	BM-I-LC-AUC	SEL BOOMI ADVANCED USER SECURITY		\$650.00	K	31%	\$448.50	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	BOOMI
5	BM-I-LC-BESC	SEL BOOMI Base Ed - Standard Connection		\$550.00	K	31%	\$379.50	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	BOOMI
5	BM-I-LC-BESMB	SEL BOOMI Base Ed - SmallBiz Connection		\$550.00	K	31%	\$379.50	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	BOOMI
5	BM-I-LC-CL	SEL BOOMI Component Locking		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	BM-I-LC-CLOUD	SEL BOOMI Clouds		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	BOOMI
5	BM-I-LC-EDV	SEL BOOMI Excess Data Volume-1Gb		\$100.00	K	31%	\$69.00	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	BOOMI
5	BM-I-LC-EE1Y	SEL BOOMI Enterprise Edition		\$8,000.00	K	31%	\$5,520.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	BOOMI
5	BM-I-LC-ENV	SEL BOOMI Environments		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	BM-I-LC-EPCNS	SEL BOOMI Enterprise Prod Connect NonSub		\$900.00	K	31%	\$621.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	BM-I-LC-EPE	SEL BOOMI Enterprise Plus Edition		\$12,000.00	K	31%	\$8,280,00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	BM-I-LC-ETCNS	SEL BOOMI Enterprise Test Connect NonSub		\$450.00	K	31%	\$310.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	BM-I-LC-ETM	SEL BOOMI Enhanced Test Mode		\$650.00	K	31%	\$448.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	BM-I-LC-GCRM	SEL BOOMI GearsCRM CSV to SFDC Bundle		\$225.00	K	31%	\$155.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	BM-I-LC-HL7	SEL BOOMI HL7 Option		\$0.00	ĸ	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	BM-I-LC-IAW	SEL BOOMI Integration Accel Workday/AD		\$1,500.00	ĸ	31%	\$1,035.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	BM-I-LC-MCA-E	SEL BOOMI EMEA MDM Cloud Attachment		\$300.00	ĸ	31%	\$207.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	BOOMI
5	BM-I-LC-NS33	SEL BOOMI NetSuite OpenAir SFDC 3300		\$275.00	ĸ	31%	\$189.75	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	BOOMI
5	BM-I-LC-NS50	SEL BOOMI NetSuite Salesforce Q2C 5000		\$416.67	ĸ	31%	\$287.50	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	BOOMI
5	BM-I-LC-NS72	SEL BOOMI NetSuite OpenAir SFDC 7200		\$600.00	ĸ	31%	\$414.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	BOOMI
5	BM-I-LC-NSSIA	SEL BOOMI NetSuite-SF Integration Accel		\$500.00	K K	31%	\$345.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	BOOMI
5	BM-I-LC-PE1Y	SEL BOOMI Professional Edition		\$2,000.00	ĸ	31%	\$1,380.00	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	BOOMI
5	BM-I-I C-PESB2	SEL BOOMI ProEd-Spcl Bundle 2 connection		\$1,200.00	K K	31%	\$828.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	BOOMI
5	BM-I-LC-PESB3	SEL BOOMI ProEd-Spci Bundle 2 connection		\$1,200.00	K	31%	\$1,138.50	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	BOOMI
5	BM-I-LC-PESB4	SEL BOOMI ProEd-Spci Bundle 3 connection		\$1,850.00	K	31%	\$1,276.50	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	BOOMI
	BM-I-LC-PESB4 BM-I-LC-PF	SEL BOOMI ProEd-Spci Bundle 4 connection SEL BOOMI Partner Account Features		\$1,850.00	K	31%	\$1,276.50	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	BOOMI
5					K										
5	BM-I-LC-PP	SEL BOOMI Parallel Processing		\$650.00	K	31%	\$448.50	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	BOOMI
5	BM-I-LC-PPE	SEL BOOMI Pro Plus Edition		\$4,000.00	K	31%	\$2,760.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	BOOMI
5	BM-I-LC-PR	SEL BOOMI Process Route		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	BOOMI
5	BM-I-LC-RAVI2	SEL BOOMI ProEd - 2 Connection NS RAVI		\$960.00	K	31%	\$662.40	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	BOOMI
5	BM-I-LC-RAVI3	SEL BOOMI ProEd - 3 Connection NS RAVI		\$1,320.00	K	31%	\$910.80	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	BOOMI
5	BM-I-LC-RAVI4	SEL BOOMI ProEd - 4 Connection NS RAVI		\$1,480.00	K	31%	\$1,021.20	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	BOOMI
5	BM-I-LC-RAVI5	SEL BOOMI ProEd - 5 Connection NS RAVI		\$1,600.00	K	31%	\$1,104.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	BOOMI
5	BM-I-LC-RAVIB	SEL BOOMI Base Ed - NetSuite RAVI Bundle		\$467.00	K	31%	\$322.23	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	BOOMI
5	BM-I-LC-RPI-1	SEL BOOMI Renewal Price Increase .01		\$0.01	K	31%	\$0.01	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	BOOMI
5	BM-I-LC-RPI-2	SEL BOOMI Renewal Price Increase 1		\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	BOOMI
5	BM-I-LC-RPI-3	SEL BOOMI Renewal Price Increase 100		\$100.00	K	31%	\$69.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	BM-I-LC-RPI-4	SEL BOOMI Renewal Price Increase 1000		\$1,000.00	K	31%	\$690.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	BOOMI
5	BM-I-LC-SPCNS	SEL BOOMI Standard Prod Connect NonSub		\$300.00	K	31%	\$207.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	BM-I-LCS-SPC	SEL BOOMI Support Case Per Case		\$95.00	K	31%	\$65.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	BM-I-LC-STCNS	SEL BOOMI Standard Test Connect NonSub		\$150.00	K	31%	\$103.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	BM-I-LC-STO	SEL BOOMI Session Timeout		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	BM-I-LC-SWA	SEL BOOMI Salesforce Wave Analytics Ed		\$833.33	K	31%	\$575.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	BOOMI
5	BM-I-LC-VC	SEL BOOMI Version Control		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	BM-INV-I C-1	SEL Boomi Invixo Solution 1		\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	BOOMI
5	BM-INV-LC-10	SEL Boomi Invixo Solution 10		\$10.00	K	31%	\$6.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	BM-INV-LC-100	SEL Boomi Invixo Solution 100		\$100.00	ĸ	31%	\$69.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	BOOMI
5	BM-MDM-CST-1	SEL BOOMI MDM Ed (Custom Tier) 01		\$0.01	ĸ	31%	\$0.01	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	BOOMI
5	BM-MDM-CST-2	SEL BOOMI MDM Ed (Custom Tier) 1		\$1.00	ĸ	31%	\$0.69	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	BOOMI
5	BM-MDM-CST-3	SEL BOOMI MDM Ed (Custom Tier) 100		\$100.00	ĸ	31%	\$69.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	BOOMI
5	BM-MDM-CST-4	SEL BOOMI MDM Ed (Custom Tier) 1000		\$1,000.00	ĸ	31%	\$690.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	BOOMI
5	BM-MDM-LC-B	SEL BOOMI MDM Ed (Base Tier)		\$6,000.00	ĸ	31%	\$4,140.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	BOOMI
5	BM-MDM-LC-CA	SEL Boomi HUB CLOUD ATTACHMENT		\$300.00	ĸ	31%	\$207.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	BOOMI
5	BM-MDM-LC-CAA	SEL Boomi ANZ HUB CLOUD ATTACHMENT		\$300.00	K	31%	\$207.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	BOOMI
5	BM-MDM-LC-CAA	SEL BOOM HUB EDIT (PROFESSIONAL TIER)		\$12,000.00	r.	31%	\$8,280.00	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	BOOMI
5	BMMFMPC	SEL BOOM HOB EDIT (PROFESSIONAL HER)		\$61,750.00	K	31%	\$6,260.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	BMMEMPC-I	SEL BM-ME-MP-C)		\$67,925.00	r.	31%	\$42,607.50 \$46.868.25	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	BMMEMPC-I BMMEMPC-K	SEL BM-ME-MP-C) SEL BM-ME-MP-C)		\$70,372.36	r\	31%	\$48,556.93	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VMWARE
5	BMINEMPC-K BM-SOI -I C-1	SEL BM-ME-MP-C) SEL Boomi Solace Solution 1		\$10,372.36	K K	31%	\$48,556.93 \$0.69	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	BOOMI
-				\$1.00 \$10.00	r.	31% 31%		\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	BOOMI
5	BM-SOL-LC-10	SEL Boomi Solace Solution 10			K	31%	\$6.90	\$0.00		\$0.00					
5	BM-SOL-LC-100	SEL Boomi Solace Solution 100		\$100.00	K		\$69.00		\$0.00				\$0.00	\$0.00	BOOMI
5	BM-SOLN-1	SEL Boomi Solution 1		\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00 \$0.00		\$0.00	\$0.00	\$0.00	BOOMI
5	BM-SOLN-10	SEL Boomi Solution 10		\$10.00	K	31%	\$6.90	\$0.00	\$0.00			\$0.00	\$0.00	\$0.00	BOOMI
5	BM-SOLN-100	SEL Boomi Solution 100		\$100.00	K	31%	\$69.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	BOOMI
5	BRAND-RG-BASIC	SEL RG BASIC BRANDING		\$1,000.00	K	31%	\$690.00	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	RG SYSTEMS
5	BRAND-RG-WLABEL	SEL RG WHITE LABEL BRANDING		\$9,230.77	K	31%	\$6,369.23	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	RG SYSTEMS
5	BSE-0-50OS	SEL Box Security Events OS		\$76.83	K	31%	\$53.01	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	BSE-1001-1500OS	SEL Box Security Events OS		\$22.01	K	31%	\$15.19	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VARONIS
5	BSE-100K-150KOS	SEL Box Security Events OS		\$11.58	K	31%	\$7.99	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	BSE-101-250OS	SEL Box Security Events OS		\$42.08	K	31%	\$29.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	BSE-10K-20KOS	SEL Box Security Events OS		\$13.51	K	31%	\$9.32	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	BSE-1501-2000OS	SEL Box Security Events OS		\$19.88	K	31%	\$13.72	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	BSE-150K-OS	SEL Box Security Events OS		\$11.39	ĸ	31%	\$7.86	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	BSE-2001-2500OS	SEL Box Security Events OS		\$18.53	ĸ	31%	\$12.79	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	BSE-20K-35KOS	SEL Box Security Events OS		\$12.74	ĸ	31%	\$8.79	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VARONIS
5	BSE-2501-4000OS	SEL Box Security Events OS		\$17.37	ĸ	31%	\$11.99	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	BSF-251-500OS	SEL Box Security Events OS		\$32.05	ĸ	31%	\$22.11	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	BSE-35K-50KOS	SEL Box Security Events OS		\$12.36	ĸ	31%	\$8.53	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VARONIS
5	BSF-4001-6000OS	SEL Box Security Events OS		\$16.22	K	31%	\$11.19	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	BSE-501-750OS	SEL Box Security Events OS SEL Box Security Events OS		\$25.87	r\ V	31%	\$11.19 \$17.85	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	BSE-50K-100KOS	SEL Box Security Events OS SEL Box Security Events OS		\$25.67	K K	31%	\$17.85 \$8.26	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
9	202-0011-100ROO	OLE DON OCCURRY EVERIGE OF		Ψ11.07	1	01/0	φυ.20	ψ0.00	ψ0.00	ψυ.00	ψ0.00	ψ0.00	ψ0.00	ψ0.00	VALCONIO

					NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPGR	ADE PRICE						
BAND	SKU	DESCRIPTION	Model Sub sku	EMC LIST PRICE USD	CATEGORY	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
- 5	BSE-51-100OS	SEL Box Security Events OS		\$53.67	K	31%	\$37.03	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	BSE-6001-8000OS	SEL Box Security Events OS		\$15.06	K	31%	\$10.39	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VARONIS
5	BSE-751-1000OS	SEL Box Security Events OS		\$23.94	K	31%	\$16.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	BSE-8001-10KOS	SEL Box Security Events OS		\$14.29	K	31%	\$9.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	C_ENT1YR	SEL BOOMI Enterprise Connection		\$900.00	K	31%	\$621.00	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	BOOMI
5	C_SML1YR	SEL BOOMI Small Business Connection		\$65.00 \$300.00	K	31%	\$44.85	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	BOOMI
5	C_STD1YR	SEL BOOMI Standard Connection		\$22.605.00	K	31%	\$207.00	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	BOOMI
5 5	CA6-DEVK-F CA-DEVK-LIC-F	SEL: CA6-DEVK-F SEL: CA-DEVK-LIC-F		\$22,605.00	K K	31% 31%	\$15,597.45 \$0.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT CARAHSOFT
5	CD4PF1000019999S	SEL CA-DEVN-LIC-F SEL CD4PE 1000019999 Stand		\$164.62	ĸ	31%	\$0.76 \$113.59	\$0.00	\$0.00	\$0.00	\$0.00			\$0.00	PUPPET I ABS
5	CD4PE10002499PL	SEL CD4PE 1000-2499 Perp Lic Only		\$466.15	ĸ	31%	\$321.64	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	PUPPET LABS
5	CD4PE10002499S	SEL CD4PE 1000-2499 Stand		\$215.38	ĸ	31%	\$148.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5	CD4PE100249PL	SEL CD4PE 100-249 Perp Lic Only		\$701.54	ĸ	31%	\$484.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5	CD4PE100249PPRMS	SEL CD4PE 100-249 Prp Prm Supp		\$246.15	K	31%	\$169.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5	CD4PE100249S	SEL CD4PE 100-249 Stand		\$243.08	K	31%	\$167.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5	CD4PE100249SPRM	SEL CD4PE 100-249 Prem		\$386.15	K	31%	\$266.44	\$0.00	\$0.00	\$0.00	\$0.00			\$0.00	PUPPET LABS
5	CD4PE10K19999P	SEL CD4PE 1000019999 Prem		\$198.46	K	31%	\$136.94	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	PUPPET LABS
5	CD4PE10K19999PL	SEL CD4PE 1000019999 Perp Lic Only		\$358.46	K	31%	\$247.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5	CD4PE10K19999PPS	SEL CD4PE 1000019999 Prp Prm Supp		\$126.15	K	31%	\$87.04	\$0.00	\$0.00	\$0.00	\$0.00			\$0.00	PUPPET LABS
5 5	CD4PE199S CD4PE1K2499PPS	SEL CD4PE 1-99 Stand		\$261.54 \$163.08	K K	31% 31%	\$180.46	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	PUPPET LABS
5	CD4PE1K2499PPS CD4PE1K2499SP	SEL CD4PE 1000-2499 Prp Prm Supp SEL CD4PE 1000-2499 Prem		\$255.38	K K	31%	\$112.53 \$176.21	\$0.00	\$0.00	\$0.00	\$0.00			\$0.00	PUPPET LABS PUPPET LABS
5	CD4PE1R2499SP CD4PE2000049999S	SEL CD4PE 1000-2499 Pfeffi SEL CD4PE 2000049999 Stand		\$152.31	K	31%	\$105.09	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	PUPPET LABS
5	CD4PF20K49999P	SEL CD4PE 2000049999 Prem		\$178.46	ĸ	31%	\$123.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5	CD4PE20K49999PI	SEL CD4PE 2000049999 Perp Lic Only		\$323.08	ĸ	31%	\$222.93	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	PUPPET LABS
5	CD4PE20K49999PPS	SEL CD4PE 2000049999 Prp Prm Supp		\$112.31	ĸ	31%	\$77.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5	CD4PE25004999PL	SEL CD4PE 2500-4999 Perp Lic Only		\$438.46	K	31%	\$302.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5	CD4PE25004999PPS	SEL CD4PE 2500-4999 Prp Prm Supp		\$152.31	K	31%	\$105.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5	CD4PE25004999S	SEL CD4PE 2500-4999 Stand		\$201.54	K	31%	\$139.06	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	PUPPET LABS
5	CD4PE25004999SP	SEL CD4PE 2500-4999 Prem		\$241.54	K	31%	\$166.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5	CD4PE250499PL	SEL CD4PE 250-499 Perp Lic Only		\$561.54	K	31%	\$387.46	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	PUPPET LABS
5	CD4PE250499PPRMS	SEL CD4PE 250-499 Prp Prm Supp		\$195.38	K	31%	\$134.81	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	PUPPET LABS
5	CD4PE250499S	SEL CD4PE 250-499 Stand		\$229.23	K	31%	\$158.17	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5	CD4PE250499SPRM	SEL CD4PE 250-499 Prem		\$309.23	K	31%	\$213.37	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5	CD4PE50000PL	SEL CD4PE 50,000+ Perp Lic Only		\$293.85	K	31%	\$202.76	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	PUPPET LABS
5	CD4PE50000PPRMS	SEL CD4PE 50,000+ Prp Prm Supp		\$103.08 \$161.54	K	31%	\$71.13	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	PUPPET LABS
5 5	CD4PE50000PRM CD4PE50000S	SEL CD4PE 50,000+ Prem SEL CD4PE 50.000+ Stand		\$161.54 \$133.85	K	31%	\$111.46	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	PUPPET LABS
5	CD4PE50000S CD4PE50009999PL	SEL CD4PE 50,000+ Stand SEL CD4PE 5000-9999 Perp Lic Only		\$398.46	K K	31% 31%	\$92.36 \$274.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS PUPPET LABS
5	CD4PE500099999S	SEL CD4PE 5000-9999 Stand		\$184.62	K	31%	\$127.39	\$0.00	\$0.00	\$0.00	\$0.00			\$0.00	PUPPET LABS
5	CD4PE500999PL	SEL CD4PE 500-999 Perp Lic Only		\$495.38	ĸ	31%	\$341.81	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	PUPPET LABS
5	CD4PE500999PPRMS	SEL CD4PE 500-999 Prp Prm Supp		\$173.85	ĸ	31%	\$119.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5	CD4PE500999S	SEL CD4PE 500-999 Stand		\$221.54	ĸ	31%	\$152.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5	CD4PE500999SPRM	SEL CD4PE 500-999 Prem		\$272.31	K	31%	\$187.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5	CD4PE5K9999PPS	SEL CD4PE 5000-9999 Prp Prm Supp		\$140.00	K	31%	\$96.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5	CD4PE5K9999SP	SEL CD4PE 5000-9999 Prem		\$220.00	K	31%	\$151.80	\$0.00	\$0.00	\$0.00	\$0.00			\$0.00	PUPPET LABS
5	CDF-CFM-A-1Y	SEL Cloudera Flow Management-AMBARI-1Y		\$70,769.23	K	31%	\$48,830.77	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	HORTONWORKS
5	CDF-CFM-C-1Y	SEL Cloudera Flow Management-CM-1 Year		\$70,769.23	K	31%	\$48,830.77	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	HORTONWORKS
5	CDF-CSM-A-1Y	SEL Cloudera Streams Mgmt-AGPL-AMBARI-1Y		\$21,538.46	K	31%	\$14,861.54	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	HORTONWORKS
5 5	CDF-CSM-C-1Y CDF-CSP-A-1Y	SEL Cloudera Streams Mgmt-AGPL-CM-1Y SEL Cloudera Stream Proc Subsc-AMBARI-1Y		\$21,538.46 \$27,692.31	K	31% 31%	\$14,861.54 \$19,107.69	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	HORTONWORKS HORTONWORKS
5	CDF-CSP-A-11 CDF-CSP-C-1Y	SEL Cloudera Stream Processing-CM-1 Year		\$27,692.31	ĸ	31%	\$19,107.69	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	HORTONWORKS
5	CDLU10002499PL	SEL Lift CD4PE Perp Lic Only 1000-2499		\$73.85	K	31%	\$50.96	\$0.00	\$0.00	\$0.00	\$0.00			\$0.00	PUPPET LABS
5	CDLU10002499PRMS	SEL Lift CD4PE Perp Prem Supp 1000-2499		\$26.15	ĸ	31%	\$18.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5	CDLU10002499S	SEL Lift CD4PE Sub Std 1000-2499		\$36.92	ĸ	31%	\$25.47	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	PUPPET LABS
5	CDLU10002499SPRM	SEL Lift CD4PE Sub Prem 1000-2499		\$41.54	ĸ	31%	\$28.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5	CDLU100249PL	SEL Lift CD4PE Perp Lic Only 100-249		\$112.31	K	31%	\$77.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5	CDLU100249PRMS	SEL Lift CD4PE Perp Prem Supp 100-249		\$40.00	K	31%	\$27.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5	CDLU100249S	SEL Lift CD4PE Sub Std 100-249		\$41.54	K	31%	\$28.66	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	PUPPET LABS
5	CDLU100249SPRM	SEL Lift CD4PE Sub Prem 100-249		\$63.08	K	31%	\$43.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5	CDLU10K19999PL	SEL Lift CD4PE Perp Lic Only 10k-19999		\$58.46 \$20.00	K	31%	\$40.34	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	PUPPET LABS
5	CDLU10K19999PRMS	SEL Lift CD4PE Perp Prem Supp 10k-19999		\$20.00 \$26.15	K	31%	\$13.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5	CDLU10K19999S	SEL Lift CD4PE Sub Std 10k-19999		\$32.31	K	31% 31%	\$18.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5 5	CDLU10K19999SPRM CDLU199S	SEL Lift CD4PE Sub Prem 10k-19999 SEL Lift CD4PE Sub Std 1-99		\$32.31 \$44.62	K K	31%	\$22.29 \$30.79	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	PUPPET LABS
5	CDLU20K49999PL	SEL Lift CD4PE Sub Std 1-99 SEL Lift CD4PE Perp Lic Only 20k-49999		\$50.77	ĸ	31%	\$30.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5	CDLU20K49999PRMS	SEL Lift CD4PE Perp Prem Supp 20k-49999		\$18.46	K	31%	\$12.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5	CDLU20K49999S	SEL Lift CD4PE Sub Std 20k-49999		\$26.15	ĸ	31%	\$18.04	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	PUPPET LABS
5	CDLU20K49999SPRM	SEL Lift CD4PE Sub Prem 20k-49999		\$27.69	ĸ	31%	\$19.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5	CDLU25004999PL	SEL Lift CD4PE Perp Lic Only 2500-4999		\$70.77	K	31%	\$48.83	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5	CDLU25004999PRMS	SEL Lift CD4PE Perp Prem Supp 2500-4999		\$24.62	ĸ	31%	\$16.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5	CDLU25004999S	SEL Lift CD4PE Sub Std 2500-4999		\$35.38	K	31%	\$24.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5	CDLU25004999SPRM	SEL Lift CD4PE Sub Prem 2500-4999		\$40.00	K	31%	\$27.60	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	PUPPET LABS
5	CDLU250499PL	SEL Lift CD4PE Perp Lic Only 250-499		\$90.77	K	31%	\$62.63	\$0.00	\$0.00	\$0.00	\$0.00			\$0.00	PUPPET LABS
5	CDLU250499PRMS	SEL Lift CD4PE Perp Prem Supp 250-499		\$32.31	K	31%	\$22.29	\$0.00	\$0.00	\$0.00	\$0.00			\$0.00	PUPPET LABS
5	CDLU250499S	SEL Lift CD4PE Sub Std 250-499		\$40.00	K	31%	\$27.60	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	PUPPET LABS
5	CDLU250499SPRM	SEL Lift CD4PE Sub Prem 250-499		\$49.23	K	31%	\$33.97	\$0.00	\$0.00	\$0.00	\$0.00			\$0.00	PUPPET LABS
5	CDLU50009999PL CDLU50009999PRMS	SEL Lift CD4PE Perp Lic Only 5000-9999		\$64.62 \$23.08	K K	31% 31%	\$44.59 \$15.93	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	PUPPET LABS PUPPET LABS
5 5		SEL Lift CD4PE Perp Prem Supp 5000-9999			K K	31% 31%		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00		PUPPET LABS PUPPET LABS
5	CDLU50009999S CDLU50009999SPRM	SEL Lift CD4PE Sub Std 5000-9999 SEL Lift CD4PE Sub Prem 5000-9999		\$32.31 \$36.92	K K	31% 31%	\$22.29 \$25.47	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00 \$0.00		\$0.00	\$0.00 \$0.00	PUPPET LABS PUPPET LABS
5	CDLU500099995PRM CDLU500999PL	SEL Lift CD4PE Sub Prem 5000-9999 SEL Lift CD4PE Perp Lic Only 500-999		\$36.92 \$81.54	K K	31%	\$25.47 \$56.26	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	PUPPET LABS
5	CDLU500999PL CDLU500999PRMS	SEL Lift CD4PE Perp Prem Supp 500-999 SEL Lift CD4PE Perp Prem Supp 500-999		\$27.69	K	31%	\$30.20 \$19.11	\$0.00	\$0.00	\$0.00	\$0.00			\$0.00	PUPPET LABS
5	CDLU500999S	SEL Lift CD4PE Sub Std 500-999		\$38.46	K	31%	\$26.54	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	PUPPET LABS
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					NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPGR	ADE PRICE						
BAND	SKU	DESCRIPTION	Model Sub sku	EMC LIST PRICE USD	CATEGORY	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
- 5	CDLU500999SPRM	SEL Lift CD4PE Sub Prem 500-999		\$44.62	K	31%	\$30.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5	CDLU50KPL	SEL Lift CD4PE Perp Lic Only 50k+		\$49.23	K	31%	\$33.97	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	PUPPET LABS
5	CDLU50KPRMS	SEL Lift CD4PE Perp Prem Supp 50k+		\$16.92	K	31%	\$11.67	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5	CDLU50KS	SEL Lift CD4PE Sub Std 50k+		\$23.08	K	31%	\$15.93		\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	PUPPET LABS
5	CDLU50KSPRM CDP-DC-1Y	SEL Lift CD4PE Sub Prem 50k+ SEL Cloudera CDP Data Center Sub 1 Node		\$26.15 \$12.307.69	K K	31% 31%	\$18.04 \$8.492.31	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	PUPPET LABS HORTONWORKS
5	CDP-DC-TY CDP-DC-COMPUTE			\$12,307.69	K	31%	\$8,492.31 \$79.61	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	HORTONWORKS
5	CDP-DC-COMPUTE	SEL CDP Compute Price per CCU SEL Cloudera CDP Data Center Sub 1 Node		\$12,307.69	K K	31%	\$79.61 \$8.492.31	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	HORTONWORKS
5	CDP-DC-GOLD-AGFL	SEL CDP Storage Price Per TB		\$38.46	K	31%	\$26.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	HORTONWORKS
5	CDP-PVC-BASE-BUS	SEL Cloudera Pvt Cloud Base Ed-Business		\$15,384.62	ĸ	31%	\$10,615.39	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	HORTONWORKS
5	CDP-PVC-BASE-SLT	SEL CDP Pvt Cloud Base Ed-Bus. Select		\$17,692.31	ĸ	31%	\$12,207.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	HORTONWORKS
5	CDP-PVC-BASE-STD	SEL CDP Pvt Cloud Base Ed-Standard		\$12,307.69	K	31%	\$8,492.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	HORTONWORKS
5	CDP-STREAM-1Y	SEL Cloudera Data Plat Stream Ed-AnnSub		\$15,384.62	K	31%	\$10,615.39	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	HORTONWORKS
5	CDP-STREAM-PROMO	SEL Cloudera Data Plat Stream Ed-Promo		\$10,000.00	K	31%	\$6,900.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	HORTONWORKS
5	CDP-STRMBASE-1Y	SEL Cloudera DataPlatStrm MsgBase-AnnSub		\$6,923.08	K	31%	\$4,776.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	HORTONWORKS
5	CEADC-BRNZ	SEL Cloudera Analytic Brnz TB (100 min)		\$787.69	K	31%	\$543.51	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	CLOUDERA
5	CEADC-GOLD	SEL Cloudera Analytic Gold TB (100 min)		\$984.62	K	31%	\$679.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CLOUDERA
5	CEADN-BRNZ	SEL Cloudera Analytic Brnz Node (10 min)		\$7,876.92 \$9.846.15	K	31%	\$5,435.07	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	CLOUDERA
5	CEADN-GOLD CEBC-BRNZ-I	SEL Cloudera Analytic Gold Node (10 min) SEL Cloudera Essentials Bronze TB 100min		\$9,040.15	K K	31% 31%	\$6,793.84 \$135.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CLOUDERA CLOUDERA
5	CEBC-BRNZ-I CEBC-GOLD-I	SEL Cloudera Essentials Bronze 1B 100min SEL Cloudera Essentials Gold TB 100min		\$246.15	K K	31%	\$135.87 \$169.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CLOUDERA
5	CEBN-BRNZ-I	SEL Cloudera Essentials Gold 1B 100min SEL Cloudera Essentials Bronze Node10min		\$1.969.23	K	31%	\$1,358.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CLOUDERA
5	CEBN-GOLD-I	SEL Cloudera Essentials Gold Node 10min		\$2,461.54	ĸ	31%	\$1,698.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CLOUDERA
5	CEDEC-BRNZ	SEL Cloudera Data Eng Brnz TB (100 min)		\$393.85	ĸ	31%	\$271.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CLOUDERA
5	CEDEC-GOLD	SEL Cloudera Data Eng Gold TB (100 min)		\$492.31	K	31%	\$339.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CLOUDERA
5	CEDEN-BRNZ	SEL Cloudera Data Eng Brnz Node (10 min)		\$3,938.46	K	31%	\$2,717.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	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	\$0.00	CLOUDERA
5	CEDHC-BRNZ	SEL Cloudera EDHub Bronze TB (100 min)		\$984.62	K	31%	\$679.39		\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	CLOUDERA
5	CEDHC-GOLD	SEL Cloudera EDHub Gold TB (100 min)		\$1,230.77	K	31%	\$849.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CLOUDERA
5	CEDHN-BRNZ	SEL Cloudera EDHub Bronze Node (10 min)		\$9,846.15	K	31%	\$6,793.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CLOUDERA
5	CEDHN-COMPUTE	SEL perCCU Over16 cores/128GBRAM perNode		\$115.38	K	31%	\$79.61	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	CLOUDERA
5	CEDHN-GOLD	SEL Cloudera EDHub Gold Node (10 min)		\$12,307.69	K	31%	\$8,492.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CLOUDERA
5	CEDHN-STORAGE	SEL Storage per TB Over 48TB per Node		\$38.46 \$61,538.46	K	31%	\$26.54	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	CLOUDERA
5	CEDSW-10 CEODC-BRNZ	SEL Cloudera Data Science Workbench 10Pk SEL Cloudera Operatnl Brnz TB (100 min)		\$61,538.46 \$590.77	K K	31% 31%	\$42,461.54 \$407.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CLOUDERA CLOUDERA
5	CEODC-BRNZ CEODC-GOLD	SEL Cloudera Operatri Brnz 1B (100 min) SEL Cloudera Operatri Gold TB (100 min)		\$738.46	K K	31%	\$407.63 \$509.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CLOUDERA
5	CEODO-GOLD CEODN-BRNZ	SEL Cloudera Operatrii Gold 1B (100 min) SEL Cloudera Operatrii Brnz Node (10 min)		\$5,907,69	K	31%	\$4,076.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CLOUDERA
5	CEODN-GOLD	SEL Cloudera Operatril Britz Node (10 min)		\$7.384.62	K	31%	\$5.095.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CLOUDERA
5	CF4ADVC	SEL CF4-ADV-C)		\$21,495.00	ĸ	31%	\$14.831.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF4ADVC-I	SEL CF4-ADV-C)		\$25,149.15	ĸ	31%	\$17.352.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF4ADVC-K	SEL CF4-ADV-C		\$25,321.79	K	31%	\$17,472.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF4ADVESC	SEL CF4-ADV-ES-C)		\$20,495.00	K	31%	\$14,141.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF4ADVESC-I	SEL CF4-ADV-ES-C)		\$23,979.15	K	31%	\$16,545.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF4ADVESC-K	SEL CF4-ADV-ES-C		\$24,172.54	K	31%	\$16,679.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF4B1ADVADC	SEL CF4-B1-ADV-AD-C)		\$18,995.00	K	31%	\$13,106.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF4B1ADVADC-I	SEL CF4-B1-ADV-AD-C)		\$22,224.15	K	31%	\$15,334.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF4B1ADVADC-K CF4B1ADVESADC	SEL CF4-B1-ADV-AD-C SEL CF4-B1-ADV-FS-AD-C)		\$22,410.36 \$17.395.00	K K	31% 31%	\$15,463.15 \$12,002.55	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARF
5	CF4B1ADVESADC-I	SEL CF4-B1-ADV-ES-AD-C) SEL CF4-B1-ADV-ES-AD-C)		\$17,395.00	K	31%	\$12,002.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF4B1ADVESADC-K	SEL CF4-B1-ADV-ES-AD-C		\$20,494.94	K	31%	\$14,042.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF4B1FNTADC	SEL CE4-B1-ENT-AD-C.)		\$22,395,00	ĸ	31%	\$15,452.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF4B1ENTADC-I	SEL CF4-B1-ENT-AD-C)		\$26,202.15	ĸ	31%	\$18,079.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF4B1ENTADC-K	SEL CF4-B1-ENT-AD-C		\$26,394.42	K	31%	\$18,212.15		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF4B1ENTESADC	SEL CF4-B1-ENT-ES-AD-C)		\$19,595.00	K	31%	\$13,520.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF4B1ENTESADC-I	SEL CF4-B1-ENT-ES-AD-C)		\$22,926.15	K	31%	\$15,819.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF4B1ENTESADC-K	SEL CF4-B1-ENT-ES-AD-C		\$23,099.91	K	31%	\$15,938.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF4B1STDADC	SEL CF4-B1-STD-AD-C)		\$10,695.00	K	31%	\$7,379.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF4B1STDADC-I CF4B1STDADC-K	SEL CF4-B1-STD-AD-C) SEL CF4-B1-STD-AD-C		\$12,513.15 \$12,603.43	K K	31% 31%	\$8,634.07 \$8,696.37	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARF
5	CF4B1STDADC-K CF4B1STDESADC	SEL CF4-B1-STD-AD-C SEL CF4-B1-STD-ES-AD-C)		\$12,603.43 \$8,495.00	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	VMWARE VMWARE
5	CF4B1STDESADC-I	SEL CF4-B1-STD-ES-AD-C) SEL CF4-B1-STD-ES-AD-C)		\$9,939.15	K K	31% 31%	\$5,861.55 \$6.858.01	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE VMWARE
5	CF4B1STDESADC-I	SEL CF4-B1-STD-ES-AD-C) SEL CF4-B1-STD-ES-AD-C		\$9,998.47	K	31%	\$6,656.01	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	CF4B1STRADC	SEL CF4-B1-STD-E-SAD-C SEL CF4-B1-STR-AD-C)		\$15.195.00	K	31%	\$10.484.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF4B1STRADC-I	SEL CF4-B1-STR-AD-C)		\$17,778.15	K	31%	\$12,266.92		\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	CF4B1STRADC-K	SEL CF4-B1-STR-AD-C		\$17,889.98	ĸ	31%	\$12,344.09	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	CF4B1V100PSC2-K	SEL CF4-B1-VDI-100-P-SSS-C)		\$98,452.34	K	31%	\$67,932.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF4B1VDI100C	SEL CF4-B1-VDI-100-C)		\$73,340.00	K	31%	\$50,604.60	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	CF4B1VDI100C1	SEL CF4-B1-VDI-100-C1)		\$83,590.00	K	31%	\$57,677.10	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	CF4B1VDI100C1-I	SEL CF4-B1-VDI-100-C1)		\$97,800.30	K	31%	\$67,482.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF4B1VDI100C1-K	SEL CF4-B1-VDI-100-C1)		\$83,590.00	K	31%	\$57,677.10		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF4B1VDI100C-I	SEL CF4-B1-VDI-100-C)		\$85,807.80	K	31%	\$59,207.38	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE
5	CF4B1VDI100C-K	SEL CF4-B1-VDI-100-C		\$86,193.69	K	31%	\$59,473.65				\$0.00				VMWARE
5 5	CF4B1VDI10C CF4B1VDI10C1	SEL CF4-B1-VDI-10-C) SEL CF4-B1-VDI-10-C1)		\$7,334.00 \$8,359.00	K K	31% 31%	\$5,060.46 \$5,767.71	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARF
5	CF4B1VDI10C1 CF4B1VDI10C1-I	SEL CF4-B1-VDI-10-C1) SEL CF4-B1-VDI-10-C1)		\$8,359.00	K K	31% 31%	\$5,767.71 \$6,748.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00		\$0.00	\$0.00	\$0.00 \$0.00	VMWARE VMWARE
5	CF4B1VDI10C1-I CF4B1VDI10C1-K	SEL CF4-B1-VDI-10-C1) SEL CF4-B1-VDI-10-C1)		\$9,780.03	K K	31%	\$6,748.22 \$5,767.71	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	CF4B1VDI10C1-K	SEL CF4-B1-VDI-10-C1) SEL CF4-B1-VDI-10-C1)		\$9,845.23	K	31%	\$5,767.71	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF4B1VDI10C2-K	SEL CF4-B1-VDI-10-C)		\$8,580.78	K	31%	\$5,920.74	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	CF4B1VDI10C-K	SEL CF4-B1-VDI-10-C		\$8,619.37	K	31%	\$5,947.37	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	CF4B2ADVADC	SEL CF4-B2-ADV-AD-C)		\$14,395.00	K	31%	\$9,932.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF4B2ADVADC-I	SEL CF4-B2-ADV-AD-C)		\$16,842.15	K	31%	\$11,621.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF4B2ADVADC-K	SEL CF4-B2-ADV-AD-C		\$16,970.58	K	31%	\$11,709.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF4B2ADVESADC	SEL CF4-B2-ADV-ES-AD-C)		\$12,395.00	K	31%	\$8,552.55		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF4B2ADVESADC-I	SEL CF4-B2-ADV-ES-AD-C)		\$14,502.15	K	31%	\$10,006.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE

					NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPGR	ADE PRICE						
BAND	SKU	DESCRIPTION	Model Sub sku	EMC LIST PRICE USD	CATEGORY	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	CF4B2ADVESADC-K	SEL CF4-B2-ADV-ES-AD-C	•	\$14,595.46	K	31%	\$10,070.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF4B2ENTADC-I	SEL CF4-B2-ENT-AD-C) SEL CF4-B2-ENT-AD-C)		\$15,295.00 \$17,895.15	K K	31%	\$10,553.55 \$12,347.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE VMWARF
5	CF4B2ENTADC-I CF4B2ENTADC-K	SEL CF4-B2-ENT-AD-C) SEL CF4-B2-ENT-AD-C		\$17,895.15 \$18,043.21	K K	31% 31%	\$12,347.65 \$12.449.81	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARE
5	CF4B2ENTESADC	SEL CF4-B2-ENT-AD-C SEL CF4-B2-ENT-ES-AD-C)		\$10,043.21	K	31%	\$12,449.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF4B2ENTESADC-I	SEL CF4-B2-ENT-ES-AD-C)		\$13,917.15	ĸ	31%	\$9,602,83	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF4B2ENTESADC-K	SEL CF4-B2-ENT-ES-AD-C		\$13,982.53	K	31%	\$9,647.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF4B2STDADC	SEL CF4-B2-STD-AD-C)		\$5,495.00	K	31%	\$3,791.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF4B2STDADC-I	SEL CF4-B2-STD-AD-C)		\$6,429.15	K	31%	\$4,436.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF4B2STDADC-K	SEL CF4-B2-STD-AD-C		\$6,470.27	K	31%	\$4,464.49		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF4B2STRADC	SEL CF4-B2-STR-AD-C)		\$10,395.00 \$12.162.15	K	31%	\$7,172.55	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARF
5	CF4B2STRADC-I CF4B2STRADC-K	SEL CF4-B2-STR-AD-C) SEL CF4-B2-STR-AD-C		\$12,102.15	K K	31% 31%	\$8,391.88 \$8,432.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF4B2VDI100C	SEL CF4-B2-VDI-100-C)		\$14.090.00	K	31%	\$9,722.10		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF4B2VDI100C-I	SEL CF4-B2-VDI-100-C)		\$16,485.30	ĸ	31%	\$11,374.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF4B2VDI100C-K	SEL CF4-B2-VDI-100-C		\$16,587.50	K	31%	\$11,445.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF4B2VDI10C	SEL CF4-B2-VDI-10-C)		\$1,409.00	K	31%	\$972.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF4B2VDI10C-I	SEL CF4-B2-VDI-10-C)		\$1,648.53	K	31%	\$1,137.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF4B2VDI10C-K	SEL CF4-B2-VDI-10-C		\$1,658.75 \$24.340.00	K K	31%	\$1,144.54	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE
5	CF4B2VDIS100C CF4B2VDIS100C-I	SEL CF4-B2-VDI-ST-100-C) SEL CF4-B2-VDI-ST-100-C)		\$24,340.00	K K	31% 31%	\$16,794.60 \$19,649.68	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE VMWARF
5	CF4B2VDIS100C-K	SEL CF4-B2-VDI-ST-100-C)		\$28,692.92	K	31%	\$19,798.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF4B2VDIST10C	SEL CF4-B2-VDI-ST-10-C)		\$2,434.00	ĸ	31%	\$1,679.46		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF4B2VDIST10C-I	SEL CF4-B2-VDI-ST-10-C)		\$2,847.78	K	31%	\$1,964.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF4B2VDIST10C-K	SEL CF4-B2-VDI-ST-10-C)		\$2,869.29	K	31%	\$1,979.81	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF4B3ADVADC	SEL CF4-B3-ADV-AD-C)		\$11,695.00	K	31%	\$8,069.55		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	CF4B3ADVADC-I CF4B3ADVADC-K	SEL CF4-B3-ADV-AD-C) SEL CF4-B3-ADV-AD-C		\$13,683.15 \$13,752.68	K K	31% 31%	\$9,441.37 \$9,489.35	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARE
5	CF4B3ADVADC-K CF4B3ADVESADC	SEL CF4-B3-ADV-AD-C SEL CF4-B3-ADV-ES-AD-C)		\$13,752.68	K K	31%	\$9,489.35 \$6,620.55		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF4B3ADVESADC-I	SEL CF4-B3-ADV-E3-AD-C)		\$11.226.15	K	31%	\$7,746.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF4B3ADVESADC-K	SEL CF4-B3-ADV-ES-AD-C		\$11,300.95	ĸ	31%	\$7,797.66		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF4B3ENTADC	SEL CF4-B3-ENT-AD-C)		\$15,495.00	K	31%	\$10,691.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF4B3ENTADC-I	SEL CF4-B3-ENT-AD-C)		\$18,129.15	K	31%	\$12,509.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF4B3ENTADC-K	SEL CF4-B3-ENT-AD-C		\$18,273.06	K	31%	\$12,608.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF4B3ENTESADC	SEL CF4-B3-ENT-ES-AD-C)		\$11,995.00 \$14,034.15	K	31%	\$8,276.55	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE
5	CF4B3ENTESADC-I CF4B3ENTESADC-K	SEL CF4-B3-ENT-ES-AD-C) SEL CF4-B3-ENT-ES-AD-C		\$14,034.15	K K	31% 31%	\$9,683.56 \$9.753.67	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE VMWARE
5	CF4B3ENTESADC-K	SEL CF4-B3-ENT-ES-AD-C SEL CF4-B3-STR-AD-C)		\$11,695.00	K	31%	\$8,753.67	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF4B3STRADC-I	SEL CF4-B3-STR-AD-C)		\$13,683.15	ĸ	31%	\$9,441.37	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF4B3STRADC-K	SEL CF4-B3-STR-AD-C		\$13,752.68	K	31%	\$9,489.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF4B3VDI100C	SEL CF4-B3-VDI-100-C)		\$20,090.00	K	31%	\$13,862.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF4B3VDI100C-I	SEL CF4-B3-VDI-100-C)		\$23,505.30	K	31%	\$16,218.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF4B3VDI100C-K	SEL CF4-B3-VDI-100-C SEL CF4-B3-VDI-10-C)		\$23,636.22 \$2,009.00	K	31%	\$16,308.99	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARE
5	CF4B3VDI10C CF4B3VDI10C-I	SEL CF4-B3-VDI-10-C) SEL CF4-B3-VDI-10-C)		\$2,009.00	K K	31% 31%	\$1,386.21 \$1.621.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE VMWARE
5	CF4B3VDI10C-K	SEL CF4-B3-VDI-10-C)		\$2,363.62	K	31%	\$1,630.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF4B3VDIST10C	SEL CF4-B3-VDI-ST-10-C)		\$3,309.00	ĸ	31%	\$2,283,21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF4B3VDIST10C-I	SEL CF4-B3-VDI-ST-10-C)		\$3,871.53	K	31%	\$2,671.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF4B3VDIST10C-K	SEL CF4-B3-VDI-ST-10-C)		\$3,895.95	K	31%	\$2,688.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF4B3VDIT100C	SEL CF4-B3-VDI-ST-100-C)		\$33,090.00	K	31%	\$22,832.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF4B3VDIT100C-I	SEL CF4-B3-VDI-ST-100-C)		\$38,715.30	K	31%	\$26,713.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF4B3VDIT100C-K CF4B4ADVADC	SEL CF4-B3-VDI-ST-100-C) SEL CF4-B4-ADV-AD-C)		\$38,959.55 \$6.945.00	K K	31% 31%	\$26,882.09 \$4.792.05	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARE
5	CF4B4ADVADC-I	SEL CF4-B4-ADV-AD-C)		\$8.125.65	K	31%	\$5,606.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF4B4ADVADC-K	SEL CF4-B4-ADV-AD-C		\$8,159.67	K	31%	\$5,630.17	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF4B4ADVESADC	SEL CF4-B4-ADV-ES-AD-C)		\$4,395.00	K	31%	\$3,032.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF4B4ADVESADC-I	SEL CF4-B4-ADV-ES-AD-C)		\$5,142.15	K	31%	\$3,548.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF4B4ADVESADC-K	SEL CF4-B4-ADV-ES-AD-C		\$5,175.45	K	31%	\$3,571.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF4B4ENTADC	SEL CF4-B4-ENT-AD-C)		\$8,140.00 \$9.523.80	K	31%	\$5,616.60	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE
5	CF4B4ENTADC-I CF4B4ENTADC-K	SEL CF4-B4-ENT-AD-C) SEL CF4-B4-ENT-AD-C		\$9,523.80	K K	31% 31%	\$6,571.42 \$6,634.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE VMWARF
5	CF4B4ENTADC-K CF4B4FNTFSADC	SEL CF4-B4-ENT-AD-C SEL CF4-B4-ENT-FS-AD-C)		\$4.050.00	K K	31%	\$6,634.61 \$2,794.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF4B4ENTESADC-I	SEL CF4-B4-ENT-ES-AD-C)		\$4,738.50	K	31%	\$3,269.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF4B4ENTESADC-K	SEL CF4-B4-ENT-ES-AD-C		\$4,769.38	K	31%	\$3,290.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF4B4STRADC	SEL CF4-B4-STR-AD-C)		\$6,945.00	K	31%	\$4,792.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF4B4STRADC-I	SEL CF4-B4-STR-AD-C)		\$8,125.65	K	31%	\$5,606.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF4B4STRADC-K	SEL CF4-B4-STR-AD-C SEL CF4-ENT-C)		\$8,159.67 \$24,495.00	K K	31% 31%	\$5,630.17	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARF
5	CF4ENTC CF4ENTC-I	SEL CF4-ENT-C) SEL CF4-ENT-C)		\$24,495.00 \$28,659.15	K K	31% 31%	\$16,901.55 \$19,774.81	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARE
5	CF4ENTC-I CF4ENTC-K	SEL CF4-ENT-C		\$28,846.15	K K	31%	\$19,774.81 \$19.903.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF4ENTESC	SEL CF4-ENT-ES-C)		\$22,495.00	K	31%	\$15,521.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF4ENTESC-I	SEL CF4-ENT-ES-C)		\$26,319.15	ĸ	31%	\$18,160.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF4ENTESC-K	SEL CF4-ENT-ES-C		\$26,471.04	K	31%	\$18,265.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF4SDDCMC	SEL CF4-SDDCM-C)		\$3,100.00	K	31%	\$2,139.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF4SDDCMC-I	SEL CF4-SDDCM-C)		\$3,627.00	K	31%	\$2,502.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF4SDDCMC-K CF4SDDCMD100C	SEL CF4-SDDCM-C) SEL CF4-SDDCM-D100-C)		\$3,650.78 \$3,085.00	K K	31% 31%	\$2,519.04 \$2,128.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE VMWARF
5	CF4SDDCMD100C CF4SDDCMD100C-I	SEL CF4-SDDCM-D100-C) SEL CF4-SDDCM-D100-C)		\$3,085.00 \$3.609.45	K K	31% 31%	\$2,128.65 \$2.490.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARF
5	CF4SDDCMD100C-I CF4SDDCMD100C-K	SEL CF4-SDDCM-D100-C) SEL CF4-SDDCM-D100-C)		\$3,609.45	K K	31%	\$2,490.52 \$2.508.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF4SDDCMD100C-K	SEL CF4-SDDCM-D100-C) SEL CF4-SDDCM-D10-C)		\$3,035.40	K	31%	\$2,506.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF4SDDCMD10C-I	SEL CF4-SDDCM-D10-C)		\$361.53	K	31%	\$249.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF4SDDCMD10C-K	SEL CF4-SDDCM-D10-C)		\$364.31	K	31%	\$251.37	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF4SDDCMVSC	SEL CF4-SDDCM-VS-C)		\$1,535.00	K	31%	\$1,059.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF4SDDCMVSC-I	SEL CF4-SDDCM-VS-C)		\$1,795.95	K	31%	\$1,239.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE

					NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPGR	ADE PRICE						
BAND	sкu	DESCRIPTION	Model Sub sku	EMC LIST PRICE USD	CATEGORY CODE	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	CF4SDDCMVSC-K	SEL CF4-SDDCM-VS-C)		\$1,804.32	K	31%	\$1,244.98	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	CF4STDC	SEL CF4-STD-C)		\$13,995.00	K	31%	\$9,656.55	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	CF4STDC-I	SEL CF4-STD-C)		\$16,374.15	K	31%	\$11,298.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF4STDC-K	SEL CF4-STD-C)		\$16,510.88	K	31%	\$11,392.51	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VMWARE
5	CF4STDESC	SEL CF4-STD-ES-C)		\$11,995.00	K	31%	\$8,276.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE VMWARE
5 5	CF4STDESC-I	SEL CF4-STD-ES-C)		\$14,034.15 \$14,135.76	K K	31% 31%	\$9,683.56 \$9,753.67	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE
5	CF4STDESC-K CF4STRC	SEL CF4-STD-ES-C) SEL CF4-STR-C)		\$14,135.76	K K	31% 31%	\$9,753.67 \$12,416.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE VMWARE
5	CF4STRC-I	SEL CF4-STR-C) SEL CF4-STR-C)		\$17,995.00	K	31%	\$12,416.55 \$14,527.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF4STRC-K	SEL CF4-STR-C)		\$21,184.49	K	31%	\$14,617.30	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	CFADSTRPRO	SEL CF-AD-STR-PRO)		\$100,023.00	K	31%	\$69.015.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CFADSTRPRO-I	SEL CF-AD-STR-PRO)		\$117,026.91	K	31%	\$80,748.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CFADSTRPRO-K	SEL CF-AD-STR-PRO)		\$112,243.33	ĸ	31%	\$77,447.90	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	CF-B3-VS6-ADV-F	SEL: CF-B3-VS6-ADV-F		\$14,789.50	ĸ	31%	\$10.204.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	CF-B3-VS6-ENT-F	SEL: CF-B3-VS6-ENT-F		\$15,768.50	ĸ	31%	\$10,880.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	CF-B3-VS6-STD-F	SEL: CF-B3-VS6-STD-F		\$10,972.50	ĸ	31%	\$7,571.03	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	CF-CPU-B1-F	SEL: CF-CPU-B1-F		\$14,448.50	ĸ	31%	\$9.969.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	CF-CPU-B2-F	SEL: CF-CPU-B2-F		\$10,609.50	K	31%	\$7,320.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	CF-ENT-F	SEL: CF-ENT-F		\$26,394.50	K	31%	\$18,212.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	CF-PCES-ENT-F	SEL: CF-PCES-ENT-F		\$19,794.50	K	31%	\$13,658,21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	CFSDDC3M100C	SEL CF-SDDC3-M100-C)		\$3,085.00	K	31%	\$2,128.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CFSDDC3M100C-I	SEL CF-SDDC3-M100-C)		\$3,609.45	K	31%	\$2,490.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CFSDDC3M100C-K	SEL CF-SDDC3-M100-C)		\$3,466.90	K	31%	\$2,392.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF-SDDC3-M100-F	SEL: CF-SDDC3-M100-F		\$3,393.50	K	31%	\$2,341.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	CFSDDC3M10C	SEL CF-SDDC3-M10-C)		\$309.00	K	31%	\$213.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CFSDDC3M10C-I	SEL CF-SDDC3-M10-C)		\$361.53	K	31%	\$249.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CFSDDC3M10C-K	SEL CF-SDDC3-M10-C)		\$347.46	K	31%	\$239.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF-SDDC3-M10-F	SEL: CF-SDDC3-M10-F		\$339.90	K	31%	\$234.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	CFSDDC3MACC	SEL CF-SDDC3-MAC-C)		\$1,535.00	K	31%	\$1,059.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CFSDDC3MACC-I	SEL CF-SDDC3-MAC-C)		\$1,795.95	K	31%	\$1,239.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CFSDDC3MACC-K	SEL CF-SDDC3-MAC-C)		\$1,727.70	K	31%	\$1,192.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CF-SDDC3-MAC-F	SEL: CF-SDDC3-MAC-F		\$1,688.50	K	31%	\$1,165.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	CFSTRPRO	SEL CF-STR-PRO)		\$118,215.00	K	31%	\$81,568.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CFSTRPRO-I	SEL CF-STR-PRO)		\$138,311.55	K	31%	\$95,434.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CFSTRPRO-K	SEL CF-STR-PRO)		\$132,929.82	K	31%	\$91,721.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CL-11-15OS	SEL Collector OS		\$4,054.05	K	31%	\$2,797.29	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	CL-1-5OS	SEL Collector OS		\$9,009.00	K	31%	\$6,216.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	CL-16-20OS	SEL Collector OS		\$3,648.65	K	31%	\$2,517.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	CL18-ADV-F	SEL: CL18-ADV-F		\$9,124.50	K	31%	\$6,295.91	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	CARAHSOFT
5	CL18ENTADVUGF	SEL: CL18-ENT-ADV-UG-F		\$7,837.50	K	31%	\$5,407.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	CL18ENTENTUGF	SEL: CL18-ENT-ENT-UG-F		\$9,487.50	K	31%	\$6,546.38	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	CARAHSOFT
5	CL18-ENT-F	SEL: CL18-ENT-F		\$10,774.50	K	31%	\$7,434.41	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	CARAHSOFT
5	CL18ENTSTDUGF	SEL: CL18-ENT-STD-UG-F		\$4,977.50	K	31%	\$3,434.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	CL18EPLADVUGF	SEL: CL18-EPL-ADV-UG-F		\$7,089.50	K	31%	\$4,891.76	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	CARAHSOFT
5	CL18EPLENTUGF	SEL: CL18-EPL-ENT-UG-F		\$8,739.50	K	31%	\$6,030.26	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	CARAHSOFT
5	CL18EPLSTDUGF	SEL: CL18-EPL-STD-UG-F		\$4,229.50	K	31%	\$2,918.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	CL180ENTADVUGF	SEL: CL18-OENT-ADV-UG-F		\$6,594.50 \$8,244.50	K	31% 31%	\$4,550.21	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00	\$0.00 \$0.00	CARAHSOFT CARAHSOFT
5	CL180ENTENTUGF	SEL: CL18-OENT-ENT-UG-F			K		\$5,688.71	\$0.00	\$0.00			\$0.00	\$0.00		
5 5	CL180ENTSTDUGF CL180EPLADVUGF	SEL: CL18-OENT-STD-UG-F SEL: CL18-OEPL-ADV-UG-F		\$3,734.50 \$5,841.00	K K	31% 31%	\$2,576.81 \$4,030.29	\$0.00 \$0.00	\$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	CL 180EPLADVUGF	SEL: CL18-OEPL-ADV-UG-F SEL: CL18-OEPL-ENT-UG-F		\$5,641.00	K	31%	\$4,030.29 \$5,168.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	CL180EPLSTDUGF	SEL: CL18-OEPL-STD-UG-F		\$2,981.00	K	31%	\$2,056.89	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	CARAHSOFT
5	CL18STDADVUGF	SEL: CL18-STD-ADV-UG-F		\$8,833.00	K	31%	\$6,094.77	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	CARAHSOFT
5	CL 18STDENTUGE	SEL: CL18-STD-ENT-UG-F		\$10.648.00	ĸ	31%	\$7,347.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	CL18-STD-F	SEL: CL18-STD-F		\$6,264.50	K	31%	\$4,322,51	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	CARAHSOFT
5	CL18STDSTDUGF	SEL: CL18-STD-STD-UG-F		\$5,687.00	ĸ	31%	\$3,924.03	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	CARAHSOFT
5	CL19ADVC	SEL CL19-ADV-C)		\$8.815.00	ĸ	31%	\$6.082.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CL19ADVC-I	SEL CL19-ADV-C)		\$10,313.55	ĸ	31%	\$7,116.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CL19ADVC-K	SEL CL19-ADV-C)		\$10,381.55	ĸ	31%	\$7,163.27	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	CL19ENT7ADVUC	SEL CL19-ENT7-ADV-UG-C)		\$7,458.00	ĸ	31%	\$5,146.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CL19ENT7ADVUC-I	SEL CL19-ENT7-ADV-UG-C		\$8,725.86	K	31%	\$6,020.84	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	CL19ENT7ADVUC-K	SEL CL19-ENT7-ADV-UG-C)		\$8,772.60	K	31%	\$6,053.09	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VMWARE
5	CL19ENT7ENTUC	SEL CL19-ENT7-ENT-UG-C)		\$9,038.00	K	31%	\$6,236.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CL19ENT7ENTUC-I	SEL CL19-ENT7-ENT-UG-C		\$10,574.46	K	31%	\$7,296.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CL19ENT7ENTUC-K	SEL CL19-ENT7-ENT-UG-C)		\$10,611.40	K	31%	\$7,321.87	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VMWARE
5	CL19ENT7STDUC	SEL CL19-ENT7-STD-UG-C)		\$4,688.00	K	31%	\$3,234.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CL19ENT7STDUC-I	SEL CL19-ENT7-STD-UG-C		\$5,484.96	K	31%	\$3,784.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CL19ENT7STDUC-K	SEL CL19-ENT7-STD-UG-C)		\$5,520.23	K	31%	\$3,808.96	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VMWARE
5	CL19ENTADVUGC	SEL CL19-ENT-ADV-UG-C)		\$7,138.00	K	31%	\$4,925.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CL19ENTADVUGC-I	SEL CL19-ENT-ADV-UG-C)		\$8,351.46	K	31%	\$5,762.51	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CL19ENTADVUGC-K	SEL CL19-ENT-ADV-UG-C)		\$8,006.44	K	31%	\$5,524.44	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VMWARE
5	CL19ENTC	SEL CL19-ENT-C)		\$10,395.00	K	31%	\$7,172.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CL19ENTC-I	SEL CL19-ENT-C)		\$12,162.15	K	31%	\$8,391.88	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	CL19ENTC-K	SEL CL19-ENT-C)		\$12,220.35	K	31%	\$8,432.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CL19ENTENTUGC	SEL CL19-ENT-ENT-UG-C)		\$8,638.00	K	31%	\$5,960.22	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	CL19ENTENTUGC-I	SEL CL19-ENT-ENT-UG-C)		\$10,106.46	K	31%	\$6,973.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CL19ENTENTUGC-K	SEL CL19-ENT-ENT-UG-C)		\$9,692.00	K	31%	\$6,687.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CL19ENTSTDUGC	SEL CL19-ENT-STD-UG-C)		\$4,538.00	K	31%	\$3,131.22	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VMWARE
5	CL19ENTSTDUGC-I	SEL CL19-ENT-STD-UG-C)		\$5,309.46	K	31%	\$3,663.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CL19ENTSTDUGC-K	SEL CL19-ENT-STD-UG-C)		\$5,098.84	K	31%	\$3,518.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CL19EPL7ADVUC	SEL CL19-EPL7-ADV-UG-C)		\$6,765.00	K	31%	\$4,667.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CL19EPL7ADVUC-I	SEL CL19-EPL7-ADV-UG-C		\$7,915.05	K	31%	\$5,461.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CL19EPL7ADVUC-K	SEL CL19-EPL7-ADV-UG-C)		\$8,006.44	K	31%	\$5,524.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CL19EPL7ENTUC	SEL CL19-EPL7-ENT-UG-C)		\$8,345.00	K	31%	\$5,758.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE

					NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPGR	ADE PRICE						
BAND	sku	DESCRIPTION	Model Sub sku	EMC LIST PRICE USD	CATEGORY	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	CL19EPL7ENTUC-I	SEL CL19-EPL7-ENT-UG-C		\$9,763.65	K	31%	\$6,736.92	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CL19EPL7ENTUC-K	SEL CL19-EPL7-ENT-UG-C)		\$9,845.23	K	31%	\$6,793.21	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	CL19EPL7STDUC	SEL CL19-EPL7-STD-UG-C)		\$3,995.00	K	31%	\$2,756.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CL19EPL7STDUC-I	SEL CL19-EPL7-STD-UG-C		\$4,674.15	K	31%	\$3,225.16		\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	CL19EPL7STDUC-K	SEL CL19-EPL7-STD-UG-C)		\$4,708.09 \$6,445.00	K	31% 31%	\$3,248.58 \$4,447.05	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARF
5	CL19EPLADVUGC CL19EPLADVUGC-I	SEL CL19-EPL-ADV-UG-C)		\$5,445.00	K	31%	\$4,447.05 \$5,203.05	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	CL19EPLADVUGC-I CL19EPLADVUGC-K	SEL CL19-EPL-ADV-UG-C) SEL CL19-EPL-ADV-UG-C)		\$7,540.65	K K	31% 31%	\$5,203.05 \$4,998.43	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE VMWARE
5	CL19EPLENTUGC	SEL CL19-EPL-ADV-UG-C) SEL CL19-EPL-ENT-UG-C)		\$7,244.10	K K	31%	\$4,998.43 \$5.482.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CL19EPLENTUGC-I	SEL CL19-EPL-ENT-UG-C)		\$9,295.65	K	31%	\$6,462.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	CI 19FPI ENTUGC-K	SEL CL19-EPL-ENT-UG-C)		\$8,925.84	ĸ	31%	\$6,158.83	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CL19EPLSTDUGC	SEL CL19-EPL-STD-UG-C)		\$3.845.00	ĸ	31%	\$2,653.05		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CL19EPLSTDUGC-I	SEL CL19-EPL-STD-UG-C)		\$4,498.65	K	31%	\$3,104.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CL19EPLSTDUGC-K	SEL CL19-EPL-STD-UG-C)		\$4,325.01	K	31%	\$2,984.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CL19OELSTDUGC	SEL CL19-OEL-STD-UG-C)		\$2,846.00	K	31%	\$1,963.74		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CL19OELSTDUGC-I	SEL CL19-OEL-STD-UG-C)		\$3,329.82	K	31%	\$2,297.58	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	CL190ELSTDUGC-K	SEL CL19-OEL-STD-UG-C)		\$3,351.98	K	31%	\$2,312.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CL190ENTETUGC	SEL CL19-OENT-ET-UG-C)		\$7,870.00	K	31%	\$5,430.30		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CL190ENTETUGC-I	SEL CL19-OENT-ET-UG-C)		\$9,207.90	K	31%	\$6,353.45		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CL190ENTETUGC-K	SEL CL19-OENT-ET-UG-C)		\$9,232.30	K	31%	\$6,370.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CL190EPLETUGC	SEL CL19-OEPL-ET-UG-C)		\$7,151.00 \$8.366.67	K	31%	\$4,934.19		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	VMWARE
5	CL190EPLETUGC-I	SEL CL19-OEPL-ET-UG-C)			K	31% 31%	\$5,773.00		\$0.00	\$0.00			\$0.00 \$0.00	\$0.00	VMWARE VMWARE
5	CL190EPLETUGC-K CL190ETADVUGC	SEL CL19-OEPL-ET-UG-C) SEL CL19-OET-ADV-UG-C)		\$8,389.52 \$6,295.00	K K	31%	\$5,788.77 \$4,343.55	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00	VMWARE
5	CL190ETADVUGC-I	SEL CL19-OET-ADV-UG-C) SEL CL19-OET-ADV-UG-C)		\$7,365.15	K	31%	\$4,343.55 \$5,081.95		\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	CL190ETADVUGC-K	SEL CL19-OET-ADV-UG-C) SEL CL19-OET-ADV-UG-C)		\$7,412.66	K	31%	\$5,061.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CL19OETSTDUGC	SEL CL19-OET-STD-UG-C)		\$3.565.00	K	31%	\$2,459.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CL19OETSTDUGC-I	SEL CL19-OET-STD-UG-C)		\$4,171.05	ĸ	31%	\$2,878.02		\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	CL19OETSTDUGC-K	SEL CL19-OET-STD-UG-C)		\$4,202,42	ĸ	31%	\$2,899.67	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CL19OPLADVUGC	SEL CL19-OPL-ADV-UG-C)		\$5,576.00	K	31%	\$3,847.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CL19OPLADVUGC-I	SEL CL19-OPL-ADV-UG-C)		\$6,523.92	K	31%	\$4,501.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CL19OPLADVUGC-K	SEL CL19-OPL-ADV-UG-C)		\$6,569.87	K	31%	\$4,533.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CL19STD7ADVUC	SEL CL19-STD7-ADV-UG-C)		\$8,602.00	K	31%	\$5,935.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CL19STD7ADVUC-I	SEL CL19-STD7-ADV-UG-C		\$10,064.34	K	31%	\$6,944.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CL19STD7ADVUC-K	SEL CL19-STD7-ADV-UG-C)		\$10,151.70	K	31%	\$7,004.67	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CL19STD7ENTUC	SEL CL19-STD7-ENT-UG-C)		\$10,340.00	K	31%	\$7,134.60		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CL19STD7ENTUC-I	SEL CL19-STD7-ENT-UG-C		\$12,097.80	K	31%	\$8,347.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CL19STD7ENTUC-K	SEL CL19-STD7-ENT-UG-C)		\$12,143.73	K	31%	\$8,379.17	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CL19STD7STDUC	SEL CL19-STD7-STD-UG-C)		\$5,555.00 \$6,499.35	K	31%	\$3,832.95	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	VMWARE
5	CL19STD7STDUC-I	SEL CL19-STD7-STD-UG-C			K	31%	\$4,484.55	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE
5	CL19STD7STDUC-K CL19STDADVUGC	SEL CL19-STD7-STD-UG-C) SEL CL19-STD-ADV-UG-C)		\$6,546.89 \$8,250.00	K K	31% 31%	\$4,517.35 \$5.692.50	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	VMWARE VMWARE
5	CL19STDADVUGC CL19STDADVUGC-I	SEL CL19-STD-ADV-UG-C) SEL CL19-STD-ADV-UG-C)		\$9,250.00	K K	31%	\$5,692.50 \$6,660.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CL19STDADVUGC-K	SEL CL19-STD-ADV-UG-C)		\$9,308.92	K	31%	\$6,423.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CI 19STDC	SEL CL19-STD-C.)		\$6,045.00	ĸ	31%	\$4 171 05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CL19STDC-I	SEL CL19-STD-C)		\$7.072.65	ĸ	31%	\$4.880.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CL19STDC-K	SEL CL19-STD-C)		\$7,121.51	ĸ	31%	\$4,913.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CL19STDENTUGC	SEL CL19-STD-ENT-UG-C)		\$9,900.00	K	31%	\$6,831.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CL19STDENTUGC-I	SEL CL19-STD-ENT-UG-C)		\$11,583.00	K	31%	\$7,992.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CL19STDENTUGC-K	SEL CL19-STD-ENT-UG-C)		\$11,147.72	K	31%	\$7,691.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CL19STDSTDUGC	SEL CL19-STD-STD-UG-C)		\$5,390.00	K	31%	\$3,719.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CL19STDSTDUGC-I	SEL CL19-STD-STD-UG-C)		\$6,306.30	K	31%	\$4,351.35		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CL19STDSTDUGC-K	SEL CL19-STD-STD-UG-C)		\$6,056.54	K	31%	\$4,179.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CL-21-OS	SEL Collector OS SEL Collector OS		\$3,284.42	K	31%	\$2,266.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	VARONIS VARONIS
5	CL-6-10OS CLC-11-15OS	SEL Collector US SEL Collector 100 SL OS		\$6,306.30 \$8,108.10	K K	31% 31%	\$4,351.35 \$5,594.59		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00	VARONIS
5	CLC-11-1505 CLC-1-50S	SEL Collector 100 SL OS SEL Collector 100 SL OS		\$18.018.00	K	31%	\$12.432.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	CLC-1-50S CLC-16-20OS	SEL Collector 100 SL OS SEL Collector 100 SL OS		\$7,297.29	K K	31%	\$12,432.42 \$5,035.13	*****	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	CLC-16-2005 CLC-21-OS	SEL Collector 100 SL OS SEL Collector 100 SL OS		\$6,568.85	K	31%	\$4,532.51	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	CLC-6-10OS	SEL Collector 100 SL OS		\$12,612.60	K	31%	\$8,702.69		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	CLDR-HDP-EPL-COM	SEL Compute price per CCU over 16 cores		\$115.38	ĸ	31%	\$79.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	HORTONWORKS
5	CLDR-HDP-EPL-STO	SEL Storage: price per TB over 48TB		\$38.46	ĸ	31%	\$26.54	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	HORTONWORKS
5	CLOUDMANAGE	SEL Boomi CLOUD MANAGEMENT		\$1,300.00	K	31%	\$897.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	CLU-11-15OS	SEL Collector Upgrade OS		\$4,054.05	K	31%	\$2,797.29	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	CLU-1-50S	SEL Collector Upgrade OS		\$9,009.00	K	31%	\$6,216.21	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	CLU-16-20OS	SEL Collector Upgrade OS		\$3,648.65	K	31%	\$2,517.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	CLU-21-OS	SEL Collector Upgrade OS		\$3,284.42	K	31%	\$2,266.25	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	CLU-6-10OS	SEL Collector Upgrade OS		\$6,306.30	K	31%	\$4,351.35	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	CNAPKS3PTC	SEL CNA-PKS-3P-T-C)		\$1,500.00	K	31%	\$1,035.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CNAPKS3PTC-I	SEL CNA-PKS-3P-T-C)		\$1,755.00 \$1,781.34	K	31%	\$1,210.95	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE
5	CNAPKS3PTC-K	SEL CNA-PKS-3P-T-C)		\$1,781.34 \$1,500.00	K K	31%	\$1,229.12	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE
5	CNAPKS3PTLC1-I CNAPKS3PTLSSC	SEL CNA-PKS-3P-TLSS-C) SEL CNA-PKS-3P-TLSS-C)		\$1,500.00	K K	31% 31%	\$1,035.00 \$1,035.00		\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE VMWARE
5	CNAPKS3PTLSSC-I	SEL CNA-PKS-3P-TLSS-C) SEL CNA-PKS-3P-TLSS-C)		\$1,500.00	K K	31%	\$1,035.00 \$1.035.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CNAPKS3PTLSSC-K	SEL CNA-PKS-3P-TLSS-C)		\$1,781.34	K	31%	\$1,035.00		\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	CNAPKSC3PTC	SEL CNA-PKS-3P-TLSS-C) SEL CNA-PKSC-3P-T-C)		\$1,761.34	K	31%	\$1,229.12		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CNAPKSC3PTC-I	SEL CNA-PKSC-3P-T-C)		\$1,755.00	K	31%	\$1,033.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CNAPKSC3PTC-K	SEL CNA-PKSC-3P-T-C)		\$1,781.34	ĸ	31%	\$1,229.12		\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	CNAPKSC3PTLC1-I	SEL CNA-PKSC-3P-TLSS-C)		\$1,500.00	ĸ	31%	\$1,035.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CNAPKSC3TLSSC	SEL CNA-PKSC-3P-TLSS-C)		\$1,500.00	ĸ	31%	\$1,035.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CNAPKSC3TLSSC-I	SEL CNA-PKSC-3P-TLSS-C)		\$1,500.00	K	31%	\$1,035.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CNAPKSC3TLSSC-K	SEL CNA-PKSC-3P-TLSS-C)		\$1,781.34	K	31%	\$1,229.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CNAPKSC83PTLC	SEL CNA-PKSC-8-3P-TL-C)		\$12,000.00	K	31%	\$8,280.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CNAPKSC83PTLC-I	SEL CNA-PKSC-8-3P-TL-C)		\$14,040.00	K	31%	\$9,687.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE

					NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPGR	ADE PRICE						
BAND	sku	DESCRIPTION	Model Sub sku	EMC LIST PRICE USD	CATEGORY CODE	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	CNAPKSC83PTLC-K	SEL CNA-PKSC-8-3P-TL-C)		\$14,212.38	K	31%	\$9,806.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CNAPKSC83TLC1-I CNAPKSC83TLSC	SEL CNA-PKSC-8-3P-TLSS-C) SEL CNA-PKSC-8-3P-TLSS-C)		\$12,000.00 \$12,000.00	K	31% 31%	\$8,280.00 \$8,280.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARF
5	CNAPKSC83TLSC-I	SEL CNA-PKSC-8-3P-TLSS-C) SEL CNA-PKSC-8-3P-TLSS-C)		\$12,000.00	K K	31%	\$8,280.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CNAPKSC83TLSC-K	SEL CNA-PKSC-0-3P-TLSS-C)		\$12,000.00	K	31%	\$9,806.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CNAPKSC8PTI C	SEL CNA-PKSC-8-P-TL-C)		\$4,000.00	K	31%	\$2,760.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CNAPKSC8PTLC1-I	SEL CNA-PKSC-8-P-TLSS-C)		\$4,000.00	ĸ	31%	\$2,760.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CNAPKSC8PTI C-I	SEL CNA-PKSC-8-P-TL-C)		\$4,680.00	ĸ	31%	\$3,229.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CNAPKSC8PTLC-K	SEL CNA-PKSC-8-P-TL-C)		\$4,746.40	K	31%	\$3,275.02		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CNAPKSC8PTLSC	SEL CNA-PKSC-8-P-TLSS-C)		\$4,000.00	K	31%	\$2,760.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CNAPKSC8PTLSC-I	SEL CNA-PKSC-8-P-TLSS-C)		\$4,000.00	K	31%	\$2,760.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CNAPKSC8PTLSC-K	SEL CNA-PKSC-8-P-TLSS-C)		\$4,746.40	K	31%	\$3,275.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CNAPKSCPTC	SEL CNA-PKSC-P-T-C)		\$500.00	K	31%	\$345.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CNAPKSCPTC-I	SEL CNA-PKSC-P-T-C)		\$585.00	K	31%	\$403.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CNAPKSCPTC-K	SEL CNA-PKSC-P-T-C)		\$593.40	K	31%	\$409.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CNAPKSCPTLC1-I CNAPKSCPTLSSC	SEL CNA-PKSC-P-TLSS-C) SEL CNA-PKSC-P-TLSS-C)		\$500.00 \$500.00	K K	31% 31%	\$345.00 \$345.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARE
5	CNAPKSCPTLSSC-I	SEL CNA-PKSC-P-TLSS-C) SEL CNA-PKSC-P-TLSS-C)		\$500.00	K	31%	\$345.00 \$345.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CNAPKSCPTLSSC-K	SEL CNA-PKSC-P-TLSS-C)		\$593.40	K	31%	\$345.00 \$409.45		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CNAPKSP503PTC	SEL CNA-PKSC-P-1ESS-C) SEL CNA-PKSP-50-3P-T-C)		\$75,000.00	K	31%	\$51,750.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CNAPKSP503PTC-I	SEL CNA-PKSP-50-3P-T-C)		\$87,750.00	K	31%	\$60.547.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CNAPKSP503PTC-K	SEL CNA-PKSP-50-3P-T-C)		\$89.258.35	ĸ	31%	\$61,588.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CNAPKSP503TC1-I	SEL CNA-PKSP-50-3P-TLSS-C)		\$75,000.00	ĸ	31%	\$51,750.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CNAPKSP503TLC	SEL CNA-PKSP-50-3P-TLSS-C)		\$75,000.00	ĸ	31%	\$51,750.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CNAPKSP503TLC-I	SEL CNA-PKSP-50-3P-TLSS-C)		\$75,000.00	K	31%	\$51,750.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CNAPKSP503TLC-K	SEL CNA-PKSP-50-3P-TLSS-C)		\$89,258.35	K	31%	\$61,588.26		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CNAPKSP50PTC	SEL CNA-PKSP-50-P-T-C)		\$25,000.00	K	31%	\$17,250.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CNAPKSP50PTC1-I	SEL CNA-PKSP-50-P-TLSS-C)		\$25,000.00	K	31%	\$17,250.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CNAPKSP50PTC-I	SEL CNA-PKSP-50-P-T-C)		\$29,250.00	K	31%	\$20,182.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CNAPKSP50PTC-K	SEL CNA-PKSP-50-P-T-C)		\$29,688.94	K	31%	\$20,485.37	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CNAPKSP50PTLC	SEL CNA-PKSP-50-P-TLSS-C)		\$25,000.00	K	31%	\$17,250.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CNAPKSP50PTLC-I	SEL CNA-PKSP-50-P-TLSS-C)		\$25,000.00	K	31%	\$17,250.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CNAPKSP50PTLC-K	SEL CNA-PKSP-50-P-TLSS-C)		\$29,688.94	K	31%	\$20,485.37	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CNAPKSPTC	SEL CNA-PKS-P-T-C)		\$500.00 \$585.00	K	31%	\$345.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	VMWARE
5	CNAPKSPTC-I	SEL CNA-PKS-P-T-C)		\$585.00 \$593.40	K	31%	\$403.65	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARF
5	CNAPKSPTC-K CNAPKSPTLSSC	SEL CNA-PKS-P-T-C) SEL CNA-PKS-P-TLSS-C)		\$593.40 \$500.00	K K	31% 31%	\$409.45 \$345.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE VMWARE
5	CNAPKSPTLSSC1-I	SEL CNA-PKS-P-TLSS-C) SEL CNA-PKS-P-TLSS-C)		\$500.00	K	31%	\$345.00 \$345.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CNAPKSPTLSSC-I	SEL CNA-PKS-P-TLSS-C)		\$500.00	K	31%	\$345.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CNAPKSPTLSSC-K	SEL CNA-PKS-P-TLSS-C)		\$593.40	K	31%	\$409.45		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CN-P-AUDITDEL	SEL Audited Del Plugin for CN, perp lic		\$4,910.77	ĸ	31%	\$3,388.43		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DATAFRAMEWORKS
5	CN-PAUDITDEL-SUB	SEL Audited Del Plugin for CN /vear /Svr		\$2,651.82	K	31%	\$1,829,76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DATAFRAMEWORKS
5	CN-P-DUPFIND	SEL Dup Finder Plugin for CN perp lic		\$7,372.31	K	31%	\$5,086.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DATAFRAMEWORKS
5	CN-P-DUPFIND-SUB	SEL Dup Finder Plugin for CN /year /Svr		\$3,981.05	K	31%	\$2,746.92	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DATAFRAMEWORKS
5	CN-SERVER	SEL CN Svr, perp lic		\$17,094.02	K	31%	\$11,794.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DATAFRAMEWORKS
5	CN-SERVERDM	SEL CN Svr w/ DM, perp lic		\$22,792.02	K	31%	\$15,726.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DATAFRAMEWORKS
5	CN-SERVERDM-SUB	SEL CN Svr w/DM /year		\$12,307.69	K	31%	\$8,492.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DATAFRAMEWORKS
5	CN-SERVER-SUB	SEL CN Svr/year		\$9,230.77	K	31%	\$6,369.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DATAFRAMEWORKS
5	CN-TIB	SEL Cap for Svr /TiB, perp lic		\$54.70	K	31%	\$37.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DATAFRAMEWORKS
5	CN-TIBDM CN-TIBDM-SUB	SEL Cap for CN Svr w/DM /TiB perp lic SEL Cap for CN Svr w/DM /TiB /year		\$72.94 \$39.38	K K	31% 31%	\$50.33 \$27.17	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	DATAFRAMEWORKS DATAFRAMEWORKS
5	CN-TIBDM-SUB CN-TIB-SUB	SEL Cap for CN SVr W/DM / HB /year SEL Cap for Svr /TiB /vear		\$39.38 \$29.54	K	31%	\$27.17 \$20.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DATAFRAMEWORKS
5 E	CN-UNDM-UNIT-SUB	SEL Cap for Svi / His /year SEL Unl w/DM Cap Unit /year, see notes		\$1,333.00	K	31%	\$20.36 \$919.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DATAFRAMEWORKS
5	CN-UN-UNIT-SUB	SEL Unlimited Cap Unit /year, see notes		\$1,000.00	ĸ	31%	\$690.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DATAFRAMEWORKS
5	CQSE2679	SEL VSPEX Branded 300VM 1 Dvn600x1200 2		\$13,366.00	ĸ	31%	\$9.222.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PANDUIT
5	CQSE4679	SEL VSPEX Branded 1000VM 2 Dvn600x1200		\$22,753.00	K	31%	\$15,699,57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PANDUIT
5	CS-CUS-PARTRT-VSP1	PARTS RETENTION UPLIFT VSPEXB		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NA
5	CT10PB1YRSB	SELECT DFXS CT ELA, 10PB 1Yr Sub		\$2,268,000.00	K	31%	\$1,564,920.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NTP-DEFENDX
5	CT1PB1YRSB	SELECT DFXS CT ELA, 1PB 1Yr Sub		\$319,410.77	K	31%	\$220,393.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NTP-DEFENDX
5	CT3PB1YRSB	SELECT DFXS CT ELA, 3PB 1Yr Sub		\$742,770.77	K	31%	\$512,511.83	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NTP-DEFENDX
5	CT5PB1YRSB	SELECT DFXS CT ELA, 5PB 1Yr Sub		\$1,181,250.77	K	31%	\$815,063.03	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NTP-DEFENDX
5	CTAD1PB1YRSB	SELECT DFXS CT ELA, ADD 1PB 1Yr Sub		\$226,800.00	K	31%	\$156,492.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NTP-DEFENDX
5	CTP10PB1YRSB	SELECT DFXS CTP ELA, 10PB 1Yr Sub		\$3,024,000.00	K	31%	\$2,086,560.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NTP-DEFENDX
5	CTP1PB1YRSB	SELECT DFXS CTP ELA, 1PB 1Yr Sub		\$463,050.77	K	31%	\$319,505.03	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NTP-DEFENDX
5	CTP3PB1YRSB CTP5PB1YRSB	SELECT DFXS CTP ELA, 3PB 1Yr Sub SELECT DFXS CTP ELA, 5PB 1Yr Sub		\$1,014,930.77 \$1,606,500.00	K K	31% 31%	\$700,302.23 \$1.108.485.00	\$0.00 \$0.00	\$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-DEFENDX NTP-DEFENDX
5	CTP5PB1YRSB CTPAD1PB1YRSB	SELECT DEXS CTP ELA, 5PB 1Yr Sub SELECT DEXS CTP ELA, ADD 1PB 1Yr Sub		\$302.400.00	K K	31% 31%	\$1,108,485.00 \$208,656.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NTP-DEFENDX NTP-DEFENDX
5	C-TPC	SELECT DEXS CIP ELA, ADD 1PB 11F Sub SEL BOOMI Trading Partner Connection		\$302,400.00	ĸ	31%	\$208,656.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	C-TP-TEST	SEL BOOMI Trading Partner Connection SEL BOOMI TradePartnerConnect Test		\$37.50	K	31%	\$25.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	D1VWSLL	SEL IBMAspera Serv 45Mbps Inst Lic 12Mo		\$37.230.77	K	31%	\$25.689.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ASPERA
5	D1VWSLL D1VWULL	SEL IBMAspera Serv 45Mbps Inst Lic 12Mo		\$59,538.46	K	31%	\$41,081.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ASPERA
5	D1VWXLL	SEL IBMAspera Serv 300Mbps Inst Lic 12Mo		\$111,538.46	ĸ	31%	\$76,961.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ASPERA
5	D1VX0LL	SEL IBMAspera Serv 500Mbps Inst Lic 12Mo		\$133,846.15	ĸ	31%	\$92,353.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ASPERA
5	D1VX3LL	SEL IBMAspera Serv 1Gbps Inst Lic 12Mo		\$178,461.54	K	31%	\$123,138.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ASPERA
5	D1VX6LL	SEL IBMAspera Serv 5Gbps Inst Lic 12Mo		\$298,461.54	K	31%	\$205,938.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ASPERA
5	D1VX9LL	SEL IBMAspera Serv 10Gbps Inst Lic 12Mo		\$358,461.54	K	31%	\$247,338.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ASPERA
5	D1VY9LL	SEL IBMAspera Serv Ent 20Gbps Lic 12Mo		\$615,384.62	K	31%	\$424,615.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ASPERA
5	D20HZLL	SEL IBMAspera Serv 2.5Gbps Inst Lic 12Mo		\$246,153.85	K	31%	\$169,846.16		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ASPERA
5	DAAZ-0-50OS	SEL DatAdvantage - Azure OS		\$166.47	K	31%	\$114.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAAZ-1001-1500OS	SEL DatAdvantage - Azure OS		\$47.68	K	31%	\$32.90		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAAZ-100K-150KOS	SEL DatAdvantage - Azure OS		\$25.10	K	31%	\$17.32		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAAZ-101-250OS	SEL DatAdvantage - Azure OS		\$91.18	K	31%	\$62.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAAZ-10K-20KOS DAAZ-1501-2000OS	SEL DatAdvantage - Azure OS		\$29.28 \$43.08	K K	31%	\$20.20	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VARONIS VARONIS
5	DAMZ-1501-20000S	SEL DatAdvantage - Azure OS		\$43.U8	ĸ	31%	\$29.73	\$0.00	\$0.00	\$0.00	φ0.00	\$0.00	\$0.00	φU.U0	VARUNIS

					NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPGE	ADE PRICE						
BAND	SKU	DESCRIPTION	Model Sub sku	EMC LIST PRICE USD	CATEGORY	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
- 5	DAAZ-150K-OS	SEL DatAdvantage - Azure OS		\$24.68	K	31%	\$17.03	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAAZ-2001-2500OS	SEL DatAdvantage - Azure OS		\$40.15	K	31%	\$27.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAAZ-20K-35KOS	SEL DatAdvantage - Azure OS		\$27.61	K	31%	\$19.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAAZ-2501-4000OS	SEL DatAdvantage - Azure OS		\$37.64	K	31%	\$25.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAAZ-251-500OS DAAZ-35K-50KOS	SEL DatAdvantage - Azure OS		\$69.43	K	31% 31%	\$47.91 \$18.47	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5		SEL DatAdvantage - Azure OS		\$26.77 \$35.14	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	\$0.00 \$0.00	VARONIS
5	DAAZ-4001-6000OS DAAZ-501-750OS	SEL DatAdvantage - Azure OS SEL DatAdvantage - Azure OS		\$35.14 \$56.05	K K	31% 31%	\$24.25 \$38.67	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS VARONIS
5	DAAZ-501-7500S DAAZ-50K-100KOS	SEL DatAdvantage - Azure OS SEL DatAdvantage - Azure OS		\$25.93	K K	31%	\$38.67 \$17.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 E	DAAZ-50K-100KOS DAAZ-51-100OS	SEL DatAdvantage - Azure OS SEL DatAdvantage - Azure OS		\$116.28	K	31%	\$80.23		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAAZ-6001-8000OS	SEL DatAdvantage - Azure OS SEL DatAdvantage - Azure OS		\$32.63	K	31%	\$22.51	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAAZ-751-1000OS	SEL DatAdvantage - Azure OS		\$51.87	ĸ	31%	\$35.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAAZ-8001-10KOS	SEL DatAdvantage - Azure OS		\$30.95	ĸ	31%	\$21.36		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAD-0-50OS	SEL DatAdvantage - DS OS		\$256.11	ĸ	31%	\$176.72		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAD-1001-1500OS	SEL DatAdvantage - DS OS		\$73.36	K	31%	\$50.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAD-100K-150KOS	SEL DatAdvantage - DS OS		\$38.61	K	31%	\$26.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAD-101-250OS	SEL DatAdvantage - DS OS		\$140.28	K	31%	\$96.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAD-10K-20KOS	SEL DatAdvantage - DS OS		\$45.05	K	31%	\$31.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAD-1501-2000OS	SEL DatAdvantage - DS OS		\$66.28	K	31%	\$45.73		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAD-150K-OS	SEL DatAdvantage - DS OS		\$37.97	K	31%	\$26.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAD-2001-2500OS	SEL DatAdvantage - DS OS		\$61.78	K	31%	\$42.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAD-20K-35KOS	SEL DatAdvantage - DS OS		\$42.47	K	31%	\$29.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAD-2501-4000OS	SEL DatAdvantage - DS OS		\$57.92	K	31%	\$39.96		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAD-251-500OS	SEL DatAdvantage - DS OS		\$106.82	K	31%	\$73.71	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAD-35K-50KOS	SEL DatAdvantage - DS OS		\$41.18	K K	31% 31%	\$28.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAD-4001-6000OS	SEL DatAdvantage - DS OS		\$54.05			\$37.29	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VARONIS VARONIS
5	DAD-501-750OS DAD-50K-100KOS	SEL DatAdvantage - DS OS SEL DatAdvantage - DS OS		\$86.23 \$39.90	K K	31% 31%	\$59.50 \$27.53	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VARONIS VARONIS
5	DAD-50K-100KOS DAD-51-100OS	SEL DatAdvantage - DS OS SEL DatAdvantage - DS OS		\$178.89	K	31%	\$27.55 \$123.43		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAD-6001-8000OS	SEL DatAdvantage - DS OS		\$50.19	K	31%	\$34.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAD-751-10000S	SEL DatAdvantage - DS OS		\$79.79	ĸ	31%	\$55.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAD-8001-10KOS	SEL DatAdvantage - DS OS		\$47.62	K	31%	\$32.86		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAFO-0-50OS	SEL DatAdvantage - EXOL OS		\$256.11	ĸ	31%	\$176.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAEO-1001-1500OS	SEL DatAdvantage - EXOL OS		\$73.36	ĸ	31%	\$50.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAEO-100K-150KOS	SEL DatAdvantage - EXOL OS		\$38.61	K	31%	\$26.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAEO-101-250OS	SEL DatAdvantage - EXOL OS		\$140.28	K	31%	\$96.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAEO-10K-20KOS	SEL DatAdvantage - EXOL OS		\$45.05	K	31%	\$31.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAEO-1501-2000OS	SEL DatAdvantage - EXOL OS		\$66.28	K	31%	\$45.73		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAEO-150K-OS	SEL DatAdvantage - EXOL OS		\$37.97	K	31%	\$26.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAEO-2001-2500OS	SEL DatAdvantage - EXOL OS		\$61.78	K	31%	\$42.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAEO-20K-35KOS	SEL DatAdvantage - EXOL OS		\$42.47	K	31%	\$29.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAEO-2501-4000OS	SEL DatAdvantage - EXOL OS		\$57.92	K	31%	\$39.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAEO-251-500OS	SEL DatAdvantage - EXOL OS		\$106.82	K	31%	\$73.71	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAEO-35K-50KOS	SEL DatAdvantage - EXOL OS		\$41.18 \$54.05	K	31%	\$28.41	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VARONIS
5	DAEO-4001-6000OS	SEL DatAdvantage - EXOL OS		\$54.05 \$86.23	K	31%	\$37.29	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VARONIS
5	DAEO-501-750OS DAEO-50K-100KOS	SEL DatAdvantage - EXOL OS SEL DatAdvantage - EXOL OS		\$86.23	K K	31% 31%	\$59.50 \$27.53		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS VARONIS
5	DAEO-50K-100KOS DAEO-51-100OS	SEL DatAdvantage - EXOL OS SEL DatAdvantage - EXOL OS		\$39.90 \$178.89	K K	31%	\$27.53 \$123.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAEO-6001-8000OS	SEL DatAdvantage - EXOL OS SEL DatAdvantage - EXOL OS		\$50.19	K	31%	\$34.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAEO-0001-000003	SEL DatAdvantage - EXOL OS SEL DatAdvantage - EXOL OS		\$79.79	K	31%	\$55.06		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAFO-8001-10KOS	SEL DatAdvantage - EXOL OS		\$47.62	ĸ	31%	\$32.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAEX-0-500S	SEL DatAdvantage or Exchange OS		\$256.11	ĸ	31%	\$176.72		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAEX-1001-1500OS	SEL DatAdvantage for Exchange OS		\$73.36	ĸ	31%	\$50.62		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAEX-100K-150KOS	SEL DatAdvantage for Exchange OS		\$38.61	K	31%	\$26.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAEX-101-250OS	SEL DatAdvantage for Exchange OS		\$140.28	K	31%	\$96.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAEX-10K-20KOS	SEL DatAdvantage for Exchange OS		\$45.05	K	31%	\$31.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAEX-1501-2000OS	SEL DatAdvantage for Exchange OS		\$66.28	K	31%	\$45.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAEX-150K-OS	SEL DatAdvantage for Exchange OS		\$37.97	K	31%	\$26.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAEX-2001-2500OS	SEL DatAdvantage for Exchange OS		\$61.78	K	31%	\$42.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAEX-20K-35KOS	SEL DatAdvantage for Exchange OS		\$42.47	K	31%	\$29.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAEX-2501-4000OS	SEL DatAdvantage for Exchange OS		\$57.92	K	31%	\$39.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAEX-251-500OS	SEL DatAdvantage for Exchange OS		\$106.82	K	31%	\$73.71	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAEX-35K-50KOS	SEL DatAdvantage for Exchange OS		\$41.18	K	31%	\$28.41	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	VARONIS
5	DAEX-4001-6000OS DAEX-501-750OS	SEL DatAdvantage for Exchange OS		\$54.05 \$86.23	K	31% 31%	\$37.29	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VARONIS VARONIS
5	DAEX-501-750OS DAEX-50K-100KOS	SEL DatAdvantage for Exchange OS		\$86.23 \$39.90	K K	31% 31%	\$59.50 \$27.53	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VARONIS VARONIS
5	DAEX-50K-100KOS DAEX-51-100OS	SEL DatAdvantage for Exchange OS		\$178.89	K K	31%	\$27.53 \$123.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
c =	DAEX-51-1000S DAEX-6001-8000OS	SEL DatAdvantage for Exchange OS SEL DatAdvantage for Exchange OS		\$50.19	K K	31%	\$123.43 \$34.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAEX-6001-8000OS DAEX-751-1000OS	SEL DatAdvantage for Exchange OS SEL DatAdvantage for Exchange OS		\$50.19 \$79.79	K K	31%	\$34.63 \$55.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAEX-751-10000S	SEL DatAdvantage for Exchange OS SEL DatAdvantage for Exchange OS		\$47.62	K	31%	\$32.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAOD-0-500S	SEL DatAdvantage of Exchange of		\$256.11	K	31%	\$176.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAOD-1001-1500OS	SEL DatAdvantage - OD OS		\$73.36	ĸ	31%	\$50.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAOD-100K-150KOS	SEL DatAdvantage - OD OS		\$38.61	ĸ	31%	\$26.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAOD-101-250OS	SEL DatAdvantage - OD OS		\$140.28	ĸ	31%	\$96.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAOD-10K-20KOS	SEL DatAdvantage - OD OS		\$45.05	ĸ	31%	\$31.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAOD-1501-2000OS	SEL DatAdvantage - OD OS		\$66.28	K	31%	\$45.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAOD-150K-OS	SEL DatAdvantage - OD OS		\$37.97	K	31%	\$26.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAOD-2001-2500OS	SEL DatAdvantage - OD OS		\$61.78	K	31%	\$42.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAOD-20K-35KOS	SEL DatAdvantage - OD OS		\$42.47	K	31%	\$29.30		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAOD-2501-4000OS	SEL DatAdvantage - OD OS		\$57.92	K	31%	\$39.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAOD-251-500OS	SEL DatAdvantage - OD OS		\$106.82	K	31%	\$73.71	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAOD-35K-50KOS	SEL DatAdvantage - OD OS		\$41.18	K	31%	\$28.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAOD-4001-6000OS	SEL DatAdvantage - OD OS		\$54.05	K	31%	\$37.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAOD-501-750OS	SEL DatAdvantage - OD OS		\$86.23	K	31%	\$59.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS

					NVP LEVEL 1	1	NVP MAINTENANCE	AND WARRANTY UPGR	ADE PRICE						
BAND	SKU	DESCRIPTION	Model Sub sku	EMC LIST PRICE USD	CATEGORY	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	DAOD-50K-100KOS	SEL DatAdvantage - OD OS		\$39.90	K	31%	\$27.53	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DAOD-51-100OS	SEL DatAdvantage - OD OS		\$178.89	K	31%	\$123.43	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DAOD-6001-8000OS	SEL DatAdvantage - OD OS		\$50.19	K	31%	\$34.63	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DAOD-751-1000OS	SEL DatAdvantage - OD OS		\$79.79	K	31%	\$55.06	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VARONIS
5	DAOD-8001-10KOS	SEL DatAdvantage - OD OS		\$47.62	K	31%	\$32.86	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DAOS-0-50OS	SEL DatAdvantage - SPOL + OD OS		\$384.17	K	31%	\$265.08	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DAOS-1001-1500OS	SEL DatAdvantage - SPOL + OD OS		\$110.04	K	31%	\$75.93	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VARONIS
5	DAOS-100K-150KOS	SEL DatAdvantage - SPOL + OD OS		\$57.92 \$210.42	K	31%	\$39.96	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VARONIS
5 5	DAOS-101-250OS DAOS-10K-20KOS	SEL DatAdvantage - SPOL + OD OS SEL DatAdvantage - SPOL + OD OS		\$67.57	K K	31% 31%	\$145.19 \$46.62	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VARONIS VARONIS
5	DAOS-10K-20KOS DAOS-1501-2000OS	SEL DatAdvantage - SPOL + OD OS SEL DatAdvantage - SPOL + OD OS		\$99.42	K	31%	\$46.62 \$68.60	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DAOS-1501-20000S DAOS-150K-OS	SEL DatAdvantage - SPOL + OD OS SEL DatAdvantage - SPOL + OD OS		\$56.95	K	31%	\$39.30	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DAOS-100K-03	SEL DatAdvantage - SPOL + OD OS		\$92.66	K	31%	\$63.94	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DAOS-20K-35KOS	SEL DatAdvantage - SPOL + OD OS		\$63.71	K	31%	\$43.96	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DAOS-2501-4000OS	SEL DatAdvantage - SPOL + OD OS		\$86.87	K	31%	\$59.94	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DAOS-251-500OS	SEL DatAdvantage - SPOL + OD OS		\$160.23	ĸ	31%	\$110.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAOS-35K-50KOS	SEL DatAdvantage - SPOL + OD OS		\$61.78	K	31%	\$42.63		\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DAOS-4001-6000OS	SEL DatAdvantage - SPOL + OD OS		\$81.08	K	31%	\$55.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAOS-501-750OS	SEL DatAdvantage - SPOL + OD OS		\$129.34	K	31%	\$89.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAOS-50K-100KOS	SEL DatAdvantage - SPOL + OD OS		\$59.85	K	31%	\$41.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAOS-51-100OS	SEL DatAdvantage - SPOL + OD OS		\$268.34	K	31%	\$185.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAOS-6001-8000OS	SEL DatAdvantage - SPOL + OD OS		\$75.29	K	31%	\$51.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAOS-751-1000OS	SEL DatAdvantage - SPOL + OD OS		\$119.69	K	31%	\$82.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAOS-8001-10KOS	SEL DatAdvantage - SPOL + OD OS		\$71.43	K	31%	\$49.29	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DASO-0-50OS	SEL DatAdvantage - SPOL OS		\$256.11	K	31%	\$176.72		\$0.00	\$0.00			\$0.00	\$0.00	VARONIS
5	DASO-1001-1500OS	SEL DatAdvantage - SPOL OS		\$73.36	K	31%	\$50.62	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DASO-100K-150KOS	SEL DatAdvantage - SPOL OS		\$38.61	K	31%	\$26.64	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DASO-101-250OS	SEL DatAdvantage - SPOL OS		\$140.28	K	31%	\$96.79	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DASO-10K-20KOS	SEL DatAdvantage - SPOL OS		\$45.05	K	31%	\$31.08	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DASO-1501-2000OS	SEL DatAdvantage - SPOL OS		\$66.28	K	31%	\$45.73	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DASO-150K-OS	SEL DatAdvantage - SPOL OS		\$37.97	K	31%	\$26.20	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DASO-2001-2500OS	SEL DatAdvantage - SPOL OS		\$61.78	K	31%	\$42.63		\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DASO-20K-35KOS	SEL DatAdvantage - SPOL OS		\$42.47	K	31%	\$29.30	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DASO-2501-4000OS	SEL DatAdvantage - SPOL OS		\$57.92	K	31%	\$39.96	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DASO-251-500OS	SEL DatAdvantage - SPOL OS		\$106.82	K	31%	\$73.71	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DASO-35K-50KOS	SEL DatAdvantage - SPOL OS		\$41.18 \$54.05	K	31%	\$28.41	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VARONIS
5	DASO-4001-6000OS	SEL DatAdvantage - SPOL OS			K	31%	\$37.29	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VARONIS
5	DASO-501-750OS DASO-50K-100KOS	SEL DatAdvantage - SPOL OS		\$86.23 \$39.90	K	31% 31%	\$59.50 \$27.53	\$0.00	\$0.00	\$0.00		\$0.00 \$0.00	\$0.00	\$0.00	VARONIS VARONIS
5 5	DASO-50K-100KOS DASO-51-100OS	SEL DatAdvantage - SPOL OS		\$39.90 \$178.89	K K	31%	\$27.53 \$123.43	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DASO-6001-8000OS	SEL DatAdvantage - SPOL OS SEL DatAdvantage - SPOL OS		\$50.19	K	31%	\$123.43	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VARONIS
5	DASO-751-1000OS	SEL DatAdvantage - SPOL OS		\$79.79	K	31%	\$55.06	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DASO-8001-10KOS	SEL DatAdvantage - SPOL OS		\$47.62	K	31%	\$32.86	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DASP-0-50OS	SEL DatAdvantage - SP OS		\$256.11	ĸ	31%	\$176.72	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VARONIS
5	DASP-1001-1500OS	SEL DatAdvantage - SP OS		\$73.36	K	31%	\$50.62	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DASP-100K-150KOS	SEL DatAdvantage - SP OS		\$38.61	K	31%	\$26.64	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DASP-101-250OS	SEL DatAdvantage - SP OS		\$140.28	K	31%	\$96.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DASP-10K-20KOS	SEL DatAdvantage - SP OS		\$45.05	K	31%	\$31.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DASP-1501-2000OS	SEL DatAdvantage - SP OS		\$66.28	K	31%	\$45.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DASP-150K-OS	SEL DatAdvantage - SP OS		\$37.97	K	31%	\$26.20	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DASP-2001-2500OS	SEL DatAdvantage - SP OS		\$61.78	K	31%	\$42.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DASP-20K-35KOS	SEL DatAdvantage - SP OS		\$42.47	K	31%	\$29.30	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VARONIS
5	DASP-2501-4000OS	SEL DatAdvantage - SP OS		\$57.92	K	31%	\$39.96	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DASP-251-500OS	SEL DatAdvantage - SP OS		\$106.82	K	31%	\$73.71	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DASP-35K-50KOS	SEL DatAdvantage - SP OS		\$41.18	K	31%	\$28.41	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VARONIS
5	DASP-4001-6000OS	SEL DatAdvantage - SP OS		\$54.05	K	31%	\$37.29	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DASP-501-750OS	SEL DatAdvantage - SP OS		\$86.23	K	31%	\$59.50	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DASP-50K-100KOS	SEL DatAdvantage - SP OS		\$39.90	K	31%	\$27.53	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VARONIS
5 5	DASP-51-100OS DASP-6001-8000OS	SEL DatAdvantage - SP OS		\$178.89 \$50.19	K K	31% 31%	\$123.43	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VARONIS VARONIS
		SEL DatAdvantage - SP OS		\$79.79		31%	\$34.63 \$55.06	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	
5 5	DASP-751-1000OS DASP-8001-10KOS	SEL DatAdvantage - SP OS SEL DatAdvantage - SP OS		\$47.62	K K	31%	\$33.06 \$32.86	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS VARONIS
5	DAUX-0-50OS	SEL DatAdvantage - SP OS SEL DatAdvantage - NIX OS		\$256.11	K	31%	\$32.00 \$176.72		\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DAUX-1001-1500OS	SEL DatAdvantage - NIX OS		\$73.36	K	31%	\$50.62	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DAUX-1001-150600	SEL DatAdvantage - NIX OS		\$38.61	ĸ	31%	\$26.64	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VARONIS
5	DAUX-101-250OS	SEL DatAdvantage - NIX OS		\$140.28	ĸ	31%	\$96.79	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DAUX-10K-20KOS	SEL DatAdvantage - NIX OS		\$45.05	ĸ	31%	\$31.08	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DAUX-1501-2000OS	SEL DatAdvantage - NIX OS		\$66.28	K	31%	\$45.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAUX-150K-OS	SEL DatAdvantage - NIX OS		\$37.97	K	31%	\$26.20	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DAUX-2001-2500OS	SEL DatAdvantage - NIX OS		\$61.78	K	31%	\$42.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAUX-20K-35KOS	SEL DatAdvantage - NIX OS		\$42.47	K	31%	\$29.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAUX-2501-4000OS	SEL DatAdvantage - NIX OS		\$57.92	K	31%	\$39.96	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DAUX-251-500OS	SEL DatAdvantage - NIX OS		\$106.82	K	31%	\$73.71	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAUX-35K-50KOS	SEL DatAdvantage - NIX OS		\$41.18	K	31%	\$28.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAUX-4001-6000OS	SEL DatAdvantage - NIX OS		\$54.05	K	31%	\$37.29	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VARONIS
5	DAUX-501-750OS	SEL DatAdvantage - NIX OS		\$86.23	K	31%	\$59.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAUX-50K-100KOS	SEL DatAdvantage - NIX OS		\$39.90	K	31%	\$27.53	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DAUX-51-100OS	SEL DatAdvantage - NIX OS		\$178.89	K	31%	\$123.43		\$0.00	\$0.00			\$0.00	\$0.00	VARONIS
5	DAUX-6001-8000OS	SEL DatAdvantage - NIX OS		\$50.19	K	31%	\$34.63	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VARONIS
5	DAUX-751-1000OS	SEL DatAdvantage - NIX OS		\$79.79	K	31%	\$55.06	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DAUX-8001-10KOS	SEL DatAdvantage - NIX OS		\$47.62	K	31%	\$32.86	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DAW-0-50OS	SEL DatAdvantage for Windows OS		\$256.11	K	31%	\$176.72	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DAW-1001-1500OS	SEL DatAdvantage for Windows OS		\$73.36	K	31%	\$50.62	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DAW-100K-150KOS	SEL DatAdvantage for Windows OS		\$38.61	K	31%	\$26.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS

					NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPGR	ADE PRICE						
BAND	sku	DESCRIPTION	Model Sub sku	EMC LIST PRICE USD	CATEGORY	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
- 5	DAW-101-250OS	SEL DatAdvantage for Windows OS	•	\$140.28	K	31%	\$96.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAW-10K-20KOS	SEL DatAdvantage for Windows OS		\$45.05	K	31%	\$31.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAW-1501-2000OS	SEL DatAdvantage for Windows OS		\$66.28	K	31%	\$45.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAW-150K-OS	SEL DatAdvantage for Windows OS		\$37.97	K	31%	\$26.20	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DAW-2001-2500OS	SEL DatAdvantage for Windows OS		\$61.78	K	31%	\$42.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAW-20K-35KOS	SEL DatAdvantage for Windows OS		\$42.47	K	31%	\$29.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAW-2501-4000OS	SEL DatAdvantage for Windows OS		\$57.92	K	31%	\$39.96	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DAW-251-500OS	SEL DatAdvantage for Windows OS		\$106.82	K	31%	\$73.71	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAW-35K-50KOS	SEL DatAdvantage for Windows OS		\$41.18	K	31%	\$28.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAW-4001-6000OS	SEL DatAdvantage for Windows OS		\$54.05	K	31%	\$37.29	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DAW-501-750OS	SEL DatAdvantage for Windows OS		\$86.23	K	31%	\$59.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAW-50K-100KOS	SEL DatAdvantage for Windows OS		\$39.90	K	31%	\$27.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAW-51-100OS	SEL DatAdvantage for Windows OS		\$178.89	K	31%	\$123.43	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DAW-6001-8000OS	SEL DatAdvantage for Windows OS		\$50.19	K	31%	\$34.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAW-751-1000OS	SEL DatAdvantage for Windows OS		\$79.79	K	31%	\$55.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAW-8001-10KOS	SEL DatAdvantage for Windows OS		\$47.62	K	31%	\$32.86	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DB-0-50OS	SEL DatAlert OS		\$179.28	K	31%	\$123.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DB-1001-1500OS	SEL DatAlert OS		\$51.35	K	31%	\$35.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DB-100K-150KOS	SEL DatAlert OS		\$27.03	K	31%	\$18.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DB-101-250OS	SEL DatAlert OS		\$98.20	K	31%	\$67.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DB-10K-20KOS	SEL DatAlert OS		\$31.53	K	31%	\$21.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DB-1501-2000OS	SEL DatAlert OS		\$46.40	K	31%	\$32.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DB-150K-OS	SEL DatAlert OS		\$26.58	K	31%	\$18.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DB-2001-2500OS	SEL DatAlert OS		\$43.24	K	31%	\$29.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DB-20K-35KOS	SEL DatAlert OS		\$29.73	K	31%	\$20.51	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DB-2501-4000OS	SEL DatAlert OS		\$40.54	K	31%	\$27.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DB-251-500OS	SEL DatAlert OS		\$74.77	K	31%	\$51.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DB-35K-50KOS	SEL DatAlert OS		\$28.83	K	31%	\$19.89	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DB-4001-6000OS	SEL DatAlert OS		\$37.84	K	31%	\$26.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DB-501-750OS	SEL DatAlert OS		\$60.36	K	31%	\$41.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DB-50K-100KOS	SEL DatAlert OS		\$27.93	K	31%	\$19.27	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DB-51-100OS	SEL DatAlert OS		\$125.23	K	31%	\$86.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DB-6001-8000OS	SEL DatAlert OS		\$35.14	K	31%	\$24.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DB-751-1000OS	SEL DatAlert OS		\$55.86	K	31%	\$38.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DB-8001-10KOS	SEL DatAlert OS		\$33.33	K	31%	\$23.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DBMC-LIC-007	SEL DOBIMINER LICENSE COMMERCIAL EDITION		\$231.00	K	31%	\$159.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DATA DOBI
5	DBMC-LIC-008	SEL DOBIMINER LICENSE DR EDITION		\$308.00	K	31%	\$212.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DATA DOBI
5	DBMC-LIC-009	SEL DOBIMINER LICENSE COMPLIANCE EDITION		\$462.00	K	31%	\$318.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DATA DOBI
5	DBMC-LIC-010	SEL DOBIMINER LICENSE ENTERPRISE EDITION		\$538.00	K	31%	\$371.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$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	\$0.00	\$0.00	\$0.00	\$0.00	DATA DOBI
5	DBMI-LIC-003	SEL Tier 3: 13TB-108TB Node Capacity		\$5,963.00	K	31%	\$4,114.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DATA DOBI
5	DBMI-LIC-004	SEL Tier 4: 109TB-144TB Node Capacity		\$12,519.00	K	31%	\$8,638.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DATA DOBI
5	DBMI-LIC-005	SEL Tier 5: 145TB-216TB Node Capacity		\$17,882.00	K	31%	\$12,338.58	\$0.00	\$0.00	\$0.00	\$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	\$0.00	\$0.00	\$0.00	\$0.00	DATA DOBI
5	DBMI-MCD-000	SEL Migrate NAS-to-Isilon Unlimited TB		\$1,423,076.92	K	31%	\$981,923.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DATA DOBI
5	DBMI-MCD-020	SEL Migrate NAS-to-Isilon Initial 50		\$42,348.00	K	31%	\$29,220.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DATA DOBI
5	DBMI-MCD-021	SEL Migrate NAS-to-Isilon Addl 10		\$6,489.00	K	31%	\$4,477.41	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	DATA DOBI
5	DBMI-MCD-200	SEL Migrate NAS-to-Ision Initial 200		\$109,230.77	K	31%	\$75,369.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DATA DOBI
5	DBMI-MCD-500	SEL Migrate NAS-to-Isilon Initial 500		\$243,076.92	K	31%	\$167,723.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DATA DOBI
5	DBMVNX-MCD-000	SEL Migrate NAS-to-VNX/Unity UnlimitedTB		\$1,423,076.92	K	31%	\$981,923.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DATA DOBI
5	DBMVNX-MCD-020	SEL Migrate NAS-to-VNX/Unity Initial 50		\$42,348.00	K	31%	\$29,220.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DATA DOBI
5	DBMVNX-MCD-021 DBMVNX-MCD-200	SEL Migrate NAS-to-VNX/Unity Addl 10		\$6,489.00	K	31% 31%	\$4,477.41 \$75.369.23	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	DATA DOBI DATA DOBI
5		SEL Migrate NAS-to-VNX/Unity Initial 200		\$109,230.77	K			\$0.00			\$0.00		\$0.00		
5	DBMVNX-MCD-500	SEL Migrate NAS-to-VNX/Unity Initial 500		\$243,076.92	K	31%	\$167,723.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DATA DOBI
5	DBRECS-MCD-010 DBRECS-MCD-050	SEL Replicate 10TB to NAS Annual Sub		\$6,489.23	K K	31% 31%	\$4,477.57 \$29,219.91	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DATA DOBI
5		SEL Replicate 50TB to NAS Annual Sub		\$42,347.69			+==;=·-·-·	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	DATA DOBI
5	DBRECS-MCD-060	SEL Replicate 50TB to NAS One-time Lic		\$71,150.77	K	31%	\$49,094.03								DATA DOBI
5	DBRECS-MCD-062 DBRI-MCD-010	SEL Replicate 10TB to NAS One-time Lic SEL Replicate 10TB to NAS Annual Sub		\$14,284.62 \$6,489.23	K K	31% 31%	\$9,856.39 \$4,477.57	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	DATA DOBI DATA DOBI
5	DBRI-MCD-010 DBRI-MCD-050	SEL Replicate 101B to NAS Annual Sub SEL Replicate 50TB to NAS Annual Sub		\$6,489.23	K K	31% 31%	\$4,477.57 \$29.219.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DATA DOBI
5	DBRI-MCD-050 DBRI-MCD-060	SEL Replicate 501B to NAS Annual Sub SEL Replicate 50TB to NAS One-time Lic		\$42,347.69 \$71,150.77	K	31% 31%	\$29,219.91 \$49,094.03	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	DATA DOBI
5	DBRI-MCD-060 DBRI-MCD-062	SEL Replicate 501B to NAS One-time Lic SEL Replicate 10TB to NAS One-time Lic		\$11,150.77	K K	31% 31%	\$49,094.03 \$9.856.39	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	DATA DOBI
5	DBRVNX-MCD-062			\$6.489.23	K K	31%	\$9,856.39 \$4,477.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DATA DOBI
5	DBRVNX-MCD-010 DBRVNX-MCD-050	SEL Replicate 10TB to NAS Annual Sub SEL Replicate 50TB to NAS Annual Sub		\$42,347.69	K K	31%	\$4,477.57 \$29,219.91	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	DATA DOBI
5	DBRVNX-MCD-050 DBRVNX-MCD-060	SEL Replicate 50 FB to NAS Annual Sub SEL Replicate 50 FB to NAS One-time Lic		\$71,150.77	K K	31%	\$29,219.91 \$49.094.03	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	DATA DOBI
c =	DBRVNX-MCD-060 DBRVNX-MCD-062	SEL Replicate 10TB to NAS One-time Lic SEL Replicate 10TB to NAS One-time Lic		\$14,284.62	K	31%	\$49,094.03	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DATA DOBI
c =	DBSFCS-MCD-062	SEL Sync 10TB to S3 Annual Subscription		\$6,489.23	K K	31%	\$9,856.39 \$4,477.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DATA DOBI
5	DBSECS-MCD-010 DBSECS-MCD-050	SEL Sync 101B to S3 Annual Subscription SEL Sync 50TB to S3 Annual Subscription		\$42,347.69	K K	31%	\$4,477.57 \$29,219.91	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	DATA DOBI
c =	DBSECS-MCD-050 DBSECS-MCD-060	SEL Sync 50 TB to S3 Annual Subscription SEL Sync 50TB to S3 One-time License		\$71,150.77	K K	31%	\$29,219.91 \$49,094.03	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DATA DOBI
c =	DBSECS-MCD-060 DBSECS-MCD-062	SEL Sync 10TB to S3 One-time License SEL Sync 10TB to S3 One-time License		\$14,284.62	K K	31%	\$49,094.03	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DATA DOBI
5	DBSI-MCD-002	SEL Sync 101B to S3 One-time License SEL Sync 101B to S3 Annual Subscription		\$6,489.23	K	31%	\$9,656.39 \$4,477.57	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	DATA DOBI
c =	DBSI-MCD-050	SEL Sync 101B to S3 Annual Subscription SEL Sync 50TB to S3 Annual Subscription		\$42.347.69	K	31%	\$4,477.57 \$29,219.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DATA DOBI
5	DBSI-MCD-060	SEL Sync 50 FB to S3 Annual Subscription SEL Sync 50TB to S3 One-time License		\$42,347.09	K K	31%	\$29,219.91	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	DATA DOBI
5	DBSI-MCD-060 DBSI-MCD-062	SEL Sync 50 FB to 53 One-time License SEL Sync 10TB to S3 One-time License		\$71,150.77 \$14.284.62	K K	31%	\$49,094.03 \$9.856.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DATA DOBI
5	DBSVNX-MCD-010	SEL Sync 101B to 53 One-time License SEL Sync 101B to S3 Annual Subscription		\$14,284.62	r.	31%	\$9,856.39 \$4,477.57	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	DATA DOBI
5	DBSVNX-MCD-010 DBSVNX-MCD-050	SEL Sync 101B to 53 Annual Subscription SEL Sync 50TB to S3 Annual Subscription		\$6,489.23	K K	31%	\$4,477.57 \$29.219.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DATA DOBI
c E	DBSVNX-MCD-050 DBSVNX-MCD-060	SEL Sync 50 FB to S3 Annual Subscription SEL Sync 50TB to S3 One-time License		\$42,347.69 \$71.150.77	ĸ	31%	\$29,219.91	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00 \$0.00	DATA DOBI
c =	DBSVNX-MCD-060 DBSVNX-MCD-062	SEL Sync 50 FB to 53 One-time License SEL Sync 10TB to S3 One-time License		\$11,150.77	K K	31%	\$49,094.03	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	DATA DOBI
c E	DCF-0-50OS	SEL Data Classification Framework OS		\$14,284.62 \$184.40	K K	31%	\$9,856.39 \$127.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
G E	DCF-0-50US DCF-1001-1500OS	SEL Data Classification Framework OS SEL Data Classification Framework OS		\$184.40 \$52.82	K K	31%	\$127.24 \$36.45	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
G E	DCF-1001-1500OS DCF-100K-150KOS	SEL Data Classification Framework OS SEL Data Classification Framework OS		\$52.82 \$27.80	K K	31%	\$36.45 \$19.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DCF-100K-150KOS DCF-101-250OS	SEL Data Classification Framework OS SEL Data Classification Framework OS		\$27.80 \$101.00	K K	31%	\$19.18 \$69.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5				\$101.00		31% 31%		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
5	DCF-10K-20KOS DCF-1501-2000OS	SEL Data Classification Framework OS SEL Data Classification Framework OS		\$32.43 \$47.72	K K	31% 31%	\$22.38 \$32.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS VARONIS
b	DOI-1001-2000U3	OLE Data Glassification FranceWOLK OS		φ+1.12	Λ.	3170	\$3∠.93	φυ.00	φυ.00	φυ.00	φυ.00	φυ.00	φυ.00	φυ.υυ	VARIONIO

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BAND	SKU	DESCRIPTION	Model Sub sku	EMC LIST PRICE USD	CATEGORY	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	DCF-150K-OS	SEL Data Classification Framework OS		\$27.34	K	31%	\$18.86	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DCF-2001-2500OS	SEL Data Classification Framework OS		\$44.48	K	31%	\$30.69	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DCF-20K-35KOS	SEL Data Classification Framework OS		\$30.58	K	31%	\$21.10	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DCF-2501-4000OS	SEL Data Classification Framework OS		\$41.70	K	31%	\$28.77	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DCF-251-500OS	SEL Data Classification Framework OS		\$76.91	K	31%	\$53.07	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DCF-35K-50KOS	SEL Data Classification Framework OS		\$29.65	K	31%	\$20.46	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DCF-4001-6000OS	SEL Data Classification Framework OS		\$38.92	K	31%	\$26.85	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DCF-501-750OS	SEL Data Classification Framework OS		\$62.08 \$28.73	K	31%	\$42.84	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VARONIS
5 5	DCF-50K-100KOS DCF-51-100OS	SEL Data Classification Framework OS SEL Data Classification Framework OS		\$26.73 \$128.80	K K	31% 31%	\$19.82 \$88.87	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS VARONIS
5	DCF-6001-8000OS	SEL Data Classification Framework OS SEL Data Classification Framework OS		\$36.14	K	31%	\$00.07 \$24.94	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DCF-751-1000OS	SEL Data Classification Framework OS SEL Data Classification Framework OS		\$57.45	K	31%	\$24.94 \$39.64	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DCF-8001-10KOS	SEL Data Classification Framework OS		\$34.29	K	31%	\$23.66	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DCFU-0-50OS	SEL Data Classification Framework GS SEL DataClass Framework for UNIX OS		\$184.40	K	31%	\$127.24	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DCFU-1001-1500OS	SEL DataClass Framework for UNIX OS		\$52.82	ĸ	31%	\$36.45	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DCFU-100K-150KOS	SEL DataClass Framework for UNIX OS		\$27.80	ĸ	31%	\$19.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DCFU-101-250OS	SEL DataClass Framework for UNIX OS		\$101.00	K	31%	\$69.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DCFU-10K-20KOS	SEL DataClass Framework for UNIX OS		\$32.43	K	31%	\$22.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DCFU-1501-2000OS	SEL DataClass Framework for UNIX OS		\$47.72	K	31%	\$32.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DCFU-150K-OS	SEL DataClass Framework for UNIX OS		\$27.34	K	31%	\$18.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DCFU-2001-2500OS	SEL DataClass Framework for UNIX OS		\$44.48	K	31%	\$30.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DCFU-20K-35KOS	SEL DataClass Framework for UNIX OS		\$30.58	K	31%	\$21.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DCFU-2501-4000OS	SEL DataClass Framework for UNIX OS		\$41.70	K	31%	\$28.77	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DCFU-251-500OS	SEL DataClass Framework for UNIX OS		\$76.91	K	31%	\$53.07	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DCFU-35K-50KOS	SEL DataClass Framework for UNIX OS		\$29.65	K	31%	\$20.46	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DCFU-4001-6000OS	SEL DataClass Framework for UNIX OS		\$38.92	K	31%	\$26.85	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DCFU-501-750OS	SEL DataClass Framework for UNIX OS		\$62.08	K	31%	\$42.84	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DCFU-50K-100KOS	SEL DataClass Framework for UNIX OS		\$28.73	K	31%	\$19.82	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DCFU-51-100OS	SEL DataClass Framework for UNIX OS		\$128.80	K	31%	\$88.87	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DCFU-6001-8000OS	SEL DataClass Framework for UNIX OS		\$36.14	K	31%	\$24.94	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DCFU-751-1000OS	SEL DataClass Framework for UNIX OS		\$57.45	K	31%	\$39.64	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DCFU-8001-10KOS	SEL DataClass Framework for UNIX OS		\$34.29	K	31%	\$23.66	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DCL-0-50OS	SEL Data Classification Labels OS		\$76.83 \$22.01	K	31%	\$53.01	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VARONIS
5	DCL-1001-1500OS	SEL Data Classification Labels OS		\$22.01 \$11.58	K	31%	\$15.19	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00 \$0.00	VARONIS
5	DCL-100K-150KOS	SEL Data Classification Labels OS		\$11.58 \$42.08	K	31%	\$7.99	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00 \$0.00	VARONIS
5 5	DCL-101-250OS DCI -10K-20KOS	SEL Data Classification Labels OS SEL Data Classification Labels OS		\$42.08 \$13.51	K K	31% 31%	\$29.04 \$9.32	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS VARONIS
5	DCL-10K-20KOS DCL-1501-2000OS	SEL Data Classification Labels OS SEL Data Classification Labels OS		\$19.88	K K	31%	\$9.32 \$13.72	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DCL-150K-OS	SEL Data Classification Labels OS SEL Data Classification Labels OS		\$11.39	K	31%	\$13.72	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DCL-2001-2500OS	SEL Data Classification Labels OS		\$18.53	K	31%	\$12.79	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DCL-20K-35KOS	SEL Data Classification Labels OS		\$12.74	ĸ	31%	\$8.79	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VARONIS
5	DCL-2501-4000OS	SEL Data Classification Labels OS		\$17.37	ĸ	31%	\$11.99	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DCL-251-500OS	SEL Data Classification Labels OS		\$32.05	ĸ	31%	\$22.11	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DCL-35K-50KOS	SEL Data Classification Labels OS		\$12.36	K	31%	\$8.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DCL-4001-6000OS	SEL Data Classification Labels OS		\$16.22	K	31%	\$11.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DCL-501-750OS	SEL Data Classification Labels OS		\$25.87	K	31%	\$17.85	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DCL-50K-100KOS	SEL Data Classification Labels OS		\$11.97	K	31%	\$8.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DCL-51-100OS	SEL Data Classification Labels OS		\$53.67	K	31%	\$37.03	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DCL-6001-8000OS	SEL Data Classification Labels OS		\$15.06	K	31%	\$10.39	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DCL-751-1000OS	SEL Data Classification Labels OS		\$23.94	K	31%	\$16.52	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DCL-8001-10KOS	SEL Data Classification Labels OS		\$14.29	K	31%	\$9.86	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DCOD-0-50OS	SEL DCF for OneDrive OS		\$184.40	K	31%	\$127.24	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DCOD-1001-1500OS	SEL DCF for OneDrive OS		\$52.82	K	31%	\$36.45	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DCOD-100K-150KOS	SEL DCF for OneDrive OS		\$27.80	K	31%	\$19.18	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5 5	DCOD-101-250OS	SEL DCF for OneDrive OS		\$101.00	K K	31% 31%	\$69.69 \$22.38	\$0.00 \$0.00	\$0.00	\$0.00		\$0.00	\$0.00 \$0.00	\$0.00	VARONIS
	DCOD-10K-20KOS DCOD-1501-2000OS	SEL DCF for OneDrive OS SEL DCF for OneDrive OS		\$32.43 \$47.72	K K	31% 31%	\$22.38 \$32.93	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VARONIS VARONIS
5 5	DCOD-1501-2000OS DCOD-150K-OS	SEL DCF for OneDrive OS SEL DCF for OneDrive OS		\$47.72 \$27.34	K K	31% 31%	\$32.93 \$18.86	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS VARONIS
5	DCOD-150K-OS DCOD-2001-2500OS	SEL DCF for OneDrive OS SEL DCF for OneDrive OS		\$27.34 \$44.48	K K	31%	\$18.86 \$30.69	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DCOD-20K-35KOS	SEL DCF for OneDrive OS SEL DCF for OneDrive OS		\$30.58	K	31%	\$30.69	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DCOD-2501-4000OS	SEL DCF for OneDrive OS		\$41.70	K	31%	\$28.77	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DCOD-251-500OS	SEL DCF for OneDrive OS		\$76.91	K	31%	\$53.07	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DCOD-35K-50KOS	SEL DCF for OneDrive OS		\$29.65	ĸ	31%	\$20.46	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DCOD-4001-6000OS	SEL DCF for OneDrive OS		\$38.92	ĸ	31%	\$26.85	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DCOD-501-750OS	SEL DCF for OneDrive OS		\$62.08	ĸ	31%	\$42.84	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DCOD-50K-100KOS	SEL DCF for OneDrive OS		\$28.73	K	31%	\$19.82	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DCOD-51-100OS	SEL DCF for OneDrive OS		\$128.80	K	31%	\$88.87	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DCOD-6001-8000OS	SEL DCF for OneDrive OS		\$36.14	K	31%	\$24.94	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DCOD-751-1000OS	SEL DCF for OneDrive OS		\$57.45	K	31%	\$39.64	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DCOD-8001-10KOS	SEL DCF for OneDrive OS		\$34.29	K	31%	\$23.66	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DCOS-0-50OS	SEL DCF for SP Online + OneDrive OS		\$276.60	K	31%	\$190.85	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DCOS-1001-1500OS	SEL DCF for SP Online + OneDrive OS		\$79.23	K	31%	\$54.67	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DCOS-100K-150KOS	SEL DCF for SP Online + OneDrive OS		\$41.70	K	31%	\$28.77	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DCOS-101-250OS	SEL DCF for SP Online + OneDrive OS		\$151.51	K	31%	\$104.54	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DCOS-10K-20KOS	SEL DCF for SP Online + OneDrive OS		\$48.65	K	31%	\$33.57	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VARONIS
5	DCOS-1501-2000OS	SEL DCF for SP Online + OneDrive OS		\$71.58	K	31%	\$49.39	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DCOS-150K-OS	SEL DCF for SP Online + OneDrive OS		\$41.00	K	31%	\$28.29	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DCOS-2001-2500OS	SEL DCF for SP Online + OneDrive OS		\$66.72	K	31%	\$46.04	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VARONIS
5	DCOS-20K-35KOS DCOS-2501-4000OS	SEL DCF for SP Online + OneDrive OS SEL DCF for SP Online + OneDrive OS		\$45.87 \$62.55	K K	31% 31%	\$31.65 \$43.16	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VARONIS VARONIS
5	DCOS-2501-4000OS DCOS-251-500OS	SEL DCF for SP Online + OneDrive OS SEL DCF for SP Online + OneDrive OS		\$62.55 \$115.37	K K	31% 31%	\$43.16 \$79.61	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VARONIS VARONIS
5	DCOS-251-500OS DCOS-35K-50KOS	SEL DCF for SP Online + OneDrive OS SEL DCF for SP Online + OneDrive OS		\$115.37 \$44.48	K K	31%	\$79.61	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00 \$0.00	VARONIS
5	DCOS-35K-50KOS DCOS-4001-6000OS	SEL DCF for SP Online + OneDrive OS SEL DCF for SP Online + OneDrive OS		\$44.40 \$58.38	K	31%	\$30.69 \$40.28	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DCOS-4001-60000S DCOS-501-750OS	SEL DCF for SP Online + OneDrive OS SEL DCF for SP Online + OneDrive OS		\$93.13	K	31%	\$40.26 \$64.26	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
9	_ 555 551 . 5555	Or or or ormine : oriobline oo		ψου. 10		0170	ψ04.20	ψ0.00	ψ0.00	\$0.00	ψ0.00	ψ0.00	ψ0.00	\$0.50	*, OHIO

					NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPGR	ADE PRICE						
BAND	sku	DESCRIPTION	Model Sub sku	EMC LIST PRICE USD	CATEGORY	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	DCOS-50K-100KOS	SEL DCF for SP Online + OneDrive OS		\$43.09	K	31%	\$29.73	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DCOS-51-100OS	SEL DCF for SP Online + OneDrive OS		\$193.20	K	31%	\$133.31	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DCOS-6001-8000OS	SEL DCF for SP Online + OneDrive OS		\$54.21	K	31%	\$37.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DCOS-751-1000OS	SEL DCF for SP Online + OneDrive OS		\$86.18	K	31%	\$59.46	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VARONIS
5	DCOS-8001-10KOS	SEL DCF for SP Online + OneDrive OS		\$51.43	K	31%	\$35.49	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DCP-2-FAN-FB	SEL Fan unit, front to back airflow		\$310.77	K	31%	\$214.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SMARTOPTICS
5	DCP-2-PSU-AC-FB	SEL AC PSU for DCP platform		\$553.85	K	31%	\$382.16	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	SMARTOPTICS
5	DCP-2-PSU-DC-FB	SEL DC PSU for DCP platform		\$738.46	K	31%	\$509.54	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SMARTOPTICS
5	DCP-M40-PAM4-ER	SEL 40Chan D921-960 OSC0-40km PAM4NRZCoh		\$51,427.69	K	31%	\$35,485.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SMARTOPTICS
5	DCP-M40-PAM4-ZR	SEL 40 channel D921-D960, 40-80km, mixed		\$55,735.38	K	31%	\$38,457.41	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	SMARTOPTICS
5	DCP-M8-PAM4	SEL 8 channel, OSC, 0-80km, PAM4		\$31,863.08	K	31%	\$21,985.53	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SMARTOPTICS
5	DCSO-0-50OS	SEL DCF for SharePoint Online OS		\$184.40	K	31%	\$127.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DCSO-1001-1500OS	SEL DCF for SharePoint Online OS		\$52.82	K	31%	\$36.45	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DCSO-100K-150KOS	SEL DCF for SharePoint Online OS		\$27.80	K	31%	\$19.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DCSO-101-250OS	SEL DCF for SharePoint Online OS		\$101.00	K	31%	\$69.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DCSO-10K-20KOS	SEL DCF for SharePoint Online OS		\$32.43	K	31%	\$22.38	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VARONIS
5	DCSO-1501-2000OS	SEL DCF for SharePoint Online OS		\$47.72	K	31%	\$32.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DCSO-150K-OS	SEL DCF for SharePoint Online OS		\$27.34	K	31%	\$18.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DCSO-2001-2500OS	SEL DCF for SharePoint Online OS		\$44.48	K	31%	\$30.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DCSO-20K-35KOS	SEL DCF for SharePoint Online OS		\$30.58	K	31%	\$21.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DCSO-2501-4000OS	SEL DCF for SharePoint Online OS		\$41.70	K	31%	\$28.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DCSO-251-500OS	SEL DCF for SharePoint Online OS		\$76.91	K	31%	\$53.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DCSO-35K-50KOS	SEL DCF for SharePoint Online OS		\$29.65	K	31%	\$20.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DCSO-4001-6000OS	SEL DCF for SharePoint Online OS		\$38.92	K	31%	\$26.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DCSO-501-750OS	SEL DCF for SharePoint Online OS		\$62.08	K	31%	\$42.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DCSO-50K-100KOS	SEL DCF for SharePoint Online OS		\$28.73	K	31%	\$19.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DCSO-51-100OS	SEL DCF for SharePoint Online OS		\$128.80	K	31%	\$88.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DCSO-6001-8000OS	SEL DCF for SharePoint Online OS		\$36.14	K	31%	\$24.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DCSO-751-1000OS	SEL DCF for SharePoint Online OS		\$57.45	K	31%	\$39.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DCSO-8001-10KOS	SEL DCF for SharePoint Online OS		\$34.29	K	31%	\$23.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DELL-CE	SEL Dell Customer Ed		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DELL
5	DELL-CLN-CE	SEL DELL Client Cust Ed		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DELL CLIENT
5	DELL-CLN-HW	SEL DELL Client Hardware		\$0.00	ĸ	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DELL CLIENT
5	DELL-CLN-HWM	SEL DELL Client Hardware Mtn		\$0.00	ĸ	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DELL CLIENT
5	DELL-CLN-PS	SEL DELL Client Prof. Ser		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DELL CLIENT
5	DELL-CLN-SW	SEL DELL Client Software		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DELL CLIENT
5	DELL-CLN-SWM	SEL DELL Client Software Mtn		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DELL CLIENT
5	DELL-HW	SEL Dell Hardware		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DELL
5	DELL-HWM	SEL Dell Hardware Maintenance		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	DELL
5	DELL-NTW-CE	SEL DELL Networking Cust Ed		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DELL NTW
5	DELL-NTW-HW	SEL DELL Networking Cust Ed		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DELL NTW
5	DELL-NTW-HWM	SEL DELL Networking Hardware Mtn		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	DELL NTW
5	DELL-NTW-PS	SEL DELL Networking Prof. Ser		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DELL NTW
5	DELL-NTW-SW	SEL DELL Networking Software		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DELL NTW
5	DELL-NTW-SWM	SEL DELL Networking Software Mtn		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	DELL NTW
5	DELL-PS	SEL Dell PS Deploy		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DELL NIW
5	DELL-PS DELL-SVR-CE	SEL DELL Server Cust Ed		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	DELL SERVER
5	DFLL-SVR-HW	SEL DELL Server Hardware		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DELL SERVER
5	DELL-SVR-HWM	SEL DELL Server Hardware Mtn		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DELL SERVER
5	DELL-SVR-PS	SEL DELL Server Prof. Ser		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DELL SERVER
5	DFLL-SVR-SW	SEL DELL Server Software		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DELL SERVER
5	DELL-SVR-SWM	SEL DELL Server Software Mtn		\$0.00	K	31%	\$0.00		\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	DELL SERVER
5	DELL-SW	SEL Dell Software		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	DELL
5	DFLI-SWM	SEL Dell Software Maintenance		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DELL
5	DFXSECSB16TB	SELECT Archiver for ECS 10-100TB Lic		\$433.85	K	31%	\$299.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NTP-DEFENDX
5	DEXSECSB101B	SELECT Archiver for ECS 10-1001B Lic SELECT Archiver for ECS 101-250TB Lic		\$433.65 \$404.62	K	31%	\$299.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NTP-DEFENDX
5	DFXSECSB171B DFXSECSB18TB	SELECT Archiver for ECS 251-2501B Lic		\$404.62 \$355.38	K	31%	\$279.19 \$245.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NTP-DEFENDX
5	DFXSECSB181B DFXSECSB19TB	SELECT Archiver for ECS 251-5001B Lic SELECT Archiver for ECS 501-750TB Lic		\$307.69	r.	31%	\$245.21 \$212.31	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	NTP-DEFENDX NTP-DEFENDX
5	DEXSECSB191B DEXSECSB20TB	SELECT Archiver for ECS 501-7501B Lic SELECT Archiver for ECS 751-1024TB Lic		\$289.23	K K	31%	\$212.31 \$199.57	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	NTP-DEFENDX NTP-DEFENDX
5	DFXSECSB201B DFXSECSB21TB	SELECT Archiver for ECS 1025-1500TB Lic		\$250.77	K	31%	\$173.03	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NTP-DEFENDX
5	DFXSECSB211B DFXSECSB22TB	SELECT Archiver for ECS 1023-15001B Lic SELECT Archiver for ECS 1501-2048TB Lic		\$212.31	K	31%	\$173.03	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	NTP-DEFENDX
5	DEXSECSB221B DEXSECSB23TB	SELECT Archiver for ECS 1501-20481B Lic SELECT Archiver for ECS 2049-2500TB Lic		\$183.08	K K	31%	\$146.49 \$126.33	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	NTP-DEFENDX NTP-DEFENDX
5	DFXSECSB231B DFXSECSB24TB	SELECT Archiver for ECS 2049-25001B Lic SELECT Archiver for ECS 2501-3072TB Lic		\$163.08	K	31%	\$126.33 \$112.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NTP-DEFENDX NTP-DEFENDX
5	DFXSECSB241B DFXSFAB1TB	SELECT Archiver for ECS 2501-30721B Lic SELECT DefendX CT-FA 10-100TB License		\$590.77	ν.	31%	\$112.53 \$407.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NTP-DEFENDX NTP-DEFENDX
5	DEXSEABITE DEXSEAB2TB	SELECT DefendX CT-FA 10-100 IB License SELECT DefendX CT-FA 101-250TB License		\$563.08	K K	31%	\$407.63 \$388.53	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	NTP-DEFENDX NTP-DEFENDX
-	DFXSFAB21B DFXSFAB3TB			\$563.08 \$529.23		31% 31%		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	NTP-DEFENDX NTP-DEFENDX
5 5	DFXSFAB31B DFXSFAB4TB	SELECT DefendX CT-FA 251-500TB License		\$529.23 \$498.46	K	31% 31%	\$365.17	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
5	DFXSFAB41B DFXSFAB5TB	SELECT DefendX CT-FA 501-750TB License SELECT DefendX CT-FA 751-1024TB License		\$498.46 \$466.15	K K	31% 31%	\$343.94 \$321.64	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	NTP-DEFENDX NTP-DEFENDX
-				\$466.15 \$366.15	ĸ	31% 31%		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
5	DFXSFAB6TB	SELECT DefendX CT-FA 1025+TB License		\$300.15	ĸ	31% 31%	\$252.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	NTP-DEFENDX
5	DEXSFILEMENT	SELECT DFXS File Mgnt Prod		\$138.46 \$13,846.15	K		\$95.54	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00	NTP-DEFENDX
5	DFXSFILEMTSOL	SELECT DFXS File Mgnt Solution		\$13,846.15 \$590.77	K	31%	\$9,553.84	\$0.00 \$0.00	\$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-DEFENDX
5	DFXSFSRB1TB DFXSFSRB2TB	SELECT DefendX CT-FSR 10-100TB License			K	31%	\$407.63								NTP-DEFENDX
5		SELECT DefendX CT-FSR 101-250TB License		\$563.08	K	31%	\$388.53	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	NTP-DEFENDX
5	DFXSFSRB3TB	SELECT DefendX CT-FSR 251-500TB License		\$529.23	K	31% 31%	\$365.17	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NTP-DEFENDX
5	DFXSFSRB4TB	SELECT DefendX CT-FSR 501-750TB License		\$498.46	K		\$343.94	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	NTP-DEFENDX
5	DFXSFSRB5TB	SELECT DefendX CT-FSR 751-1024TB License		\$466.15	K	31%	\$321.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NTP-DEFENDX
5	DFXSFSRB6TB	SELECT DefendX CT-FSR 1025+TB License		\$366.15	K	31%	\$252.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NTP-DEFENDX
5	DFXSMBB10TB	SELECT DefendX MB 751-1024TB License		\$289.23	K	31%	\$199.57	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	NTP-DEFENDX
5	DFXSMBB11TB	SELECT DefendX MB 1025-1500TB License		\$250.77	K	31%	\$173.03	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NTP-DEFENDX
5	DFXSMBB12TB	SELECT DefendX MB 1501-2048TB License		\$212.31	K	31%	\$146.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NTP-DEFENDX
5	DFXSMBB13TB	SELECT DefendX MB 2049-2500TB License		\$183.08	K	31%	\$126.33	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NTP-DEFENDX
5	DFXSMBB14TB	SELECT DefendX MB 2501-3072TB License		\$163.08	K	31%	\$112.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NTP-DEFENDX
5	DFXSMBB6TB	SELECT DefendX MB 10-100TB License		\$433.85	K	31%	\$299.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NTP-DEFENDX
5	DFXSMBB7TB	SELECT DefendX MB 101-250TB License		\$404.62	K	31%	\$279.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NTP-DEFENDX

					NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPGR	ADE PRICE						
BAND	SKU	DESCRIPTION	Model Sub sku	EMC LIST PRICE USD	CATEGORY	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	DFXSMBB8TB	SELECT DefendX MB 251-500TB License		\$355.38	K	31%	\$245.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NTP-DEFENDX
5	DFXSMBB9TB	SELECT DefendX MB 501-750TB License		\$307.69	K	31%	\$212.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NTP-DEFENDX
5	DFXSQFSB1TB	SELECT DefendX CT-QFS 10-100TB License		\$590.77	K	31%	\$407.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NTP-DEFENDX
5	DFXSQFSB2TB	SELECT DefendX CT-QFS 101-250TB License		\$563.08	K	31%	\$388.53	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	NTP-DEFENDX
5	DFXSQFSB3TB	SELECT DefendX CT-QFS 251-500TB License		\$529.23	K	31%	\$365.17	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NTP-DEFENDX
5	DFXSQFSB4TB	SELECT DefendX CT-QFS 501-750TB License		\$498.46	K	31%	\$343.94	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NTP-DEFENDX
5	DFXSQFSB5TB	SELECT DefendX CT-QFS 751-1024TB License SELECT DefendX CT-QFS 1025+TB License		\$466.15 \$366.15	K	31%	\$321.64 \$252.64	\$0.00 \$0.00	\$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-DEFENDX NTP-DEFENDX
5	DFXSQFSB6TB			\$366.15 \$384.62	K	31%		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
5	DFXSVSB1TB DFXSVSB2TB	SELECT DefendX VS 100-250TB License SELECT DefendX VS 251-500TB License		\$349.23	K K	31% 31%	\$265.39 \$240.97	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	NTP-DEFENDX NTP-DEFENDX
5	DFXSVSB2TB	SELECT DefendX VS 251-5001B License SELECT DefendX VS 501-750TB License		\$312.31	K	31%	\$240.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NTP-DEFENDX
5	DFXSVSB4TB	SELECT DefendX VS 751-1024TB License		\$276.92	K	31%	\$191.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NTP-DEFENDX
5	DFXSVSB4TB DFXSVSB5TB	SELECT DefendX VS 1025+TB License		\$241.54	K	31%	\$166.66		\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	NTP-DEFENDX
5	DM-CAT-ED	SELECT Deterior V3 1025*15 Elcense SEL Boomi DATA CATALOG EDITION LICENSE		\$2,083.25	K	31%	\$1 437 44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	DM-CAT-LD	SEL Boomi DATA CATALOG EDITION EICENSE		\$91.50	K	31%	\$63.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	DM-CLST-LIC	SEL Data Marshal Complete CLST License		\$51,281.54	ĸ	31%	\$35,384.26		\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SUPERNA
5	DM-NODE-LIC	SEL Data Marshal Complete Node License		\$2,564.62	ĸ	31%	\$1.769.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SUPERNA
5	DM-PREP-ENT	SEL Boomi Data Prep Ent. Edit License		\$20,833,25	ĸ	31%	\$14,374.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	DM-PREP-PP	SEL Boomi Data Prep Pro Plus Edit Lic.		\$16,666,50	ĸ	31%	\$11,499.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	DM-PREP-PRO	SEL Boomi DATA PREP PRO EDITION LICENSE		\$6,250.00	ĸ	31%	\$4.312.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	DM-PREP-WN	SEL Boomi DATA PREPARATION WORKER NODES		\$666.50	ĸ	31%	\$459.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	DM-PRE-U	SEL Boomi DATA PREPARATION USER		\$170.75	ĸ	31%	\$117.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	DMS-8000-LMA-ANN	SEL CDSI Appliance Pair Unlim Loc Mig 1y		\$653.846.15	ĸ	31%	\$451.153.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CIRRUSDATA SOLUTIONS
5	DMS-8000-LMA-PMU	SEL CDSI Upg Add pMotion DMS-8000-LMA 1Y		\$163,461.54	ĸ	31%	\$112,788.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CIRRUSDATA SOLUTIONS
5	DMS-8000-LMA-RLU	SEL CDSI Upg to Remote Lic DMS-8000-LMA		\$326,923.08	ĸ	31%	\$225,576.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CIRRUSDATA SOLUTIONS
5	DMS-8000-LMA-RNW	SEL CDSI 1Y renewal of DMS-8000-LMA-ANN		\$607,692.31	ĸ	31%	\$419,307.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CIRRUSDATA SOLUTIONS
5	DMS-8000-UMS-ANN	SEL CDSI PerSite Unlim w Rem pMotion 1Y		\$2,453,846.15	ĸ	31%	\$1,693,153.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CIRRUSDATA SOLUTIONS
5	DMS-CAP-L1	SEL CDSI Local Cap PerTB Up to 100TB		\$430.77	ĸ	31%	\$297.23	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	CIRRUSDATA SOLUTIONS
5	DMS-CAP-L2	SEL CDSI Local Cap PerTB 100-500TB		\$346.15	ĸ	31%	\$238.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CIRRUSDATA SOLUTIONS
5	DMS-CAP-L3	SEL CDSI Local Cap PerTB 500-1000TB		\$292.31	K	31%	\$201.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CIRRUSDATA SOLUTIONS
5	DMS-CAP-L4	SEL CDSI Local Cap PerTB 1000-2000TB		\$246.15	K	31%	\$169.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CIRRUSDATA SOLUTIONS
5	DMS-CAP-L5	SEL CDSI Local Cap PerTB Over 2,000TB		\$215.38	K	31%	\$148.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CIRRUSDATA SOLUTIONS
5	DMS-CAP-L-PMOTN	SEL CDSI Local Mig Cap pMotion Addon		\$215.38	ĸ	31%	\$148.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CIRRUSDATA SOLUTIONS
5	DMS-CAP-L-PMOTN1	SEL CDSI LocMigCap pMotion Add Upto100TB		\$184.62	K	31%	\$127.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CIRRUSDATA SOLUTIONS
5	DMS-CAP-L-PMOTN2	SEL CDSI LocMigCap pMotion Add 100-500TB		\$153.85	K	31%	\$106.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CIRRUSDATA SOLUTIONS
5	DMS-CAP-L-PMOTN3	SEL CDSI LocMigCap pMotion Add500-1000TB		\$123.08	ĸ	31%	\$84.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CIRRUSDATA SOLUTIONS
5	DMS-CAP-L-PMOTN4	SEL CDSI LocMigCap pMotion Add Over 1KTB		\$107.69	K	31%	\$74.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CIRRUSDATA SOLUTIONS
5	DMS-CAP-R1	SEL CDSI Remote Mig Cap PerTB Upto 100TB		\$861.54	K	31%	\$594.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CIRRUSDATA SOLUTIONS
5	DMS-CAP-R2	SEL CDSI Remote Mig Cap PerTB 100-500TB		\$769.23	K	31%	\$530.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CIRRUSDATA SOLUTIONS
5	DMS-CAP-R3	SEL CDSI Remote Mig Cap PerTB 500-1000TB		\$692.31	K	31%	\$477.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CIRRUSDATA SOLUTIONS
5	DMS-CAP-R4	SEL CDSI Remote Mig Cap PerTB Over1000TB		\$615.38	K	31%	\$424.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CIRRUSDATA SOLUTIONS
5	DMS-CAP-S1	SEL CDSI Scrubbing Cap PerTB Up to 100TB		\$107.69	K	31%	\$74.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CIRRUSDATA SOLUTIONS
5	DMS-CAP-S2	SEL CDSI Scrubbing Cap PerTB 100-500TB		\$76.92	K	31%	\$53.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CIRRUSDATA SOLUTIONS
5	DMS-CAP-S3	SEL CDSI Scrubbing Cap PerTB 500-1000TB		\$61.54	K	31%	\$42.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CIRRUSDATA SOLUTIONS
5	DMS-CAP-S4	SEL CDSI Scrubbing Cap PerTB Over 1000TB		\$46.15	K	31%	\$31.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CIRRUSDATA SOLUTIONS
5	DM-UNLOCK	SEL Data Marshal Unlock Key		\$5,641.54	K	31%	\$3,892.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SUPERNA
5	DM-UPG-CLST-LIC	SEL Data Marshal Addon CLST License		\$35,043.08	K	31%	\$24,179.73	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SUPERNA
5	DM-UPG-LIC	SEL Data Marshal Addon Node License		\$1,752.31	K	31%	\$1,209.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SUPERNA
5	DP-0-50OS	SEL DataPrivilege OS		\$166.47	K	31%	\$114.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DP-1001-1500OS	SEL DataPrivilege OS		\$47.68	K	31%	\$32.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DP-100K-150KOS	SEL DataPrivilege OS		\$25.10	K	31%	\$17.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DP-101-250OS	SEL DataPrivilege OS		\$91.18	K	31%	\$62.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DP-10K-20KOS	SEL DataPrivilege OS		\$29.28	K	31%	\$20.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DP-1501-2000OS	SEL DataPrivilege OS		\$43.08	K	31%	\$29.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DP-150K-OS	SEL DataPrivilege OS		\$24.68	K	31%	\$17.03	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DP-2001-2500OS	SEL DataPrivilege OS		\$40.15	K	31%	\$27.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DP-20K-35KOS	SEL DataPrivilege OS		\$27.61	K	31%	\$19.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DP-2501-4000OS DP-251-500OS	SEL DataPrivilege OS SEL DataPrivilege OS		\$37.64 \$69.43	K K	31% 31%	\$25.97 \$47.91	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VARONIS VARONIS
5	DP-251-500OS DP-35K-50KOS			\$69.43 \$26.77	K K	31% 31%		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS VARONIS
5	DP-35K-50KOS DP-4001-6000OS	SEL DataPrivilege OS SEL DataPrivilege OS		\$26.77 \$35.14	K K	31% 31%	\$18.47 \$24.25	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS VARONIS
5	DP-4001-6000OS DP-501-750OS	SEL DataPrivilege OS SEL DataPrivilege OS		\$35.14 \$56.05	K K	31% 31%	\$24.25 \$38.67	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
c =	DP-50K-100KOS	SEL DataPrivilege OS SEL DataPrivilege OS		\$25.03 \$25.93	K K	31%	\$38.67 \$17.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
c E	DP-50K-100KOS DP-51-100OS	SEL DataPrivilege OS SEL DataPrivilege OS		\$25.93 \$116.28	K K	31%	\$17.89 \$80.23		\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DP-51-1000S DP-6001-8000OS	SEL DataPrivilege OS SEL DataPrivilege OS		\$32.63	K K	31%	\$80.23 \$22.51	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DP-751-1000OS	SEL DataPrivilege OS SEL DataPrivilege OS		\$51.87	K	31%	\$35.79		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DP-751-10000S DP-8001-10KOS	SEL DataPrivilege OS SEL DataPrivilege OS		\$30.95	K	31%	\$35.79 \$21.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DP-6001-10KOS DPS-0-50OS	SEL DataPrivilege OS SEL DataPrivilege for SharePoint OS		\$166.47	K	31%	\$21.36 \$114.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DPS-1001-1500OS	SEL DataPrivilege for SharePoint OS		\$47.68	K	31%	\$32.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DPS-100K-150KOS	SEL DataPrivilege for SharePoint OS		\$25.10	K	31%	\$17.32		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DPS-101-250OS	SEL DataPrivilege for SharePoint OS		\$91.18	K	31%	\$62.91	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DPS-10K-20KOS	SEL DataPrivilege for SharePoint OS		\$29.28	K	31%	\$20.20		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DPS-1501-2000OS	SEL DataPrivilege for SharePoint OS		\$43.08	K	31%	\$29.73		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DPS-150K-OS	SEL DataPrivilege for SharePoint OS		\$24.68	K	31%	\$17.03	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DPS-2001-2500OS	SEL DataPrivilege for SharePoint OS		\$40.15	K	31%	\$27.70		\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DPS-20K-35KOS	SEL DataPrivilege for SharePoint OS		\$27.61	K	31%	\$19.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DPS-2501-4000OS	SEL DataPrivilege for SharePoint OS		\$37.64	K	31%	\$25.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DPS-251-500OS	SEL DataPrivilege for SharePoint OS		\$69.43	ĸ	31%	\$47.91	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DPS-35K-50KOS	SEL DataPrivilege for SharePoint OS		\$26.77	ĸ	31%	\$18.47	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DPS-4001-6000OS	SEL DataPrivilege for SharePoint OS		\$35.14	ĸ	31%	\$24.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DPS-501-750OS	SEL DataPrivilege for SharePoint OS		\$56.05	ĸ	31%	\$38.67	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DPS-50K-100KOS	SEL DataPrivilege for SharePoint OS		\$25.93	ĸ	31%	\$17.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DPS-51-100OS	SEL DataPrivilege for SharePoint OS		\$116.28	K	31%	\$80.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DPS-6001-8000OS	SEL DataPrivilege for SharePoint OS		\$32.63	K	31%	\$22.51	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
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					NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPGR	ADE PRICE						
BAND	SKU	DESCRIPTION	Model Sub sku	EMC LIST PRICE USD	CATEGORY	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	DPS-751-1000OS	SEL DataPrivilege for SharePoint OS		\$51.87	K	31%	\$35.79	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DPS-8001-10KOS	SEL DataPrivilege for SharePoint OS		\$30.95	K	31%	\$21.36	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DPS-DAS-NOD-A-1Y	SEL HWX DAS Ent Sub AGPL 1Node 1Y Min 3N		\$1,153.85	K	31%	\$796.16	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	HORTONWORKS
5	DPS-DLM-TB-A-1Y	SEL HWX DLM Sup Sub AGPL 1TB 1Y Min50TB		\$307.69	K	31%	\$212.31	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	HORTONWORKS
5	DPS-DSS-TB-A-1Y	SEL HWX DSS Ent Sub AGPL 1TB 1Y Min200TB		\$153.85	K	31%	\$106.16	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	HORTONWORKS
5	DR-OS	SEL Disaster Recovery Add-on OS		\$12,870.00	K	31%	\$8,880.30	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DS-0-50OS	SEL DatAlert Suite OS		\$256.11	K	31%	\$176.72		\$0.00	\$0.00			\$0.00	\$0.00	VARONIS
5	DS-1001-1500OS	SEL DatAlert Suite OS		\$73.36	K	31%	\$50.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DS-100K-150KOS	SEL DatAlert Suite OS		\$38.61	K	31%	\$26.64	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DS-101-250OS	SEL DatAlert Suite OS		\$140.28	K	31%	\$96.79	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VARONIS
5	DS-10K-20KOS	SEL DatAlert Suite OS		\$45.05	K	31%	\$31.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DS-1501-2000OS	SEL DatAlert Suite OS		\$66.28	K	31%	\$45.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DS-150K-OS	SEL DatAlert Suite OS		\$37.97	K	31%	\$26.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DS-16G-ER-D4851	SEL-SFP+,16/8/4Gbps,FC,D9360,13dB,40km		\$4,858.46	K	31%	\$3.352.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SMARTOPTICS
5	DS-16G-ER-D4932	SEL-SFP+,16/8/4Gbps,FC,D9350,13dB,40km		\$4,858.46	K	31%	\$3,352.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SMARTOPTICS
5	DS-16G-ER-D5012	SEL-SFP+,16/8/4Gbps,FC,D9340,13dB,40km		\$4,858.46	K	31%	\$3,352.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SMARTOPTICS
5	DS-16G-FR-D5092	SEL-SFP+,16/8/4Gbps,FC,D9330,13dB,40km		\$4.858.46	K	31%	\$3,352,34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SMARTOPTICS
5	DS-16G-ER-D5172	SEL-SFP+,16/8/4Gbps,FC,D9320,13dB,40km		\$4.858.46	ĸ	31%	\$3,352.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SMARTOPTICS
5	DS-16G-ER-D5252	SEL-SFP+,16/8/4Gbps,FC,D9310,13dB,40km		\$4,858.46	ĸ	31%	\$3,352.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SMARTOPTICS
5	DS-16G-ER-D5333	SEL-SFP+.16/8/4Gbps.FC.D9300.13dB.40km		\$4.858.46	ĸ	31%	\$3.352.34	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SMARTOPTICS
5	DS-16G-ER-D5413	SEL-SFP+,16/8/4Gbps,FC,D9290,13dB,40km		\$4.858.46	ĸ	31%	\$3,352.34	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SMARTOPTICS
5	DS-16G-ER-D5494	SEL-SFP+,16/8/4Gbps,FC,D9280,13dB,40km		\$4.858.46	ĸ	31%	\$3,352.34	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SMARTOPTICS
5	DS-16G-ER-D5575	SEL-SFP+,16/8/4Gbps,FC,D9270,13dB,40km		\$4.858.46	ĸ	31%	\$3,352.34	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SMARTOPTICS
5	DS-16G-ER-D5655	SEL-SFP+, 16/8/4GbpsFC,D9260,13dB,40km		\$4,858.46	, ,	31%	\$3,352.34	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SMARTOPTICS
5	DS-16G-ER-D5736	SEL-SFP+, 16/8/4Gbps,FC,D9250,13dB,40km		\$4,858.46	K	31%	\$3,352.34	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	SMARTOPTICS
5	DS-16G-ER-D5730 DS-16G-FR-D5817	SEL-SFP+,16/8/4Gbps,FC,D9240,13dB,40km		\$4,858.46	K	31%	\$3,352.34	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SMARTOPTICS
5	DS-16G-ER-D5898	SEL-SFP+,16/8/4Gbps,FC,D9230,13dB,40km		\$4,858.46	K.	31%	\$3,352.34	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SMARTOPTICS
5	DS-16G-ER-D5979	SEL-SFP+,16/8/4Gbps,FC,D9230,13dB,40km		\$4,858.46	K	31%	\$3,352.34	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	SMARTOPTICS
					K K	31%				\$0.00					SMARTOPTICS
5	DS-16G-ER-D6061	SEL-SFP+,16/8/4Gbps,FC,D9210,13dB,40km		\$4,858.46	K		\$3,352.34	\$0.00	\$0.00			\$0.00	\$0.00	\$0.00	
5	DS-2001-2500OS	SEL DatAlert Suite OS		\$61.78	K	31%	\$42.63	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DS-20K-35KOS	SEL DatAlert Suite OS		\$42.47	K	31%	\$29.30	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DS-2501-4000OS	SEL DatAlert Suite OS		\$57.92	K	31%	\$39.96	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DS-251-500OS	SEL DatAlert Suite OS		\$106.82	K	31%	\$73.71	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DS-32G-IR-D4851	SEL-SFP28,32/16/8G FC,D9360,7dB,10km		\$6,146.15	K	31%	\$4,240.84	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SMARTOPTICS
5	DS-32G-IR-D4932	SEL-SFP28,32/16/8G FC,D9350,7dB,10km		\$6,146.15	K	31%	\$4,240.84	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SMARTOPTICS
5	DS-32G-IR-D5012	SEL-SFP28,32/16/8G FC,D9340,7dB,10km		\$6,146.15	K	31%	\$4,240.84	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SMARTOPTICS
5	DS-32G-IR-D5092	SEL-SFP28,32/16/8G FC,D9330,7dB,10km		\$6,146.15	K	31%	\$4,240.84	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SMARTOPTICS
5	DS-32G-IR-D5172	SEL-SFP28,32/16/8G FC,D9320,7dB,10km		\$6,146.15	K	31%	\$4,240.84	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SMARTOPTICS
5	DS-32G-IR-D5252	SEL-SFP28,32/16/8G FC,D9310,7dB,10km		\$6,146.15	K	31%	\$4,240.84	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SMARTOPTICS
5	DS-32G-IR-D5333	SEL-SFP28,32/16/8G FC,D9300,7dB,10km		\$6,146.15	K	31%	\$4,240.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SMARTOPTICS
5	DS-32G-IR-D5413	SEL-SFP28,32/16/8G FC,D9290,7dB,10km		\$6,146.15	K	31%	\$4,240.84	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SMARTOPTICS
5	DS-32G-IR-D5494	SEL-SFP28,32/16/8G FC,D9280,7dB,10km		\$6,146.15	K	31%	\$4,240.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SMARTOPTICS
5	DS-32G-IR-D5575	SEL-SFP28,32/16/8G FC,D9270,7dB,10km		\$6,146.15	K	31%	\$4,240.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SMARTOPTICS
5	DS-32G-IR-D5655	SEL-SFP28,32/16/8G FC,D9260,7dB,10km		\$6,146.15	K	31%	\$4,240.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SMARTOPTICS
5	DS-32G-IR-D5736	SEL-SFP28.32/16/8G FC.D9250.7dB.10km		\$6,146.15	K	31%	\$4,240,84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SMARTOPTICS
5	DS-32G-IR-D5817	SEL-SFP28,32/16/8G FC,D9240,7dB,10km		\$6,146.15	K	31%	\$4,240.84	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SMARTOPTICS
5	DS-32G-IR-D5898	SEL-SFP28,32/16/8G FC,D9230,7dB,10km		\$6,146.15	K	31%	\$4,240,84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SMARTOPTICS
5	DS-32G-IR-D5979	SEL-SEP28 32/16/8G EC D9220 7dB 10km		\$6.146.15	K	31%	\$4 240 84	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SMARTOPTICS
5	DS-32G-IR-D6061	SEL-SFP28,32/16/8G FC,D9210,7dB,10km		\$6,146,15	K	31%	\$4,240,84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SMARTOPTICS
5	DS-35K-50KOS	SEL DatAlert Suite OS		\$41.18	ĸ	31%	\$28.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DS-4001-6000OS	SEL DatAlert Suite OS		\$54.05	ĸ	31%	\$37.29	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DS-501-750OS	SEL DatAlert Suite OS		\$86.23	ĸ	31%	\$59.50	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DS-50K-100KOS	SEL DatAlert Suite OS		\$39.90	ĸ	31%	\$27.53	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DS-51-100OS	SEL DatAlert Suite OS		\$178.89	ĸ	31%	\$123.43	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DS-6001-8000OS	SEL DatAlert Suite OS		\$50.19	ĸ	31%	\$34.63	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DS-751-1000OS	SEL DatAlert Suite OS		\$79.79	ĸ	31%	\$55.06	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DS-8001-10KOS	SEL DatAlert Suite OS		\$47.62	ĸ	31%	\$32.86	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DTE-0-50OS	SEL Data Transport Engine OS		\$153.67	r.	31%	\$32.00 \$106.03	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VARONIS
5	DTF-1001-1500OS	SEL Data Transport Engine OS SEL Data Transport Engine OS		\$44.02	ĸ	31%	\$100.03	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DTE-1001-15000S	SEL Data Transport Engine OS SEL Data Transport Engine OS		\$23.17	K	31%	\$30.37 \$15.99	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DTE-100K-150KOS DTE-101-250OS	SEL Data Transport Engine OS SEL Data Transport Engine OS		\$84.17	r\ V	31%	\$15.99 \$58.08	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VARONIS
5	DTE-101-2500S DTF-10K-20KOS	SEL Data Transport Engine OS SEL Data Transport Engine OS		\$27.03	K K	31%	\$58.08 \$18.65	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VARONIS
-				\$27.03 \$39.77				\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	
5	DTE-1501-2000OS	SEL Data Transport Engine OS			K	31% 31%	\$27.44	\$0.00							VARONIS
5	DTE-150K-OS	SEL Data Transport Engine OS		\$22.78 \$37.07	K		\$15.72	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VARONIS VARONIS
5	DTE-2001-2500OS	SEL Data Transport Engine OS			K	31%	\$25.58			\$0.00 \$0.00					
5	DTE-20K-35KOS	SEL Data Transport Engine OS		\$25.48	K	31%	\$17.58	\$0.00	\$0.00			\$0.00	\$0.00	\$0.00	VARONIS
5	DTE-2501-4000OS	SEL Data Transport Engine OS		\$34.75	K	31%	\$23.98	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DTE-251-500OS	SEL Data Transport Engine OS		\$64.09	K	31%	\$44.22	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VARONIS
5	DTE-35K-50KOS	SEL Data Transport Engine OS		\$24.71	K	31%	\$17.05	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DTE-4001-6000OS	SEL Data Transport Engine OS		\$32.43	K	31%	\$22.38	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DTE-501-750OS	SEL Data Transport Engine OS		\$51.74	K	31%	\$35.70	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VARONIS
5	DTE-50K-100KOS	SEL Data Transport Engine OS		\$23.94	K	31%	\$16.52	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DTE-51-100OS	SEL Data Transport Engine OS		\$107.34	K	31%	\$74.06	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DTE-6001-8000OS	SEL Data Transport Engine OS		\$30.12	K	31%	\$20.78	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DTE-751-1000OS	SEL Data Transport Engine OS		\$47.88	K	31%	\$33.04	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DTE-8001-10KOS	SEL Data Transport Engine OS		\$28.57	ĸ	31%	\$19.71	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DW-0-50OS	SEL DatAnswers - WIN OS		\$128.06	ĸ	31%	\$88.36	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DW-1000L	SEL DatAnswers for 100 users		\$44,917.00	ĸ	31%	\$30,992.73	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VARONIS
5	DW-1001-1500OS	SEL DatAnswers - WIN OS		\$36.68	ĸ	31%	\$25.31	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DW-100K-150KOS	SEL DatAnswers - WIN OS		\$19.31	ĸ	31%	\$13.32	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DW-100KL	SEL DatAnswers for 100000 users		\$2,376,563.00	ĸ	31%	\$1.639.828.47	\$0.00	\$0.00	\$0.00	Ψ0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DW-101-250OS	SEL DatAnswers - WIN OS		\$70.14	K	31%	\$1,039,828.47	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DW-101-25005 DW-10K-20KOS	SEL DatAnswers - WIN OS SEL DatAnswers - WIN OS		\$22.52	K K	31%	\$46.40 \$15.54	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DW-10K-20KOS DW-10KL	SEL DatAnswers for 10000 users		\$266,175.00	K	31%	\$183,660.75	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	5.7-10IXL	OLE DESTINATOR FOR TOUGH GASTS		p200, 170.00	11	J 1 /0	ψ100,000.75	ψ0.00	ψ0.00	ψ0.00	ψ0.00	ψ0.00	ψ0.00	ψ0.00	VALCONIO

					NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPGR	ADE PRICE						
BAND	SKU	DESCRIPTION	Model Sub sku	EMC LIST PRICE USD	CATEGORY CODE	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	DW-1500L	SEL DatAnswers for 1500 users		\$59,889.00	K	31%	\$41,323.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DW-1501-2000OS DW-150KI	SEL DatAnswers - WIN OS SEL DatAnswers for 150000 users		\$33.14 \$3,493,547.00	K K	31% 31%	\$22.87 \$2.410.547.43	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VARONIS VARONIS
5	DW-150K-OS	SEL DatAnswers - WIN OS		\$18.98	ĸ	31%	\$13.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DW-15KL	SEL DatAnswers for 15000 users		\$399,263.00	K	31%	\$275,491.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DW-2000L	SEL DatAnswers for 2000 users		\$72,089.00	K	31%	\$49,741.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DW-2001-2500OS	SEL DatAnswers - WIN OS		\$30.89	K	31%	\$21.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DW-20K-35KOS DW-20KL	SEL DatAnswers - WIN OS SEL DatAnswers for 20000 users		\$21.24 \$505.733.00	K K	31% 31%	\$14.66 \$348.955.77	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VARONIS VARONIS
5	DW-2500I	SEL DatAnswers for 20000 users SEL DatAnswers for 2500 users		\$85,952.00	K K	31%	\$348,955.77 \$59.306.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DW-2501-4000OS	SEL DatAnswers - WIN OS		\$28.96	ĸ	31%	\$19.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DW-251-500OS	SEL DatAnswers - WIN OS		\$53.41	K	31%	\$36.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DW-25KL	SEL DatAnswers for 25000 users		\$632,166.00	K	31%	\$436,194.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DW-3000L	SEL DatAnswers for 3000 users		\$103,143.00	K	31%	\$71,168.67	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DW-3500L DW-35K-50KOS	SEL DatAnswers for 3500 users SEL DatAnswers - WIN OS		\$120,333.00 \$20.59	K	31% 31%	\$83,029.77 \$14.21	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VARONIS VARONIS
5	DW-35K-50KUS DW-35KL	SEL DatAnswers - WIN OS SEL DatAnswers for 35000 users		\$871,406.00	K	31%	\$14.21 \$601,270.14		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DW-4000I	SEL DatAnswers for 4000 users		\$133.088.00	ĸ	31%	\$91.830.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DW-4001-6000OS	SEL DatAnswers - WIN OS		\$27.03	K	31%	\$18.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DW-4500L	SEL DatAnswers for 4500 users		\$149,723.00	K	31%	\$103,308.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DW-5000L	SEL DatAnswers for 5000 users		\$166,359.00	K	31%	\$114,787.71	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DW-500L	SEL DatAnswers for 500 users		\$24,954.00	K	31%	\$17,218.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DW-501-750OS DW-50K-100KOS	SEL DatAnswers - WIN OS SEL DatAnswers - WIN OS		\$43.11 \$19.95	K K	31% 31%	\$29.75 \$13.77	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VARONIS VARONIS
5	DW-50KL	SEL DatAnswers for 50000 users		\$1,227,891.00	K	31%	\$847,244.79		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DW-51-100OS	SEL DatAnswers - WIN OS		\$89.45	K	31%	\$61.72		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DW-6000L	SEL DatAnswers for 6000 users		\$176,341.00	K	31%	\$121,675.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DW-6001-8000OS	SEL DatAnswers - WIN OS		\$25.10	K	31%	\$17.32		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DW-7000L	SEL DatAnswers for 7000 users SEL DatAnswers for 750 users		\$205,731.00	K	31%	\$141,954.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS VARONIS
5	DW-750L DW-751-1000OS	SEL DatAnswers for 750 users SEL DatAnswers - WIN OS		\$35,648.00 \$39.90	K K	31% 31%	\$24,597.12 \$27.53	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VARONIS VARONIS
5	DW-8000L	SEL DatAnswers for 8000 users		\$221,813.00	K	31%	\$153,050.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DW-8001-10KOS	SEL DatAnswers - WIN OS		\$23.81	ĸ	31%	\$16.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DW-9000L	SEL DatAnswers for 9000 users		\$249,539.00	K	31%	\$172,181.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DWOD-0-50OS	SEL DatAnswers - OD OS		\$128.06	K	31%	\$88.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DWOD-1001-1500OS	SEL DatAnswers - OD OS		\$36.68	K	31%	\$25.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DWOD-100K-150KOS	SEL DatAnswers - OD OS		\$19.31 \$70.14	K	31%	\$13.32	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VARONIS
5	DWOD-101-250OS DWOD-10K-20KOS	SEL DatAnswers - OD OS SEL DatAnswers - OD OS		\$22.52	K K	31% 31%	\$48.40 \$15.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS VARONIS
5	DWOD-10R-20R03	SEL DatAnswers - OD OS		\$33.14	K	31%	\$22.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DWOD-150K-OS	SEL DatAnswers - OD OS		\$18.98	ĸ	31%	\$13.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DWOD-2001-2500OS	SEL DatAnswers - OD OS		\$30.89	K	31%	\$21.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DWOD-20K-35KOS	SEL DatAnswers - OD OS		\$21.24	K	31%	\$14.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DWOD-2501-4000OS	SEL DatAnswers - OD OS SEL DatAnswers - OD OS		\$28.96 \$53.41	K	31%	\$19.98	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VARONIS VARONIS
5	DWOD-251-500OS DWOD-35K-50KOS	SEL DatAnswers - OD OS SEL DatAnswers - OD OS		\$53.41 \$20.59	K K	31% 31%	\$36.85 \$14.21		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS VARONIS
5	DWOD-4001-6000OS	SEL DatAnswers - OD OS		\$27.03	K	31%	\$18.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DWOD-501-750OS	SEL DatAnswers - OD OS		\$43.11	K	31%	\$29.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DWOD-50K-100KOS	SEL DatAnswers - OD OS		\$19.95	K	31%	\$13.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DWOD-51-100OS	SEL DatAnswers - OD OS		\$89.45	K	31%	\$61.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DWOD-6001-8000OS	SEL DatAnswers - OD OS		\$25.10	K	31%	\$17.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DWOD-751-1000OS DWOD-8001-10KOS	SEL DatAnswers - OD OS SEL DatAnswers - OD OS		\$39.90 \$23.81	K K	31% 31%	\$27.53 \$16.43	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VARONIS VARONIS
5	DWOS-0-50OS	SEL DatAnswers - OD OS SEL DatAnswers - OD + SPOL OS		\$23.61 \$192.08	K	31%	\$10.43 \$132.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DWOS-1001-1500OS	SEL DatAnswers - OD + SPOL OS		\$55.02	ĸ	31%	\$37.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DWOS-100K-150KOS	SEL DatAnswers - OD + SPOL OS		\$28.96	K	31%	\$19.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DWOS-101-250OS	SEL DatAnswers - OD + SPOL OS		\$105.21	K	31%	\$72.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DWOS-10K-20KOS	SEL DatAnswers - OD + SPOL OS		\$33.78	K	31%	\$23.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DWOS-1501-2000OS DWOS-150K-OS	SEL DatAnswers - OD + SPOL OS SEL DatAnswers - OD + SPOL OS		\$49.71 \$28.47	K K	31% 31%	\$34.30 \$19.64	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VARONIS VARONIS
5	DWOS-150K-OS DWOS-2001-2500OS	SEL DatAnswers - OD + SPOL OS SEL DatAnswers - OD + SPOL OS		\$28.47 \$46.33	K K	31% 31%	\$19.64 \$31.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS VARONIS
5	DWOS-20K-35KOS	SEL DatAnswers - OD + SPOL OS		\$31.85	K	31%	\$21.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DWOS-2501-4000OS	SEL DatAnswers - OD + SPOL OS		\$43.44	K	31%	\$29.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DWOS-251-500OS	SEL DatAnswers - OD + SPOL OS		\$80.12	K	31%	\$55.28	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DWOS-35K-50KOS	SEL DatAnswers - OD + SPOL OS		\$30.89	K	31%	\$21.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DWOS-4001-6000OS DWOS-501-750OS	SEL DatAnswers - OD + SPOL OS SEL DatAnswers - OD + SPOL OS		\$40.54 \$64.67	K K	31% 31%	\$27.97 \$44.62	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VARONIS VARONIS
5	DWOS-501-750OS DWOS-50K-100KOS	SEL DatAnswers - OD + SPOL OS SEL DatAnswers - OD + SPOL OS		\$29.92	K K	31% 31%	\$44.62 \$20.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS VARONIS
5	DWOS-50K-100KOS DWOS-51-100OS	SEL DatAnswers - OD + SPOL OS SEL DatAnswers - OD + SPOL OS		\$134.17	K	31%	\$20.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DWOS-6001-8000OS	SEL DatAnswers - OD + SPOL OS		\$37.64	ĸ	31%	\$25.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DWOS-751-1000OS	SEL DatAnswers - OD + SPOL OS		\$59.85	K	31%	\$41.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DWOS-8001-10KOS	SEL DatAnswers - OD + SPOL OS		\$35.71	K	31%	\$24.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DWS-0-50OS	SEL DatAnswers - SP OS		\$128.06	K	31%	\$88.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DWS-1001-1500OS DWS-100K-150KOS	SEL DatAnswers - SP OS SEL DatAnswers - SP OS		\$36.68 \$19.31	K K	31% 31%	\$25.31 \$13.32	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VARONIS VARONIS
5	DWS-100K-150KOS DWS-101-250OS	SEL DatAnswers - SP OS SEL DatAnswers - SP OS		\$19.31 \$70.14	K K	31% 31%	\$13.32 \$48.40	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VARONIS VARONIS
5	DWS-101-23003 DWS-10K-20KOS	SEL DatAnswers - SP OS		\$22.52	K	31%	\$15.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DWS-1501-2000OS	SEL DatAnswers - SP OS		\$33.14	ĸ	31%	\$22.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DWS-150K-OS	SEL DatAnswers - SP OS		\$18.98	K	31%	\$13.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DWS-2001-2500OS	SEL DatAnswers - SP OS		\$30.89	K	31%	\$21.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DWS-20K-35KOS	SEL DatAnswers - SP OS		\$21.24	K	31%	\$14.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DWS-2501-4000OS DWS-251-500OS	SEL DatAnswers - SP OS SEL DatAnswers - SP OS		\$28.96 \$53.41	K K	31% 31%	\$19.98 \$36.85	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VARONIS VARONIS
5	DWS-251-5000S DWS-35K-50KOS	SEL DatAnswers - SP OS SEL DatAnswers - SP OS		\$20.59	K	31%	\$36.85 \$14.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
3				Ψ20.00		0170	Ψ17.21	\$5.00	ψ0.00	ψ0.00	Ψ0.00	ψ0.00	\$ 0.00	\$0.50	

					NVP LEVEL 1		NVP MAINTENANCE	ND WARRANTY UPGR	ADE PRICE						
BAND	SKU	DESCRIPTION	Model Sub sku	EMC LIST PRICE USD	CATEGORY	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
- 5	DWS-4001-6000OS	SEL DatAnswers - SP OS		\$27.03	K	31%	\$18.65	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DWS-501-750OS	SEL DatAnswers - SP OS		\$43.11	K	31%	\$29.75	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DWS-50K-100KOS	SEL DatAnswers - SP OS		\$19.95	K	31%	\$13.77	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DWS-51-100OS	SEL DatAnswers - SP OS		\$89.45	K	31%	\$61.72	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DWS-6001-8000OS	SEL DatAnswers - SP OS		\$25.10	K	31%	\$17.32	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DWS-751-1000OS	SEL DatAnswers - SP OS		\$39.90	K	31%	\$27.53	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VARONIS
5	DWS-8001-10KOS	SEL DatAnswers - SP OS		\$23.81	K	31%	\$16.43	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5 5	DWSO-0-50OS DWSO-1001-1500OS	SEL DatAnswers - SPOL OS SEL DatAnswers - SPOL OS		\$128.06 \$36.68	K K	31% 31%	\$88.36 \$25.31	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VARONIS VARONIS
5	DWSO-1001-1500OS DWSO-100K-150KOS	SEL DatAnswers - SPOL OS SEL DatAnswers - SPOL OS		\$30.00 \$19.31	K	31%	\$25.31 \$13.32	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DWSO-100K-150KOS DWSO-101-250OS	SEL DatAnswers - SPOL OS SEL DatAnswers - SPOL OS		\$70.14	K	31%	\$13.32 \$48.40	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VARONIS
5	DWSO-101-23003	SEL DatAnswers - SPOL OS		\$22.52	K	31%	\$15.54	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DWSO-1501-2000OS	SEL DatAnswers - SPOL OS		\$33.14	ĸ	31%	\$22.87	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DWSO-150K-OS	SEL DatAnswers - SPOL OS		\$18.98	ĸ	31%	\$13.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DWSO-2001-2500OS	SEL DatAnswers - SPOL OS		\$30.89	K	31%	\$21.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DWSO-20K-35KOS	SEL DatAnswers - SPOL OS		\$21.24	K	31%	\$14.66	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DWSO-2501-4000OS	SEL DatAnswers - SPOL OS		\$28.96	K	31%	\$19.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DWSO-251-500OS	SEL DatAnswers - SPOL OS		\$53.41	K	31%	\$36.85	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DWSO-35K-50KOS	SEL DatAnswers - SPOL OS		\$20.59	K	31%	\$14.21	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DWSO-4001-60000S	SEL DatAnswers - SPOL OS		\$27.03	K	31%	\$18.65	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DWSO-501-750OS	SEL DatAnswers - SPOL OS		\$43.11	K	31%	\$29.75	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VARONIS
5	DWSO-50K-100KOS	SEL DatAnswers - SPOL OS		\$19.95	K	31%	\$13.77	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VARONIS
5	DWSO-51-100OS	SEL DatAnswers - SPOL OS		\$89.45	K	31%	\$61.72	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5 5	DWSO-6001-8000OS DWSO-751-1000OS	SEL DatAnswers - SPOL OS SEL DatAnswers - SPOL OS		\$25.10 \$39.90	K K	31% 31%	\$17.32 \$27.53	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VARONIS VARONIS
5	DWSO-751-1000OS DWSO-8001-10KOS	SEL DatAnswers - SPOL OS SEL DatAnswers - SPOL OS		\$39.90 \$23.81	K K	31% 31%	\$27.53 \$16.43	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VARONIS VARONIS
5	DWSO-8001-10KOS DX-0-50OS	SEL DatAlert Analytics OS		\$23.81 \$102.45	K	31%	\$16.43 \$70.69	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DX-1001-1500OS	SEL DatAlert Analytics OS SEL DatAlert Analytics OS		\$102.45	K	31%	\$20.24	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DX-100K-150KOS	SEL DatAlert Analytics OS		\$15.44	ĸ	31%	\$10.65	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DX-100K-100KGG DX-101-250OS	SEL DatAlert Analytics OS		\$56.11	ĸ	31%	\$38.72	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DX-10K-20KOS	SEL DatAlert Analytics OS		\$18.02	K	31%	\$12.43	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DX-1501-2000OS	SEL DatAlert Analytics OS		\$26.51	K	31%	\$18.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DX-150K-OS	SEL DatAlert Analytics OS		\$15.19	K	31%	\$10.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DX-2001-2500OS	SEL DatAlert Analytics OS		\$24.71	K	31%	\$17.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DX-20K-35KOS	SEL DatAlert Analytics OS		\$16.99	K	31%	\$11.72	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DX-2501-4000OS	SEL DatAlert Analytics OS		\$23.17	K	31%	\$15.99	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VARONIS
5	DX-251-500OS	SEL DatAlert Analytics OS		\$42.73	K	31%	\$29.48	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DX-35K-50KOS	SEL DatAlert Analytics OS		\$16.47	K	31%	\$11.36	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DX-4001-6000OS	SEL DatAlert Analytics OS		\$21.62	K	31%	\$14.92	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VARONIS
5	DX-501-750OS	SEL DatAlert Analytics OS		\$34.49	K	31%	\$23.80	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DX-50K-100KOS	SEL DatAlert Analytics OS		\$15.96	K	31%	\$11.01	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DX-51-100OS	SEL DatAlert Analytics OS		\$71.56 \$20.08	K	31%	\$49.38	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VARONIS
5 5	DX-6001-8000OS	SEL DatAlert Analytics OS		\$20.06	K	31% 31%	\$13.86 \$22.02	\$0.00	\$0.00	\$0.00 \$0.00		\$0.00	\$0.00	\$0.00	VARONIS VARONIS
5	DX-751-1000OS DX-8001-10KOS	SEL DatAlert Analytics OS SEL DatAlert Analytics OS		\$31.92 \$19.05	K	31%	\$22.02 \$13.14	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	E TRD1YR	SEL BOOMI Trading Partner Edition		\$550.00	K	31%	\$379.50	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	BOOMI
5	ECB-1YR-00001000	SEL 1YR Content Bundle Up to 1000 Users		\$92,307.69	K	31%	\$63,692,31	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	INDEX ENGINES
5	ECB-1YR-00001000	SEL 1YR Content Bundle Up to 2500 Users		\$184,615.38	ĸ	31%	\$127,384.61	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	INDEX ENGINES
5	ECB-1YR-00005000	SEL 1YR Content Bundle Up to 5000 Users		\$323,076.92	ĸ	31%	\$222,923.07	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	INDEX ENGINES
5	ECB-1YR-00010000	SEL 1YR Content Bundle Up to 10000 Users		\$461,538,46	K	31%	\$318.461.54	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	INDEX ENGINES
5	ECB-3YR-00001000	SEL 3YR Content Bundle Up to 1000 Users		\$249,230.77	K	31%	\$171,969.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5	ECB-3YR-00002500	SEL 3YR Content Bundle Up to 2500 Users		\$498,461.54	K	31%	\$343,938.46	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	INDEX ENGINES
5	ECB-3YR-00005000	SEL 3YR Content Bundle Up to 5000 Users		\$872,307.69	K	31%	\$601,892.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5	ECB-3YR-00010000	SEL 3YR Content Bundle Up to 10000 Users		\$1,246,153.85	K	31%	\$859,846.16	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	INDEX ENGINES
5	ECB-5YR-00001000	SEL 5YR Content Bundle Up to 1000 Users		\$369,230.77	K	31%	\$254,769.23	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	INDEX ENGINES
5	ECB-5YR-00002500	SEL 5YR Content Bundle Up to 2500 Users		\$738,461.54	K	31%	\$509,538.46	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	INDEX ENGINES
5	ECB-5YR-00005000	SEL 5YR Content Bundle Up to 5000 Users		\$1,292,307.69	K	31%	\$891,692.31	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	INDEX ENGINES
5	ECB-5YR-00010000	SEL 5YR Content Bundle Up to 10000 Users		\$1,846,153.85	K	31%	\$1,273,846.16	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	INDEX ENGINES
5	ECMGR100GH3-CS1	SEL Kemp ECS CONXN Manager 100G H3 Spare		\$34,615.38	K	31%	\$23,884.61	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	KEMP
5 5	ECMGR100GH3-HA3Y	SEL Kemp ECS CONXN Manager 100G H3 3Y		\$306,692.31 \$418,846.15	K K	31%	\$211,617.69	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	KEMP KEMP
5	ECMGR100GH3-HA5Y ECMGR-25GH3-CS1	SEL Kemp ECS CONXN Manager 100G H3 5Y SEL Kemp ECS CONXN Manager 25G H3 Spare		\$418,846.15	K K	31% 31%	\$289,003.84 \$19.903.84	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	KEMP KEMP
5	ECMGR-25GH3-GS1 ECMGR-25GH3-HA3Y	SEL Kemp ECS CONXN Manager 25G H3 Spare SEL Kemp ECS CONXN Manager 25G H3 3Y		\$255.576.92	K	31%	\$19,903.84 \$176,348.07	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	KEMP
5	ECMGR-25GH3-HA5Y	SEL Kemp ECS CONXN Manager 25G H3 3Y SEL Kemp ECS CONXN Manager 25G H3 5Y		\$349,038.46	K	31%	\$176,348.07 \$240.836.54	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	KEMP
5	FCMGR-40GH3-CS1	SEL Kemp ECS CONXN Manager 25G H3 51 SEL Kemp ECS CONXN Manager 40G H3 Spare		\$32,692.31	K	31%	\$240,636.54	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	KEMP
5	ECMGR-40GH3-HA3Y	SEL Kemp ECS CONXN Manager 40G H3 3Y		\$289,653.85	K	31%	\$199.861.16	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	KEMP
5	ECMGR-40GH3-HA5Y	SEL Kemp ECS CONXN Manager 40G H3 5Y		\$395,576.92	ĸ	31%	\$272,948.07	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	KEMP
5	ECS2-PRM-12-T4	SEL EMC ECS2 Premium 12 mo. over 1000TB		\$0.00	ĸ	31%	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	ECS2 SOFTWARE
5	ECS2-STD-12-T4	SEL EMC ECS2 Standard 12 mo over 1000TB		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	ECS2 SOFTWARE
5	ECSCMGR-10MDAC	SEL Kemp ECS CONXN Manager SFP 10M DAC		\$307.69	K	31%	\$212.31	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	KEMP
5	ECSCMGR-10M-DAC	SEL Kemp ECS CONXN Manager SFP 10M DAC		\$269.23	K	31%	\$185.77	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	KEMP
5	ECSCMGR10MDAC12	SEL Kemp ECS CONXN Manager SFP10M DACx12		\$3,692.31	K	31%	\$2,547.69	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	KEMP
5	ECSCMGR-10MDAC12	SEL Kemp ECS CONXN Manager SFP10M DACx12		\$2,907.69	K	31%	\$2,006.31	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	KEMP
5	ECSCMGR10MDAC24	SEL Kemp ECS CONXN Manager SFP10M DACx24		\$7,384.62	K	31%	\$5,095.39	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	KEMP
5	ECSCMGR-10MDAC24	SEL Kemp ECS CONXN Manager SFP10M DACx24		\$5,815.38	K	31%	\$4,012.61	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	KEMP
5	ECSCMGR-10MDAC4	SEL Kemp ECS CONXN Manager SFP10M DACx4		\$1,230.77	K	31%	\$849.23	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	KEMP
5	ECSCMGR-10M-DAC4	SEL Kemp ECS CONXN Manager SFP10M DACx4		\$969.23	K	31%	\$668.77	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	KEMP
5	ECSCMGR-10MDAC8	SEL Kemp ECS CONXN Manager SFP10M DACx8		\$2,461.54	K	31%	\$1,698.46	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	KEMP
5 5	ECSCMGR-10M-DAC8 FCSCMGR-1MDAC	SEL Kemp ECS CONXN Manager SFP10M DACx8		\$1,938.46	K K	31% 31%	\$1,337.54 \$84.93	\$0.00	\$0.00	\$0.00			\$0.00 \$0.00	\$0.00	KEMP KEMP
5	ECSCMGR-1MDAC FCSCMGR-1M-DAC	SEL Kemp ECS CONXN Manager SFP 1M DAC SEL Kemp ECS CONXN Manager SFP 1M DAC		\$123.08 \$115.38	K K	31% 31%	\$84.93 \$79.61	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	KEMP KEMP
5	ECSCMGR-1M-DAC ECSCMGR-1MDAC12	SEL Kemp ECS CONXN Manager SFP 1M DAC SEL Kemp ECS CONXN Manager SFP 1M DACx12		\$1,476.92	K	31%	\$1,019.07	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	KEMP
5	ECSCMGR-1MDAC12 ECSCMGR-1M-DAC12	SEL Kemp ECS CONXN Manager SFP 1M DACx12 SEL Kemp ECS CONXN Manager SFP 1M DACx12		\$1,476.92	K K	31% 31%	\$1,019.07 \$859.84	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	KEMP KEMP
5	ECSCMGR-1M-DAC12	SEL Kemp ECS CONXN Manager SFP 1M DACX12 SEL Kemp ECS CONXN Manager SFP 1M DACX24		\$2,953.85	K	31%	\$2,038.16	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	KEMP
				12,000		0.70	ψ <u>ε</u> ,000.10	+3.00	\$3.00	\$0.00	40.00	+3.00	‡3.00	45.00	

					NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPGE	ADE PRICE						
BAND	sku	DESCRIPTION	Model Sub sku	EMC LIST PRICE USD	CATEGORY	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	ECSCMGR-1M-DAC24	SEL Kemp ECS CONXN Manager SFP 1M DACx24		\$2,492.31	K	31%	\$1,719.69		\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	KEMP
5	ECSCMGR-1MDAC4	SEL Kemp ECS CONXN Manager SFP 1M DACx4		\$492.31	K	31%	\$339.69	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	KEMP
5	ECSCMGR-1M-DAC4	SEL Kemp ECS CONXN Manager SFP 1M DACx4		\$415.38	K	31%	\$286.61	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	KEMP
5	ECSCMGR-1MDAC8	SEL Kemp ECS CONXN Manager SFP 1M DACx8		\$984.62	K	31%	\$679.39		\$0.00	\$0.00			\$0.00	\$0.00	KEMP
5 5	ECSCMGR-1M-DAC8 FCSCMGR-3MDAC	SEL Kemp ECS CONXN Manager SFP 1M DACx8		\$830.77 \$153.85	K K	31% 31%	\$573.23 \$106.16	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	KEMP KEMP
5	ECSCMGR-3MDAC	SEL Kemp ECS CONXN Manager SFP 3M DAC SEL Kemp ECS CONXN Manager SFP 3M DAC		\$130.77	K	31%	\$90.23		\$0.00	\$0.00			\$0.00	\$0.00	KEMP
5	ECSCMGR-3MDAC12	SEL Kemp ECS CONXN Manager SFP 3M DAC SEL Kemp ECS CONXN Manager SFP 3M DACx12		\$1,846.15	K	31%	\$90.23 \$1.273.84	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	KEMP
5	ECSCMGR-3M-DAC12	SEL Kemp ECS CONXN Manager SFP 3M DACX12		\$1,412.31	K	31%	\$974.49		\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	KEMP
5	FCSCMGR-3MDAC24	SEL Kemp ECS CONXN Manager SFP 3M DACx24		\$3,692.31	ĸ	31%	\$2,547.69	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	KEMP
5	FCSCMGR-3M-DAC24	SEL Kemp ECS CONXN Manager SFP 3M DACx24		\$3,323.08	ĸ	31%	\$2,292,93	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	KEMP
5	ECSCMGR-3MDAC4	SEL Kemp ECS CONXN Manager SFP 3M DACx4		\$615.38	K	31%	\$424.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	KEMP
5	ECSCMGR-3M-DAC4	SEL Kemp ECS CONXN Manager SFP 3M DACx4		\$470.77	K	31%	\$324.83	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	KEMP
5	ECSCMGR-3MDAC8	SEL Kemp ECS CONXN Manager SFP 3M DACx8		\$1,230.77	K	31%	\$849.23	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	KEMP
5	ECSCMGR-3M-DAC8	SEL Kemp ECS CONXN Manager SFP 3M DACx8		\$941.54	K	31%	\$649.66	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	KEMP
5	ECSCMGR-5MDAC	SEL Kemp ECS CONXN Manager SFP 5M DAC		\$200.00	K	31%	\$138.00		\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	KEMP
5	ECSCMGR-5M-DAC	SEL Kemp ECS CONXN Manager SFP 5M DAC		\$153.85	K	31%	\$106.16	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	KEMP
5	ECSCMGR-5MDAC12	SEL Kemp ECS CONXN Manager SFP 5M DACx12		\$2,400.00	K	31%	\$1,656.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	KEMP
5	ECSCMGR-5M-DAC12	SEL Kemp ECS CONXN Manager SFP 5M DACx12		\$1,661.54 \$4.800.00	K	31% 31%	\$1,146.46	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	KEMP KEMP
5 5	ECSCMGR-5MDAC24 ECSCMGR-5M-DAC24	SEL Kemp ECS CONXN Manager SFP 5M DACx24 SEL Kemp ECS CONXN Manager SFP 5M DACx24		\$3,323.08	K	31%	\$3,312.00 \$2,292.93	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	KEMP
5	ECSCMGR-5MDAC4	SEL Kemp ECS CONXN Manager SFP 5M DACx24 SEL Kemp ECS CONXN Manager SFP 5M DACx4		\$800.00	K	31%	\$552.00		\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	KEMP
5	ECSCMGR-5M-DAC4	SEL Kemp ECS CONXN Manager SFP 5M DACX4		\$553.85	ĸ	31%	\$382.16		\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	KEMP
5	ECSCMGR-5MDAC8	SEL Kemp ECS CONXN Manager SFP 5M DACx8		\$1,600.00	ĸ	31%	\$1,104.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	KEMP
5	ECSCMGR-5M-DAC8	SEL Kemp ECS CONXN Manager SFP 5M DACx8		\$1,107.69	K	31%	\$764.31	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	KEMP
5	ECSCMGR-H1-CS1	SEL Kemp ECS Connection Manager H1 Spare		\$8,292.31	K	31%	\$5,721.69	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	KEMP
5	ECSCMGR-H1-HA3Y	SEL Kemp ECS Connection Manager H1 3Y		\$66,790.77	K	31%	\$46,085.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	KEMP
5	ECSCMGR-H1-HA5Y	SEL Kemp ECS Connection Manager H1 5Y		\$91,076.92	K	31%	\$62,843.07	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	KEMP
5	ECSCMGR-H2-CS1	SEL Kemp ECS Connection Manager H2 Spare		\$16,923.08	K	31%	\$11,676.93	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	KEMP
5	ECSCMGR-H2-HA3Y	SEL Kemp ECS Connection Manager H2 3Y		\$136,307.69	K	31%	\$94,052.31	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	KEMP
5	ECSCMGR-H2-HA5Y	SEL Kemp ECS Connection Manager H2 5Y		\$186,153.85	K	31%	\$128,446.16	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	KEMP
5	ECSCMGR-H3-CS1	SEL Kemp ECS Connection Manager H3 Spare		\$25,384.62	K	31%	\$17,515.39		\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	KEMP
5	ECSCMGR-H3-HA3Y	SEL Kemp ECS Connection Manager H3 3Y		\$204,461.54 \$279.230.77	K	31%	\$141,078.46	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	KEMP KEMP
5 5	ECSCMGR-H3-HA5Y ECSCMGR-H3M-CS1	SEL Kemp ECS Connection Manager H3 5Y SEL Kemp ECS CONXN Manager H3M Spare		\$279,230.77 \$46,153.85	K K	31% 31%	\$192,669.23 \$31,846.16	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00 \$0.00	KEMP
5	ECSCMGR-H3M-GS1 ECSCMGR-H3M-HA3Y	SEL Kemp ECS CONXN Manager H3M Spare SEL Kemp ECS CONXN Manager H3M 3Y		\$40,153.65	K	31%	\$31,846.16	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	KEMP
5	ECSCMGR-H3M-HA5Y	SEL Kemp ECS CONXN Manager H3M 5Y		\$583,384,62	K	31%	\$402,535.39	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	KEMP
5	ECSCMGR-SFPLR	SEL Kemp ECS CONXN Manager SFP LR		\$423.08	K	31%	\$291.93	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	KEMP
5	ECSCMGR-SFPLR12	SEL Kemp ECS CONXN Manager SFP LR x12		\$5,076.92	ĸ	31%	\$3.503.07	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	KEMP
5	ECSCMGR-SFPLR24	SEL Kemp ECS CONXN Manager SFP LR x24		\$10,153.85	K	31%	\$7,006.16	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	KEMP
5	ECSCMGR-SFPLR4	SEL Kemp ECS CONXN Manager SFP LR x4		\$1,692.31	K	31%	\$1,167.69	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	KEMP
5	ECSCMGR-SFPLR8	SEL Kemp ECS CONXN Manager SFP LR x8		\$3,384.62	K	31%	\$2,335.39	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	KEMP
5	ECSCMGR-SFPSR	SEL Kemp ECS CONXN Manager SFP SR		\$307.69	K	31%	\$212.31	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	KEMP
5	ECSCMGR-SFP-SR	SEL Kemp ECS CONXN Manager SFP SR		\$307.69	K	31%	\$212.31	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	KEMP
5	ECSCMGR-SFPSR12	SEL Kemp ECS CONXN Manager SFP SR x12		\$3,692.31 \$3,323.08	K	31%	\$2,547.69	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	KEMP
5	ECSCMGR-SFP-SR12 ECSCMGR-SFPSR24	SEL Kemp ECS CONXN Manager SFP SR x12		\$3,323.08	K	31% 31%	\$2,292.93 \$5.095.39	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	KEMP KEMP
5 5	ECSCMGR-SFPSR24 FCSCMGR-SFP-SR24	SEL Kemp ECS CONXN Manager SFP SR x24 SEL Kemp ECS CONXN Manager SFP SR x24		\$6,646.15	K K	31%	\$5,095.39 \$4.585.84	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	KEMP
5	ECSCMGR-SFPSR4	SEL Kemp ECS CONXN Manager SFP SR x4		\$1,230,77	K	31%	\$849.23	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	KEMP
5	ECSCMGR-SFP-SR4	SEL Kemp ECS CONXN Manager SFP SR x4		\$1,107.69	ĸ	31%	\$764.31	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	KEMP
5	ECSCMGR-SFPSR8	SEL Kemp ECS CONXN Manager SFP SR x8		\$2,461.54	ĸ	31%	\$1,698,46	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	KEMP
5	ECSCMGR-SFP-SR8	SEL Kemp ECS CONXN Manager SFP SR x8		\$2,215.38	K	31%	\$1,528.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	KEMP
5	ECSCMGR-VM1-HA3Y	SEL Kemp ECS Connection Manager VM1 3Y		\$27,261.54	K	31%	\$18,810.46	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	KEMP
5	ECSCMGR-VM1-HA5Y	SEL Kemp ECS Connection Manager VM1 5Y		\$37,230.77	K	31%	\$25,689.23	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	KEMP
5	ECSCMGR-VM2-HA3Y	SEL Kemp ECS Connection Manager VM2 3Y		\$61,338.46	K	31%	\$42,323.54	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	KEMP
5	ECSCMGR-VM2-HA5Y	SEL Kemp ECS Connection Manager VM2 5Y		\$83,769.23	K	31%	\$57,800.77	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	KEMP
5	ECSCMGR-VM2-UP1	SEL Kemp VM2 Upgrade to H1 w_3Y Support		\$5,452.31	K	31%	\$3,762.09	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	KEMP
5	ECSCMGR-VM2-UP10 FCSCMGR-VM2-UP11	SEL Kemp VM2 Upgrd to 40GH3 w_5Y Support		\$311,807.69 \$245,353.85	K	31% 31%	\$215,147.31 \$169.294.16	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	KEMP KEMP
5 5	ECSCMGR-VM2-UP11 ECSCMGR-VM2-UP12	SEL Kemp VM2 Upgrd to 100GH3 w3Y Support SEL Kemp VM2 Upgrd to 100GH3 w5Y Support		\$335.076.92	K K	31%	\$169,294.16	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	KEMP
5	ECSCMGR-VM2-UP13	SEL Kemp VM2 Upgrd to H3M w_3Y Support		\$362,538.46	K	31%	\$251,203.07 \$250,151.54	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	KEMP
5	FCSCMGR-VM2-UP14	SEL Kemp VM2 Upgrd to H3M w 5Y Support		\$499,615.38	ĸ	31%	\$344,734,61	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	KEMP
5	ECSCMGR-VM2-UP2	SEL Kemp VM2 Upgrade to H1 w_5Y Support		\$7,307.69	ĸ	31%	\$5,042.31	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	KEMP
5	ECSCMGR-VM2-UP3	SEL Kemp VM2 Upgrade to H2 w_3Y Support		\$74,969.23	K	31%	\$51,728.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	KEMP
5	ECSCMGR-VM2-UP4	SEL Kemp VM2 Upgrade to H2 w_5Y Support		\$102,384.62	K	31%	\$70,645.39	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	KEMP
5	ECSCMGR-VM2-UP5	SEL Kemp VM2 Upgrade to H3 w_3Y Support		\$143,123.08	K	31%	\$98,754.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	KEMP
5	ECSCMGR-VM2-UP6	SEL Kemp VM2 Upgrade to H3 w_5Y Support		\$195,461.54	K	31%	\$134,868.46	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	KEMP
5	ECSCMGR-VM2-UP7	SEL Kemp VM2 Upgrd to 25GH3 w_3Y Support		\$194,238.46	K	31%	\$134,024.54	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	KEMP
5	ECSCMGR-VM2-UP8	SEL Kemp VM2 Upgrd to 25GH3 w_5Y Support		\$265,269.23	K	31%	\$183,035.77	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	KEMP
5	ECSCMGR-VM2-UP9	SEL Kemp VM2 Upgrd to 40GH3 w_3Y Support		\$228,315.38	K	31%	\$157,537.61	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	KEMP
5	ECSU1000	SELECT ECS U1000 VIPR Archiving License		\$41,823.00 \$55.765.00	K	31%	\$28,857.87	\$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
5	ECSU1500	SELECT ECS U1500 ViPR Archiving License			K	31%	\$38,477.85								NTP SOFTWARE
5 5	ECSU300 ECSU3000	SELECT ECS U300 ViPR Archiving License SELECT ECS U3000 ViPR Archiving License		\$26,263.00 \$111.523.00	K K	31% 31%	\$18,121.47 \$76,950.87	\$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
5	ECSU3000 ECSU700	SELECT ECS U3000 VIPR Archiving License SELECT ECS U700 VIPR Archiving License		\$111,523.00	K	31%	\$76,950.87 \$26,162.04	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	NTP SOFTWARE
5	EDGE-0-50OS	SEL Varonis - EDGE OS		\$166.47	K	31%	\$20,102.04	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	EDGE-0-3003 EDGE-1001-1500OS	SEL Varonis - EDGE OS		\$47.68	K	31%	\$32.90	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	EDGE-100K-150KOS	SEL Varonis - EDGE OS		\$25.10	ĸ	31%	\$17.32		\$0.00	\$0.00			\$0.00	\$0.00	VARONIS
5	EDGE-101-250OS	SEL Varonis - EDGE OS		\$91.18	K	31%	\$62.91	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	EDGE-10K-20KOS	SEL Varonis - EDGE OS		\$29.28	K	31%	\$20.20	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	EDGE-1501-2000OS	SEL Varonis - EDGE OS		\$43.08	K	31%	\$29.73	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	EDGE-150K-OS	SEL Varonis - EDGE OS		\$24.68	K	31%	\$17.03	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	EDGE-2001-2500OS	SEL Varonis - EDGE OS		\$40.15	K	31%	\$27.70	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	EDGE-20K-35KOS	SEL Varonis - EDGE OS		\$27.61	K	31%	\$19.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS

					NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPGR	ADE PRICE						
BAND	SKU	DESCRIPTION	Model Sub sku	EMC LIST PRICE USD	CATEGORY	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
- 5	EDGE-2501-4000OS	SEL Varonis - EDGE OS		\$37.64	K	31%	\$25.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	EDGE-251-500OS	SEL Varonis - EDGE OS		\$69.43	K	31%	\$47.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	EDGE-35K-50KOS	SEL Varonis - EDGE OS		\$26.77	K	31%	\$18.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	EDGE-4001-6000OS	SEL Varonis - EDGE OS		\$35.14	K	31%	\$24.25	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	EDGE-501-750OS	SEL Varonis - EDGE OS		\$56.05	K	31%	\$38.67	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	EDGE-50K-100KOS	SEL Varonis - EDGE OS		\$25.93	K	31%	\$17.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	EDGE-51-100OS	SEL Varonis - EDGE OS		\$116.28	K	31%	\$80.23	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	EDGE-6001-8000OS	SEL Varonis - EDGE OS		\$32.63	K	31%	\$22.51	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	EDGE-751-1000OS EDGE-8001-10KOS	SEL Varonis - EDGE OS		\$51.87 \$30.95	K	31% 31%	\$35.79 \$21.36	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VARONIS
5	EDGE-8001-10KOS FF-VFRIDGE	SEL Varonis - EDGE OS VMAX AF DELL FRIDGE		\$30.95	K K	31% 31%	\$21.36 \$8.811.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS NA
5				\$7.235.00	K K			\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NA SUPERNA
5	EGL-0032PA14 EGL-0032PE14-I	SEL Eyeglass Cluster Cfg Rep Adv 2 Pack SEL Eyeglass 2 Cluster Kit Ent-Installed		\$16,036.92	K	31% 31%	\$4,992.15 \$11,065.47	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SUPERNA
5	EGL-0032PE14-1 EGL-0032PE15-P	SEL Eyegiass 2 Cluster Kit Ent-Installed SEL IGLS 2 CLST KIT ENT-QUICK START PLUS		\$37.832.31	K	31%	\$26.104.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SUPERNA
5	EGL-0032PE15-Q	SEL IGLS 2 CLST KIT ENT-QUICK START FEGS		\$25,267,69	K	31%	\$17,434.71	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SUPERNA
5	EGL-130-14	SEL Eyeglass - Auto SyncIQ Policy FO-FB		\$1,411.00	ĸ	31%	\$973.59	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SUPERNA
5	EGL2-SRM-LIC	SEL Cluster Storage Monitor Lic v2		\$9.692.31	ĸ	31%	\$6.687.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SUPERNA
5	EGL-AUD-AGT	SEL Eyeglass Easy Auditor Agent Lic		\$4.846.15	K	31%	\$3,343.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SUPERNA
5	EGL-AUD-LIC	SEL Eveglass Easy Auditor Feature Lic		\$2,692.31	K	31%	\$1,857.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SUPERNA
5	EGL-CONFIG	SEL Eyeglass Configurator Site License		\$46,154.00	K	31%	\$31,846.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SUPERNA
5	EGL-EDGE-LIC-2	SEL IsilonSD Edge node VAPP-v2		\$282.00	K	31%	\$194.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SUPERNA
5	EGL-EDGE-LIC-3	SEL ISILONSD EDGE NODE VAPP-V3		\$487.00	K	31%	\$336.03	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SUPERNA
5	EGL-ENT-NODE-LIC	SEL EYEGLASS DR MANAGER Enterprise VAPP		\$675.38	K	31%	\$466.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SUPERNA
5	EGL-ES-C1-LIC	SEL Eyeglass Search+Recover 1 ClusterLic		\$10,230.77	K	31%	\$7,059.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SUPERNA
5	EGL-ES-N1-LIC	SEL Eyeglass Search + Recover 1 Node Lic		\$852.31	K	31%	\$588.09	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SUPERNA
5	EGL-MGD-1-CLST	SEL Superna Managed DR 1 Cluster YrlySub		\$20,840.00	K	31%	\$14,379.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SUPERNA
5	EGL-NODE-1M	SEL Superna Eyeglass DR MSP Node Monthly		\$92.31	K	31%	\$63.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SUPERNA
5	EGL-NTC-1	SEL Node to 1 Cluster DR Conversion		\$10,707.69	K	31%	\$7,388.31	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SUPERNA
5	EGL-RAND-AGT	SEL Ransomware Defender Agent Lic		\$2,692.31	K	31%	\$1,857.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SUPERNA
5	EGL-RAND-LIC	SEL Ransomware Defender Feature Lic		\$2,020.00	K	31%	\$1,393.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SUPERNA
5	EGL-SRM-LIC	SEL Cluster Storage Monitor Lic		\$6,410.00	K	31%	\$4,422.90	\$0.00	\$0.00 \$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SUPERNA
5	EMCMAEVAL	SEL 30Day Free Trial of NTP Software M-A		\$0.00 \$0.00	K	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 \$0.00	NTP SOFTWARE
5	EMCQFSEVAL FNT10PR1YRSR	SEL 30Day Free Trial of NTP Software QFS SELECT DFXS ENT ELA. 10PB 1Yr Sub		\$4 347 000 00	K	31% 31%	\$0.00 \$2.999.430.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00	NTP SOFTWARE NTP-DEFENDX
5	ENT1PB1YRSB	SELECT DEXS ENT ELA, 10PB 1YF Sub		\$644,490.77	K K	31%	\$2,999,430.00 \$444,698.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NTP-DEFENDX NTP-DEFENDX
5	ENT3PB1YRSB	SELECT DEAS ENT ELA, 1PB 111 Sub SELECT DEAS ENT ELA, 3PB 1Yr Sub		\$1,445,850.77	K	31%	\$997,637.03	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NTP-DEFENDX
5	ENTSPB1YRSB	SELECT DEXS ENT ELA, 3FB 111 3db		\$2 268 000 00	K	31%	\$1.564.920.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NTP-DEFENDX
5	ENTAD1PB1YRSB	SELECT DFXS ENT ELA, ADD 1PB 1Yr Sub		\$434,700.00	K	31%	\$299.943.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NTP-DEFENDX
5	ENTCONNTEST	SEL BOOMI Enterprise Test Connection		\$450.00	ĸ	31%	\$310.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	ESOSAC2A100DC	SEL ESO-SA-C2AD-100D-C)		\$25,000.00	K	31%	\$17.250.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ESOSAC2A100DC-I	SEL ESO-SA-C2AD-100D-C)		\$29,250.00	K	31%	\$20,182.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ESOSAC2A100DC-K	SEL ESO-SA-C2AD-100D-C)		\$29,459.09	K	31%	\$20,326.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ESOSAC2AD100D	SEL ESO-SA-C2AD-100D-C)		\$25,000.00	K	31%	\$17,250.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ESOSAC2AD100D-I	SEL ESO-SA-C2AD-100D-C)		\$29,250.00	K	31%	\$20,182.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ESOSAC2AD100D-K	SEL ESO-SA-C2AD-100D-C)		\$29,459.09	K	31%	\$20,326.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ESOSAC2ADDC	SEL ESO-SA-C2AD-D-C)		\$250.00	K	31%	\$172.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ESOSAC2ADDC-I	SEL ESO-SA-C2AD-D-C)		\$292.50	K	31%	\$201.83	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	ESOSAC2ADDC-K	SEL ESO-SA-C2AD-D-C)		\$294.59	K	31%	\$203.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ESOSADPLC-I	SEL ESO-SAD-PL-C)		\$234.00	K	31%	\$161.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ESOSADPLC-K ESOSANCA100D	SEL ESO-SAD-PL-C) SEL ESO-SA-NCAD-100D-C)		\$224.87 \$1,000.00	K K	31% 31%	\$155.16 \$690.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARF
5 E	ESOSANCA100D ESOSANCA100DC	SEL ESO-SA-NCAD-100D-C)		\$1,000.00	K	31%	\$690.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	FSOSANCA100DC-I	SEL ESO-SA-NCAD-100D-C)		\$1,170.00	K	31%	\$807.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	FSOSANCA100DC-I	SEL ESO-SA-NCAD-100D-C)		\$1,176.06	K	31%	\$811.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ESOSANCA100D-I	SEL ESO-SA-NCAD-100D-C)		\$1,170.00	K	31%	\$807.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ESOSANCA100D-K	SEL ESO-SA-NCAD-100D-C)		\$1,176.07	ĸ	31%	\$811.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	FSOSANCADDC	SEL ESO-SA-NCAD-D-C)		\$10.00	K	31%	\$6.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ESOSANCADDC-I	SEL ESO-SA-NCAD-D-C)		\$11.70	ĸ	31%	\$8.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ESOSANCADDC-K	SEL ESO-SA-NCAD-D-C)		\$11.76	K	31%	\$8.11	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	ESOSC100DC	SEL ESO-SC-100D-C)		\$2,500.00	K	31%	\$1,725.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ESOSC100DC-I	SEL ESO-SC-100D-C)		\$2,925.00	K	31%	\$2,018.25	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	ESOSC100DC-K	SEL ESO-SC-100D-C)		\$2,808.00	K	31%	\$1,937.52	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	ESOSC1AD100DC	SEL ESO-S-C1AD-100D-C)		\$15,000.00	K	31%	\$10,350.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ESOSC1AD100DC-I	SEL ESO-S-C1AD-100D-C)		\$17,550.00	K	31%	\$12,109.50	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	ESOSC1AD100DC-K	SEL ESO-S-C1AD-100D-C)		\$16,893.96	K	31%	\$11,656.83	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	ESOSC2AD100DC	SEL ESO-S-C2AD-100D-C)		\$25,000.00	K	31%	\$17,250.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ESOSC2AD100DC-I	SEL ESO-S-C2AD-100D-C)		\$29,250.00	K	31%	\$20,182.50	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	ESOSC2AD100DC-K	SEL ESO-S-C2AD-100D-C)		\$29,459.09	K	31%	\$20,326.77	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE
5	ESOSECPLC	SEL ESO-SEC-PL-C)		\$4,500.00 \$5.265.00	K	31%	\$3,105.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE
5	ESOSECPLC-I ESOSECPLC-K	SEL ESO-SEC-PL-C) SEL ESO-SEC-PL-C)		\$5,265.00 \$5,060.53	K K	31% 31%	\$3,632.85 \$3,491.77	\$0.00	\$0.00	\$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARF
5	ESOSECPLC-K ESOSNCAD100DC	SEL ESO-SEC-PL-C) SEL ESO-S-NCAD-100D-C)		\$5,060.53	K K	31% 31%	\$3,491.77 \$690.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE VMWARE
c =	ESOSNCAD100DC-I	SEL ESO-S-NCAD-100D-C) SEL ESO-S-NCAD-100D-C)		\$1,170.00	K K	31%	\$807.30	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	ESOSNCAD100DC-I	SEL ESO-S-NCAD-100D-C)		\$1,176.00	K	31%	\$811.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ESOSRAD100DC-R	SEL ESO-S-RAD-100D-C)		\$500.00	K	31%	\$345.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	ESOSRAD100DC-I	SEL ESO-S-RAD-100D-C) SEL ESO-S-RAD-100D-C)		\$585.00	K	31%	\$403.65	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	ESOSRAD100DC-K	SEL ESO-S-RAD-100D-C)		\$561.98	K	31%	\$387.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ESOSSAAD100DC	SEL ESO-S-SAAD-100D-C)		\$3,000.00	ĸ	31%	\$2,070.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	ESOSSAAD100DC-I	SEL ESO-S-SAAD-100D-C)		\$3,510.00	K	31%	\$2,421.90	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	ESOSSAAD100DC-K	SEL ESO-S-SAAD-100D-C)		\$3,374.96	ĸ	31%	\$2,328.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ESTE-100-199AN-D	SEL Splunk Ent Sec Term SSup 100-199GBAN		\$288.46	K	31%	\$199.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ESTE-100-199AP-D	SEL Splunk Ent Sec Term Ssup 100-199GBAP		\$346.15	K	31%	\$238.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ESTE-100-199EM-D	SEL Splunk Ent Sec Term Ssup 100-199GBEM		\$265.38	K	31%	\$183.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ESTE-100-199US-D	SEL Splunk Ent Sec Term SSup100-199GBUS		\$230.77	K	31%	\$159.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
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					NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPGE	ADE PRICE						
BAND	sku	DESCRIPTION	Model Sub sku	EMC LIST PRICE USD	CATEGORY	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
- 5	ESTE-10-19AN-D	SEL Splunk Ent Sec Term SSup 10-19GBAN		\$865.38	K	31%	\$597.11	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPLUNK
5	ESTE-10-19AP-D	SEL Splunk Ent Sec Term Ssup 10-19GBAP		\$1,038.46	K	31%	\$716.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ESTE-10-19EM-D	SEL Splunk Ent Sec Term Ssup 10-19GBEM		\$796.15	K	31%	\$549.34	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPLUNK
5	ESTE-10-19US-D	SEL Splunk Ent Sec Term SSup10-19GBUS		\$692.31	K	31%	\$477.69	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPLUNK
5 5	ESTE-1K-1999AN-D ESTE-1K-1999AP-D	SEL Splunk Ent Sec Term SSup 1K-199GBAN SEL Splunk Ent Sec Term Ssup 1K-199GBAP		\$194.71 \$233.65	K K	31% 31%	\$134.35 \$161.22	\$0.00 \$0.00	\$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
-				\$233.65 \$179.13					\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00	\$0.00 \$0.00	
5	ESTE-1K-1999EM-D ESTE-1K-1999US-D	SEL Splunk Ent Sec Term Ssup 1K-199GBEM SEL Splunk Ent Sec Term SSup1K-199GBUS		\$179.13 \$155.77	K	31% 31%	\$123.60 \$107.48		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	SPLUNK SPLUNK
5 5	ESTE-1K-1999US-D ESTE-200-499AN-D	SEL Splunk Ent Sec Term SSup1K-199GB0S SEL Splunk Ent Sec Term SSup 200-499GBAN		\$223.56	K	31%	\$107.48 \$154.26	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPLUNK
5	ESTE-200-499AP-D	SEL Splunk Ent Sec Term Ssup 200-499GBAP		\$268.27	K	31%	\$185.11	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPLUNK
5	ESTE-200-499EM-D	SEL Splunk Ent Sec Term Ssup 200-499GBEM		\$205.67	ĸ	31%	\$141.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ESTE-200-499US-D	SEL Splunk Ent Sec Term SSup200-499GBUS		\$178.85	ĸ	31%	\$123.41	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPLUNK
5	ESTE-20-49AN-D	SEL Splunk Ent Sec Term SSup 20-49GBAN		\$663.46	K	31%	\$457.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ESTE-20-49AP-D	SEL Splunk Ent Sec Term Ssup 20-49GBAP		\$796.15	K	31%	\$549.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ESTE-20-49EM-D	SEL Splunk Ent Sec Term Ssup 20-49GBEM		\$610.38	K	31%	\$421.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ESTE-20-49US-D	SEL Splunk Ent Sec Term SSup20-49GBUS		\$530.77	K	31%	\$366.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ESTE-2K-4999AN-D	SEL Splunk Ent Sec Term SSup 2K-4999GBAN		\$187.50	K	31%	\$129.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ESTE-2K-4999AP-D	SEL Splunk Ent Sec Term Ssup 2K-4999GBAP		\$225.00	K	31%	\$155.25	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPLUNK
5	ESTE-2K-4999EM-D	SEL Splunk Ent Sec Term Ssup 2K-4999GBEM		\$172.50	K	31%	\$119.03		\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPLUNK
5	ESTE-2K-4999US-D	SEL Splunk Ent Sec Term SSup2K-4999GBUS		\$150.00	K	31%	\$103.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ESTE-500-999AN-D	SEL Splunk Ent Sec Term SSup 500-999GBAN		\$201.92	K	31%	\$139.32	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPLUNK
5	ESTE-500-999AP-D	SEL Splunk Ent Sec Term Ssup 500-999GBAP		\$242.31	K	31%	\$167.19		\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPLUNK
5	ESTE-500-999EM-D	SEL Splunk Ent Sec Term Ssup 500-999GBEM		\$185.77	K	31%	\$128.18		\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPLUNK
5	ESTE-500-999US-D	SEL Splunk Ent Sec Term SSup500-999GBUS		\$161.54	K	31%	\$111.46	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPLUNK
5 5	ESTE-50-99AN-D ESTE-50-99AP-D	SEL Splunk Ent Sec Term SSup 50-99GBAN SEL Splunk Ent Sec Term Ssup 50-99GBAP		\$461.54 \$553.85	K K	31% 31%	\$318.46 \$382.16		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	SPLUNK SPLUNK
5	ESTE-50-99AP-D ESTE-50-99FM-D	SEL Splunk Ent Sec Term Ssup 50-99GBAP SEL Splunk Ent Sec Term Ssup 50-99GBEM		\$553.85 \$424.62	K K	31% 31%	\$382.16 \$292.99	\$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	ESTE-50-99US-D	SEL Splunk Ent Sec Term SSup 50-99GBEW SEL Splunk Ent Sec Term SSup50-99GBUS		\$424.02	K	31%	\$292.99 \$254.77	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPLUNK
5	ESTE-5K-9999AN-D	SEL Splunk Ent Sec Term SSup 5K-9999GBAN		\$180.00	K	31%	\$124.20		\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPLUNK
5	ESTF-5K-9999AP-D	SEL Splunk Ent Sec Term Ssup 5K-9999GBAP		\$216.92	ĸ	31%	\$149.67	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPLUNK
5	ESTE-5K-9999EM-D	SEL Splunk Ent Sec Term Ssup 5K-9999GBEM		\$166.15	ĸ	31%	\$114.64	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPLUNK
5	ESTF-5K-9999US-D	SEL Splunk Ent Sec Term SSup5K-9999GBUS		\$144.23	ĸ	31%	\$99.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ESTG-1K-1999AN-D	SEL Splunk Ent Sec Term PSup1K-199GBAN		\$230.77	ĸ	31%	\$159.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ESTG-1K-1999AP-D	SEL Splunk Ent Sec Term PSup1K-199GBAP		\$276.92	K	31%	\$191.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ESTG-1K-1999EM-D	SEL Splunk Ent Sec Term PSup1K-199GBEM		\$212.31	K	31%	\$146.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ESTG-1K-1999US-D	SEL Splunk Ent Sec Term PSup1K-199GBUS		\$184.62	K	31%	\$127.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ESTG-2K-4999AN-D	SEL Splunk Ent Sec Term PSup2K-4999GBAN		\$223.85	K	31%	\$154.46		\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPLUNK
5	ESTG-2K-4999AP-D	SEL Splunk Ent Sec Term PSup2K-4999GBAP		\$268.85	K	31%	\$185.51	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ESTG-2K-4999EM-D	SEL Splunk Ent Sec Term PSup2K-4999GBEM		\$205.38	K	31%	\$141.71	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPLUNK
5	ESTG-2K-4999US-D	SEL Splunk Ent Sec Term PSup2K-4999GBUS		\$178.85	K	31%	\$123.41	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPLUNK
5	ESTG-500-999AN-D	SEL Splunk Ent Sec Term PSup500-999GBAN		\$245.77	K	31%	\$169.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ESTG-500-999AP-D	SEL Splunk Ent Sec Term PSup500-999GBAP		\$294.23	K	31%	\$203.02	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPLUNK
5	ESTG-500-999EM-D	SEL Splunk Ent Sec Term PSup500-999GBEM		\$226.15 \$196.15	K	31%	\$156.04	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SPLUNK
5 5	ESTG-500-999US-D ESTG-5K-9999AN-D	SEL Splunk Ent Sec Term PSup500-999GBUS		\$196.15 \$216.92	K K	31% 31%	\$135.34 \$149.67	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPLUNK SPLUNK
5	ESTG-5K-9999AN-D ESTG-5K-9999AP-D	SEL Splunk Ent Sec Term PSup5K-9999GBAN SEL Splunk Ent Sec Term PSup5K-9999GBAP		\$259.62	K K	31%	\$149.67 \$179.14	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPLUNK
5	ESTG-5K-9999EM-D	SEL Splunk Ent Sec Term PSup5K-9999GBEM		\$199.62	K	31%	\$179.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ESTG-5K-9999EM-D FSTG-5K-9999US-D	SEL Splunk Ent Sec Term PSupSk-9999GBUS		\$173.08	K	31%	\$137.74	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPLUNK SPLUNK
5	EST-PRM-1000-D	SEL Splunk ES Term PrmSup Buck 1000		\$1,000.00	K	31%	\$690.00		\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPLUNK
5	EST-PRM-100-D	SEL Splunk ES Term PrmSup Buck 100		\$100.00	ĸ	31%	\$69.00	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPLUNK
5	EST-PRM-100K-D	SEL Splunk ES Term PrmSup Buck 100K		\$100.000.00	ĸ	31%	\$69,000.00	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPLUNK
5	EST-PRM-10K-D	SEL Splunk ES Term PrmSup Buck 10K		\$10,000.00	ĸ	31%	\$6.900.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	EST-PRM-1-D	SEL Splunk ES Term PrmSup Buck 1		\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	EST-STD-1000-D	SEL Splunk ES Term StdSup Buck 1000		\$1,000.00	K	31%	\$690.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	EST-STD-100-D	SEL Splunk ES Term StdSup Buck 100		\$100.00	K	31%	\$69.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	EST-STD-100K-D	SEL Splunk ES Term StdSup Buck 100K		\$100,000.00	K	31%	\$69,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	EST-STD-10K-D	SEL Splunk ES Term StdSup Buck 10K		\$10,000.00	K	31%	\$6,900.00		\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPLUNK
5	EST-STD-1-D	SEL Splunk ES Term StdSup Buck 1		\$1.00	K	31%	\$0.69		\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPLUNK
5	ESTU-ES-1000AN-D	SEL Splunk ES TermUPG SSup Buck 1000AN		\$1,000.00	K	31%	\$690.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ESTU-ES-1000AP-D	SEL Splunk ES TermUPG SSup Buck 1000AP		\$1,000.00	K	31%	\$690.00	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPLUNK
5	ESTU-ES-1000EM-D	SEL Splunk ES TermUPG SSup Buck 1000EM		\$1,000.00	K	31%	\$690.00	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPLUNK
5	ESTU-ES-1000US-D	SEL Splunk ES TermUPG SSup Buck 1000US		\$1,000.00 \$100.00	K	31%	\$690.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	SPLUNK
5 5	ESTU-ES-100AN-D ESTU-ES-100AP-D	SEL Splunk ES TermUPG SSup Buck 100AN		\$100.00 \$100.00	K K	31% 31%	\$69.00 \$69.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00	\$0.00 \$0.00	SPLUNK SPLUNK
5 5	ESTU-ES-100AP-D ESTU-ES-100FM-D	SEL Splunk ES TermUPG SSup Buck 100AP SEL Splunk ES TermUPG SSup Buck 100FM		\$100.00 \$100.00	K K	31% 31%	\$69.00 \$69.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00	\$0.00 \$0.00	SPLUNK SPLUNK
5	ESTU-ES-100EW-D	SEL Splunk ES TermUPG SSup Buck 100US		\$100.00	K	31%	\$69.00 \$69.00	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPLUNK
5	ESTU-ES-1000S-D	SEL Splunk ES TermUPG SSup Buck 10005 SEL Splunk ES TermUPG SSup Buck 1AN		\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPLUNK
5	FSTU-FS-1AP-D	SEL Splunk ES TermUPG SSup Buck 1AP		\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPI UNK
5	ESTU-ES-1EM-D	SEL Splunk ES TermUPG SSup Buck 1EM		\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPLUNK
5	ESTU-ES-1US-D	SEL Splunk ES TermUPG SSup Buck 1US		\$1.00	ĸ	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPLUNK
5	ESTU-GS-1000AN-D	SEL Splunk ES TermUPG PSup Buck 1000AN		\$1,000.00	ĸ	31%	\$690.00	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPLUNK
5	ESTU-GS-1000AP-D	SEL Splunk ES TermUPG PSup Buck 1000AP		\$1,000.00	ĸ	31%	\$690.00	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPLUNK
5	ESTU-GS-1000EM-D	SEL Splunk ES TermUPG PSup Buck 1000EM		\$1,000.00	K	31%	\$690.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ESTU-GS-1000US-D	SEL Splunk ES TermUPG PSup Buck 1000US		\$1,000.00	K	31%	\$690.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ESTU-GS-100AN-D	SEL Splunk ES TermUPG PSup Buck 100AN		\$100.00	K	31%	\$69.00		\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPLUNK
5	ESTU-GS-100AP-D	SEL Splunk ES TermUPG PSup Buck 100AP		\$100.00	K	31%	\$69.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ESTU-GS-100EM-D	SEL Splunk ES TermUPG PSup Buck 100EM		\$100.00	K	31%	\$69.00	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPLUNK
5	ESTU-GS-100US-D	SEL Splunk ES TermUPG PSup Buck 100US		\$100.00	K	31%	\$69.00		\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPLUNK
5	ESTU-GS-1AN-D	SEL Splunk ES TermUPG PSup Buck 1AN		\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ESTU-GS-1AP-D	SEL Splunk ES TermUPG PSup Buck 1AP		\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPLUNK
5	ESTU-GS-1EM-D	SEL Splunk ES TermUPG PSup Buck 1EM		\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPLUNK
5	ESTU-GS-1US-D	SEL Splunk ES TERL SCIPAL 1000 CR (1975)		\$1.00 \$178.85	K	31%	\$0.69		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	ESTUS-1K-1999-EM	SEL Splunk ES TRU SSup1K-1999GB/dayEM		\$178.85 \$173.08	K	31%	\$123.41	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SPLUNK
5	ESTUS-2K-4999-EM	SEL Splunk ES TRU SSup2K-4999GB/dayEM		\$173.08	K	31%	\$119.43	\$U.UU	Φ 0.00	Φ U.UU	φυ.00	φυ.00	φυ.00	\$U.UU	SPLUNK

					NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPGR	ADE PRICE						
BAND	SKU	DESCRIPTION	Model Sub sku	EMC LIST PRICE USD	CATEGORY	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	ESTUS-500-999-EM	SEL Splunk ES TRU SSup500-999GB/dayEM	•	\$185.77	K	31%	\$128.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ESTUS-5K-9999-EM	SEL Splunk ES TRU SSup5K-9999GB/dayEM		\$166.15	K	31%	\$114.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ESUITE-PLUS1-3YR	SEL Ent Plus Suite 1 Writeable CLSTR 3y		\$84,118.46	K	31%	\$58,041.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SUPERNA
5	ESUITE-PLUS1-5YR	SEL Ent Plus Suite 1 Writeable CLSTR 5y		\$100,556.92	K	31%	\$69,384.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SUPERNA
5	ESUITE-PLUS2-3YR	SEL Ent Plus Suite 2 Writeable CLSTR 3y SEL Ent Plus Suite 2 Writeable CLSTR 5y		\$104,067.69 \$126,472.31	K K	31% 31%	\$71,806.71 \$87,265.89	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SUPERNA SUPERNA
5	ESUITE-PLUS2-5YR			\$126,472.31 \$43.269.23				\$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	
5	EXTE-100GB-AN-D	SEL Splunk EXCH Term SSup 51-100GB/dayAN			K	31%	\$29,855.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	SPLUNK
5	EXTE-100GB-AP-D EXTE-100GB-EM-D	SEL Splunk EXCH Term SSup 51-100GB/dayAP SEL Splunk EXCH Term SSup 51-100GB/dayEM		\$51,923.08 \$39.807.69	K K	31% 31%	\$35,826.93 \$27,467,31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00	SPLUNK SPLUNK
5	EXTE-100GB-EM-D	SEL Splunk EXCH Term SSup 51-100GB/dayUS		\$34,615.38	K	31%	\$23,884.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	EXTE-100GB-03-D	SEL Splunk EXCH Term SSup >100+GB/dayAN		\$107.668.27	K	31%	\$74,291.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	EXTE-101GB-AP-D	SEL Splunk EXCH Term SSup >100+GB/dayAP		\$129,201,92	ĸ	31%	\$89.149.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	EXTE-101GB-EM-D	SEL Splunk EXCH Term SSup >100+GB/dayEM		\$99.054.81	ĸ	31%	\$68,347.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	EXTE-101GB-US-D	SEL Splunk EXCH Term SSup >100+GB/dayUS		\$86,134,62	ĸ	31%	\$59,432.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	EXTE-10GB-AN-D	SEL Splunk EXCH Term SSup 6-10GB/davAN		\$7,211.54	K	31%	\$4,975.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	EXTE-10GB-AP-D	SEL Splunk EXCH Term SSup 6-10GB/dayAP		\$8,653.85	K	31%	\$5,971.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	EXTE-10GB-EM-D	SEL Splunk EXCH Term SSup 6-10GB/dayEM		\$6,634.62	K	31%	\$4,577.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	EXTE-10GB-US-D	SEL Splunk EXCH Term SSup 6-10GB/dayUS		\$5,769.23	K	31%	\$3,980.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	EXTE-20GB-AN-D	SEL Splunk EXCH Term SSup 11-20GB/dayAN		\$12,980.77	K	31%	\$8,956.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	EXTE-20GB-AP-D	SEL Splunk EXCH Term SSup 11-20GB/dayAP		\$15,576.92	K	31%	\$10,748.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	EXTE-20GB-EM-D	SEL Splunk EXCH Term SSup 11-20GB/dayEM		\$11,942.31	K	31%	\$8,240.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	EXTE-20GB-US-D	SEL Splunk EXCH Term SSup 11-20GB/dayUS		\$10,384.62	K	31%	\$7,165.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	EXTE-50GB-AN-D	SEL Splunk EXCH Term SSup 21-50GB/dayAN		\$27,403.85	K	31%	\$18,908.66		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	EXTE-50GB-AP-D	SEL Splunk EXCH Term SSup 21-50GB/dayAP		\$32,884.62	K	31%	\$22,690.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	EXTE-50GB-EM-D	SEL Splunk EXCH Term SSup 21-50GB/dayEM		\$25,211.54	K	31%	\$17,395.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	EXTE-50GB-US-D EXTE-5GB-AN-D	SEL Splunk EXCH Term SSup 21-50GB/dayUS SEL Splunk EXCH Term SSup 3-5GB/davAN		\$21,923.08 \$4,326.92	K K	31% 31%	\$15,126.93 \$2,985.57	\$0.00 \$0.00	\$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									\$0.00	\$0.00					
5	EXTE-5GB-AP-D EXTE-5GB-EM-D	SEL Splunk EXCH Term SSup 3-5GB/dayAP SEL Splunk EXCH Term SSup 3-5GB/dayEM		\$5,192.31 \$3,980.77	K K	31% 31%	\$3,582.69 \$2,746.73		\$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SPLUNK SPLUNK
5	FXTF-5GB-US-D	SEL Splunk EXCH Term SSup 3-5GB/dayUS		\$3,461.54	K	31%	\$2,740.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	EXTG-100GB-AN-D	SEL Splunk EXCH Term PSup 51-100GB/dayAN		\$51,923.08	ĸ	31%	\$35,826.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	EXTG-100GB-AP-D	SEL Splunk EXCH Term PSup 51-100GB/dayAP		\$62,307.69	ĸ	31%	\$42,992.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	EXTG-100GB-EM-D	SEL Splunk EXCH Term PSup 51-100GB/dayAll		\$47,769.23	ĸ	31%	\$32,960.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	EXTG-100GB-US-D	SEL Splunk EXCH Term PSup 51-100GB/dayUS		\$41,538.46	ĸ	31%	\$28,661.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	EXTG-101GB-AN-D	SEL Splunk EXCH Term PSup >100+GB/dayAN		\$129,201.92	K	31%	\$89,149,32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	EXTG-101GB-AP-D	SEL Splunk EXCH Term PSup >100+GB/dayAP		\$155,042.31	K	31%	\$106,979.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	EXTG-101GB-EM-D	SEL Splunk EXCH Term PSup >100+GB/dayEM		\$118,865.77	K	31%	\$82,017.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	EXTG-101GB-US-D	SEL Splunk EXCH Term PSup >100+GB/dayUS		\$103,361.54	K	31%	\$71,319.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	EXTG-10GB-AN-D	SEL Splunk EXCH Term PSup 6-10GB/dayAN		\$8,653.85	K	31%	\$5,971.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	EXTG-10GB-AP-D	SEL Splunk EXCH Term PSup 6-10GB/dayAP		\$10,384.62	K	31%	\$7,165.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	EXTG-10GB-EM-D	SEL Splunk EXCH Term PSup 6-10GB/dayEM		\$7,961.54	K	31%	\$5,493.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	EXTG-10GB-US-D	SEL Splunk EXCH Term PSup 6-10GB/dayUS		\$6,923.08	K	31%	\$4,776.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	EXTG-20GB-AN-D	SEL Splunk EXCH Term PSup 11-20GB/dayAN		\$15,576.92	K	31%	\$10,748.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	EXTG-20GB-AP-D	SEL Splunk EXCH Term PSup 11-20GB/dayAP		\$18,692.31 \$14,330.77	K	31%	\$12,897.69	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SPLUNK
5	EXTG-20GB-EM-D	SEL Splunk EXCH Term PSup 11-20GB/dayEM			K	31%	\$9,888.23	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SPLUNK
5	EXTG-20GB-US-D EXTG-50GB-AN-D	SEL Splunk EXCH Term PSup 11-20GB/dayUS SEL Splunk EXCH Term PSup 21-50GB/dayAN		\$12,461.54 \$32,884.62	K K	31% 31%	\$8,598.46 \$22.690.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK SPLUNK
5	EXTG-50GB-AN-D EXTG-50GB-AP-D	SEL Splunk EXCH Term PSup 21-50GB/dayAN SEL Splunk EXCH Term PSup 21-50GB/dayAP		\$39,461.54	K	31%	\$22,690.39 \$27,228.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK SPLUNK
5	EXTG-50GB-EM-D	SEL Splunk EXCH Term PSup 21-50GB/dayAP SEL Splunk EXCH Term PSup 21-50GB/dayEM		\$39,461.54	K	31%	\$27,226.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	EXTG-50GB-LW-D	SEL Splunk EXCH Term PSup 21-50GB/dayUS		\$26,307.69	K	31%	\$18.152.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	EXTG-5GB-AN-D	SEL Splunk EXCH Term PSup 3-5GB/dayAN		\$5.192.31	ĸ	31%	\$3.582.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	EXTG-5GB-AP-D	SEL Splunk EXCH Term PSup 3-5GB/dayAP		\$6,230.77	ĸ	31%	\$4,299.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	EXTG-5GB-EM-D	SEL Splunk EXCH Term PSup 3-5GB/dayEM		\$4,776.92	ĸ	31%	\$3,296.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	EXTG-5GB-US-D	SEL Splunk EXCH Term PSup 3-5GB/dayUS		\$4,153,85	K	31%	\$2,866.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	EYEGLASS-000	SEL EyeGlass Alarm Export v2		\$385.00	K	31%	\$265.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SUPERNA
5	EYEGLASS-001	SEL EyeGlass Config Replication Isilon		\$1,128.00	K	31%	\$778.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SUPERNA
5	EYEGLASS-002	SEL EyeGlass - Change Mgmt Reporting		\$667.00	K	31%	\$460.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SUPERNA
5	EYEGLASS-0032PA	SEL Eyeglass Cluster Cfg Rep Adv 2 Pack		\$6,282.00	K	31%	\$4,334.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SUPERNA
5	EYEGLASS-0032PB	SEL Eyeglass Cluster Cfg Rep Base 2 Pack		\$3,590.00	K	31%	\$2,477.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SUPERNA
5	EYEGLASS-0032PE	SEL Eyeglass Cluster Cfg Rep Ent 2 Pack		\$7,692.00	K	31%	\$5,307.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SUPERNA
5	EYEGLASS-0032UA	SEL Eyeglass Base to ADV Upgrade 2 Pack		\$3,590.00	K	31%	\$2,477.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SUPERNA
5	EYEGLASS-0032UE	SEL IGLS BASIC-ADV TO ENT UPGRADE 2 PACK		\$4,015.00	K	31%	\$2,770.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SUPERNA
5	EYEGLASS-003E	SEL EyeGlass DR Single Cluster License		\$6,561.54	K	31%	\$4,527.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SUPERNA
5	EYEGLASS-004	SEL EyeGlass Isilon - RTO Reporting		\$1,410.00 \$1,410.00	K	31%	\$972.90	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SUPERNA
5	EYEGLASS-006	SEL Eyeglass-Folder and Config Migration		\$1,410.00 \$2,308.00	K	31%	\$972.90	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SUPERNA
5	EYEGLASS-007 EYEGLASS-008	SEL EyeGlass - Advanced DR Orchestration SEL EyeGlass - Logging Export		\$2,308.00	K K	31% 31%	\$1,592.52 \$265.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SUPERNA SUPERNA
c E	EYEGLASS-008 FYFGLASS-130	SEL EyeGlass - Logging Export SEL EyeGlass - Auto Cistr Wide Failover		\$1,026.00	K K	31%	\$265.65 \$707.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SUPERNA
5	EYEGLASS-130 EYEGLASS-131	SEL Eyeglass - Auto Cistr Wide Fallover SEL Eyeglass - High Availability		\$1,026.00	K	31%	\$707.94 \$972.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SUPERNA
5	EYEGLASS-131	SEL Eyeglass - Flight Availability SEL Eyeglass - Client Failover Steering		\$2,051.00	K	31%	\$1,415,19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SUPERNA
5	EYEGLASS-132	SEL Eyeglass - Client Fallover Steering SEL Eyeglass - Application Fallover		\$1,411.00	K	31%	\$973.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SUPERNA
5	EYEGLASS-I1	SEL IGLS RHEL-Centos Installer License		\$3,077.00	ĸ	31%	\$2,123.13		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SUPERNA
5	EZ-VFRIDGE	PowerMax Dell EMC Fridge		\$12,770.00	ĸ	31%	\$8,811.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DELL EMC FRIDGE
5	FC-0-50OS	SEL Framework Connector OS		\$115.25	K	31%	\$79.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	FC-1001-1500OS	SEL Framework Connector OS		\$33.01	K	31%	\$22.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	FC-100K-150KOS	SEL Framework Connector OS		\$17.37	K	31%	\$11.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	FC-101-250OS	SEL Framework Connector OS		\$63.13	K	31%	\$43.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	FC-10K-20KOS	SEL Framework Connector OS		\$20.27	K	31%	\$13.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	FC-1501-2000OS	SEL Framework Connector OS		\$29.83	K	31%	\$20.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	FC-150K-OS	SEL Framework Connector OS		\$17.08	K	31%	\$11.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	FC-2001-2500OS	SEL Framework Connector OS		\$27.80	K	31%	\$19.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	FC-20K-35KOS	SEL Framework Connector OS		\$19.11	K	31%	\$13.19		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	FC-2501-4000OS	SEL Framework Connector OS		\$26.06	K	31%	\$17.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	FC-251-500OS	SEL Framework Connector OS		\$48.07	K	31%	\$33.17	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS

					NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPGE	ADE PRICE						
			Model	EMC LIST	CATEGORY	NASPO VP	NVP LEVEL 1	PROSUPPORT	PROSUPPORT	PROSUPPORT		WTY UPG ENH	WTY UPG		THIRD PARTY PRODUCT
BAND	SKU	DESCRIPTION	Sub sku	PRICE USD	CODE	Discount	NET PRICE	PLUS MNT LP	W/MC PREM MNT LP	ENH MNT LP	BASIC MNT LP	TO PS W/MC PREM LP	BASIC TO PS ENH LP	RENEWAL	PARTNER
5	FC-35K-50KOS	SEL Framework Connector OS		\$18.53	K	31%	\$12.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	FC-4001-6000OS	SEL Framework Connector OS		\$24.32	K	31%	\$16.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	FC-501-750OS	SEL Framework Connector OS		\$38.80	K	31%	\$26.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	FC-50K-100KOS FC-51-100OS	SEL Framework Connector OS SEL Framework Connector OS		\$17.95 \$80.50	K K	31% 31%	\$12.39 \$55.55	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	VARONIS VARONIS
5	FC-6001-8000OS	SEL Framework Connector OS SEL Framework Connector OS		\$22.59	K	31%	\$15.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	FC-751-1000OS	SEL Framework Connector OS		\$35.91	K	31%	\$24.78	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VARONIS
5	FC-8001-10KOS	SEL Framework Connector OS		\$21.43	K	31%	\$14.79	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VARONIS
5	FLOW-CET1	SEL Boomi Flow Standard Edit - Tier 1		\$3,000.00 \$5,000.00	K	31%	\$2,070.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	BOOMI
5 5	FLOW-CET2 FLOW-CET3	SEL Boomi Flow Standard Edition - Tier 2 SEL Boomi Flow Standard Edit - Tier 3		\$5,000.00 \$9.166.66	K K	31% 31%	\$3,450.00 \$6,325.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	BOOMI BOOMI
5	FLOW-CET4	SEL Boomi Flow Standard Edition - Tier 4		\$13,333.33	K	31%	\$9,200.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	FLOW-EET1	SEL Boomi Flow Enterprise Edit - Tier 1		\$5,000.00	K	31%	\$3,450.00	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	BOOMI
5	FLOW-EET2	SEL Boomi Flow Enterprise Edit - Tier 2		\$12,500.00	K	31%	\$8,625.00	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	BOOMI
5 5	FLOW-EET3 FLOW-FET4	SEL Boomi Flow Enterprise Edit - Tier 3 SEL Boomi Flow Enterprise Edit - Tier 4		\$20,000.00 \$25,000.00	K K	31% 31%	\$13,800.00 \$17.250.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	BOOMI BOOMI
5	FMI-1YR-00000025	SEL 1YR 25-49TB FILE METADATA INDEX		\$769.23	K	31%	\$17,250.00 \$530.77	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	INDEX ENGINES
5	FMI-1YR-00000050	SEL 1YR 50-99TB FILE METADATA INDEX		\$634.62	K	31%	\$437.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5	FMI-1YR-00000100	SEL 1YR 100-249TB FILE METADATA INDEX		\$519.23	K	31%	\$358.27	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	INDEX ENGINES
5	FMI-1YR-00000250 FMI-1YR-00000500	SEL 1YR 250-499TB FILE METADATA INDEX		\$384.62 \$326.92	K	31% 31%	\$265.39 \$225.57	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	INDEX ENGINES
5 5	FMI-1YR-00000500 FMI-1YR-00001000	SEL 1YR 500-999TB FILE METADATA INDEX SEL 1YR 1000-1999TB FILE METADATA INDE		\$269.23	K K	31% 31%	\$225.57 \$185.77	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	INDEX ENGINES INDEX ENGINES
5	FMI-3YR-00000025	SEL 3YR 25-49TB FILE METADATA INDEX		\$2,076.92	ĸ	31%	\$1,433.07	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	INDEX ENGINES
5	FMI-3YR-00000050	SEL 3YR 50-99TB FILE METADATA INDEX		\$1,713.46	K	31%	\$1,182.29	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	INDEX ENGINES
5	FMI-3YR-00000100	SEL 3YR 100-249TB FILE METADATA INDEX		\$1,401.92	K	31%	\$967.32	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	INDEX ENGINES
5 5	FMI-3YR-00000250 FMI-3YR-00000500	SEL 3YR 250-499TB FILE METADATA INDEX SEL 3YR 500-999TB FILE METADATA INDEX		\$1,038.46 \$882.69	K K	31% 31%	\$716.54 \$609.06	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	INDEX ENGINES INDEX ENGINES
5	FMI-31R-00000500	SEL 3YR 1000-1999TB FILE INETADATA INDEX		\$726.92	K	31%	\$509.06 \$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	ĸ	31%	\$2,123.07	\$0.00	\$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	\$0.00	\$0.00	INDEX ENGINES
5	FMI-5YR-00000100	SEL 5YR 100-249TB FILE METADATA INDEX		\$2,076.92	K	31%	\$1,433.07	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	INDEX ENGINES
5 5	FMI-5YR-00000250 FMI-5YR-00000500	SEL 5YR 250-499TB FILE METADATA INDEX SEL 5YR 500-999TB FILE METADATA INDEX		\$1,538.46 \$1,307.69	K K	31% 31%	\$1,061.54 \$902.31	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	INDEX ENGINES INDEX ENGINES
5	FMI-5YR-00001000	SEL 5YR 1000-1999TB FILE METADATA INDEX		\$1.076.92	K	31%	\$743.07	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	INDEX ENGINES
5	FUS11PROC	SEL FUS11-PRO-C)		\$159.99	K	31%	\$110.39	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VMWARE
5	FUS11PROC-I	SEL FUS11-PRO-C)		\$159.99	K	31%	\$110.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	FUS11PROC-K	SEL FUS11-PRO-C)		\$169.71 \$175.99	K K	31%	\$117.10	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	VMWARE
5	FUS11-PRO-F FUS11PROUC	SEL: FUS11-PRO-F SEL FUS11-PRO-U-C)		\$175.99	K K	31% 31%	\$121.43 \$82.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE VMWARE
5	FUS11PROUC-I	SEL FUS11-PRO-U-C)		\$119.99	ĸ	31%	\$82.79	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VMWARE
5	FUS11PROUC-K	SEL FUS11-PRO-U-C)		\$126.80	K	31%	\$87.49	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VMWARE
5	FUS11-PRO-UG-F	SEL: FUS11-PRO-UG-F		\$131.99	K	31%	\$91.07	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE
5 5	FUS12PLAYC FUS12PLAYC-I	SEL FUS12-PLAY-C) SEL FUS12-PLAY-C)		\$149.00 \$149.00	K K	31% 31%	\$102.81 \$102.81	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00		\$0.00	\$0.00	VMWARE VMWARE
5	FUS12PLAYC-K	SEL FUS12-PLAY-C)		\$172.00	K	31%	\$118.68	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	FUS12PLAYUGC	SEL FUS12-PLAY-UG-C)		\$79.00	K	31%	\$54.51	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VMWARE
5	FUS12PLAYUGC-I	SEL FUS12-PLAY-UG-C)		\$79.00	K	31%	\$54.51	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VMWARE
5 5	FUS12PLAYUGC-K FUS12PROC	SEL FUS12-PLAY-UG-C) SEL FUS12-PRO-C)		\$91.56 \$199.00	K K	31% 31%	\$63.18 \$137.31	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARF
5	FUS12PROC-I	SEL FUS12-PRO-C)		\$199.00	K	31%	\$137.31	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VMWARE
5	FUS12PROC-K	SEL FUS12-PRO-C)		\$229.47	K	31%	\$158.33	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	FUS12PROPLUGC	SEL FUS12-PRO-PLAY-UG-C)		\$89.00	K	31%	\$61.41	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VMWARE
5 5	FUS12PROPLUGC-I FUS12PROPLUGC-K	SEL FUS12-PRO-PLAY-UG-C) SEL FUS12-PRO-PLAY-UG-C)		\$89.00 \$103.05	K K	31% 31%	\$61.41 \$71.10	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARF
5	FUS12PROUGC	SEL FUS12-PRO-UG-C)		\$99.00	K	31%	\$68.31	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VMWARE
5	FUS12PROUGC-I	SEL FUS12-PRO-UG-C)		\$99.00	K	31%	\$68.31	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VMWARE
5	FUS12PROUGC-K	SEL FUS12-PRO-UG-C)		\$114.54	K	31%	\$79.03	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	GDPR-0-500S GDPR-1001-1500OS	SEL GDPR Patterns OS SEL GDPR Patterns OS		\$64.03 \$18.34	K K	31% 31%	\$44.18 \$12.65	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	VARONIS VARONIS
5	GDPR-1001-1500OS GDPR-100K-150KOS	SEL GDPR Patterns OS SEL GDPR Patterns OS		\$18.34 \$9.65	K K	31% 31%	\$12.65 \$6.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	VARONIS VARONIS
5	GDPR-100R-150ROS GDPR-101-250OS	SEL GDPR Patterns OS		\$35.07	K	31%	\$24.20	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VARONIS
5	GDPR-10K-20KOS	SEL GDPR Patterns OS		\$11.26	K	31%	\$7.77	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VARONIS
5	GDPR-1501-2000OS	SEL GDPR Patterns OS		\$16.57	K	31%	\$11.43	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VARONIS
5 5	GDPR-150K-OS GDPR-2001-2500OS	SEL GDPR Patterns OS SEL GDPR Patterns OS		\$9.49 \$15.44	K K	31% 31%	\$6.55 \$10.65	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00 \$0.00	VARONIS VARONIS
5	GDPR-20K-35KOS	SEL GDPR Patterns OS		\$10.62	K	31%	\$7.33	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	GDPR-2501-4000OS	SEL GDPR Patterns OS		\$14.48	K	31%	\$9.99	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VARONIS
5	GDPR-251-500OS	SEL GDPR Patterns OS		\$26.71	K	31%	\$18.43	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VARONIS
5	GDPR-35K-50KOS	SEL GDPR Patterns OS		\$10.30 \$13.51	K	31%	\$7.11	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VARONIS VARONIS
5 5	GDPR-4001-6000OS GDPR-501-750OS	SEL GDPR Patterns OS SEL GDPR Patterns OS		\$21.56	K K	31% 31%	\$9.32 \$14.88	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VARONIS
5	GDPR-50K-100KOS	SEL GDPR Patterns OS		\$9.97	K	31%	\$6.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	GDPR-51-100OS	SEL GDPR Patterns OS		\$44.72	K	31%	\$30.86	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VARONIS
5	GDPR-6001-8000OS	SEL GDPR Patterns OS		\$12.55	K	31%	\$8.66	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VARONIS
5	GDPR-751-1000OS	SEL GDPR Patterns OS SEL GDPR Patterns OS		\$19.95	K	31% 31%	\$13.77	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	VARONIS VARONIS
5 5	GDPR-8001-10KOS H7AANN100UC	SEL GDPR Patterns OS SEL HZ7-AVA-ENN100-UG-C)		\$11.90 \$28,380.00	K K	31% 31%	\$8.21 \$19,582.20	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00	VARONIS VMWARE
5	H7AANN100UC-I	SEL HZ7-AVA-ENN100-UG-C)		\$29,657.10	K	31%	\$20,463.40	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VMWARE
5	H7AANN100UC-K	SEL HZ7-AVA-ENN100-UG-C)		\$30,991.42	K	31%	\$21,384.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7MPAN10UCV2-K	SEL HZ7-MGP-ADN-10-UG-C)		\$1,237.36	K	31%	\$853.78	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VMWARE
5	H7NXEDC100C	SEL H7NX-ED-C100-C)		\$76,250.00 \$81,808,63	K K	31%	\$52,612.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARF
5 5	H7NXEDC100C-I H7NXEDC100C-K	SEL H7NX-ED-C100-C) SEL H7NX-ED-C100-C)		\$81,808.63	K K	31% 31%	\$56,447.95 \$58.416.33	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00 \$0.00	VMWARE VMWARE
5	H7NXEDC10C	SEL H7NX-ED-C10-C)		\$7,625.00	K	31%	\$5,261.25	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VMWARE
		•													

					NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPGR	ADE PRICE						
BAND	SKU	DESCRIPTION	Model Sub sku	EMC LIST PRICE USD	CATEGORY	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	H7NXEDC10C-I	SEL H7NX-ED-C10-C)		\$8,180.86	K	31%	\$5,644.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7NXEDC10C-K	SEL H7NX-ED-C10-C)		\$8,466.14	K	31%	\$5,841.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HCI-ADV-CPU-F	SEL: HCI-ADV-CPU-F		\$8,371.00	K	31%	\$5,775.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	HCIADVPUC	SEL HCI-ADV-CPU-C)		\$7,710.00	K	31%	\$5,319.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HCIADVPUC-I	SEL HCI-ADV-CPU-C)		\$9,020.70	K	31%	\$6,224.28	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HCIADVPUC-K	SEL HCI-ADV-CPU-C)		\$9,079.07	K	31%	\$6,264.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HCIAKCPUF	SEL: HCI-AK-CPU-F		\$8,893.50	K	31%	\$6,136.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	HCIENNCPUC	SEL HCI-ENN-CPU-C)		\$9,250.00	K	31%	\$6,382.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HCIENNCPUC-I	SEL HCI-ENN-CPU-C)		\$10,822.50	K	31%	\$7,467.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HCIENNCPUC-K	SEL HCI-ENN-CPU-C)		\$10,917.87	K	31%	\$7,533.33	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HCI-ENT-CPU-F	SEL: HCI-ENT-CPU-F		\$11,198.00	K	31%	\$7,726.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	HCIESKITC	SEL HCI-ES-KIT-C)		\$20,015.00	K	31%	\$13,810.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HCIESKITC-I	SEL HCI-ES-KIT-C)		\$23,417.55	K	31%	\$16,158.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HCIESKITC-K	SEL HCI-ES-KIT-C)		\$23,559.61	K	31%	\$16,256.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HCI-ES-KIT-F	SEL: HCI-ES-KIT-F		\$21,873.50	K	31%	\$15,092.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	HCIOMKITC	SEL HCI-OM-KIT-C)		\$11,090.00	K	31%	\$7,652.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HCIOMKITC-I	SEL HCI-OM-KIT-C)		\$12,975.30	K	31%	\$8,952.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HCIOMKITC-K	SEL HCI-OM-KIT-C)		\$13,063.13	K	31%	\$9,013.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HCI-OM-KIT-F	SEL: HCI-OM-KIT-F		\$13,183.50	K	31%	\$9,096.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	HCI-RBAD-25VM-F	SEL: HCI-RBAD-25VM-F		\$27,703.50	K	31%	\$19,115.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	HCI-RBEN-25VM-F	SEL: HCI-RBEN-25VM-F		\$36,283.50	K	31%	\$25,035.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	HCI-RBST-25VM-F	SEL: HCI-RBST-25VM-F		\$17,528.50	K	31%	\$12,094.67	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	HCIRBV25VC	SEL HCI-RBV-25V-C)		\$27,095.00	K	31%	\$18,695.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HCIRBV25VC-I	SEL HCI-RBV-25V-C)		\$31,701.15	K	31%	\$21,873.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HCIRBV25VC-K	SEL HCI-RBV-25V-C)		\$31,910.82	K	31%	\$22,018.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HCIRSD25VC	SEL HCI-RSD-25V-C)		\$19,395.00	K	31%	\$13,382.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HCIRSD25VC-I	SEL HCI-RSD-25V-C)		\$22,692.15	K	31%	\$15,657.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HCIRSD25VC-K	SEL HCI-RSD-25V-C)		\$22,870.06	K	31%	\$15,780,34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HCISTDCPUC	SEL HCI-STD-CPU-C)		\$3,560.00	K	31%	\$2,456.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HCISTDCPUC-I	SEL HCI-STD-CPU-C)		\$4,165.20	K	31%	\$2,873.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HCISTDCPUC-K	SEL HCI-STD-CPU-C)		\$4 194 76	K	31%	\$2 894 38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HCISTDCPUF	SEL: HCI-STD-CPU-F		\$3,916.00	ĸ	31%	\$2,702.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	HDP-ENT-1Y	SEL Cloudera HDP Ent Plus Sub 1 Node		\$12,308.00	ĸ	31%	\$8,492.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	HORTONWORKS
5	HDP-SCHNG-1Y	SEL Solr Search		\$24,615.38	K	31%	\$16.984.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	HORTONWORKS
5	HEC100C	SEL HZ-ENTC-100-C)		\$50,000.00	K K	31%	\$34,500.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
	HEC100C-I	SEL HZ-ENTC-100-C) SEL HZ-ENTC-100-C)		\$55,000.00	K	31%	\$37,950.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5				\$52,743.00	K	31%		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	HEC100C-K HEC10C	SEL HZ-ENTC-100-C)			K		\$36,392.67	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
	HEC10C-I	SEL HZ-ENTC-10-C) SEL HZ-ENTC-10-C)		\$5,000.00 \$5,500.00	K	31% 31%	\$3,450.00 \$3,795.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE VMWARE
5				\$5,274.00	K K	31%		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HEC10C-K	SEL HZ-ENTC-10-C)			K		\$3,639.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
5	HEN100C	SEL HZ-ENTN-100-C) SEL HZ-ENTN-100-C)		\$30,000.00 \$33,000.00	K K	31% 31%	\$20,700.00 \$22,770.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE VMWARE
5 5	HEN100C-I			\$33,000.00	K K	31%		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HEN100C-K HEN10C	SEL HZ-ENTN-100-C) SEL HZ-ENTN-10-C)		\$3,000.00	K	31%	\$21,799.86 \$2,070.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
	HEN10C-I	SEL HZ-ENTN-10-C) SEL HZ-ENTN-10-C)		\$3,300.00	K.	31%	\$2,070.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5				\$3,159.00	K	31%		\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VMWARE
5	HEN10C-K	SEL HZ-ENTN-10-C)		\$260.00	K		\$2,179.71	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
5	HFLEX-T1A	SEL Boomi HUB FLEX EDIT - TIER 1			K	31%	\$179.40								BOOMI
5 5	HFLEX-T2A HFLEX-T3A	SEL Boomi HUB Flex Edition - Tier II SEL Boomi HUB Flex Edition - Tier III		\$875.00 \$1.500.00	K K	31% 31%	\$603.75 \$1.035.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	BOOMI BOOMI
-					K	31%			\$0.00	\$0.00	\$0.00				BOOMI
5 5	HFLEX-T4A	SEL Boomi HUB Flex Edition - Base		\$3,000.00	r.		\$2,070.00	\$0.00 \$0.00				\$0.00	\$0.00	\$0.00	
5	HFLEX-T5A HFLEX-T6A	SEL Boomi HUB Flex Edition - Standard SEL Boomi HUB Flex Edit - Professional		\$4,250.00 \$6,000.00	K K	31% 31%	\$2,932.50 \$4,140.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	BOOMI BOOMI
-					K										
5	HFLEX-T7A HFLEX-T8A	SEL Boomi HUB Flex Edition - Enterprise		\$9,000.00	K	31% 31%	\$6,210.00	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	BOOMI BOOMI
5 5	HNXEDC100C	SEL Boomi HUB Flex Edit - Lrg Ent SEL HNX-FD-C100-C)		\$12,750.00 \$76,250.00	K	31%	\$8,797.50 \$52.612.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARF
-					K										
5	HNXEDC100C-I	SEL HNX-ED-C100-C)		\$79,681.25	K	31%	\$54,980.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HNXEDC100C-K	SEL HNX-ED-C100-C)		\$83,129.02	K	31%	\$57,359.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HNXEDC10C	SEL HNX-ED-C10-C)		\$7,625.00	K	31%	\$5,261.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HNXEDC10C-I	SEL HNX-ED-C10-C)		\$7,968.13	K	31%	\$5,498.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HNXEDC10C-K	SEL HNX-ED-C10-C)		\$8,312.90	K	31%	\$5,735.90	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE
5	HUTE-100-249AN-D	SEL Splunk-Hadoop Term+SSup100-249NdAN		\$3,807.69	K	31%	\$2,627.31								SPLUNK
5	HUTE-100-249AP-D	SEL Splunk-Hadoop Term+SSup100-249NdAP		\$4,569.23	K	31%	\$3,152.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	HUTE-100-249EM-D	SEL Splunk-Hadoop Term+SSup100-249NdEM		\$3,503.08	K	31%	\$2,417.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	HUTE-100-249US-D	SEL Splunk-Hadoop Term+STDSup100-249NdUS		\$3,046.15	K	31%	\$2,101.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	HUTE-10-24AN-D	SEL Splunk-Hadoop Term+SSup10-24NdAN		\$4,326.92	K	31%	\$2,985.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	HUTE-10-24AP-D	SEL Splunk-Hadoop Term+SSup10-24NdAP		\$5,192.31	K	31%	\$3,582.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	HUTE-10-24EM-D	SEL Splunk-Hadoop Term+SSup10-24NdEM		\$3,980.77	K	31%	\$2,746.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	HUTE-10-24US-D	SEL Splunk-Hadoop Term+STDSup10-24NdUS		\$3,461.54	K	31%	\$2,388.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	HUTE-250-499AN-D	SEL Splunk-Hadoop Term+SSup250-499NdAN		\$3,461.54	K	31%	\$2,388.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	HUTE-250-499AP-D	SEL Splunk-Hadoop Term+SSup250-499NdAP		\$4,153.85	K	31%	\$2,866.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	HUTE-250-499EM-D	SEL Splunk-Hadoop Term+SSup250-499NdEM		\$3,184.62	K	31%	\$2,197.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	HUTE-250-499US-D	SEL Splunk-Hadoop Term+STDSup250-499NdUS		\$2,769.23	K	31%	\$1,910.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	HUTE-25-49AN-D	SEL Splunk-Hadoop Term+SSup25-49NdAN		\$4,153.85	K	31%	\$2,866.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	HUTE-25-49AP-D	SEL Splunk-Hadoop Term+SSup25-49NdAP		\$4,984.62	K	31%	\$3,439.39	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPLUNK
5	HUTE-25-49EM-D	SEL Splunk-Hadoop Term+SSup25-49NdEM		\$3,821.54	K	31%	\$2,636.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	HUTE-25-49US-D	SEL Splunk-Hadoop Term+STDSup25-49NdUS		\$3,323.08	K	31%	\$2,292.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	HUTE-500-999AN-D	SEL Splunk-Hadoop Term+SSup500-999NdAN		\$3,028.85	K	31%	\$2,089.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	HUTE-500-999AP-D	SEL Splunk-Hadoop Term+SSup500-999NdAP		\$3,634.62	K	31%	\$2,507.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	HUTE-500-999EM-D	SEL Splunk-Hadoop Term+SSup500-999NdEM		\$2,786.54	ĸ	31%	\$1,922.71	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	HUTE-500-999US-D	SEL Splunk-Hadoop Term+STDSup500-999NdUS		\$2,423.08	K	31%	\$1,671.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	HUTE-50-99AN-D	SEL Splunk-Hadoop Term+SSup50-99NdAN		\$3,980.77	ĸ	31%	\$2,746.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	HUTE-50-99AP-D	SEL Splunk-Hadoop Term+SSup50-99NdAP		\$4.776.92	ĸ	31%	\$3,296.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	HUTE-50-99EM-D	SEL Splunk-Hadoop Term+SSup50-99NdEM		\$3,662.31	ĸ	31%	\$2,526.99	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPLUNK
5	HUTE-50-99US-D	SEL Splunk-Hadoop Term+STDSup50-99NdUS		\$3,184.62	ĸ	31%	\$2,197.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
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					NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPGR	ADE PRICE						
BAND	SKU	DESCRIPTION	Model Sub sku	EMC LIST PRICE USD	CATEGORY	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	HUTG-100-249AN-D	SEL Splunk-Hadoop Term +PSup100-249NdAN		\$4,572.69	K	31%	\$3,155.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	HUTG-100-249AP-D	SEL Splunk-Hadoop Term +PSup100-249NdAP		\$5,486.54	K	31%	\$3,785.71	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	SPLUNK
5	HUTG-100-249EM-D	SEL Splunk-Hadoop Term +PSup100-249NdEM		\$4,206.92	K	31%	\$2,902.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	HUTG-100-249US-D	SEL Splunk-Hadoop Term+PRMSup100-249NdUS		\$3,657.69	K	31%	\$2,523.81	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	SPLUNK
5	HUTG-10-24AN-D	SEL Splunk-Hadoop Term +PSup10-24NdAN		\$5,192.31	K	31%	\$3,582.69		\$0.00	\$0.00			\$0.00	\$0.00	SPLUNK
5	HUTG-10-24AP-D	SEL Splunk-Hadoop Term +PSup10-24NdAP		\$6,230.77	K	31%	\$4,299.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	HUTG-10-24EM-D	SEL Splunk-Hadoop Term +PSup10-24NdEM		\$4,776.92	K	31%	\$3,296.07	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	SPLUNK
5	HUTG-10-24US-D	SEL Splunk-Hadoop Term+PRMSup10-24NdUS		\$4,153.85 \$4.153.85	K	31%	\$2,866.16	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SPLUNK
5	HUTG-250-499AN-D HUTG-250-499AP-D	SEL Splunk-Hadoop Term +PSup250-499NdAN SEL Splunk-Hadoop Term +PSup250-499NdAP		\$4,984.62	K K	31% 31%	\$2,866.16 \$3,439.39		\$0.00	\$0.00			\$0.00	\$0.00	SPLUNK SPLUNK
5	HUTG-250-499AP-D	SEL Splunk-Hadoop Term +PSup250-499NdAP SEL Splunk-Hadoop Term +PSup250-499NdEM		\$3,821.54	K	31%	\$2,439.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK SPLUNK
5	HUTG-250-499US-D	SEL Splunk-Hadoop Term+PSup250-499NdUS SEL Splunk-Hadoop Term+PRMSup250-499NdUS		\$3,323.08	K	31%	\$2,030.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	HUTG-25-49AN-D	SEL Splunk-Hadoop Term +PSup25-49NdAN		\$4.983.46	K	31%	\$3,438.59		\$0.00	\$0.00			\$0.00	\$0.00	SPLUNK
5	HUTG-25-49AP-D	SEL Splunk-Hadoop Term +PSup25-49NdAP		\$5.980.38	ĸ	31%	\$4,126,46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	HUTG-25-49EM-D	SEL Splunk-Hadoop Term +PSup25-49NdEM		\$4 584 23	ĸ	31%	\$3,163.12		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	HUTG-25-49US-D	SEL Splunk-Hadoop Term+PRMSup25-49NdUS		\$3,986.54	ĸ	31%	\$2,750.71	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	HUTG-500-999AN-D	SEL Splunk-Hadoop Term +PSup500-999NdAN		\$3,634.62	ĸ	31%	\$2,507.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	HUTG-500-999AP-D	SEL Splunk-Hadoop Term +PSup500-999NdAP		\$4,361.54	K	31%	\$3,009.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	HUTG-500-999EM-D	SEL Splunk-Hadoop Term +PSup500-999NdEM		\$3,343.85	K	31%	\$2,307.26		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	HUTG-500-999US-D	SEL Splunk-Hadoop Term+PRMSup500-999NdUS		\$2,907.69	K	31%	\$2,006.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	HUTG-50-99AN-D	SEL Splunk-Hadoop Term +PSup50-99NdAN		\$4,774.62	K	31%	\$3,294.49		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	HUTG-50-99AP-D	SEL Splunk-Hadoop Term +PSup50-99NdAP		\$5,728.85	K	31%	\$3,952.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	HUTG-50-99EM-D	SEL Splunk-Hadoop Term +PSup50-99NdEM		\$4,392.69	K	31%	\$3,030.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	HUTG-50-99US-D	SEL Splunk-Hadoop Term+PRMSup50-99NdUS		\$3,819.23	K	31%	\$2,635.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	HWC-FLEX-CNT-1Y	SEL Flx Sprt Contact - 1 yr - Required		\$15,385.00	K	31%	\$10,615.65	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	HORTONWORKS
5	HWC-FLEXCREDITS	SEL HWX Connect Flx Crdts - 12 Credits		\$8,615.00	K	31%	\$5,944.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	HORTONWORKS
5	HWC-FLEXPLAN-1Y	SEL HWX Connect Flex Plan 1Y		\$23,077.00	K	31%	\$15,923.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	HORTONWORKS
5	HZ7ADAADC100UGF	SEL: HZ7-ADA-ADC100-UG-F		\$12,463.00	K	31% 31%	\$8,599.47 \$859.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	CARAHSOFT
5	HZ7ADAADC10UGF HZ7ADAADN100UGF	SEL: HZ7-ADA-ADC10-UG-F		\$1,246.30 \$6.292.00	K K	31% 31%	\$859.95 \$4,341.48	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	CARAHSOFT
5	HZ7ADAADN100UGF HZ7ADAADN10UGF	SEL: HZ7-ADA-ADN100-UG-F SEL: HZ7-ADA-ADN10-UG-F		\$6,292.00 \$629.20	K K	31%	\$4,341.48 \$434.15		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	HZ7ADAADN 100GF	SEL: HZ7-ADA-ADN10-UG-F SEL: HZ7-ADA-ENC100-UG-F		\$34.364.00	K	31%	\$23,711.16		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	HZ7ADAENC100UGF HZ7ADAENC10UGF	SEL: HZ7-ADA-ENC100-UG-F SEL: HZ7-ADA-ENC10-UG-F		\$34,364.00	K K	31%	\$23,711.16		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	HZ7ADAENN100GF	SEL: HZ7-ADA-ENC10-UG-F SEL: HZ7-ADA-ENN100-UG-F		\$18,755.00	K	31%	\$2,371.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	HZ7ADAENN10UGF	SEL: HZ7-ADA-ENN10-UG-F		\$1,875.50	K	31%	\$1,294.10		\$0.00	\$0.00			\$0.00	\$0.00	CARAHSOFT
5	HZ7ADC2503PSSSF	SEL: HZ7-ADC-250-3P-SSS-F		\$74,687.98	K	31%	\$51,534.71	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	HZ7ADC250PSSSF	SEL: HZ7-ADC-250-DI-GGG-I		\$28 290 90	ĸ	31%	\$19,520.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	HZ7ADC5003PSSSF	SEL: HZ7-ADC-500-3P-SSS-F		\$149,375.95	ĸ	31%	\$103.069.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	HZ7ADC500PSSSF	SEL: HZ7-ADC-500-P-SSS-F		\$56,581.80	ĸ	31%	\$39.041.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	HZ7ADN1K3PSSSF	SEL: HZ7-ADN-1K-3P-SSS-F		\$186,945.00	K	31%	\$128,992.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	HZ7ADN1KPSSSF	SEL: HZ7-ADN-1K-P-SSS-F		\$70,812.50	K	31%	\$48,860.63	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	CARAHSOFT
5	HZ7ADN2003PSSSF	SEL: HZ7-ADN-200-3P-SSS-F		\$37,389.00	K	31%	\$25,798.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	HZ7ADN200PSSSF	SEL: HZ7-ADN-200-P-SSS-F		\$14,162.50	K	31%	\$9,772.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	HZ7ADN203PSSSF	SEL: HZ7-ADN-20-3P-SSS-F		\$3,740.35	K	31%	\$2,580.84	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	CARAHSOFT
5	HZ7ADN20PSSSF	SEL: HZ7-ADN-20-P-SSS-F		\$1,416.80	K	31%	\$977.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	HZ7ADN5003PSSSF	SEL: HZ7-ADN-500-3P-SSS-F		\$93,473.95	K	31%	\$64,497.03	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	HZ7ADN500PSSSF	SEL: HZ7-ADN-500-P-SSS-F		\$35,406.80	K	31%	\$24,430.69	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	CARAHSOFT
5	HZ7-AP-ADC100-F	SEL: HZ7-AP-ADC100-F SEL: HZ7-AP-ADC10-F		\$36,795.00	K K	31% 31%	\$25,388.55	\$0.00 \$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	HZ7-AP-ADC10-F HZ7-AP-ADN100-F	SEL: HZ7-AP-ADC10-F SEL: HZ7-AP-ADN100-F		\$3,679.50 \$22,605.00	K K	31%	\$2,538.86 \$15.597.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00	CARAHSOFT
5	HZ7-AP-ADN 100-F	SEL: HZ7-AP-ADN 100-F SFI: HZ7-AP-ADN 10-F		\$22,605.00	K	31%	\$15,597.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	HZ7APAENC100UGF	SEL: HZ7-APA-ENC100-UG-F		\$31,201.50	K	31%	\$21,529.04	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	CARAHSOFT
5	HZ7APAENC10UGE	SEL: HZ7-APA-ENC10-UG-F		\$3,120.70	K	31%	\$2,153.28		\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	CARAHSOFT
5	HZ7APAENN100UGE	SEL: HZ7-APA-ENN100-UG-F		\$18.697.80	ĸ	31%	\$12,901.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	HZ7APAENN10UGF	SEL: HZ7-APA-ENN10-UG-F		\$1,868.90	ĸ	31%	\$1,289.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	HZ7APSENC100UGF	SEL: HZ7-APS-ENC100-UG-F		\$46,827.00	ĸ	31%	\$32,310.63		\$0.00	\$0.00			\$0.00	\$0.00	CARAHSOFT
5	HZ7APSENC10UGF	SEL: HZ7-APS-ENC10-UG-F		\$4,682.70	ĸ	31%	\$3,231.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	HZ7APSENN100UGF	SEL: HZ7-APS-ENN100-UG-F		\$28,072.00	K	31%	\$19,369.68	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	CARAHSOFT
5	HZ7APSENN10UGF	SEL: HZ7-APS-ENN10-UG-F		\$2,807.20	K	31%	\$1,936.97	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	CARAHSOFT
5	HZ7-AP-STC100-F	SEL: HZ7-AP-STC100-F		\$22,605.00	K	31%	\$15,597.45		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	HZ7-AP-STC10-F	SEL: HZ7-AP-STC10-F		\$2,260.50	K	31%	\$1,559.75	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	CARAHSOFT
5	HZ7APSTCADC100UF	SEL: HZ7-AP-STC-ADC100-UG-F		\$15,609.00	K	31%	\$10,770.21	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	CARAHSOFT
5	HZ7APSTCADC10UGF	SEL: HZ7-AP-STC-ADC10-UG-F		\$1,560.90	K	31%	\$1,077.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	HZ7-AP-STN100-F	SEL: HZ7-AP-STN100-F		\$14,135.00	K	31%	\$9,753.15	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	CARAHSOFT
5	HZ7-AP-STN10-F	SEL: HZ7-AP-STN10-F		\$1,413.50	K	31%	\$975.32	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	CARAHSOFT
5	HZ7APSTNADN100UF	SEL: HZ7-AP-STN-ADN100-UG-F		\$9,317.00	K	31%	\$6,428.73		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	HZ7APSTNADN10UGF	SEL: HZ7-AP-STN-ADN10-UG-F		\$931.70 \$21,780.00	K	31%	\$642.87	\$0.00 \$0.00	\$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
5	HZ7AVAAPADC100UF	SEL: HZ7-AVA-APADC100-UG-F		\$21,780.00 \$2,178.00	K	31%	\$15,028.20		\$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	HZ7AVAAPADC10UGF	SEL: HZ7-AVA-APADC10-UG-F		\$2,178.00 \$12.463.00	K K	31%	\$1,502.82	\$0.00 \$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	HZ7AVAAPADN100UF HZ7AVAAPADN10UGF	SEL: HZ7-AVA-APADN100-UG-F SEL: HZ7-AVA-APADN10-UG-F		\$12,463.00 \$1.246.30	K K	31% 31%	\$8,599.47 \$859.95	\$0.00 \$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
5	HZ7AVAAPADN10UGF HZ7AVSAPADC100UF	SEL: HZ7-AVA-APADN10-UG-F SEL: HZ7-AVS-APADC100-UG-F		\$1,246.30	K K	31% 31%	\$859.95 \$20,162.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
c =	HZ7AVSAPADC1000F	SEL: HZ7-AVS-APADC100-UG-F SEL: HZ7-AVS-APADC10-UG-F		\$29,221.50	K K	31%	\$20,162.84	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	CARAHSOFT
5	HZ7AVSAPADC100GF	SEL: HZ7-AVS-APADIC 10-UG-F SFI: HZ7-AVS-APADN 100-UG-F		\$2,922.70	K	31%	\$2,010.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	HZ7AVSAPADN1000F	SEL: HZ7-AVS-APADN100-0G-F SEL: HZ7-AVS-APADN10-UG-F		\$1,736.90	K	31%	\$11,960.62	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	CARAHSOFT
5	HZ7ENAENC100UGF	SEL: HZ7-AVS-APADINIO-UG-F SEL: HZ7-ENA-ENC100-UG-F		\$18,755.00	K	31%	\$1,190.46		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	HZ7ENAENC10UGF	SEL: HZ7-ENA-ENC10-UG-F		\$1.875.50	K	31%	\$1,294,10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	HZ7ENAENN100UGF	SEL: HZ7-ENA-ENN100-UG-F		\$8,107.00	K	31%	\$5,593.83	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	CARAHSOFT
5	HZ7ENAENN10UGF	SEL: HZ7-ENA-ENN10-UG-F		\$810.70	ĸ	31%	\$559.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	HZ7ENC2503PSSSF	SEL: HZ7-ENC-250-3P-SSS-F		\$107,538.02	ĸ	31%	\$74,201.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	HZ7ENC250PSSSF	SEL: HZ7-ENC-250-P-SSS-F		\$40,734.10	ĸ	31%	\$28,106.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	HZ7ENC5003PSSSF	SEL: HZ7-ENC-500-3P-SSS-F		\$215,078.95	K	31%	\$148,404.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	HZ7ENC500PSSSF	SEL: HZ7-ENC-500-P-SSS-F		\$81,469.30	K	31%	\$56,213.82		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	HZ7ENN1K3PSSSF	SEL: HZ7-ENN-1K-3P-SSS-F		\$261,723.00	K	31%	\$180,588.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT

					NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPGR	ADE PRICE						
BAND	sku	DESCRIPTION	Model Sub sku	EMC LIST PRICE USD	CATEGORY CODE	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	HZ7ENN1KPSSSF	SEL: HZ7-ENN-1K-P-SSS-F		\$99,137.50	K	31%	\$68,404.88	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	CARAHSOFT
5	HZ7ENN2003PSSSF	SEL: HZ7-ENN-200-3P-SSS-F		\$52,309.75	K	31%	\$36,093.73	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	CARAHSOFT
5	HZ7ENN200PSSSF	SEL: HZ7-ENN-200-P-SSS-F		\$19,814.30	K	31%	\$13,671.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	HZ7ENN203PSSSF	SEL: HZ7-ENN-20-3P-SSS-F		\$5,230.10	K	31%	\$3,608.77	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	CARAHSOFT
5	HZ7ENN20PSSSF	SEL: HZ7-ENN-20-P-SSS-F		\$1,981.10	K	31%	\$1,366.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	HZ7ENN5003PSSSF	SEL: HZ7-ENN-500-3P-SSS-F		\$130,862.95	K	31%	\$90,295.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	HZ7ENN500PSSSF	SEL: HZ7-ENN-500-P-SSS-F		\$49,569.30	K	31%	\$34,202.82	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	CARAHSOFT
5	HZ7STAADC100UGF	SEL: HZ7-STA-ADC100-UG-F		\$26,136.00	K	31%	\$18,033.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	HZ7STAADC10UGF	SEL: HZ7-STA-ADC10-UG-F		\$2,613.60	K	31%	\$1,803.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	HZ7STAADCA100UGF	SEL: HZ7-STA-ADCA100-UG-F		\$13,673.00	K	31%	\$9,434.37	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	CARAHSOFT
5	HZ7STAADCA10UGF	SEL: HZ7-STA-ADCA10-UG-F		\$1,367.30	K	31%	\$943.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	HZ7STAADN200UGF	SEL: HZ7-STA-ADN200-UG-F		\$38,659.50	K	31%	\$26,675.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	HZ7STAADN20UGF	SEL: HZ7-STA-ADN20-UG-F		\$3,866.50	K	31%	\$2,667.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	HZ7STAADNA200UGF	SEL: HZ7-STA-ADNA200-UG-F		\$26,075.50	K	31%	\$17,992.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	HZ7STAADNA20UGF	SEL: HZ7-STA-ADNA20-UG-F		\$2,608.10	K	31%	\$1,799.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	HZ7STAENCA100UGF	SEL: HZ7-STA-ENCA100-UG-F		\$29,288.60	K	31%	\$20,209.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	HZ7STAENCA10UGF	SEL: HZ7-STA-ENCA10-UG-F		\$2,928.20	K	31%	\$2,020.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	HZ7STAENNA200UGF	SEL: HZ7-STA-ENNA200-UG-F		\$11,842.60	K	31%	\$8,171.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	HZ7STAENNA20UGF	SEL: HZ7-STA-ENNA20-UG-F		\$1,183.60	K	31%	\$816.68	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	HZ8A100AERCC	SEL HZ8-A100-AERC-C)		\$34,450.00	K	31%	\$23,770.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8A100AERCC-I	SEL HZ8-A100-AERC-C)		\$36,000.25	K	31%	\$24,840.17	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8A100AERCC-K	SEL HZ8-A100-AERC-C)		\$37,657.06	K	31%	\$25,983.37	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8A10AERCC	SEL HZ8-A10-AERC-C)		\$3,445.00	K	31%	\$2,377.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8A10AERCC-I	SEL HZ8-A10-AERC-C)		\$3,600.03	K	31%	\$2,484.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8A10AERCC-K	SEL HZ8-A10-AERC-C)		\$3,765.71	K	31%	\$2,598.34	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VMWARE
5	HZ8ADAA100UGC	SEL HZ8-ADA-ADC100-UG-C)		\$11,330.00	K	31%	\$7,817.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8ADAA100UGC-I	SEL HZ8-ADA-ADC100-UG-C)		\$11,839.85	K	31%	\$8,169.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8ADAA100UGC-K	SEL HZ8-ADA-ADC100-UG-C)		\$12,373.58	K	31%	\$8,537.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8ADAAD10UGC	SEL HZ8-ADA-ADC10-UG-C)		\$1,133.00	K	31%	\$781.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8ADAAD10UGC-I	SEL HZ8-ADA-ADC10-UG-C)		\$1,183.99	K	31%	\$816.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8ADAAD10UGC-K	SEL HZ8-ADA-ADC10-UG-C)		\$1,237.36	K	31%	\$853.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8ADAAN10UGC	SEL HZ8-ADA-ADN10-UG-C)		\$572.00	K	31%	\$394.68	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8ADAAN10UGC-I	SEL HZ8-ADA-ADN10-UG-C)		\$597.74	K	31%	\$412.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8ADAAN10UGC-K	SEL HZ8-ADA-ADN10-UG-C)		\$624.81	K	31%	\$431.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8ADAD100UGC	SEL HZ8-ADA-ADN100-UG-C)		\$5,720.00	K	31%	\$3,946.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8ADAD100UGC-I	SEL HZ8-ADA-ADN100-UG-C)		\$5,977.40	K	31%	\$4,124.41	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8ADAD100UGC-K	SEL HZ8-ADA-ADN100-UG-C)		\$6,248.08	K	31%	\$4,311.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8ADAE100UGC	SEL HZ8-ADA-ENC100-UG-C)		\$31,240.00	K	31%	\$21,555.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8ADAE100UGC-I	SEL HZ8-ADA-ENC100-UG-C)		\$32,645.80	K	31%	\$22,525.60	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8ADAE100UGC-K	SEL HZ8-ADA-ENC100-UG-C)		\$34,132.70	K	31%	\$23,551.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8ADAEN10UGC	SEL HZ8-ADA-ENC10-UG-C)		\$3,124.00	K	31%	\$2,155.56	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VMWARE
5	HZ8ADAEN10UGC-I	SEL HZ8-ADA-ENC10-UG-C)		\$3,264.58	K	31%	\$2,252.56	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8ADAEN10UGC-K	SEL HZ8-ADA-ENC10-UG-C)		\$3,413.27	K	31%	\$2,355.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8ADANN10UGC	SEL HZ8-ADA-ENN10-UG-C)		\$1,705.00	K	31%	\$1,176.45	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8ADANN10UGC-I	SEL HZ8-ADA-ENN10-UG-C)		\$1,781.73	K	31%	\$1,229.39	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8ADANN10UGC-K	SEL HZ8-ADA-ENN10-UG-C)		\$1,865.61	K	31%	\$1,287.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8ADC100C	SEL HZ8-ADC-100-C)		\$41,150.00	K	31%	\$28,393.50	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VMWARE
5	HZ8ADC100C-I	SEL HZ8-ADC-100-C)		\$43,001.75	K	31%	\$29,671.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8ADC100C-K	SEL HZ8-ADC-100-C)		\$44,935.64	K	31%	\$31,005.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8ADC10C	SEL HZ8-ADC-10-C)		\$4,115.00	K	31%	\$2,839.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8ADC10C-I	SEL HZ8-ADC-10-C)		\$4,300.18	K	31%	\$2,967.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8ADC10C-K	SEL HZ8-ADC-10-C)		\$4,493.56	K	31%	\$3,100.56	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8ADCE100UGC	SEL HZ8-ADC-ENC-100-UG-C)		\$19,853.00	K	31%	\$13,698.57	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8ADCE100UGC-I	SEL HZ8-ADC-ENC-100-UG-C)		\$20,746.39	K	31%	\$14,315.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8ADCE100UGC-K	SEL HZ8-ADC-ENC-100-UG-C)		\$21,720.81	K	31%	\$14,987.36	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8ADCEN10UGC	SEL HZ8-ADC-ENC-10-UG-C)		\$1,984.00	K	31%	\$1,368.96	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VMWARE
5	HZ8ADCEN10UGC-I	SEL HZ8-ADC-ENC-10-UG-C)		\$2,073.28	K	31%	\$1,430.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8ADCEN10UGC-K	SEL HZ8-ADC-ENC-10-UG-C)		\$2,164.42	K	31%	\$1,493.45	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8ADEN100UGC	SEL HZ8-ADA-ENN100-UG-C)		\$17,050.00	K	31%	\$11,764.50	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VMWARE
5	HZ8ADEN100UGC-I	SEL HZ8-ADA-ENN100-UG-C)		\$17,817.25	K	31%	\$12,293.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8ADEN100UGC-K HZ8ADN100C	SEL HZ8-ADA-ENN100-UG-C)		\$18,656.14 \$25,750.00	K K	31% 31%	\$12,872.74 \$17,767.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARE
5				\$25,750.00 \$26,908.75				\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARE
5	HZ8ADN100C-I	SEL HZ8-ADN-100-C)			K	31%	\$18,567.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
5 5	HZ8ADN100C-K HZ8ADN10C	SEL HZ8-ADN-100-C) SEL HZ8-ADN-10-C)		\$28,156.60 \$2,575.00	K K	31% 31%	\$19,428.05 \$1,776.75	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VMWARE VMWARE
-															
5 5	HZ8ADN10C-I	SEL HZ8-ADN-10-C)		\$2,690.88 \$2,815.66	K K	31%	\$1,856.71	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE
	HZ8ADN10C-K	SEL HZ8-ADN-10-C)				31%	\$1,942.81								VMWARE
5	HZ8ADNA100C	SEL HZ8-ADN-A100-C)		\$21,530.00 \$22,498.85	K	31%	\$14,855.70	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE
5	HZ8ADNA100C-I	SEL HZ8-ADN-A100-C)		\$22,498.85	K	31%	\$15,524.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	VMWARE
5	HZ8ADNA100C-K	SEL HZ8-ADN-A100-C)		\$23,482.99 \$2,153.00	K	31%	\$16,203.26	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	VMWARE
5	HZ8ADNA10C	SEL HZ8-ADN-A10-C)			K	31%	\$1,485.57	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE
5	HZ8ADNA10C-I	SEL HZ8-ADN-A10-C)		\$2,249.89	K	31%	\$1,552.42								VMWARE
5	HZ8ADNA10C-K	SEL HZ8-ADN-A10-C)		\$2,348.30	K	31%	\$1,620.33	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8ADNE100UGC	SEL HZ8-ADN-ENN-100-UG-C)		\$11,352.00	K	31%	\$7,832.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8ADNE100UGC-I	SEL HZ8-ADN-ENN-100-UG-C)		\$11,862.84	K	31%	\$8,185.36	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VMWARE
5	HZ8ADNE100UGC-K	SEL HZ8-ADN-ENN-100-UG-C)		\$12,373.58	K	31%	\$8,537.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8ADNEN10UGC HZ8ADNEN10UGC-I	SEL HZ8-ADN-ENN-10-UG-C) SEL HZ8-ADN-ENN-10-UG-C)		\$1,135.00 \$1,186.08	K	31% 31%	\$783.15 \$818.40	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARE
	HZ8ADNEN10UGC-I HZ8ADNEN10UGC-K	SEL HZ8-ADN-ENN-10-UG-C) SEL HZ8-ADN-ENN-10-UG-C)		\$1,186.08 \$1.237.36	ĸ	31% 31%	\$818.40 \$853.78		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARE
5 5		SEL HZ8-ADN-ENN-10-UG-C) SEL HZ8-AP-ADC100-C)			K K	31% 31%	\$853.78 \$23.080.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE
5	HZ8APADC100C HZ8APADC100C-I	SEL HZ8-AP-ADC100-C) SEL HZ8-AP-ADC100-C)		\$33,450.00 \$34,955.25	K K	31% 31%	\$23,080.50 \$24.119.12	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARE
5	HZ8APADC100C-K	SEL HZ8-AP-ADC100-C)		\$36,507.81 \$3.345.00	K	31%	\$25,190.39	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE
5	HZ8APADC10C	SEL HZ8-AP-ADC10-C)			K	31%	\$2,308.05	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE
5	HZ8APADC10C-I	SEL HZ8-AP-ADC10-C)		\$3,495.53	K	31%	\$2,411.92	\$0.00	\$0.00	\$0.00	\$0.00	\$U.00	\$0.00	\$0.00	VMWARE

				NVP LEVEL 1	1	NVP MAINTENANCE	AND WARRANTY UPGE	ADE PRICE						
BAND	sкu	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	HZ8APADC10C-K	SEL HZ8-AP-ADC10-C)	\$3,650.78	K	31%	\$2,519.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8APADN100C	SEL HZ8-AP-ADN100-C)	\$20,550.00	K	31%	\$14,179.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8APADN100C-I	SEL HZ8-AP-ADN100-C)	\$21,474.75	K	31%	\$14,817.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8APADN100C-K	SEL HZ8-AP-ADN100-C)	\$22,410.36	K	31%	\$15,463.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8APADN10C	SEL HZ8-AP-ADN10-C)	\$2,055.00 \$2,147.48	K	31%	\$1,417.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8APADN10C-I	SEL HZ8-AP-ADN10-C)	\$2,147.48	K K	31% 31%	\$1,481.76 \$1,546.32	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARF
5 5	HZ8APADN10C-K HZ8APAE100UGC	SEL HZ8-AP-ADN10-C) SEL HZ8-APA-FNC100-UG-C)	\$2,241.04	K K	31% 31%	\$1,546.32 \$19.571.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE VMWARF
5	HZ8APAE100UGC-I	SEL HZ8-APA-ENC100-UG-C) SEL HZ8-APA-ENC100-UG-C)	\$29,641.43	K	31%	\$19,571.85 \$20,452.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8APAE100UGC-K	SEL HZ8-APA-ENC100-UG-C)	\$30.991.42	K	31%	\$20,452.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8APAEN10UGC-K	SEL HZ8-APA-ENC100-0G-C)	\$2.837.00	K	31%	\$1,957.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8APAEN10UGC-I	SEL HZ8-APA-ENC10-UG-C)	\$2,964.67	ĸ	31%	\$2,045.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8APAEN10UGC-K	SEL HZ8-APA-ENC10-UG-C)	\$3.099.14	ĸ	31%	\$2,138.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8APAN100UGC	SEL HZ8-APA-ENN100-UG-C)	\$16,998.00	K	31%	\$11,728.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8APAN100UGC-I	SEL HZ8-APA-ENN100-UG-C)	\$17,762.91	K	31%	\$12,256.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8APAN100UGC-K	SEL HZ8-APA-ENN100-UG-C)	\$18,579.53	K	31%	\$12,819.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8APANN10UGC	SEL HZ8-APA-ENN10-UG-C)	\$1,699.00	K	31%	\$1,172.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8APANN10UGC-I	SEL HZ8-APA-ENN10-UG-C)	\$1,775.46	K	31%	\$1,225.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8APANN10UGC-K	SEL HZ8-APA-ENN10-UG-C)	\$1,857.95	K	31%	\$1,281.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8APEN100UGC	SEL HZ8-APS-ENN100-UG-C)	\$25,520.00	K	31%	\$17,608.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8APEN100UGC-I	SEL HZ8-APS-ENN100-UG-C)	\$26,668.40	K	31%	\$18,401.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8APEN100UGC-K	SEL HZ8-APS-ENN100-UG-C)	\$27,850.14	K	31%	\$19,216.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	HZ8APSA100UGC HZ8APSA100UGC-I	SEL HZ8-AP-STN-ADN100-UG-C) SEL HZ8-AP-STN-ADN100-UG-C)	\$8,470.00 \$8,851.15	K K	31% 31%	\$5,844.30 \$6,107.29	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARE
5	HZ8APSA100UGC-I	SEL HZ8-AP-STN-ADN100-UG-C)	\$9,232,30	K	31%	\$6,107.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8APSAD10UGC-K	SEL HZ8-AP-STN-ADN100-0G-C)	\$847.00	K	31%	\$6,370.29 \$584.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8APSAD10UGC-I	SEL HZ8-AP-STN-ADN10-UG-C)	\$885.12	K	31%	\$610.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8APSAD10UGC-K	SEL HZ8-AP-STN-ADN10-UG-C)	\$923.23	ĸ	31%	\$637.03	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8APSE100UGC	SEL HZ8-APS-ENC100-UG-C)	\$42,570.00	ĸ	31%	\$29.373.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8APSE100UGC-I	SEL HZ8-APS-ENC100-UG-C)	\$44,485,65	ĸ	31%	\$30,695,10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8APSE100UGC-K	SEL HZ8-APS-ENC100-UG-C)	\$46,467.97	K	31%	\$32,062.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8APSEN10UGC	SEL HZ8-APS-ENC10-UG-C)	\$4,257.00	K	31%	\$2,937.33	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8APSEN10UGC-I	SEL HZ8-APS-ENC10-UG-C)	\$4,448.57	K	31%	\$3,069.51	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8APSEN10UGC-K	SEL HZ8-APS-ENC10-UG-C)	\$4,646.80	K	31%	\$3,206.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8APSNN10UGC	SEL HZ8-APS-ENN10-UG-C)	\$2,552.00	K	31%	\$1,760.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8APSNN10UGC-I	SEL HZ8-APS-ENN10-UG-C)	\$2,666.84	K	31%	\$1,840.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8APSNN10UGC-K	SEL HZ8-APS-ENN10-UG-C)	\$2,785.01	K	31%	\$1,921.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8APSTA10UGC	SEL HZ8-AP-STC-ADC10-UG-C)	\$1,419.00	K	31%	\$979.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8APSTA10UGC-I	SEL HZ8-AP-STC-ADC10-UG-C)	\$1,482.86 \$1,551.49	K	31%	\$1,023.17	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8APSTA10UGC-K	SEL HZ8-AP-STC-ADC10-UG-C)		K	31%	\$1,070.53	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00	VMWARE
5	HZ8APSTC100C	SEL HZ8-AP-STC100-C) SEL HZ8-AP-STC100-C)	\$20,550.00 \$21,474.75	K	31% 31%	\$14,179.50 \$14.817.58	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	VMWARE VMWARE
5 5	HZ8APSTC100C-I HZ8APSTC100C-K	SEL HZ8-AP-STC100-C) SEL HZ8-AP-STC100-C)	\$21,474.75	K K	31%	\$14,817.58 \$15.463.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8APSTC100C-K	SEL HZ8-AP-STC100-C)	\$2,055.00	K	31%	\$15,463.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8APSTC10C-I	SEL HZ8-AP-STC10-C)	\$2,147.48	ĸ	31%	\$1,417.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8APSTC10C-K	SEL HZ8-AP-STC10-C)	\$2,711.10	ĸ	31%	\$1,546.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8APSTN100C	SEL HZ8-AP-STN100-C)	\$12,850.00	K	31%	\$8.866.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8APSTN100C-I	SEL HZ8-AP-STN100-C)	\$13,428.25	K	31%	\$9,265.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8APSTN100C-K	SEL HZ8-AP-STN100-C)	\$14,059.15	K	31%	\$9,700.81	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8APSTN10C	SEL HZ8-AP-STN10-C)	\$1,285.00	K	31%	\$886.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8APSTN10C-I	SEL HZ8-AP-STN10-C)	\$1,342.83	K	31%	\$926.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8APSTN10C-K	SEL HZ8-AP-STN10-C)	\$1,405.91	K	31%	\$970.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8APTA100UGC	SEL HZ8-AP-STC-ADC100-UG-C)	\$14,190.00	K	31%	\$9,791.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8APTA100UGC-I	SEL HZ8-AP-STC-ADC100-UG-C)	\$14,828.55	K	31%	\$10,231.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8APTA100UGC-K	SEL HZ8-AP-STC-ADC100-UG-C)	\$15,514.86	K	31%	\$10,705.25	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00	VMWARE
5	HZ8AVAA100UGC	SEL HZ8-AVA-APADC100-UG-C)	\$19,800.00	K	31%	\$13,662.00	\$0.00	+	\$0.00	\$0.00	\$0.00	+	\$0.00	VMWARE
5 5	HZ8AVAA100UGC-I HZ8AVAA100UGC-K	SEL HZ8-AVA-APADC100-UG-C) SEL HZ8-AVA-APADC100-UG-C)	\$20,691.00 \$21,644.19	K K	31% 31%	\$14,276.79 \$14,934.49	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARE
5	HZ8AVAA100UGC-K HZ8AVAAP10UGC	SEL HZ8-AVA-APADC100-UG-C) SEL HZ8-AVA-APADC10-UG-C)	\$1,980.00	K K	31%	\$14,934.49 \$1,366.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8AVAAP10UGC-I	SEL HZ8-AVA-APADC10-UG-C)	\$2.069.10	K	31%	\$1,427.68	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8AVAAP10UGC-K	SEL HZ8-AVA-APADC10-UG-C)	\$2,164.42	ĸ	31%	\$1,493.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8AVAE100UGC	SEL HZ8-AVA-ENC100-UG-C)	\$48,180.00	ĸ	31%	\$33,244.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8AVAE100UGC-I	SEL HZ8-AVA-ENC100-UG-C)	\$50,348.10	K	31%	\$34,740.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8AVAE100UGC-K	SEL HZ8-AVA-ENC100-UG-C)	\$52,597.30	K	31%	\$36,292.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8AVAEN10UGC	SEL HZ8-AVA-ENC10-UG-C)	\$4,818.00	K	31%	\$3,324.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8AVAEN10UGC-I	SEL HZ8-AVA-ENC10-UG-C)	\$5,034.81	K	31%	\$3,474.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8AVAEN10UGC-K	SEL HZ8-AVA-ENC10-UG-C)	\$5,259.73	K	31%	\$3,629.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8AVANN10UGC	SEL HZ8-AVA-ENN10-UG-C)	\$2,838.00	K	31%	\$1,958.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8AVANN10UGC-I	SEL HZ8-AVA-ENN10-UG-C)	\$2,965.71	K	31%	\$2,046.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8AVANN10UGC-K	SEL HZ8-AVA-ENN10-UG-C)	\$3,099.14	K	31%	\$2,138.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8AVAP100UGC	SEL HZ8-AVA-APADN100-UG-C)	\$11,330.00	K	31%	\$7,817.70	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE
5	HZ8AVAP100UGC-I	SEL HZ8-AVA-APADN100-UG-C)	\$11,839.85	K	31%	\$8,169.50								VMWARE
5 5	HZ8AVAP100UGC-K HZ8AVAPA10UGC	SEL HZ8-AVA-APADN100-UG-C) SEL HZ8-AVA-APADN10-UG-C)	\$12,373.58 \$1.133.00	K K	31% 31%	\$8,537.77 \$781.77	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARF
5	HZ8AVAPA10UGC HZ8AVAPA10UGC-I	SEL HZ8-AVA-APADN10-UG-C) SEL HZ8-AVA-APADN10-UG-C)	\$1,133.00 \$1.183.99	K K	31% 31%	\$781.77 \$816.95	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	VMWARE VMWARE
5	HZ8AVAPA10UGC-I HZ8AVAPA10UGC-K	SEL HZ8-AVA-APADN10-UG-C) SEL HZ8-AVA-APADN10-UG-C)	\$1,183.99	K K	31%	\$853.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8AVEE100UGC	SEL HZ8-AVE-ENC100-UG-C)	\$44,770.00	K	31%	\$30,891.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8AVEE100UGC-I	SEL HZ8-AVE-ENC100-UG-C)	\$46.784.65	K	31%	\$32,281.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8AVEE100UGC-K	SEL HZ8-AVE-ENC100-UG-C)	\$48,919,71	K	31%	\$33,754.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8AVEEN10UGC	SEL HZ8-AVE-ENC10-UG-C)	\$4,477.00	ĸ	31%	\$3,089.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8AVEEN10UGC-I	SEL HZ8-AVE-ENC10-UG-C)	\$4,678.47	ĸ	31%	\$3,228.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8AVEEN10UGC-K	SEL HZ8-AVE-ENC10-UG-C)	\$4,891.97	K	31%	\$3,375.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8AVEN100UGC	SEL HZ8-AVE-ENN100-UG-C)	\$26,070.00	ĸ	31%	\$17,988.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8AVEN100UGC-I	SEL HZ8-AVE-ENN100-UG-C)	\$27,243.15	K	31%	\$18,797.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
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					NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPGR	ADE PRICE						
BAND	sku	DESCRIPTION	Model Sub sku	EMC LIST PRICE USD	CATEGORY CODE	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	HZ8AVEN100UGC-K	SEL HZ8-AVE-ENN100-UG-C)		\$28,463.07	K	31%	\$19,639.52	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8AVENN10UGC	SEL HZ8-AVE-ENN10-UG-C)		\$2,607.00	K	31%	\$1,798.83	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8AVENN10UGC-I	SEL HZ8-AVE-ENN10-UG-C)		\$2,724.32	K	31%	\$1,879.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8AVENN10UGC-K	SEL HZ8-AVE-ENN10-UG-C)		\$2,846.31	K	31%	\$1,963.95	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8AVSA100UGC	SEL HZ8-AVS-APADC100-UG-C)		\$26,565.00	K	31%	\$18,329.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8AVSA100UGC-I	SEL HZ8-AVS-APADC100-UG-C)		\$27,760.43	K	31%	\$19,154.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8AVSA100UGC-K	SEL HZ8-AVS-APADC100-UG-C)		\$28,999.39	K	31%	\$20,009.58	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8AVSAA10UGC	SEL HZ8-AVS-APADN10-UG-C)		\$1,579.00	K	31%	\$1,089.51	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8AVSAA10UGC-I	SEL HZ8-AVS-APADN10-UG-C)		\$1,650.06	K	31%	\$1,138.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8AVSAA10UGC-K	SEL HZ8-AVS-APADN10-UG-C)		\$1,727.70	K	31%	\$1,192.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8AVSAP10UGC	SEL HZ8-AVS-APADC10-UG-C)		\$2,657.00	K	31%	\$1,833.33	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8AVSAP10UGC-I	SEL HZ8-AVS-APADC10-UG-C)		\$2,776.57	K	31%	\$1,915.83	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8AVSAP10UGC-K	SEL HZ8-AVS-APADC10-UG-C)		\$2,899.94	K	31%	\$2,000.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8AVSE100UGC	SEL HZ8-AVS-ENC100-UG-C)		\$54,945.00	K	31%	\$37,912.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8AVSE100UGC-I	SEL HZ8-AVS-ENC100-UG-C)		\$57,417.53	K	31%	\$39,618.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8AVSE100UGC-K	SEL HZ8-AVS-ENC100-UG-C)		\$60,029.11	K	31%	\$41,420.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8AVSEN10UGC	SEL HZ8-AVS-ENC10-UG-C)		\$5,495.00	K	31%	\$3,791.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8AVSEN10UGC-I	SEL HZ8-AVS-ENC10-UG-C)		\$5,742.28	K	31%	\$3,962.17	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8AVSEN10UGC-K	SEL HZ8-AVS-ENC10-UG-C)		\$6,002.91	K	31%	\$4,142.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8AVSN100UGC	SEL HZ8-AVS-ENN100-UG-C)		\$32.835.00	ĸ	31%	\$22,656.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8AVSN100UGC-I	SEL HZ8-AVS-ENN100-UG-C)		\$34,312.58	ĸ	31%	\$23,675.68	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8AVSN100UGC-K	SEL HZ8-AVS-ENN100-UG-C)		\$35,894.88	ĸ	31%	\$24,767.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8AVSNN10UGC	SEL HZ8-AVS-ENN10-UG-C)		\$3,284.00	ĸ	31%	\$2,265.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8AVSNN10UGC-I	SEL HZ8-AVS-ENN10-UG-C)		\$3,431.78	ĸ	31%	\$2,367.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8AVSNN10UGC-K	SEL HZ8-AVS-ENN10-UG-C)		\$3,589.49	ĸ	31%	\$2,476.75	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VMWARE
5	HZ8AVSP100UGC	SEL HZ8-AVS-APADN100-UG-C)			K	31%	\$10,891.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8AVSP100UGC-I	SEL HZ8-AVS-APADN100-UG-C)		\$15,785.00 \$16,495.33	K	31%	\$10,691.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8AVSP100UGC-I	SEL HZ8-AVS-APADN100-UG-C)		\$10,495.33	K	31%	\$11,361.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
															VMWARE
5	HZ8E100AERCC	SEL HZ8-E100-AERC-C)		\$53,450.00	K	31%	\$36,880.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
5	HZ8E100AERCC-I	SEL HZ8-E100-AERC-C)		\$55,855.25	K	31%	\$38,540.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8E100AERCC-K	SEL HZ8-E100-AERC-C)		\$58,343.55	K	31%	\$40,257.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8E100AERUGC	SEL HZ8-E100-AERC-UG-C)		\$20,900.00	K	31%	\$14,421.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8E100AERUGC-I	SEL HZ8-E100-AERC-UG-C)		\$21,840.50	K	31%	\$15,069.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8E100AERUGC-K	SEL HZ8-E100-AERC-UG-C)		\$22,793.44	K	31%	\$15,727.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8E10AERCC	SEL HZ8-E10-AERC-C)		\$5,345.00	K	31%	\$3,688.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8E10AERCC-I	SEL HZ8-E10-AERC-C)		\$5,585.53	K	31%	\$3,854.02	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8E10AERCC-K	SEL HZ8-E10-AERC-C)		\$5,834.35	K	31%	\$4,025.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8E10AERCUGC	SEL HZ8-E10-AERC-UG-C)		\$2,090.00	K	31%	\$1,442.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8E10AERCUGC-I	SEL HZ8-E10-AERC-UG-C)		\$2,184.05	K	31%	\$1,506.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8E10AERCUGC-K	SEL HZ8-E10-AERC-UG-C)		\$2,279.34	K	31%	\$1,572.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8EADS100UGC	SEL HZ8-EAD-STD100-UG-C)		\$18,029.00	K	31%	\$12,440.01	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VMWARE
5	HZ8EADS100UGC-I	SEL HZ8-EAD-STD100-UG-C)		\$18,840.31	K	31%	\$12,999.81	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8EADS100UGC-K	SEL HZ8-EAD-STD100-UG-C)		\$19,728.78	K	31%	\$13,612.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8EADST10UGC	SEL HZ8-EAD-STD10-UG-C)		\$1,803.00	K	31%	\$1,244.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8EADST10UGC-I	SEL HZ8-EAD-STD10-UG-C)		\$1,884.14	K	31%	\$1,300.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8EADST10UGC-K	SEL HZ8-EAD-STD10-UG-C)		\$1,972.88	K	31%	\$1,361.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8ENAE100UGC	SEL HZ8-ENA-ENC100-UG-C)		\$17,050.00	K	31%	\$11,764.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8ENAE100UGC-I	SEL HZ8-ENA-ENC100-UG-C)		\$17.817.25	K	31%	\$12 293 90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARF
5	HZ8ENAE100UGC-K	SEL HZ8-ENA-ENC100-UG-C)		\$18,656.14	K	31%	\$12,872.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8ENAEN10UGC	SEL HZ8-ENA-ENC10-UG-C)		\$1,705.00	K	31%	\$1,176.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8ENAEN10UGC-I	SEL HZ8-ENA-ENC10-UG-C)		\$1,781,73	ĸ	31%	\$1,229,39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8ENAEN10UGC-K	SEL HZ8-ENA-ENC10-UG-C)		\$1,865.61	ĸ	31%	\$1,287.27	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8ENANN10UGC	SEL HZ8-ENA-ENN10-UG-C)		\$737.00	ĸ	31%	\$508.53	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8ENANN10UGC-I	SEL HZ8-ENA-ENN10-UG-C)		\$770.17	ĸ	31%	\$531.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8ENANN10UGC-K	SEL HZ8-ENA-ENN10-UG-C)		\$808.31	ĸ	31%	\$557.73	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8ENC100C	SEL HZ8-ENC-100-C)		\$59,250.00	ĸ	31%	\$40,882.50	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8ENC100C-I			\$61,916,25	K	31%		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8ENC100C-K	SEL HZ8-ENC-100-C) SEL HZ8-ENC-100-C)		\$64,702.73	K	31%	\$42,722.21 \$44,644.88	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8ENC100C-K	SEL HZ8-ENC-100-C)		\$5,925.00	K	31%	\$44,044.00 \$4,088.25	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VMWARE
-				\$6,191.63				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	HZ8ENC10C-I	SEL HZ8-ENC-10-C)		\$6,470.27	K K	31%	\$4,272.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
	HZ8ENC10C-K HZ8ENEN100UGC	SEL HZ8-ENC-10-C) SEL HZ8-ENA-ENN100-UG-C)		\$5,470.27	K K	31% 31%	\$4,464.49 \$5,085.30	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VMWARE VMWARE
5								\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	
5	HZ8ENEN100UGC-I	SEL HZ8-ENA-ENN100-UG-C)		\$7,701.65	K	31%	\$5,314.14								VMWARE
5	HZ8ENEN100UGC-K	SEL HZ8-ENA-ENN100-UG-C)		\$8,083.05	K	31%	\$5,577.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8ENN100C	SEL HZ8-ENN-100-C)		\$36,050.00	K	31%	\$24,874.50	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VMWARE
5	HZ8ENN100C-I	SEL HZ8-ENN-100-C)		\$37,672.25	K	31%	\$25,993.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8ENN100C-K	SEL HZ8-ENN-100-C)		\$39,342.63	K	31%	\$27,146.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8ENN10C	SEL HZ8-ENN-10-C)		\$3,605.00	K	31%	\$2,487.45	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VMWARE
5	HZ8ENN10C-I	SEL HZ8-ENN-10-C)		\$3,767.23	K	31%	\$2,599.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8ENN10C-K	SEL HZ8-ENN-10-C)		\$3,934.26	K	31%	\$2,714.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8ENNA100C	SEL HZ8-ENN-A100-C)		\$33,405.00	K	31%	\$23,049.45	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VMWARE
5	HZ8ENNA100C-I	SEL HZ8-ENN-A100-C)		\$34,908.23	K	31%	\$24,086.68	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8ENNA100C-K	SEL HZ8-ENN-A100-C)		\$36,507.81	K	31%	\$25,190.39	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8ENNA100UGC	SEL HZ8-ENN-A100-UG-C)		\$13,063.00	K	31%	\$9,013.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8ENNA100UGC-I	SEL HZ8-ENN-A100-UG-C)		\$13,650.84	K	31%	\$9,419.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8ENNA100UGC-K	SEL HZ8-ENN-A100-UG-C)		\$14,289.00	K	31%	\$9,859.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8ENNA10C	SEL HZ8-ENN-A10-C)		\$3,340.50	K	31%	\$2,304.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8ENNA10C-I	SEL HZ8-ENN-A10-C)		\$3,490.82	ĸ	31%	\$2,408.67	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VMWARE
5	HZ8ENNA10C-K	SEL HZ8-ENN-A10-C)		\$3,650.78	ĸ	31%	\$2,519.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8ENNA10UGC	SEL HZ8-ENN-A10-UG-C)		\$1,306.00	K	31%	\$901.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8ENNA10UGC-I	SEL HZ8-ENN-A10-UG-C)		\$1,364.77	K	31%	\$901.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8ENNA10UGC-I	SEL HZ8-ENN-A10-UG-C) SEL HZ8-ENN-A10-UG-C)		\$1,364.77		31%		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
					K		\$985.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	
5 5	HZ8ENNE100UGC HZ8ENNE100UGC-I	SEL HZ8-ENN-ENC-100-UG-C) SEL HZ8-ENN-ENC-100-UG-C)		\$25,493.00 \$26,640.19	K K	31% 31%	\$17,590.17 \$18,381.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	VMWARE VMWARE
5	LIZOEININE IUUUUU-I	OLL 1120-EININ-EINO-100-00-0)		ψ20,0 4 0.19	^	J 170	φ10,301./3	φυ.υυ	φυ.00	φυ.00	φυ.00	φυ.00	φυ.00	φυ.υυ	VIVIVVAINE

					NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPGR	ADE PRICE						
BAND	sku	DESCRIPTION	Model Sub sku	EMC LIST PRICE USD	CATEGORY	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
- 5	HZ8ENNE100UGC-K	SEL HZ8-ENN-ENC-100-UG-C)		\$27,850.14	K	31%	\$19,216.60	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8ENNEN10UGC	SEL HZ8-ENN-ENC-10-UG-C)		\$2,549.00	K	31%	\$1,758.81	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8ENNEN10UGC-I	SEL HZ8-ENN-ENC-10-UG-C)		\$2,663.71	K	31%	\$1,837.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8ENNEN10UGC-K	SEL HZ8-ENN-ENC-10-UG-C)		\$2,785.01	K	31%	\$1,921.66	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8ENS100UGC1	SEL HZ8-ENTA-STDA100-UG-C1)		\$10,300.00 \$10,763.50	K	31%	\$7,107.00	\$0.00	\$0.00	\$0.00 \$0.00		\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARE
5 5	HZ8ENS100UGC1-I HZ8ENS100UGC1-K	SEL HZ8-ENTA-STDA100-UG-C1)		\$10,763.50	K	31% 31%	\$7,426.82 \$7,744.79	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00	VMWARE
5	HZ8ENS1000GC1-K HZ8ENST10UGC1	SEL HZ8-ENTA-STDA100-UG-C1) SEL HZ8-ENTA-STDA10-UG-C1)		\$1,224.33	K K	31%	\$7,744.79 \$710.01	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8ENST10UGC1-I	SEL HZ8-ENTA-STDA10-UG-C1) SEL HZ8-ENTA-STDA10-UG-C1)		\$1,029.00	K	31%	\$710.01 \$741.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8ENST10UGC1-K	SEL HZ8-ENTA-STDA10-UG-C1)		\$1,122,43	K	31%	\$774.90	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8ENTAS10UGC	SEL HZ8-ENTA-STDA10-UG-C)		\$1,161.00	ĸ	31%	\$801.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8ENTAS10UGC-I	SEL HZ8-ENTA-STDA10-UG-C)		\$1,213.25	ĸ	31%	\$837.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8ENTAS10UGC-K	SEL HZ8-ENTA-STDA10-UG-C)		\$1,268.00	K	31%	\$874.92	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8ENTS100UGC	SEL HZ8-ENTA-STDA100-UG-C)		\$11,605.00	K	31%	\$8.007.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8ENTS100UGC-I	SEL HZ8-ENTA-STDA100-UG-C)		\$12,127.23	K	31%	\$8,367.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8ENTS100UGC-K	SEL HZ8-ENTA-STDA100-UG-C)		\$12,680.05	K	31%	\$8,749.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8LXC100C	SEL HZ8-LXC-100-C)		\$15,450.00	K	31%	\$10,660.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8LXC100C-I	SEL HZ8-LXC-100-C)		\$16,145.25	K	31%	\$11,140.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8LXC100C-K	SEL HZ8-LXC-100-C)		\$16,893.96	K	31%	\$11,656.83	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8LXC10C	SEL HZ8-LXC-10-C)		\$1,545.00	K	31%	\$1,066.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8LXC10C-I	SEL HZ8-LXC-10-C)		\$1,614.53	K	31%	\$1,114.03	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8LXC10C-K	SEL HZ8-LXC-10-C)		\$1,689.40	K	31%	\$1,165.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	HZ8LXCE100UGC HZ8LXCE100UGC-I	SEL HZ8-LXC-ENC-100-UG-C) SEL HZ8-LXC-ENC-100-UG-C)		\$48,180.00 \$50,348.10	K	31% 31%	\$33,244.20 \$34,740.19	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARE
5	HZ8LXCE100UGC-I HZ8LXCE100UGC-K	SEL HZ8-LXC-ENC-100-UG-C) SEL HZ8-LXC-ENC-100-UG-C)		\$50,348.10 \$52,597.30	K K	31% 31%	\$34,740.19 \$36,292.14	\$0.00 \$0.00	\$0.00	\$0.00		\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	VMWARE VMWARE
5	HZ8LXCE1000GC-K HZ8LXCEN10UGC	SEL HZ8-LXC-ENC-100-0G-C)		\$52,597.30	K	31%	\$36,292.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8LXCEN10UGC-I	SEL HZ8-LXC-ENC-10-UG-C)		\$5.034.81	K	31%	\$3,324.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8LXCEN10UGC-K	SEL HZ8-LXC-ENC-10-UG-C)		\$5,259.73	K	31%	\$3,474.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8MADN100UGC	SEL HZ8-MGP-ADN-100-UG-C)		\$11,330.00	K	31%	\$7.817.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8MADN100UGC-I	SEL HZ8-MGP-ADN-100-UG-C)		\$11,839.85	K	31%	\$8,169,50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8MADN100UGC-K	SEL HZ8-MGP-ADN-100-UG-C)		\$12,373.58	K	31%	\$8.537.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8MGADN10UGC	SEL HZ8-MGP-ADN-10-UG-C)		\$1,133.00	K	31%	\$781.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8MGADN10UGC-I	SEL HZ8-MGP-ADN-10-UG-C)		\$1,183.99	K	31%	\$816.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8MGADN10UGC-K	SEL HZ8-MGP-ADN-10-UG-C)		\$1,237.36	K	31%	\$853.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8MGPA100UGC	SEL HZ8-MGP-ADC-100-UG-C)		\$28,270.00	K	31%	\$19,506.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8MGPA100UGC-I	SEL HZ8-MGP-ADC-100-UG-C)		\$29,542.15	K	31%	\$20,384.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8MGPA100UGC-K	SEL HZ8-MGP-ADC-100-UG-C)		\$30,838.19	K	31%	\$21,278.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8MGPAD10UGC	SEL HZ8-MGP-ADC-10-UG-C)		\$2,827.00	K	31%	\$1,950.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8MGPAD10UGC-I	SEL HZ8-MGP-ADC-10-UG-C)		\$2,954.22	K	31%	\$2,038.41	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8MGPAD10UGC-K	SEL HZ8-MGP-ADC-10-UG-C)		\$3,083.82	K	31%	\$2,127.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8MRAD100UGC	SEL HZ8-MRG-ADN-100-UG-C)		\$11,330.00	K	31%	\$7,817.70	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8MRAD100UGC-I	SEL HZ8-MRG-ADN-100-UG-C)		\$11,839.85 \$12,373.58	K	31%	\$8,169.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE
5 5	HZ8MRAD100UGC-K HZ8MRADN10UGC	SEL HZ8-MRG-ADN-100-UG-C)		\$12,373.58	K K	31% 31%	\$8,537.77 \$781.77	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE VMWARE
5	HZ8MRADN10UGC HZ8MRADN10UGC-I	SEL HZ8-MRG-ADN-10-UG-C) SEL HZ8-MRG-ADN-10-UG-C)		\$1,183.99	K K	31%	\$781.77 \$816.95	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8MRADN10UGC-I	SEL HZ8-MRG-ADN-10-UG-C)		\$1,103.99	K	31%	\$853.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8MRGA100UGC	SEL HZ8-MRG-ADK-10-0G-C)		\$28,270.00	K	31%	\$19.506.30	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8MRGA100UGC-I	SEL HZ8-MRG-ADC-100-UG-C)		\$29.542.15	ĸ	31%	\$20,384,08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8MRGA100UGC-K	SEL HZ8-MRG-ADC-100-UG-C)		\$30,838.19	K	31%	\$21,278.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8MRGAD10UGC	SEL HZ8-MRG-ADC-10-UG-C)		\$2,827.00	K	31%	\$1,950.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8MRGAD10UGC-I	SEL HZ8-MRG-ADC-10-UG-C)		\$2,954.22	K	31%	\$2,038.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8MRGAD10UGC-K	SEL HZ8-MRG-ADC-10-UG-C)		\$3,083.82	K	31%	\$2,127.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8STAA100UGC	SEL HZ8-STA-ADCA100-UG-C)		\$16,390.00	K	31%	\$11,309.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8STAA100UGC-I	SEL HZ8-STA-ADCA100-UG-C)		\$17,127.55	K	31%	\$11,818.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8STAA100UGC-K	SEL HZ8-STA-ADCA100-UG-C)		\$17,889.98	K	31%	\$12,344.09	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8STAAA10UGC	SEL HZ8-STA-ADCA10-UG-C)		\$1,639.00	K	31%	\$1,130.91	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8STAAA10UGC-I	SEL HZ8-STA-ADCA10-UG-C)		\$1,712.76	K	31%	\$1,181.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8STAAA10UGC-K HZ8STAAD10UGC	SEL HZ8-STA-ADCA10-UG-C) SEL HZ8-STA-ADC10-UG-C)		\$1,789.00 \$2,376.00	K K	31% 31%	\$1,234.41 \$1,639.44	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARF
5				\$2,376.00 \$2,482.92				\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARE
5 5	HZ8STAAD10UGC-I HZ8STAAD10UGC-K	SEL HZ8-STA-ADC10-UG-C) SEL HZ8-STA-ADC10-UG-C)		\$2,482.92	K K	31% 31%	\$1,713.21 \$1,789.49	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE VMWARE
5	HZ8STAAD100GC-K HZ8STAD100UGC	SEL HZ8-STA-ADC-100-UG-C) SEL HZ8-ST-ADC-100-UG-C)		\$16,940.00	K K	31%	\$1,789.49 \$11,688.60	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8STAD100UGC HZ8STAD100UGC-I	SEL HZ8-ST-ADC-100-UG-C) SEL HZ8-ST-ADC-100-UG-C)		\$10,940.00	K	31%	\$11,688.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8STAD100UGC-I	SEL HZ8-ST-ADC-100-UG-C)		\$17,702.30	K	31%	\$12,767.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8STADC10UGC-K	SEL HZ8-ST-ADC-10-0G-C)		\$1,694.00	K	31%	\$1,168.86	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8STADC10UGC-I	SEL HZ8-ST-ADC-10-UG-C)		\$1,770.23	K	31%	\$1,221.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8STADC10UGC-K	SEL HZ8-ST-ADC-10-UG-C)		\$1,850.29	ĸ	31%	\$1,276.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8STAE100UGC	SEL HZ8-STA-ENCA100-UG-C)		\$37,290.00	K	31%	\$25,730.10	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8STAE100UGC-I	SEL HZ8-STA-ENCA100-UG-C)		\$38,968.05	K	31%	\$26,887.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8STAE100UGC-K	SEL HZ8-STA-ENCA100-UG-C)		\$40,721.73	K	31%	\$28,097.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8STAEN10UGC	SEL HZ8-STA-ENCA10-UG-C)		\$3,729.00	K	31%	\$2,573.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8STAEN10UGC-I	SEL HZ8-STA-ENCA10-UG-C)		\$3,896.81	K	31%	\$2,688.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8STAEN10UGC-K	SEL HZ8-STA-ENCA10-UG-C)		\$4,072.17	K	31%	\$2,809.80	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8STD100C	SEL HZ8-STD-100-C)		\$25,750.00	K	31%	\$17,767.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8STD100C-I	SEL HZ8-STD-100-C)		\$26,908.75	K	31%	\$18,567.04	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8STD100C-K	SEL HZ8-STD-100-C)		\$28,156.60	K	31%	\$19,428.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8STD100UGC	SEL HZ8-STA-ADC100-UG-C)		\$23,760.00	K	31%	\$16,394.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8STD100UGC-I	SEL HZ8-STA-ADC100-UG-C)		\$24,829.20	K	31%	\$17,132.15	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5 5	HZ8STD100UGC-K	SEL HZ8-STA-ADC100-UG-C)		\$25,934.72	K K	31% 31%	\$17,894.96 \$1,776.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARF
5	HZ8STD10C HZ8STD10C-I	SEL HZ8-STD-10-C) SEL HZ8-STD-10-C)		\$2,575.00 \$2.690.88	K K	31% 31%	\$1,776.75 \$1.856.71	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARE
5		SEL HZ8-STD-10-C) SEL HZ8-STD-10-C)		\$2,690.88 \$2.815.66		31% 31%	\$1,856.71 \$1,942.81	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARE
5	HZ8STD10C-K HZ8STDA100C	SEL HZ8-STD-10-C) SEL HZ8-STD-A100-C)		\$2,815.66	K K	31% 31%	\$1,942.81 \$13,489.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE VMWARE
5	HZ8STDA100C HZ8STDA100C-I	SEL HZ8-STD-A100-C) SEL HZ8-STD-A100-C)		\$19,550.00	K K	31% 31%	\$13,489.50 \$14,096.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	VMWARE VMWARE
5	TIZOG I DA 1000-1	OLE 1120-010-A100-0)		ψ£0, 7 £3.73	IX.	3170	φ 14,050.53	ψ0.00	ψ0.00	φ0.00	ψ0.00	ψ0.00	ψ0.00	φυ.υυ	VIVIVVAINE

					NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPGE	ADE PRICE						
BAND	ѕки	DESCRIPTION	Model Sub sku	EMC LIST PRICE USD	CATEGORY CODE	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	HZ8STDA100C-K	SEL HZ8-STD-A100-C)		\$21,337.73	K	31%	\$14,723.03	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8STDA10C	SEL HZ8-STD-A10-C)		\$1,955.00	K	31%	\$1,348.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8STDA10C-I	SEL HZ8-STD-A10-C)		\$2,042.98	K	31%	\$1,409.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8STDA10C-K HZ8STDAS10UGC	SEL HZ8-STD-A10-C) SEL HZ8-STDA-STD10-UG-C)		\$2,133.77 \$723.00	K K	31% 31%	\$1,472.30 \$498.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARE
5 5	HZ8STDAS10UGC HZ8STDAS10UGC-I	SEL HZ8-STDA-STD10-UG-C) SEL HZ8-STDA-STD10-UG-C)		\$723.00 \$755.54	K K	31%	\$498.87 \$521.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8STDAS10UGC-K	SEL HZ8-STDA-STD10-UG-C)		\$792.98	K	31%	\$547.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8STDS100GC-K	SEL HZ8-STDA-STD10-UG-C)		\$7.233.00	K	31%	\$4 990 77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8STDS100UGC-I	SEL HZ8-STDA-STD100-UG-C)		\$7,558.49	ĸ	31%	\$5,215.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8STDS100UGC-K	SEL HZ8-STDA-STD100-UG-C)		\$7,929.82	K	31%	\$5,471.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8STEN100UGC	SEL HZ8-ST-ENC-100-UG-C)		\$36,842.00	K	31%	\$25,420.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8STEN100UGC-I	SEL HZ8-ST-ENC-100-UG-C)		\$38,499.89	K	31%	\$26,564.92	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8STEN100UGC-K	SEL HZ8-ST-ENC-100-UG-C)		\$40,262.03	K	31%	\$27,780.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8STENC10UGC	SEL HZ8-ST-ENC-10-UG-C)		\$3,684.00	K	31%	\$2,541.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8STENC10UGC-I	SEL HZ8-ST-ENC-10-UG-C)		\$3,849.78 \$4.026.20	K	31%	\$2,656.35	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE
5 5	HZ8STENC10UGC-K HZ8TACS100UGC	SEL HZ8-ST-ENC-10-UG-C) SEL HZ8-TAC-STA100-UG-C)		\$4,026.20	K K	31% 31%	\$2,778.08 \$12.140.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE VMWARE
5	HZ8TACS100UGC-I	SEL HZ8-TAC-STA100-UG-C)		\$18.386.78	K	31%	\$12,140.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8TACS100UGC-K	SEL HZ8-TAC-STA100-UG-C)		\$19,192.46	ĸ	31%	\$13,242.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8TCLS10UGC1	SEL HZ8-TCL-STA10-UG-C1)		\$1,749.00	ĸ	31%	\$1,206,81	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8TCLS10UGC1-I	SEL HZ8-TCL-STA10-UG-C1)		\$1,827.71	K	31%	\$1,261.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8TCLS10UGC1-K	SEL HZ8-TCL-STA10-UG-C1)		\$1,911.58	K	31%	\$1,318.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8TCLST10UGC	SEL HZ8-TCL-STA10-UG-C)		\$2,108.00	K	31%	\$1,454.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8TCLST10UGC-I	SEL HZ8-TCL-STA10-UG-C)		\$2,202.86	K	31%	\$1,519.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8TCLST10UGC-K	SEL HZ8-TCL-STA10-UG-C)		\$2,302.33	K	31%	\$1,588.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	HZ8THIS100UGC HZ8THIS100UGC-I	SEL HZ8-THIN-ST100-UG-C) SEL HZ8-THIN-ST100-UG-C)		\$20,605.00 \$21.532.23	K K	31% 31%	\$14,217.45 \$14.857.24	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARE
5	HZ8THIS100UGC-I HZ8THIS100UGC-K	SEL HZ8-THIN-ST100-UG-C) SEL HZ8-THIN-ST100-UG-C)		\$21,532.23 \$22.486.98	K K	31%	\$14,857.24 \$15,516.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8TPROS10UGC	SEL HZ8-TPRO-ST10-UG-C)		\$2,163.00	K	31%	\$1,492,47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8TPROS10UGC-I	SEL HZ8-TPRO-ST10-UG-C)		\$2,260.34	ĸ	31%	\$1,559.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8TPROS10UGC-K	SEL HZ8-TPRO-ST10-UG-C)		\$2,363.62	K	31%	\$1,630.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8UEME100UGC	SEL HZ8-UEM-ENC-100-UG-C)		\$54,100.00	K	31%	\$37,329.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8UEME100UGC-I	SEL HZ8-UEM-ENC-100-UG-C)		\$56,534.50	K	31%	\$39,008.81	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8UEME100UGC-K	SEL HZ8-UEM-ENC-100-UG-C)		\$59,109.71	K	31%	\$40,785.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8UEMEN10UGC	SEL HZ8-UEM-ENC-10-UG-C)		\$5,410.00	K	31%	\$3,732.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8UEMEN10UGC-I	SEL HZ8-UEM-ENC-10-UG-C)		\$5,653.45	K	31%	\$3,900.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8UEMEN10UGC-K	SEL HZ8-UEM-ENC-10-UG-C)		\$5,910.97	K	31%	\$4,078.57	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE
5	HZ8UEMN100UGC HZ8UEMN100UGC-I	SEL HZ8-UEM-ENN-100-UG-C) SEL HZ8-UEM-ENN-100-UG-C)		\$32,960.00 \$34,443.20	K K	31% 31%	\$22,742.40 \$23.765.81	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE VMWARE
5 5	HZ8UEMN100UGC-K	SEL HZ8-UEM-ENN-100-UG-C)		\$35,971.50	K	31%	\$23,765.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8UEMNN10UGC	SEL HZ8-UEM-ENN-10-UG-C)		\$3,296.00	K	31%	\$2,274.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8UEMNN10UGC-I	SEL HZ8-UEM-ENN-10-UG-C)		\$3,444.32	ĸ	31%	\$2,376,58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8UEMNN10UGC-K	SEL HZ8-UEM-ENN-10-UG-C)		\$3,597.15	K	31%	\$2,482.03	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8VADA100UGC	SEL HZ8-VAD-ADC-100-UG-C)		\$23,760.00	K	31%	\$16,394.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8VADA100UGC-I	SEL HZ8-VAD-ADC-100-UG-C)		\$24,829.20	K	31%	\$17,132.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8VADA100UGC-K	SEL HZ8-VAD-ADC-100-UG-C)		\$25,934.72	K	31%	\$17,894.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8VADAD10UGC HZ8VADAD10UGC-I	SEL HZ8-VAD-ADC-10-UG-C) SEL HZ8-VAD-ADC-10-UG-C)		\$2,376.00 \$2,482.92	K	31% 31%	\$1,639.44 \$1,713.21	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARF
5 5	HZ8VADAD10UGC-I HZ8VADAD10UGC-K	SEL HZ8-VAD-ADC-10-UG-C) SEL HZ8-VAD-ADC-10-UG-C)		\$2,482.92 \$2.593.47	K K	31%	\$1,713.21 \$1,789.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8VADE100UGC	SEL HZ8-VAD-ADC-10-UG-C)		\$43,670.00	K	31%	\$30.132.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8VADE100UGC-I	SEL HZ8-VAD-ENC-100-UG-C)		\$45.635.15	ĸ	31%	\$31.488.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8VADE100UGC-K	SEL HZ8-VAD-ENC-100-UG-C)		\$47,693.84	K	31%	\$32,908.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8VADEN10UGC	SEL HZ8-VAD-ENC-10-UG-C)		\$4,367.00	K	31%	\$3,013.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8VADEN10UGC-I	SEL HZ8-VAD-ENC-10-UG-C)		\$4,563.52	K	31%	\$3,148.83	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8VADEN10UGC-K	SEL HZ8-VAD-ENC-10-UG-C)		\$4,769.38	K	31%	\$3,290.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8VENS100UGC	SEL HZ8-VENT-ST100-UG-C)		\$10,300.00 \$10,763.50	K	31%	\$7,107.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE
5 5	HZ8VENS100UGC-I HZ8VENS100UGC-K	SEL HZ8-VENT-ST100-UG-C) SEL HZ8-VENT-ST100-UG-C)		\$10,763.50	K K	31% 31%	\$7,426.82 \$7,744.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE VMWARE
5	HZ8VENTS10UGC-K	SEL HZ8-VENT-ST100-0G-C)		\$1,030.00	K	31%	\$7,744.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8VENTS10UGC-I	SEL HZ8-VENT-ST10-UG-C)		\$1.076.35	ĸ	31%	\$742.68	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8VENTS10UGC-K	SEL HZ8-VENT-ST10-UG-C)		\$1,122.43	K	31%	\$774.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8WADN100UGC	SEL HZ8-WSP-ADN-100-UG-C)		\$11,333.00	K	31%	\$7,819.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8WADN100UGC-I	SEL HZ8-WSP-ADN-100-UG-C)		\$11,842.99	K	31%	\$8,171.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8WADN100UGC-K	SEL HZ8-WSP-ADN-100-UG-C)		\$12,373.58	K	31%	\$8,537.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ8WSADN10UGC	SEL HZ8-WSP-ADN-10-UG-C)		\$1,133.00	K	31%	\$781.77	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE
5 5	HZ8WSADN10UGC-I HZ8WSADN10UGC-K	SEL HZ8-WSP-ADN-10-UG-C) SEL HZ8-WSP-ADN-10-UG-C)		\$1,183.99 \$1,237.36	K K	31% 31%	\$816.95 \$853.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE VMWARE
5	HZVAE100UGC-K	SEL HZ-VAD-FNTC-100-UG-C)		\$34.000.00	K	31%	\$23,460,00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZVAE100UGC-I	SEL HZ-VAD-ENTC-100-UG-C)		\$37,400.00	ĸ	31%	\$25,806.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZVAE100UGC-K	SEL HZ-VAD-ENTC-100-UG-C)		\$35,841.00	K	31%	\$24,730.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZVAE10UGC	SEL HZ-VAD-ENTC-10-UG-C)		\$3,400.00	K	31%	\$2,346.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZVAE10UGC-I	SEL HZ-VAD-ENTC-10-UG-C)		\$3,740.00	K	31%	\$2,580.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZVAE10UGC-K	SEL HZ-VAD-ENTC-10-UG-C)		\$3,584.00	K	31%	\$2,472.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZVUADVC10UGC	SEL HZ-VU-ADVC-10-UG-C)		\$1,650.00	K	31%	\$1,138.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZVUADVC10UGC-I	SEL HZ-VU-ADVC-10-UG-C)		\$1,815.00	K	31%	\$1,252.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZVUADVC10UGC-K	SEL HZ-VU-ADVC-10-UG-C)		\$1,419.27	K	31%	\$979.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	IA-PER-T0 IA-PER-T1	SEL InfoArchive 1-5TB SEL InfoArchive 6-20TB		\$76,730.77 \$46.038.46	K K	31% 31%	\$52,944.23 \$31,766.54	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	OPENTEXT OPENTEXT
5	IA-PER-T2	SEL InfoArchive 21-50TB		\$28.773.85	K	31%	\$19,853.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	OPENTEXT
5	IA-PER-T3	SEL InfoArchive 51-100TB		\$16,881.54	K	31%	\$11,648.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	OPENTEXT
5	IA-PER-T4	SEL InfoArchive 101-300TB		\$11,050.77	K	31%	\$7,625.03	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	OPENTEXT
5	IA-PER-T5	SEL InfoArchive 301-1000TB		\$6,153.85	K	31%	\$4,246.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	OPENTEXT
5	IA-PER-T6	SEL InfoArchive 1001+2000 TB		\$4,615.00	K	31%	\$3,184.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	OPENTEXT
5	IA-PER-T7	SEL InfoArchive 2001+5000 TB		\$4,038.00	K	31%	\$2,786.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	OPENTEXT

					NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPGR	ADE PRICE						
BAND	SKU	DESCRIPTION	Model Sub sku	EMC LIST PRICE USD	CATEGORY	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	IA-PER-T8	SEL InfoArchive 5001+TB		\$3,654.00	K	31%	\$2,521.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	OPENTEXT
5	I-FLEX	SEL Boomi INTEGRATION FLEX		\$2,083.25	K	31%	\$1,437.44	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	BOOMI
5	IGL-CA-009	SEL Eyeglass Isilon Probe-Basic		\$1,795.00	K	31%	\$1,238.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SUPERNA
5	IGLS-AC-LIC	SEL Superna Anycopy Cluster License		\$5,127.69	K	31%	\$3,538.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SUPERNA
5	IGLS-CB-3YR	SEL IGLS Data Protect 2 CLSTR Bundle 3y		\$47,066.15	K	31%	\$32,475.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SUPERNA
5	IGLS-CB-5YR	SEL IGLS Data Protect 2 CLSTR Bundle 5y		\$55,070.77	K	31%	\$37,998.83	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SUPERNA
5	IGLS-ESUITE1-3YR	SEL Enterprise Suite 1 Write CLSTR 3vr		\$63,206.15	K	31%	\$43.612.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SUPERNA
5	IGLS-ESUITE1-5YR	SEL Enterprise Suite 1 Write CLSTR 5yr		\$74,590.77	K	31%	\$51,467,63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SUPERNA
5	IGLS-ESUITE2-3YR	SEL Enterprise Suite 2 Write CLSTR 3vr		\$84.353.85	K	31%	\$58,204,16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SUPERNA
5	IGLS-ESUITE2-5YR	SEL Enterprise Suite 2 Write CLSTR 5yr		\$102.061.54	K	31%	\$70,422,46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SUPERNA
5	IGLS-GC-LIC	SEL Goldencopy Cluster License		\$10,256.92	ĸ	31%	\$7,077.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SUPERNA
5	IGLS-NB-3YR	SEL IGLS Data Protect 6 Node Bundle 3v		\$38,680.00	ĸ	31%	\$26.689.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SUPERNA
5	IGI S-NB-5YR	SEL IGLS Data Protect 6 Node Bundle 5y		\$45,987.69	ĸ	31%	\$31,731,51	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SUPERNA
5	IGLS-NB8-3YR	SEL IGLS Data Protect 8 Node Bundle 3y		\$40,616.92	ĸ	31%	\$28,025.67	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SUPERNA
5	IGLS-NB8-5YR	SEL IGLS Data Protect 8 Node Bundle 5v		\$48,600.00	ĸ	31%	\$33,534.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SUPERNA
5	IGLS-ND0-511K	SEL IGLS Quick Start Bundle 2 CLSTR 3 YR		\$33,435.38	K	31%	\$23,070.41	\$0.00	\$0.00	\$0.00	\$0.00			\$0.00	SUPERNA
-	IGLS-QSB-CB-5Y	SEL IGLS Quick Start Buridie 2 CLSTR 3 TR SEL IGLS Quick Start Bundle 2 CLSTR 5 YR		\$38,872.31	K.	31%	\$26,821.89	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SUPERNA
5 5	IGLS-QSB-CB-ST			\$28.826.15	K			\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
-	IGLS-QSB-N8-3Y IGLS-QSB-N8-5Y	SEL IGLS Quick Start Bundle 8 Node 3 YR		\$20,020.15		31% 31%	\$19,890.04 \$23,826,23	\$0.00	\$0.00	\$0.00	\$0.00			\$0.00	SUPERNA SUPERNA
5		SEL IGLS Quick Start Bundle 8 Node 5 YR			K			\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	
5	IGLS-SUITE-1YR	SEL UPG Data Protect 1 Write Cluster 1yr		\$21,640.00 \$28.070.77	K	31%	\$14,931.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SUPERNA
5	IGLS-SUITE2-1YR	SEL UPG Data Protect 2 Write Cluster 1yr			K	31%	\$19,368.83								SUPERNA
5	IGLS-SUITE2-3YR	SEL UPG Data Protect 2 Write Cluster 3yr		\$36,550.77	K	31%	\$25,220.03	\$0.00	\$0.00	\$0.00	\$0.00			\$0.00	SUPERNA
5	IGLS-SUITE2-5YR	SEL UPG Data Protect 2 Write Cluster 5yr		\$45,030.77	K	31%	\$31,071.23	\$0.00	\$0.00	\$0.00	\$0.00			\$0.00	SUPERNA
5	IGLS-SUITE-3YR	SEL UPG Data Protect 1 Write Cluster 3yr		\$27,152.31	K	31%	\$18,735.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SUPERNA
5	IGLS-SUITE-5YR	SEL UPG Data Protect 1 Write Cluster 5yr		\$32,664.62	K	31%	\$22,538.59	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SUPERNA
5	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
5	IOM-SW1Y-1001+	SEL IOMART SW 1Y 1001+		\$183.00	K	31%	\$126.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	IOMART
5	IOM-SW1Y-11-50	SEL IOMART SW 1Y 11-50		\$431.00	K	31%	\$297.39	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	IOMART
5	IOM-SW1Y-151-250	SEL IOMART SW 1Y 151-250		\$323.00	K	31%	\$222.87	\$0.00	\$0.00	\$0.00	\$0.00			\$0.00	IOMART
5	IOM-SW1Y-251-400	SEL IOMART SW 1Y 251-400		\$269.00	K	31%	\$185.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	IOMART
5	IOM-SW1Y-401-600	SEL IOMART SW 1Y 401-600		\$215.00	K	31%	\$148.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	IOMART
5	IOM-SW1Y-51-150	SEL IOMART SW 1Y 51-150		\$377.00	K	31%	\$260.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	IOMART
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	\$0.00	IOMART
5	IOM-SW2Y-0-10	SEL IOMART SW 2Y 0-10		\$915.00	K	31%	\$631.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	IOMART
5	IOM-SW2Y-1001+	SEL IOMART SW 2Y 1001+		\$311.00	K	31%	\$214.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	IOMART
5	IOM-SW2Y-11-50	SEL IOMART SW 2Y 11-50		\$732.00	K	31%	\$505.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	IOMART
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	\$0.00	IOMART
5	IOM-SW2Y-251-400	SEL IOMART SW 2Y 251-400		\$458.00	K	31%	\$316.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	IOMART
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	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	IOMART
5	IOM-SW3Y-0-10	SEL IOMART SW 3Y 0-10		\$1,292.00	ĸ	31%	\$891.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	IOMART
5	IOM-SW3Y-1001+	SEL IOMART SW 3Y 1001+		\$439.00	ĸ	31%	\$302.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	IOMART
5	IOM-SW3Y-11-50	SEL IOMART SW 3Y 11-50		\$1,034.00	ĸ	31%	\$713.46	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	IOMART
5	IOM-SW3Y-151-250	SEL IOMART SW 3Y 151-250		\$775.00	ĸ	31%	\$534.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	IOMART
5	IOM-SW3Y-251-400	SEL IOMART SW 3Y 251-400		\$646.00	ĸ	31%	\$445.74	\$0.00	\$0.00	\$0.00	\$0.00			\$0.00	IOMART
5	IOM-SW3Y-401-600	SEL IOMART SW 3Y 401-600		\$517.00	ĸ	31%	\$356.73	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	IOMART
5	IOM-SW3Y-51-150	SEL IOMART SW 31 401-000 SEL IOMART SW 3Y 51-150		\$905.00	K	31%	\$624.45	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	IOMART
5	IOM-SW3Y-601-1K	SEL IOMART SW 37 51-130		\$465.00	K	31%	\$320.85	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	IOMART
-					K.	31%			\$0.00	\$0.00	\$0.00				
5 5	ISD-ENT-NODE-LIC	SEL EYEGLASS DR MANAGER SDEdge 36TB		\$1,674.00	r.	31%	\$1,155.06	\$0.00 \$0.00						\$0.00	SUPERNA
-	ITP-100-199AN-D ITP-100-199AP-D	SEL Splunk ITSI Perp Lic100-199GB/dayAN		\$865.38 \$1.038.46	K	31%	\$597.11 \$716.54		\$0.00 \$0.00	\$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	SPLUNK SPLUNK
5		SEL Splunk ITSI Perp Lic100-199GB/dayAP			K			\$0.00		\$0.00					
5	ITP-100-199EM-D	SEL Splunk ITSI Perp Lic100-199GB/dayEM		\$796.15	K	31%	\$549.34	\$0.00	\$0.00	\$0.00	\$0.00			\$0.00	SPLUNK
5	ITP-100-199US-D	SEL Splunk ITSI Perp Lic100-199GB/dayUS		\$692.31	K	31%	\$477.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ITP-10-19AN-D	SEL Splunk ITSI Perp Lic10-19GB/dayAN		\$2,596.15	K	31%	\$1,791.34	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPLUNK
5	ITP-10-19AP-D	SEL Splunk ITSI Perp Lic10-19GB/dayAP		\$3,115.38	K	31%	\$2,149.61	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPLUNK
5	ITP-10-19EM-D	SEL Splunk ITSI Perp Lic10-19GB/dayEM		\$2,388.46	K	31%	\$1,648.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ITP-10-19US-D	SEL Splunk ITSI Perp Lic10-19GB/dayUS		\$2,076.92	K	31%	\$1,433.07	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPLUNK
5	ITP-1K-1999AN-D	SEL Splunk ITSI Perp Lic1K-1999GB/dayAN		\$432.69	K	31%	\$298.56	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPLUNK
5	ITP-1K-1999AP-D	SEL Splunk ITSI Perp Lic1K-1999GB/dayAP		\$519.23	K	31%	\$358.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ITP-1K-1999EM-D	SEL Splunk ITSI Perp Lic1K-1999GB/dayEM		\$398.08	K	31%	\$274.68	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPLUNK
5	ITP-1K-1999US-D	SEL Splunk ITSI Perp Lic1K-1999GB/dayUS		\$346.15	K	31%	\$238.84	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPLUNK
5	ITP-200-499AN-D	SEL Splunk ITSI Perp Lic200-499GB/dayAN		\$649.62	K	31%	\$448.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ITP-200-499AP-D	SEL Splunk ITSI Perp Lic200-499GB/dayAP		\$778.85	K	31%	\$537.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ITP-200-499EM-D	SEL Splunk ITSI Perp Lic200-499GB/dayEM		\$597.69	K	31%	\$412.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ITP-200-499US-D	SEL Splunk ITSI Perp Lic200-499GB/dayUS		\$519.23	ĸ	31%	\$358.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ITP-20-49AN-D	SEL Splunk ITSI Perp Lic20-49GB/dayAN		\$1,947.12	ĸ	31%	\$1,343,51	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ITP-20-49AP-D	SEL Splunk ITSI Perp Lic20-49GB/dayAP		\$2,336,54	ĸ	31%	\$1,612.21	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPLUNK
5	ITP-20-49EM-D	SEL Splunk ITSI Perp Lic20-49GB/dayEM		\$1.791.35	K	31%	\$1,012.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ITP-20-49EM-D	SEL Splunk ITSI Perp Lic20-49GB/dayUS		\$1,557.69	K	31%	\$1,236.03	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK SPLUNK
5	ITP-20-490S-D ITP2K-4999AN-D	SEL Splunk ITSI Perp Liczu-49GB/dayUS SEL Splunk ITSI Perp Lic2K-4999GB/dayAN		\$396.92	K K	31%	\$1,074.81 \$273.87	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPLUNK
5	ITP-2K-4999AN-D ITP-2K-4999AP-D	SEL Splunk ITSI Perp Lic2K-4999GB/dayAN SEL Splunk ITSI Perp Lic2K-4999GB/dayAP		\$475.96	K K	31%	\$273.87 \$328.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ITP-2K-4999AP-D ITP-2K-4999FM-D	SEL Splunk ITSI Perp Lic2K-4999GB/dayAP SEL Splunk ITSI Perp Lic2K-4999GB/dayEM		\$475.96 \$364.90	K K	31% 31%	\$328.41 \$251.78	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPLUNK SPLUNK
					r.										
5	ITP-2K-4999US-D	SEL Splunk ITSI Perp Lic2K-4999GB/dayUS		\$317.31	K	31%	\$218.94	\$0.00	\$0.00	\$0.00	\$0.00			\$0.00	SPLUNK
5	ITP-500-999AN-D	SEL Splunk ITSI Perp Lic500-999GB/dayAN		\$468.46	K	31%	\$323.24	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPLUNK
5	ITP-500-999AP-D	SEL Splunk ITSI Perp Lic500-999GB/dayAP		\$563.08	K	31%	\$388.53	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPLUNK
5	ITP-500-999EM-D	SEL Splunk ITSI Perp Lic500-999GB/dayEM		\$431.54	K	31%	\$297.76	\$0.00	\$0.00	\$0.00	\$0.00			\$0.00	SPLUNK
5	ITP-500-999US-D	SEL Splunk ITSI Perp Lic500-999GB/dayUS		\$375.00	K	31%	\$258.75	\$0.00	\$0.00	\$0.00	\$0.00			\$0.00	SPLUNK
5	ITP-50-99AN-D	SEL Splunk ITSI Perp Lic50-99GB/dayAN		\$1,370.77	K	31%	\$945.83	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPLUNK
5	ITP-50-99AP-D	SEL Splunk ITSI Perp Lic50-99GB/dayAP		\$1,644.23	K	31%	\$1,134.52	\$0.00	\$0.00	\$0.00	\$0.00			\$0.00	SPLUNK
5	ITP-50-99EM-D	SEL Splunk ITSI Perp Lic50-99GB/dayEM		\$1,261.15	K	31%	\$870.19	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPLUNK
5	ITP-50-99US-D	SEL Splunk ITSI Perp Lic50-99GB/dayUS		\$1,096.15	K	31%	\$756.34	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPLUNK
5	ITP-5K-9999AN-D	SEL Splunk ITSI Perp Lic5K-9999GB/dayAN		\$361.15	K	31%	\$249.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ITP-5K-9999AP-D	SEL Splunk ITSI Perp Lic5K-9999GB/dayAP		\$432.69	ĸ	31%	\$298.56	\$0.00	\$0.00	\$0.00	\$0.00			\$0.00	SPLUNK

				NVP LEVEL 1	1	NVP MAINTENANCE	AND WARRANTY UPGR	ADE PRICE						
BAND	SKU	DESCRIPTION	ICE USD	CATEGORY CODE	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	ITP-5K-9999EM-D	SEL Splunk ITSI Perp Lic5K-9999GB/dayEM	\$332.31	K	31%	\$229.29	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	ITP-5K-9999US-D	SEL Splunk ITSI Perp Lic5K-9999GB/dayUS	\$288.46	K	31%	\$199.04	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	ITPU-100-199AN-D	SEL Splunk ITSI Perp UPG100-199GB/dayAN	\$865.38	K	31%	\$597.11	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5 5	ITPU-100-199AP-D ITPU-100-199EM-D	SEL Splunk ITSI Perp UPG100-199GB/dayAP SEL Splunk ITSI Perp UPG100-199GB/dayEM	\$1,038.46 \$796.15	K K	31% 31%	\$716.54 \$549.34	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SPLUNK SPLUNK
5	ITPU-100-199EM-D	SEL Splunk ITSI Perp UPG100-199GB/dayEM SEL Splunk ITSI Perp UPG100-199GB/dayUS	\$692.31	K K	31%	\$549.34 \$477.69	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK SPLUNK
5	ITPU-10-19903-D	SEL Splunk ITSI Perp UPG10-199B/dayAN	\$2,596.15	K	31%	\$1.791.34	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	ITPU-10-19AP-D	SEL Splunk ITSI Perp UPG10-19GB/dayAN	\$3,115.38	K	31%	\$2 149 61	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	ITPU-10-19EM-D	SEL Splunk ITSI Perp UPG10-19GB/dayEM	\$2.388.46	K	31%	\$1,648.04	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	ITPU-10-19US-D	SEL Splunk ITSI Perp UPG10-19GB/dayUS	\$2,076.92	K	31%	\$1,433.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ITPU-1K-1999AN-D	SEL Splunk ITSI Perp UPG1K-1999GB/dayAN	\$432.69	K	31%	\$298.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ITPU-1K-1999AP-D	SEL Splunk ITSI Perp UPG1K-1999GB/dayAP	\$519.23	K	31%	\$358.27	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	ITPU-1K-1999EM-D	SEL Splunk ITSI Perp UPG1K-1999GB/dayEM	\$398.08	K	31%	\$274.68	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	ITPU-1K-1999US-D	SEL Splunk ITSI Perp UPG1K-1999GB/dayUS	\$346.15	K	31%	\$238.84	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	ITPU-200-499AN-D	SEL Splunk ITSI Perp UPG200-499GB/dayAN	\$649.62	K	31%	\$448.24	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	ITPU-200-499AP-D	SEL Splunk ITSI Perp UPG200-499GB/dayAP	\$778.85 \$597.69	K	31% 31%	\$537.41	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SPLUNK
5 5	ITPU-200-499EM-D ITPU-200-499US-D	SEL Splunk ITSI Perp UPG200-499GB/dayEM SEL Splunk ITSI Perp UPG200-499GB/dayUS	\$597.69 \$519.23	K K	31% 31%	\$412.41 \$358.27	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK SPLUNK
5	ITPU-200-499US-D	SEL Splunk ITSI Perp UPG200-499GB/dayUS SEL Splunk ITSI Perp UPG20-49GB/dayAN	\$1.947.12	K K	31%	\$358.27 \$1,343.51	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	ITPU-20-49AP-D	SEL Splunk ITSI Perp UPG20-49GB/dayAP	\$2.336.54	K	31%	\$1,612.21	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	ITPU-20-49EM-D	SEL Splunk ITSI Perp UPG20-49GB/dayEM	\$1.791.35	ĸ	31%	\$1,236.03	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	ITPU-20-49US-D	SEL Splunk ITSI Perp UPG20-49GB/dayUS	\$1,557.69	K	31%	\$1,074.81	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ITPU2K-4999AN-D	SEL Splunk ITSI Perp UPG2K-4999GB/dayAN	\$396.92	K	31%	\$273.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ITPU-2K-4999AP-D	SEL Splunk ITSI Perp UPG2K-4999GB/dayAP	\$476.54	K	31%	\$328.81	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	ITPU-2K-4999EM-D	SEL Splunk ITSI Perp UPG2K-4999GB/dayEM	\$364.62	K	31%	\$251.59	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	ITPU-2K-4999US-D	SEL Splunk ITSI Perp UPG2K-4999GB/dayUS	\$317.31	K	31%	\$218.94	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	ITPU-500-999AN-D	SEL Splunk ITSI Perp UPG500-999GB/dayAN	\$468.46	K	31%	\$323.24	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	ITPU-500-999AP-D	SEL Splunk ITSI Perp UPG500-999GB/dayAP	\$563.08	K	31%	\$388.53	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5 5	ITPU-500-999EM-D ITPU-500-999US-D	SEL Splunk ITSI Perp UPG500-999GB/dayEM SEL Splunk ITSI Perp UPG500-999GB/dayUS	\$431.54 \$375.00	K K	31% 31%	\$297.76 \$258.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SPLUNK SPLUNK
5	ITPU-500-999US-D	SEL Splunk ITSI Perp UPG50-999GB/dayAN	\$1,370,77	K	31%	\$256.75 \$945.83	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	ITPU-50-99AP-D	SEL Splunk ITSI Perp UPG50-99GB/dayAP	\$1,644.23	K	31%	\$1,134.52	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	ITPU-50-99EM-D	SEL Splunk ITSI Perp UPG50-99GB/dayEM	\$1,261.15	ĸ	31%	\$870.19	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	ITPU-50-99US-D	SEL Splunk ITSI Perp UPG50-99GB/dayUS	\$1,096.15	ĸ	31%	\$756.34	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	ITPU-5K-9999AN-D	SEL Splunk ITSI Perp UPG5K-9999GB/dayAN	\$361.15	K	31%	\$249.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ITPU-5K-9999AP-D	SEL Splunk ITSI Perp UPG5K-9999GB/dayAP	\$432.69	K	31%	\$298.56	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	ITPU-5K-9999EM-D	SEL Splunk ITSI Perp UPG5K-9999GB/dayEM	\$332.31	K	31%	\$229.29	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	ITPU-5K-9999US-D	SEL Splunk ITSI Perp UPG5K-9999GB/dayUS	\$288.46	K	31%	\$199.04	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTE-100-199AN	SEL Splunk ITSI Term SSup100-199GB/dayAN	\$432.69	K	31%	\$298.56	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTE-100-199AN-D	SEL Splunk ITSI Term SSup100-199GB/dayAN	\$346.15	K	31%	\$238.84	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTE-100-199AP ITTE-100-199AP-D	SEL Splunk ITSI Term SSup100-199GB/dayAP SEL Splunk ITSI Term SSup100-199GB/dayAP	\$519.23 \$415.38	K	31% 31%	\$358.27 \$286.61	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SPLUNK
5 5	ITTE-100-199AP-D ITTE-100-199EM		\$415.38 \$398.08	K K	31% 31%	\$286.61 \$274.68	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK SPLUNK
5	ITTE-100-199EM-D	SEL Splunk ITSI Term SSup100-199GB/dayEM SEL Splunk ITSI Term SSup100-199GB/dayEM	\$318.46	K	31%	\$219.74	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTF-100-199US	SEL Splunk ITSI Term SSup100-199GB/dayUS	\$346.15	K	31%	\$238.84	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPI UNK
5	ITTE-100-199US-D	SEL Splunk ITSI Term SSup100-199GB/dayUS	\$276.92	ĸ	31%	\$191.07	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTE-10-19AN	SEL Splunk ITSI Term SSup10-19GBAN	\$1,298.08	K	31%	\$895.68	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTE-10-19AN-D	SEL Splunk ITSI Term SSup10-19GBAN	\$1,038.46	K	31%	\$716.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTE-10-19AP	SEL Splunk ITSI Term SSup10-19GBAP	\$1,557.69	K	31%	\$1,074.81	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTE-10-19AP-D	SEL Splunk ITSI Term SSup10-19GBAP	\$1,246.15	K	31%	\$859.84	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTE-10-19EM	SEL Splunk ITSI Term SSup10-19GBEM	\$1,194.23	K	31%	\$824.02	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5 5	ITTE-10-19EM-D	SEL Splunk ITSI Term SSup10-19GBEM	\$955.38	K	31% 31%	\$659.21 \$716.54	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK SPLUNK
5	ITTE-10-19US ITTE-10-19US-D	SEL Splunk ITSI Term SSup10-19GBUS SEL Splunk ITSI Term SSup10-19GBUS	\$1,038.46 \$830.77	K K	31% 31%	\$716.54 \$573.23	\$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	ITTE-10-1905-D	SEL Splunk ITSI Term SSup10-19GB05 SEL Splunk ITSI Term SSup1K-1999GB/dayAN	\$243.46	K	31%	\$167.99	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTE-1K-1999AN-D	SEL Splunk ITSI Term SSup1K-1999GB/dayAN	\$195.00	K	31%	\$134.55	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTE-1K-1999AP	SEL Splunk ITSI Term SSup1K-1999GB/dayAP	\$291.92	K	31%	\$201.42	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTE-1K-1999AP-D	SEL Splunk ITSI Term SSup1K-1999GB/dayAP	\$234.23	K	31%	\$161.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTE-1K-1999EM	SEL Splunk ITSI Term SSup1K-1999GB/dayEM	\$223.85	K	31%	\$154.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTE-1K-1999EM-D	SEL Splunk ITSI Term SSup1K-1999GB/dayEM	\$178.85	K	31%	\$123.41	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTE-1K-1999US	SEL Splunk ITSI Term SSup1K-1999GB/dayUS	\$195.00	K	31%	\$134.55	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTE-1K-1999US-D	SEL Splunk ITSI Term SSup1K-1999GB/dayUS	\$155.77	K	31%	\$107.48	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5 5	ITTE-200-499AN	SEL Splunk ITSI Term SSup200-499GB/dayAN	\$333.46 \$266.54	K	31% 31%	\$230.09	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SPLUNK
5	ITTE-200-499AN-D ITTE-200-499AP	SEL Splunk ITSI Term SSup200-499GB/dayAN SEL Splunk ITSI Term SSup200-499GB/dayAP	\$400.38	K K	31% 31%	\$183.91 \$276.26	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK SPLUNK
5	ITTE-200-499AP-D	SEL Splunk ITSI Term SSup200-499GB/dayAP SEL Splunk ITSI Term SSup200-499GB/dayAP	\$320.77	K	31%	\$276.26	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTE-200-499AP-D	SEL Splunk ITSI Term SSup200-499GB/dayAP SEL Splunk ITSI Term SSup200-499GB/dayEM	\$306.92	K	31%	\$221.33	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTE-200-499EM-D	SEL Splunk ITSI Term SSup200-499GB/dayEM	\$245.77	K	31%	\$169.58	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTE-200-499US	SEL Splunk ITSI Term SSup200-499GB/dayUS	\$266.54	K	31%	\$183.91	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTE-200-499US-D	SEL Splunk ITSI Term SSup200-499GB/dayUS	\$213.46	K	31%	\$147.29	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTE-20-49AN	SEL Splunk ITSI Term SSup20-49GBAN	\$973.85	K	31%	\$671.96	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTE-20-49AN-D	SEL Splunk ITSI Term SSup20-49GBAN	\$778.85	K	31%	\$537.41	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTE-20-49AP	SEL Splunk ITSI Term SSup20-49GBAP	\$1,168.85	K	31%	\$806.51	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTE-20-49AP-D	SEL Splunk ITSI Term SSup20-49GBAP	\$934.62	K	31%	\$644.89	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTE-20-49EM	SEL Splunk ITSI Term SSup20-49GBEM	\$895.38	K	31%	\$617.81	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTE-20-49EM-D ITTE-20-49US	SEL Splunk ITSI Term SSup20-49GBEM SEL Splunk ITSI Term SSup20-49GBUS	\$716.54 \$778.85	K K	31% 31%	\$494.41 \$537.41	\$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	ITTE-20-49US-D	SEL Splunk ITSI Term SSup20-49GBUS SEL Splunk ITSI Term SSup20-49GBUS	\$778.85 \$623.08	K K	31%	\$537.41 \$429.93	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTE-2K-4999AN	SEL Splunk ITSI Term SSup2K-4999GB/davAN	\$234.23	K	31%	\$429.93 \$161.62	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTE-2K-4999AN-D	SEL Splunk ITSI Term SSup2K-4999GB/dayAN	\$187.50	K	31%	\$129.38	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPI UNK
5	ITTE-2K-4999AP	SEL Splunk ITSI Term SSup2K-4999GB/dayAP	\$281.54	K	31%	\$194.26	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTE-2K-4999AP-D	SEL Splunk ITSI Term SSup2K-4999GB/dayAP	\$225.00	K	31%	\$155.25	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTE-2K-4999EM	SEL Splunk ITSI Term SSup2K-4999GB/dayEM	\$215.77	K	31%	\$148.88	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTE-2K-4999EM-D	SEL Splunk ITSI Term SSup2K-4999GB/dayEM	\$172.50	K	31%	\$119.03	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK

					NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPGR	ADE PRICE						
BAND	SKU	DESCRIPTION	Model Sub sku	EMC LIST PRICE USD	CATEGORY	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
- 5	ITTE-2K-4999US	SEL Splunk ITSI Term SSup2K-4999GB/dayUS	•	\$188.08	K	31%	\$129.78	\$0.00	\$0.00			\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTE-2K-4999US-D	SEL Splunk ITSI Term SSup2K-4999GB/dayUS		\$150.00	K	31%	\$103.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTE-500-999AN	SEL Splunk ITSI Term SSup500-999GB/dayAN		\$252.69	K	31%	\$174.36	\$0.00	\$0.00			\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTE-500-999AN-D	SEL Splunk ITSI Term SSup500-999GB/dayAN		\$201.92	K	31%	\$139.32		\$0.00			\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTE-500-999AP	SEL Splunk ITSI Term SSup500-999GB/dayAP		\$303.46	K	31%	\$209.39		\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTE-500-999AP-D	SEL Splunk ITSI Term SSup500-999GB/dayAP		\$242.31	K	31%	\$167.19	\$0.00	\$0.00			\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTE-500-999EM	SEL Splunk ITSI Term SSup500-999GB/dayEM		\$231.92	K	31%	\$160.02	\$0.00	\$0.00			\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTE-500-999EM-D	SEL Splunk ITSI Term SSup500-999GB/dayEM		\$185.77	K	31%	\$128.18	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTE-500-999US	SEL Splunk ITSI Term SSup500-999GB/dayUS		\$201.92 \$161.54	K	31% 31%	\$139.32	\$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	ITTE-500-999US-D ITTE-50-99AN	SEL Splunk ITSI Term SSup500-999GB/dayUS		\$161.54 \$685.38	K K	31% 31%	\$111.46 \$472.91	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK SPLUNK
5		SEL Splunk ITSI Term SSup50-99GB/dayAN		\$548.08				\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	
5	ITTE-50-99AN-D ITTE-50-99AP	SEL Splunk ITSI Term SSup50-99GB/dayAN SEL Splunk ITSI Term SSup50-99GB/dayAP		\$822.69	K K	31% 31%	\$378.18 \$567.66		\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK SPLUNK
5	ITTE-50-99AP-D	SEL Splunk ITSI Term SSup50-99GB/dayAP SEL Splunk ITSI Term SSup50-99GB/dayAP		\$657.69	K	31%	\$453.81	\$0.00	\$0.00			\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTE-50-99EM	SEL Splunk ITSI Term SSup50-99GB/dayEM		\$630.00	K	31%	\$434.70		\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTE-50-99EM-D	SEL Splunk ITSI Term SSup50-99GB/dayEM		\$504.23	K	31%	\$347.92		\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTE-50-99US	SEL Splunk ITSI Term SSup50-99GB/dayUS		\$548.08	ĸ	31%	\$378.18	\$0.00	\$0.00			\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTE-50-99US-D	SEL Splunk ITSI Term SSup50-99GB/dayUS		\$438.46	K	31%	\$302.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTE-5K-9999AN	SEL Splunk ITSI Term SSup5K-9999GB/dayAN		\$225.00	K	31%	\$155.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTE-5K-9999AN-D	SEL Splunk ITSI Term SSup5K-9999GB/dayAN		\$180.00	K	31%	\$124.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTE-5K-9999AP	SEL Splunk ITSI Term SSup5K-9999GB/dayAP		\$270.00	K	31%	\$186.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTE-5K-9999AP-D	SEL Splunk ITSI Term SSup5K-9999GB/dayAP		\$216.92	K	31%	\$149.67	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTE-5K-9999EM	SEL Splunk ITSI Term SSup5K-9999GB/dayEM		\$207.69	K	31%	\$143.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTE-5K-9999EM-D	SEL Splunk ITSI Term SSup5K-9999GB/dayEM		\$166.15	K	31%	\$114.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTE-5K-9999US	SEL Splunk ITSI Term SSup5K-9999GB/dayUS		\$180.00	K	31%	\$124.20	\$0.00	\$0.00			\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTE-5K-9999US-D	SEL Splunk ITSI Term SSup5K-9999GB/dayUS		\$144.23	K	31%	\$99.52	\$0.00	\$0.00			\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTG-1K-1999AN	SEL Splunk ITSI Term PSup1K-1999GB/dayAN		\$288.46	K	31%	\$199.04	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTG-1K-1999AN-D	SEL Splunk ITSI Term PSup1K-1999GB/dayAN		\$230.77	K	31%	\$159.23	\$0.00	\$0.00			\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTG-1K-1999AP	SEL Splunk ITSI Term PSup1K-1999GB/dayAP		\$346.15	K	31%	\$238.84	\$0.00	\$0.00			\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTG-1K-1999AP-D	SEL Splunk ITSI Term PSup1K-1999GB/dayAP		\$276.92	K	31%	\$191.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTG-1K-1999EM	SEL Splunk ITSI Term PSup1K-1999GB/dayEM		\$265.38	K	31%	\$183.11	\$0.00 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SPLUNK
5	ITTG-1K-1999EM-D	SEL Splunk ITSI Term PSup1K-1999GB/dayEM		\$212.31	K	31%	\$146.49		\$0.00			\$0.00		\$0.00	SPLUNK
5	ITTG-1K-1999US ITTG-1K-1999US-D	SEL Splunk ITSI Term PSup1K-1999GB/dayUS		\$230.77 \$184.62	K K	31% 31%	\$159.23 \$127.39	\$0.00	\$0.00		\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00	SPLUNK SPLUNK
5	ITTG-1K-1999US-D	SEL Splunk ITSI Term PSup1K-1999GB/dayUS SEL Splunk ITSI Term PSup2K-4999GB/dayAN		\$270.00	K K	31%	\$127.39 \$186.30	\$0.00	\$0.00				\$0.00	\$0.00	SPLUNK
5	ITTG-2K-4999AN-D	SEL Splunk ITSI Term PSup2K-4999GB/dayAN SEL Splunk ITSI Term PSup2K-4999GB/dayAN		\$223.85	K	31%	\$166.30 \$154.46	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTG-2K-4999AP	SEL Splunk ITSI Term PSup2K-4999GB/dayAP		\$324.23	K	31%	\$223.72	\$0.00	\$0.00			\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTG-2K-4999AP-D	SEL Splunk ITSI Term PSup2K-4999GB/dayAP		\$268.85	ĸ	31%	\$185.51	\$0.00	\$0.00			\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTG-2K-4999EM	SEL Splunk ITSI Term PSup2K-4999GB/dayEM		\$249.23	ĸ	31%	\$171.97	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTG-2K-4999EM-D	SEL Splunk ITSI Term PSup2K-4999GB/dayEM		\$205.38	K	31%	\$141.71	\$0.00	\$0.00			\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTG-2K-4999US	SEL Splunk ITSI Term PSup2K-4999GB/dayUS		\$216.92	K	31%	\$149.67	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTG-2K-4999US-D	SEL Splunk ITSI Term PSup2K-4999GB/dayUS		\$178.85	K	31%	\$123.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTG-500-999AN	SEL Splunk ITSI Term PSup500-999GB/dayAN		\$306.92	K	31%	\$211.77	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTG-500-999AN-D	SEL Splunk ITSI Term PSup500-999GB/dayAN		\$245.77	K	31%	\$169.58	\$0.00	\$0.00			\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTG-500-999AP	SEL Splunk ITSI Term PSup500-999GB/dayAP		\$368.08	K	31%	\$253.98	\$0.00	\$0.00			\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTG-500-999AP-D	SEL Splunk ITSI Term PSup500-999GB/dayAP		\$294.23	K	31%	\$203.02	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTG-500-999EM	SEL Splunk ITSI Term PSup500-999GB/dayEM		\$281.54	K	31%	\$194.26	\$0.00	\$0.00				\$0.00	\$0.00	SPLUNK
5	ITTG-500-999EM-D	SEL Splunk ITSI Term PSup500-999GB/dayEM		\$226.15	K	31%	\$156.04	\$0.00	\$0.00			\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTG-500-999US	SEL Splunk ITSI Term PSup500-999GB/dayUS		\$245.77	K	31%	\$169.58	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTG-500-999US-D ITTG-5K-9999AN	SEL Splunk ITSI Term PSup500-999GB/dayUS SEL Splunk ITSI Term PSup5K-9999GB/dayAN		\$196.15 \$252.69	K K	31% 31%	\$135.34 \$174.36	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SPLUNK SPLUNK
5	ITTG-5K-9999AN-D	SEL Splunk ITSI Term PSup5K-9999GB/dayAN SEL Splunk ITSI Term PSup5K-9999GB/dayAN		\$216.92	K	31%	\$174.36 \$149.67	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTG-5K-9999AP	SEL Splunk ITSI Term PSup5K-9999GB/dayAP		\$303.46	K	31%	\$209.39		\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTG-5K-9999AP-D	SEL Splunk ITSI Term PSup5K-9999GB/dayAP		\$259.62	K	31%	\$179.14	\$0.00	\$0.00			\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTG-5K-9999EM	SEL Splunk ITSI Term PSup5K-9999GB/dayEM		\$231.92	K	31%	\$160.02		\$0.00			\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTG-5K-9999EM-D	SEL Splunk ITSI Term PSup5K-9999GB/dayEM		\$199.62	K	31%	\$137.74	\$0.00	\$0.00			\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTG-5K-9999US	SEL Splunk ITSI Term PSup5K-9999GB/dayUS		\$201.92	K	31%	\$139.32	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTG-5K-9999US-D	SEL Splunk ITSI Term PSup5K-9999GB/dayUS		\$173.08	ĸ	31%	\$119.43		\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	ITT-PRM-1000-D	SEL Splunk ITSI Term PrmSup Buck 1000		\$1,000.00	K	31%	\$690.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	ITT-PRM-100-D	SEL Splunk ITSI Term PrmSup Buck 100		\$100.00	K	31%	\$69.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ITT-PRM-100K-D	SEL Splunk ITSI Term PrmSup Buck 100K		\$100,000.00	K	31%	\$69,000.00	\$0.00	\$0.00			\$0.00	\$0.00	\$0.00	SPLUNK
5	ITT-PRM-10K-D	SEL Splunk ITSI Term PrmSup Buck 10K		\$10,000.00	K	31%	\$6,900.00	\$0.00	\$0.00			\$0.00	\$0.00	\$0.00	SPLUNK
5	ITT-PRM-1-D	SEL Splunk ITSI Term PrmSup Buck 1		\$1.00	K	31%	\$0.69	\$0.00	\$0.00			\$0.00	\$0.00	\$0.00	SPLUNK
5	ITT-STD-1000-D	SEL Splunk ITSI Term StdSup Buck 1000		\$1,000.00	K	31%	\$690.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ITT-STD-100-D	SEL Splunk ITSI Term StdSup Buck 100		\$100.00	K	31%	\$69.00	\$0.00	\$0.00			\$0.00	\$0.00	\$0.00	SPLUNK
5	ITT-STD-100K-D	SEL Splunk ITSI Term StdSup Buck 100K		\$100,000.00	K	31%	\$69,000.00	\$0.00	\$0.00			\$0.00	\$0.00	\$0.00	SPLUNK
5	ITT-STD-10K-D	SEL Splunk ITSI Term StdSup Buck 10K		\$10,000.00	K	31%	\$6,900.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ITT-STD-1-D	SEL Splunk ITSI Term StdSup Buck 1		\$1.00	K	31%	\$0.69	\$0.00	\$0.00			\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTU-ES-1000AN-D	SEL Splunk IT TermUPG SSup Buck 1000AN		\$1,000.00	K	31%	\$690.00	\$0.00	\$0.00			\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTU-ES-1000AP-D	SEL Splunk IT TermUPG SSup Buck 1000AP		\$1,000.00	K	31%	\$690.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTU-ES-1000EM-D	SEL Splunk IT TermUPG SSup Buck 1000EM		\$1,000.00	K	31%	\$690.00	\$0.00 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SPLUNK
5	ITTU-ES-1000US-D ITTU-ES-100AN-D	SEL Splunk IT TermUPG SSup Buck 1000US SEL Splunk IT TermUPG SSup Buck 100AN		\$1,000.00 \$100.00	K K	31% 31%	\$690.00 \$69.00	\$0.00 \$0.00	\$0.00			\$0.00	\$0.00	\$0.00	SPLUNK SPLUNK
5	ITTU-ES-100AN-D	SEL Splunk IT TermUPG SSup Buck 100AN SEL Splunk IT TermUPG SSup Buck 100AP		\$100.00 \$100.00	K K	31% 31%	\$69.00 \$69.00	\$0.00 \$0.00	\$0.00 \$0.00			\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SPLUNK SPLUNK
5	ITTU-ES-100AP-D	SEL Splunk IT TermUPG SSup Buck 100AP SEL Splunk IT TermUPG SSup Buck 100EM		\$100.00	K K	31%	\$69.00 \$69.00	\$0.00	\$0.00			\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTU-ES-100EM-D	SEL Splunk IT TermUPG SSup Buck 100EM SEL Splunk IT TermUPG SSup Buck 100US		\$100.00	K	31%	\$69.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTU-ES-10003-D	SEL Splunk IT TermUPG SSup Buck 10003		\$1.00	K	31%	\$0.69	\$0.00	\$0.00			\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTU-ES-1AP-D	SEL Splunk IT TermUPG SSup Buck 1AP		\$1.00	K	31%	\$0.69	\$0.00	\$0.00				\$0.00	\$0.00	SPLUNK
5	ITTU-ES-1EM-D	SEL Splunk IT TermUPG SSup Buck 1EM		\$1.00	ĸ	31%	\$0.69	\$0.00	\$0.00			\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTU-ES-1US-D	SEL Splunk IT TermUPG SSup Buck 1US		\$1.00	ĸ	31%	\$0.69	\$0.00	\$0.00			\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTU-GS-1000AN-D	SEL Splunk IT TermUPG PSup Buck 1000AN		\$1,000.00	K	31%	\$690.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTU-GS-1000AP-D	SEL Splunk IT TermUPG PSup Buck 1000AP		\$1,000.00	K	31%	\$690.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTU-GS-1000EM-D	SEL Splunk IT TermUPG PSup Buck 1000EM		\$1,000.00	K	31%	\$690.00	\$0.00	\$0.00			\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTU-GS-1000US-D	SEL Splunk IT TermUPG PSup Buck 1000US		\$1,000.00	K	31%	\$690.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
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					NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPGR	ADE PRICE						
BAND	SKU	DESCRIPTION	Model Sub sku	EMC LIST PRICE USD	CATEGORY	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	ITTU-GS-100AN-D	SEL Splunk IT TermUPG PSup Buck 100AN	•	\$100.00	K	31%	\$69.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTU-GS-100AP-D	SEL Splunk IT TermUPG PSup Buck 100AP		\$100.00	K	31%	\$69.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTU-GS-100EM-D	SEL Splunk IT TermUPG PSup Buck 100EM		\$100.00	K	31%	\$69.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTU-GS-100US-D	SEL Splunk IT TermUPG PSup Buck 100US		\$100.00	K	31%	\$69.00		\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTU-GS-1AN-D	SEL Splunk IT TermUPG PSup Buck 1AN		\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTU-GS-1AP-D	SEL Splunk IT TermUPG PSup Buck 1AP		\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTU-GS-1EM-D	SEL Splunk IT TermUPG PSup Buck 1EM		\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTU-GS-1US-D	SEL Splunk IT TermUPG PSup Buck 1US		\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTUS-1K-1999-EM	SEL Splunk IT TRU SSup1K-1999GB/dayEM		\$178.85 \$173.08	K	31% 31%	\$123.41		\$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	ITTUS-2K-4999-EM ITTUS-500-999-EM	SEL Splunk IT TRU SSup2K-4999GB/dayEM SEL Splunk IT TRU SSup500-999GB/dayEM		\$173.08 \$185.77	K K	31% 31%	\$119.43 \$128.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK SPLUNK
5				\$165.77	K K	31%		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
5	ITTUS-5K-9999-EM LIC-RG-AGT-1Y	SEL Splunk IT TRU SSup5K-9999GB/dayEM SEL RG 1Y SUBSCRIPTION 1 RG SYSTEM AGT		\$23.08	K K	31%	\$114.64 \$15.93		\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK RG SYSTEMS
5	LIC-RG-AGT-11	SEL RG 11 SUBSCRIPTION 1 RG SYSTEM AGT		\$46.15	K	31%	\$15.93 \$31.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RG SYSTEMS
5	LIC-RG-ORCH-1Y	SEL RG SW SUB. PER TB-BACK END VOLUME 1Y		\$392.31	K	31%	\$270.69		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RG SYSTEMS
5	LIC-RG-ORCH-3Y	SEL RG SW SUB. PER TB-BACK END VOLUME 3Y		\$753.85	ĸ	31%	\$520.16		\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	RG SYSTEMS
5	LIC-RGSTACK10	SEL RG STACK10 SW FOR PRIV. CLOUD		\$184.615.38	ĸ	31%	\$127.384.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RG SYSTEMS
5	LIC-RGSTACK5	SEL RG STACK5 SW FOR PRIV. CLOUD		\$138,461,54	ĸ	31%	\$95,538.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RG SYSTEMS
5	LIC-RGSTACK50	SEL RG STACK50 SW FOR PRIV. CLOUD		\$295,384.62	ĸ	31%	\$203,815.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RG SYSTEMS
5	LIFTCD4PESITET1	SEL CD4PE Site-Tier 1-Lift 0 ? 4,999		\$5,760.00	K	31%	\$3,974.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5	LIFTCD4PESITET10	SEL CD4PE Site-Tier 10-Lift 120k-139,999		\$46,081.54	K	31%	\$31,796.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5	LIFTCD4PESITET2	SEL CD4PE Site-Tier 2-Lift 5k - 9,999		\$7,680.00	K	31%	\$5,299.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5	LIFTCD4PESITET3	SEL CD4PE Site-Tier 3-Lift 10k ?14,999		\$9,600.00	K	31%	\$6,624.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5	LIFTCD4PESITET4	SEL CD4PE Site-Tier 4-Lift 15k ? 24,999		\$11,521.54	K	31%	\$7,949.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5	LIFTCD4PESITET5	SEL CD4PE Site-Tier 5-Lift 25k ? 49,999		\$17,280.00	K	31%	\$11,923.20	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	PUPPET LABS
5	LIFTCD4PESITET6	SEL CD4PE Site-Tier 6-Lift 50k - 74,999		\$23,040.00	K	31%	\$15,897.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5	LIFTCD4PESITET7	SEL CD4PE Site-Tier 7-Lift 60k ? 79,999		\$28,801.54	K	31%	\$19,873.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5	LIFTCD4PESITET8	SEL CD4PE Site-Tier 8-Lift 80k - 99,999		\$34,561.54	K	31%	\$23,847.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5	LIFTCD4PESITET9	SEL CD4PE Site-Tier 9-Lift 100k -119,999		\$40,321.54	K	31%	\$27,821.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5	LM-SFP-DAC-10M	SEL KEMP 10M SFP+ Direct Attached Copper		\$384.62	K	31%	\$265.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	KEMP
5	LM-SFP-DAC-1M	SEL KEMP 1M SFP+ Direct Attached Copper		\$153.85 \$230.77	K	31%	\$106.16	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	KEMP
5	LM-SFP-DAC-3M	SEL KEMP 3M SFP+ Direct Attached Copper		\$230.77	K	31%	\$159.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	KEMP
5	LM-SFP-DAC-5M LM-SFP-SR	SEL KEMP 5M SFP+ Direct Attached Copper SEL KEMP SFP+ SR Transceiver 850NM/300M		\$1.369.23	K K	31% 31%	\$212.31 \$944.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00	KEMP KEMP
5	LMX15-HA-EMC3Y	SEL KEMP SFP+ SR Transceiver 850NM/300M SEL KEMP LoadMaster X15 EMC HA 3Y Bundle		\$66,708.00	K K	31%	\$944.77 \$46,028.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	KEMP
5	LMX15-HA-EMC5Y	SEL KEMP LoadMaster X15 EMC HA 57 Bundle SEL KEMP LoadMaster X15 EMC HA 57 Bundle		\$91,077.00	K	31%	\$62,843.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	KEMP
5	I MX25-HA-FMC3Y	SEL KEMP LoadMaster X25 FMC HA 3Y Bundle		\$136,307.69	K	31%	\$94,052,31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	KEMP
5	LMX25-HA-EMC5Y	SEL KEMP LoadMaster X25 EMC HA 5Y Bundle		\$186,153.85	ĸ	31%	\$128.446.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	KEMP
5	LMX40-HA-EMC3Y	SEL KEMP LoadMaster X40 EMC HA 3Y Bundle		\$204,461.54	ĸ	31%	\$141.078.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	KEMP
5	LMX40-HA-EMC5Y	SEL KEMP LoadMaster X40 EMC HA 5Y Bundle		\$279,230.77	ĸ	31%	\$192,669,23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	KEMP
5	M MOL1YR	SEL BOOMI Molecule		\$1,300.00	K	31%	\$897.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	M_QUEUING	SEL BOOMI Message Queuing		\$650.00	K	31%	\$448.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	M16-2136-C0000C1	SEL-16ch. exp port,D921-936,OSC,IL=6.6dB		\$19,550.77	K	31%	\$13,490.03	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SMARTOPTICS
5	M16-2136-D0030C1	SEL-16ch. exp port,D921-D936,OSC,Rx EDF		\$30,715.38	K	31%	\$21,193.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SMARTOPTICS
5	M16-2136-D003AC1	SEL-D921-D936,OSC,Rx EDFA,Rx DC 40km		\$35,043.08	K	31%	\$24,179.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SMARTOPTICS
5	M16-2136-D1A3TC1	SEL-D921-D936,Tx ED,Tx D40,Rx ED,Rx TD		\$52,076.92	K	31%	\$35,933.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SMARTOPTICS
5	M-3809-921928-M	SEL-8 ch. M/Demux,D921-D928,IL=4.8dB		\$2,815.38	K	31%	\$1,942.61	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SMARTOPTICS
5	M-3809-929936-M	SEL-8 ch. M/Demux,D929-D936,IL=4.8dB		\$2,815.38	K	31%	\$1,942.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SMARTOPTICS
5	M-3840-LL	SEL-40 ch. M/Demux,D921-D960, IL=7.5dB		\$10,446.15	K	31%	\$7,207.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SMARTOPTICS
5	M-410 M-420	SEL-DC power supply, M-series		\$1,215.38 \$1,061.54	K K	31% 31%	\$838.61 \$732.46	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SMARTOPTICS SMARTOPTICS
5	M5100C	SEL-AC power supply, M-series SEL MG5-100-C)		\$1,001.54	K	31%	\$10,350.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	M5100C-I	SEL MG5-100-C)		\$16,500.00	K	31%	\$10,330.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	M5100C-K	SEL MG5-100-C)		\$15,819.00	K	31%	\$10,915.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	M510C-I	SEL MG5-10-C)		\$1,650.00	ĸ	31%	\$1,138.50		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	M510C-K	SEL MG5-10-C)		\$1,582.00	ĸ	31%	\$1,091.58		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	M-ADJ-19	SEL-Smartoptics 19 AdiKit-2 8ch modul		\$150.77	ĸ	31%	\$104.03	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SMARTOPTICS
5	MB10PB1YRSB	SELECT DFXS MB ELA, 10PB 1Yr Sub		\$2,160,000.00	ĸ	31%	\$1,490,400.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	NTP-DEFENDX
5	MB1PB1YRSB	SELECT DFXS MB ELA, 1PB 1Yr Sub		\$300,600.00	ĸ	31%	\$207,414.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	NTP-DEFENDX
5	MB3PB1YRSB	SELECT DFXS MB ELA, 3PB 1Yr Sub		\$702,000.00	K	31%	\$484,380.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NTP-DEFENDX
5	MB5PB1YRSB	SELECT DFXS MB ELA, 5PB 1Yr Sub		\$1,125,000.00	K	31%	\$776,250.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	NTP-DEFENDX
5	MBAD1PB1YRSB	SELECT DFXS MB ELA, ADD 1PB 1Yr Sub		\$216,000.00	K	31%	\$149,040.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	NTP-DEFENDX
5	MBP10PB1YRSB	SELECT DFXS MBP ELA, 10PB 1Yr Sub		\$2,880,000.00	K	31%	\$1,987,200.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NTP-DEFENDX
5	MBP1PB1YRSB	SELECT DFXS MBP ELA, 1PB 1Yr Sub		\$433,800.00	K	31%	\$299,322.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	NTP-DEFENDX
5	MBP3PB1YRSB	SELECT DFXS MBP ELA, 3PB 1Yr Sub		\$950,400.00	K	31%	\$655,776.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	NTP-DEFENDX
5	MBP5PB1YRSB	SELECT DFXS MBP ELA, 5PB 1Yr Sub		\$1,530,000.00	K	31%	\$1,055,700.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NTP-DEFENDX
5	MBPAD1PB1YRSB	SELECT DFXS MBP ELA, ADD 1PB 1Yr Sub		\$288,000.00	K	31%	\$198,720.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NTP-DEFENDX
5	MDMBASECPQ	SEL Boomi HUB EDITION (BASE TIER)		\$6,000.00	K	31%	\$4,140.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	BOOMI
5	MDMENTERPRISE	SEL Boomi HUB EDITION (ENTERPRISE TIER)		\$18,000.00	K	31%	\$12,420.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	MDMTIER1	SEL Boomi HUB (Tier 1 <10K Golden Rec)		\$520.00	K	31%	\$358.80		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	MDMTIER2	SEL Boomi HUB (Tier 2 <50K Golden Rec)		\$1,750.00 \$3.000.00	K	31%	\$1,207.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	BOOM
5	MDMTIER3 MIB-1YR-00000003	SEL Boomi HUB Tier 3 <100K Golden Rec) SEL 1YR File Metadata Bundle Up to 3PB		\$3,000.00 \$415,384.62	K K	31% 31%	\$2,070.00 \$286,615.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	BOOMI INDEX ENGINES
5	MIB-1YR-00000003 MIB-1YR-00000006	SEL 1YR File Metadata Bundle Up to 3PB SEL 1YR File Metadata Bundle Up to 6PB		\$415,384.62 \$553.846.15	K K	31% 31%	\$286,615.39 \$382,153.84	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	INDEX ENGINES
5	MIB-1YR-00000006 MIB-1YR-00000009	SEL 1YR File Metadata Bundle Up to 6PB SEL 1YR File Metadata Bundle Up to 9PB		\$553,846.15 \$830,769.23	K K	31% 31%	\$382,153.84 \$573,230.77	\$0.00	\$0.00 \$0.00	\$0.00		\$0.00	\$0.00	\$0.00 \$0.00	INDEX ENGINES
5	MIB-1YR-00000009 MIB-1YR-00000012	SEL 1YR File Metadata Bundle Up to 9PB SEL 1YR File Metadata Bundle Up to 12PB		\$830,769.23 \$969.230.77	K K	31% 31%	\$573,230.77 \$668,769.23	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	INDEX ENGINES
5	MIB-1YR-00000012 MIR-3YR-00000003	SEL 1YR File Metadata Bundle Up to 12PB SEL 3YR File Metadata Bundle Up to 3PB		\$969,230.77	K K	31%	\$773,861.54	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	INDEX ENGINES
5	MIB-3YR-00000006	SEL 3YR File Metadata Bundle Up to 6PB		\$1,495,384.62	K	31%	\$1,031,815.39	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	INDEX ENGINES
5	MIB-3YR-00000000	SEL 3YR File Metadata Bundle Up to 9PB		\$2,243,076.92	K	31%	\$1,547,723.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5	MIB-3YR-00000012	SEL 3YR File Metadata Bundle Up to 12PB		\$2,616,923.08	ĸ	31%	\$1,805,676.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5	MIB-5YR-00000012	SEL 5YR File Metadata Bundle Up to 3PB		\$1.661.538.46	ĸ	31%	\$1,146,461,54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5	MIB-5YR-00000005	SEL 5YR File Metadata Bundle Up to 6PB		\$2.215.384.62	ĸ	31%	\$1,528,615,39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5	MIB-5YR-00000009	SEL 5YR File Metadata Bundle Up to 9PB		\$3,323,076.92	K	31%	\$2,292,923.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5	MIB-5YR-00000012	SEL 5YR File Metadata Bundle Up to 12PB		\$3,876,923.08	ĸ	31%	\$2,675,076.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
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					NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPGR	ADE PRICE						
BAND	SKU	DESCRIPTION	Model Sub sku	EMC LIST PRICE USD	CATEGORY	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	MNT-IAPER-T0	SEL OT Enhanced Maint 1-5TB IAPER-T0		\$17,648.07	К	31%	\$12,177.17	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	OPENTEXT
5	MNT-IAPER-T1	SEL OT Enhanced Maint 6-20TB IAPER-T1		\$10,588.81	K	31%	\$7,306.28	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	OPENTEXT
5	MNT-IAPER-T2 MNT-IAPER-T3	SEL OT Enhanced Maint 21-50TB IAPER-T2 SEL OT Enhanced Maint 51-100TB IAPER-T3		\$6,618.07	K K	31%	\$4,566.47 \$2,678.99	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	OPENTEXT OPENTEXT
5	MNT-IAPER-13 MNT-IAPER-T4	SEL OT Enhanced Maint 51-1001B IAPER-13 SEL OT Enhanced Maint 101-300TB IAPER-T4		\$3,882.60 \$2,541.30	K	31% 31%	\$2,678.99 \$1,753.50	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	OPENTEXT
5	MNT-IAPER-T5	SEL OT Enhanced Maint 101-3001B IAPER-14 SEL OT Enhanced Maint 301-1k TB IAPER-T5		\$1,415.38	K	31%	\$976.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	OPENTEXT
5	MNT-IAPER-T6	SEL OT Enhanced Maint 1001-2kTB IAPER-T6		\$1,062.00	K	31%	\$732.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	OPENTEXT
5	MNT-IAPER-T7	SEL OT Enhanced Maint 2001-5kTB IAPER-T7		\$929.00	K	31%	\$641.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	OPENTEXT
5	MNT-IAPER-T8	SEL OT Enhanced Maint 5001+TB IAPER-T8		\$840.00	K	31%	\$579.60		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	OPENTEXT
5	NEWCD4PESITET1	SEL CD4PE Site-Tier 1-New 0 ? 4,999		\$34,561.54	K	31%	\$23,847.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5	NEWCD4PESITET10 NEWCD4PESITET2	SEL CD4PE Site-Tier10-New 120k - 139,999 SEL CD4PE Site-Tier 2-New 5k - 9,999		\$276,489.23 \$46.081.54	K K	31% 31%	\$190,777.57 \$31,796.26	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	PUPPET LABS PUPPET LABS
5	NEWCD4PESITET2	SEL CD4PE Site-Tier 2-New 10k - 9,999 SEL CD4PE Site-Tier 3-New 10k 214 999		\$57.601.54	K	31%	\$31,796.26 \$39.745.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5	NEWCD4PESITET4	SEL CD4PE Site-Tier 4-New 15k ? 24,999		\$69,123.08	ĸ	31%	\$47,694.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5	NEWCD4PESITET5	SEL CD4PE Site-Tier 5-New 25k ? 49,999		\$103,683.08	K	31%	\$71,541.33	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5	NEWCD4PESITET6	SEL CD4PE Site-Tier 6-New 50k - 74,999		\$138,244.62	K	31%	\$95,388.79	\$0.00	\$0.00		\$0.00		\$0.00	\$0.00	PUPPET LABS
5	NEWCD4PESITET7	SEL CD4PE Site-Tier 7-New 60k ? 79,999		\$172,806.15	K	31%	\$119,236.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5	NEWCD4PESITET8 NEWCD4PESITET9	SEL CD4PE Site-Tier 8-New 80k - 99,999 SEL CD4PE Site-Tier 9-New 100k - 119,999		\$207,367.69 \$241,929.23	K K	31% 31%	\$143,083.71 \$166.931.17	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	PUPPET LABS PUPPET LABS
5	NXALBADCT1YC	SEL CD4PE Site-Her 9-New 100k - 119,999 SEL NX-ALB-AD-CT-1Y-C)		\$241,929.23	K	31%	\$166,931.17	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	NXALBADCT1YC-I	SEL NX-ALB-AD-CT-1Y-C)		\$23,400.00	K	31%	\$16,146.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	NXALBADCT1YC-K	SEL NX-ALB-AD-CT-1Y-C)		\$23,559.61	K	31%	\$16,256.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	NXALBC	SEL NX-ALB-C)		\$4,248.00	K	31%	\$2,931.12		\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VMWARE
5	NXALBC-I	SEL NX-ALB-C)		\$4,970.16	K	31%	\$3,429.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	NXALBC-K	SEL NX-ALB-C)		\$5,006.90	K	31%	\$3,454.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	NXALBSCC NXALBSCC-I	SEL NX-ALB-SC-C) SEL NX-ALB-SC-C)		\$16,995.00 \$19.884.15	K K	31% 31%	\$11,726.55 \$13,720.06		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARE
5	NXALBSCC-I NXALBSCC-K	SEL NX-ALB-SC-C) SEL NX-ALB-SC-C)		\$19,884.15 \$20,035.24	K K	31%	\$13,720.06 \$13,824.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	NXDCADEP100UC	SEL NX-DC-ADEP-100-U-C)		\$6.600.00	K	31%	\$4.554.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	NXDCADEP100UC-I	SEL NX-DC-ADEP-100-U-C)		\$7,722.00	K	31%	\$5,328.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	NXDCADEP100UC-K	SEL NX-DC-ADEP-100-U-C)		\$7,776.59	K	31%	\$5,365.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	NXDCADEP10UGC	SEL NX-DC-ADEP-10-UG-C)		\$660.00	K	31%	\$455.40		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	NXDCADEP10UGC-I	SEL NX-DC-ADEP-10-UG-C)		\$772.20	K	31%	\$532.82		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	NXDCADEP10UGC-K	SEL NX-DC-ADEP-10-UG-C)		\$777.66	K	31%	\$536.59	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE
5	NXDCADEPLC100UGF NXDCADEPLC10UGF	SEL: NX-DC-ADEPLC-100-UG-F SEL: NX-DC-ADEPLC-10-UG-F		\$7,260.00 \$726.00	K K	31% 31%	\$5,009.40 \$500.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT CARAHSOFT
5	NXDCADEPLUGC	SEL NX-DC-ADEPL-UG-C)		\$3,300.00	K	31%	\$2,277.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	NXDCADEPLUGC-I	SEL NX-DC-ADEPL-UG-C)		\$3,861.00	ĸ	31%	\$2,664.09		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	NXDCADEPLUGC-K	SEL NX-DC-ADEPL-UG-C)		\$3,888.29	K	31%	\$2,682.92	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	NX-DC-ADEPL-UG-F	SEL: NX-DC-ADEPL-UG-F		\$3,630.00	K	31%	\$2,504.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	NXDCADVC	SEL NX-DC-ADV-C)		\$5,495.00	K	31%	\$3,791.55		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	NXDCADVC100C	SEL NX-DC-ADVC-100-C)		\$11,000.00 \$12,870.00	K	31% 31%	\$7,590.00 \$8,880.30	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARE
5	NXDCADVC100C-I NXDCADVC100C-K	SEL NX-DC-ADVC-100-C) SEL NX-DC-ADVC-100-C)		\$12,986.52	K K	31%	\$8,880.30		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	NX-DC-ADVC-100-F	SEL: NX-DC-ADVC-100-F		\$12,100.00	K	31%	\$8,349.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	NXDCADVC10C	SEL NX-DC-ADVC-10-C)		\$1,100.00	ĸ	31%	\$759.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	NXDCADVC10C-I	SEL NX-DC-ADVC-10-C)		\$1,287.00	K	31%	\$888.03	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	NXDCADVC10C-K	SEL NX-DC-ADVC-10-C)		\$1,298.65	K	31%	\$896.07	\$0.00	\$0.00		\$0.00		\$0.00	\$0.00	VMWARE
5	NX-DC-ADVC-10-F	SEL: NX-DC-ADVC-10-F		\$1,210.00	K	31%	\$834.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	NXDCADVC-I NXDCADVC-K	SEL NX-DC-ADV-C) SEL NX-DC-ADV-C)		\$6,429.15 \$6,470.27	K K	31% 31%	\$4,436.11 \$4,464.49	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARF
5	NX-DC-ADV-F	SEL NX-DC-ADV-E		\$6,044.50	K	31%	\$4,404.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	NXDCADVLEC	SEL NX-DCADV-LE-C)		\$5,495.00	ĸ	31%	\$3,791.55		\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VMWARE
5	NXDCADVLEC-I	SEL NX-DCADV-LE-C)		\$6,429.15	K	31%	\$4,436.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	NXDCADVLEC-K	SEL NX-DCADV-LE-C)		\$6,470.27	K	31%	\$4,464.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	NXDCAKC	SEL NX-DC-AK-C)		\$23,995.00	K	31%	\$16,556.55		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	NXDCAKC-I	SEL NX-DC-AK-C)		\$28,074.15 \$28,233.22	K	31%	\$19,371.16	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE
5	NXDCAKC-K NX-DC-AK-F	SEL NX-DC-AK-C) SEL: NX-DC-AK-F		\$28,233.22 \$26,394.50	K K	31% 31%	\$19,480.92 \$18.212.21	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE CARAHSOFT
5	NXDCENE100UGC	SEL NX-DC-AK-F SEL NX-DC-ENE-100-UG-C)		\$2,590.00	K	31%	\$10,212.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	NXDCENE100UGC-I	SEL NX-DC-ENE-100-UG-C)		\$3,030.30	K	31%	\$2,090.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	NXDCENE100UGC-K	SEL NX-DC-ENE-100-UG-C)		\$3,053.17	K	31%	\$2,106.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	NXDCENE10UGC	SEL NX-DC-ENE-10-UG-C)		\$259.00	K	31%	\$178.71	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	NXDCENE10UGC-I	SEL NX-DC-ENE-10-UG-C)		\$303.03	K	31%	\$209.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	NXDCENE10UGC-K	SEL NX-DC-ENE-10-UG-C)		\$305.32 \$2.849.00	K	31%	\$210.67	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	VMWARE
5	NXDCENEPLC100UGF NXDCENEPLC10UGF	SEL: NX-DC-ENEPLC-100-UG-F SEL: NX-DC-ENEPLC-10-UG-F		\$2,849.00 \$284.90	K K	31% 31%	\$1,965.81 \$196.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00	CARAHSOFT
5	NXDCENEPLUGC	SEL NX-DC-ENEPL-UG-C)		\$1.295.00	K	31%	\$893.55		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	NXDCENEPLUGC-I	SEL NX-DC-ENEPL-UG-C)		\$1,515.15	K	31%	\$1,045.45		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	NXDCENEPLUGC-K	SEL NX-DC-ENEPL-UG-C)		\$1,528.50	K	31%	\$1,054.67	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	NX-DC-ENEPL-UG-F	SEL: NX-DC-ENEPL-UG-F		\$1,424.50	K	31%	\$982.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	NXDCEPA100C	SEL NX-DC-EPA100-C)		\$1,900.00	K	31%	\$1,311.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	NXDCEPA100C-I	SEL NX-DC-EPA100-C)		\$2,223.00	K	31%	\$1,533.87	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00	VMWARE VMWARE
5	NXDCEPA100C-K NX-DC-EPA100-F	SEL NX-DC-EPA100-C) SEL: NX-DC-EPA100-F		\$2,241.04 \$2,090.00	K K	31% 31%	\$1,546.32 \$1,442.10		\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	VMWARE CARAHSOFT
5	NXDCEPA100-F	SEL NX-DC-EPA100-P SEL NX-DC-EPA10-C)		\$2,090.00	K	31%	\$1,442.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	NXDCEPA10C-I	SEL NX-DC-EPA10-C)		\$222.30	K	31%	\$153.39	\$0.00	\$0.00		\$0.00		\$0.00	\$0.00	VMWARE
5	NXDCEPA10C-K	SEL NX-DC-EPA10-C)		\$224.10	K	31%	\$154.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	NX-DC-EPA10-F	SEL: NX-DC-EPA10-F		\$209.00	K	31%	\$144.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	NXDCEPL25TLF	SEL: NX-DC-EPL-25-TL-F		\$15,950.00	K	31%	\$11,005.50		\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	CARAHSOFT
5	NXDCEPLADC	SEL NX-DC-EPL-AD-C)		\$950.00 \$1.111.50	K	31%	\$655.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE
5	NXDCEPLADC-I NXDCEPLADC-K	SEL NX-DC-EPL-AD-C) SEL NX-DC-EPL-AD-C)		\$1,111.50 \$1,122.43	K K	31% 31%	\$766.94 \$774.48	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARE
5	NX-DC-EPL-AD-F	SEL: NX-DC-EPL-AD-F		\$1,045.00	K	31%	\$774.48 \$721.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	TOTO CI L-AD-F	CEL INVOCEI EMPT		\$1,040.00	n	J 1 /0	φ1∠1.05	ψ0.00	Ģ0.00	φυ.υυ	ψ0.00	ψ0.00	ψ0.00	ψ0.00	ONIVALIBUT I

					NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPGR	ADE PRICE						
BAND	sku	DESCRIPTION	Model Sub sku	EMC LIST PRICE USD	CATEGORY CODE	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	NXDCEPLC	SEL NX-DC-EPL-C)		\$8,495.00	K	31%	\$5,861.55	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	NXDCEPLC100C	SEL NX-DC-EPLC-100-C)		\$17,000.00	K	31%	\$11,730.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	NXDCEPLC100C-I	SEL NX-DC-EPLC-100-C)		\$19,890.00	K	31%	\$13,724.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	NXDCEPLC100C-K	SEL NX-DC-EPLC-100-C)		\$20,035.24	K	31%	\$13,824.32	\$0.00	\$0.00	\$0.00				\$0.00	VMWARE
5	NX-DC-EPLC-100-F	SEL: NX-DC-EPLC-100-F		\$18,700.00	K	31%	\$12,903.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	NXDCEPLC10C	SEL NX-DC-EPLC-10-C)		\$1,700.00	K	31%	\$1,173.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	NXDCEPLC10C-I	SEL NX-DC-EPLC-10-C)		\$1,989.00	K	31%	\$1,372.41	\$0.00	\$0.00	\$0.00		\$0.00		\$0.00	VMWARE
5	NXDCEPLC10C-K	SEL NX-DC-EPLC-10-C)		\$2,003.52	K	31%	\$1,382.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	NX-DC-EPLC-10-F	SEL: NX-DC-EPLC-10-F		\$1,870.00	K	31%	\$1,290.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	NXDCEPLC-I	SEL NX-DC-EPL-C)		\$9,939.15	K	31%	\$6,858.01	\$0.00	\$0.00	\$0.00				\$0.00	VMWARE
5	NXDCEPLC-K	SEL NX-DC-EPL-C)		\$9,998.47	K	31%	\$6,898.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	NX-DC-EPL-F	SEL: NX-DC-EPL-F		\$9,344.50	K	31%	\$6,447.71	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	NXDCP50PTLSSF	SEL: NX-DCP50-P-TLSS-F		\$5,940.00	K	31%	\$4,098.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	NXDCPFADVUGC	SEL NX-DC-PFADV-UG-C)		\$1,650.00	K	31%	\$1,138.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	NXDCPFADVUGC-I	SEL NX-DC-PFADV-UG-C)		\$1,930.50	K	31%	\$1,332.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	NXDCPFADVUGC-K	SEL NX-DC-PFADV-UG-C)		\$1,942.23	K	31%	\$1,340.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	NX-DC-PFADV-UG-F	SEL: NX-DC-PFADV-UG-F		\$1,815.00	K	31%	\$1,252.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	NXDCPFC	SEL NX-DC-PF-C)		\$3,995.00	K	31%	\$2,756.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	NXDCPFC-I	SEL NX-DC-PF-C)		\$4,674.15	K	31%	\$3,225.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	NXDCPFC-K	SEL NX-DC-PF-C)		\$4,708.09	K	31%	\$3,248.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	NXDCPFEPLUGC	SEL NX-DC-PFEPL-UG-C)		\$4,950.00	K	31%	\$3,415.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	NXDCPFEPLUGC-I	SEL NX-DC-PFEPL-UG-C)		\$5,791.50	K	31%	\$3,996.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	NXDCPFEPLUGC-K	SEL NX-DC-PFEPL-UG-C)		\$5,834.35	K	31%	\$4,025.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	NX-DC-PFEPL-UG-F	SEL: NX-DC-PFEPL-UG-F		\$5,445.00	K	31%	\$3,757.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	NX-DC-PF-F	SEL: NX-DC-PF-F		\$4,394.50	K	31%	\$3,032.21	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	CARAHSOFT
5	NXDCRB25VMC	SEL NX-DCRB-25VM-C)		\$15,250.00	K	31%	\$10,522.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	NXDCRB25VMC-I	SEL NX-DCRB-25VM-C) SEL NX-DCRB-25VM-C)		\$17,842.50	K	31% 31%	\$12,311.33	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	NXDCRB25VMC-K			\$17,966.60	K		\$12,396.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE CARAHSOFT
5	NX-DCRB-25VM-F	SEL: NX-DCRB-25VM-F		\$16,775.00	K	31%	\$11,574.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
5	NXDCSTADVUGC	SEL NX-DC-STADV-UG-C)		\$3,850.00 \$4,504.50	K	31% 31%	\$2,656.50 \$3,108.11	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARE
5	NXDCSTADVUGC-I	SEL NX-DC-STADV-UG-C)			K			\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	
5	NXDCSTADVUGC-K	SEL NX-DC-STADV-UG-C)		\$4,531.87 \$4,235.00	K	31%	\$3,126.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	VMWARE
5	NX-DC-STADV-UG-F	SEL: NX-DC-STADV-UG-F		\$4,235.00 \$1,995.00	K	31%	\$2,922.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	NXDCSTDC	SEL NX-DC-STD-C)			K	31%	\$1,376.55		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	VMWARE
5	NXDCSTDC-I	SEL NX-DC-STD-C)		\$2,334.15	K	31%	\$1,610.56	\$0.00						\$0.00 \$0.00	VMWARE
5 5	NXDCSTDC-K	SEL NX-DC-STD-C)		\$2,348.30 \$2,194.50	K	31% 31%	\$1,620.33 \$1,514.21	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	VMWARE CARAHSOFT
5	NX-DC-STD-F NXDCSTDPFUGC	SEL: NX-DC-STD-F SEL NX-DC-STDPF-UG-C)		\$2,194.50	K	31%	\$1,514.21 \$1.518.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
	NXDCSTDPFUGC NXDCSTDPFUGC-I	SEL NX-DC-STDPF-UG-C) SEL NX-DC-STDPF-UG-C)		\$2,200.00	K	31%	\$1,518.00 \$1.776.06	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5 5	NXDCSTDPFUGC-I	SEL NX-DC-STDPF-UG-C) SEL NX-DC-STDPF-UG-C)		\$2,574.00	K	31%	\$1,776.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	NX-DC-STDPF-UGC-K	SEL: NX-DC-STDPF-UG-C) SEL: NX-DC-STDPF-UG-F		\$2,593.47	K	31%	\$1,789.49 \$1,669.80	\$0.00	\$0.00	\$0.00		\$0.00		\$0.00	CARAHSOFT
		SEL NX-DC-STDPF-UG-F SEL NX-DC-STEPL-UG-C)		\$7,150.00	K	31%	\$1,669.80 \$4.933.50	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5 5	NXDCSTEPLUGC NXDCSTEPLUGC-I	SEL NX-DC-STEPL-UG-C) SEL NX-DC-STEPL-UG-C)		\$8,365.50	K	31%	\$4,933.50 \$5.772.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	NXDCSTEPLUGC-I	SEL NX-DC-STEPL-UG-C)		\$8,389.52	K	31%	\$5,772.20 \$5.788.77	\$0.00	\$0.00	\$0.00		\$0.00		\$0.00	VMWARE
5	NX-DC-STEPL-UG-F	SEL NX-DC-STEPL-UG-C)		\$7,865.00	K	31%	\$5,766.77 \$5,426.85	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	CARAHSOFT
5	OSPA1W	SEL Open Source Puppet Assessment 1-week		\$11,758.82	K	31%	\$8,113.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5	PC15USA	PWRCORD RPS4 + SI-ACPWR USA NEMA 5-20P P		\$33.00	K	31%	\$22.77	\$0.00	\$0.00	\$0.00				\$0.00	BROCADE ETHERNET
5	PCUSA2	SEL-PWR CRD USA NEMA5-15/C13 13A 125V		\$34.00	ĸ	31%	\$23.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5	PCUSA-3M	SEL Pwrcrd-RPS2/3/5/9 USA-NEMA5-15P Plug		\$11.00	ĸ	31%	\$7.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5	PCUSA-C19C20	PWR CORD IEC 60320-C19 TO IEC 60320-C20		\$72.00	K	31%	\$49.68	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5	PCUSA-NEMA620	PWR CORD FOR 2500220V SX-ACPWR-2500-POF		\$76.00	ĸ	31%	\$52.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5	PE1000019999SPRM	SEL Puppet Ent 10K- 19999 nodes Prem Sub		\$164.62	ĸ	31%	\$113.59	\$0.00	\$0.00	\$0.00		\$0.00		\$0.00	PUPPET LABS
5	PE1000019999SSTD	SEL Puppet Ent 10K- 19999 nodes Stnd Sub		\$138.46	ĸ	31%	\$95.54	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	PUPPET LABS
5	PF10002499PI	SEL PupEnt1000-2499nodes Perpet LicOnly		\$393.85	ĸ	31%	\$271.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5	PE10002499PPRMS	SEL PE1000-2499nodesPerpetPrmSupSub		\$138.46	ĸ	31%	\$95.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5	PE10002499SPRM	SEL Puppet Ent 1K-2499 nodes Prem Sub		\$215.38	ĸ	31%	\$148.61	\$0.00	\$0.00	\$0.00		\$0.00		\$0.00	PUPPET LABS
5	PE10002499SSTD	SEL Puppet Ent 1K-2499 nodes Stnd Sub		\$176.92	ĸ	31%	\$122.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5	PE100249PL	SEL PupEnt100-249nodes Perpet LicOnly		\$587.69	K	31%	\$405.51	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5	PE100249PPRMS	SEL PE100-249nodesPerpetPrmSupSub		\$206.15	K	31%	\$142.24	\$0.00	\$0.00	\$0.00		\$0.00		\$0.00	PUPPET LABS
5	PE100249SPRM	SEL Puppet Ent 100-249 nodes Prem Sub		\$323.08	K	31%	\$222.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5	PE100249SSTD	SEL Puppet Ent 100-249 nodes Stnd Sub		\$201.54	K	31%	\$139.06	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	PUPPET LABS
5	PE10K19999PL	SEL PupEnt10K-19999nodes Perpet LicOnly		\$300.00	K	31%	\$207.00	\$0.00	\$0.00	\$0.00				\$0.00	PUPPET LABS
5	PE10K19999PPRMS	SEL PE10K-19999nodesPerpetPrmSupSub		\$106.15	K	31%	\$73.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5	PE199SSTD	SEL Puppet Ent 1-99 nodes Stnd Sub		\$215.38	K	31%	\$148.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5	PE2000049999SPRM	SEL Puppet Ent 20K- 49999 nodes Prem Sub		\$149.23	K	31%	\$102.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5	PE2000049999SSTD	SEL Puppet Ent 20K- 49999 nodes Stnd Sub		\$126.15	K	31%	\$87.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5	PE20K49999PL	SEL PupEnt20K-49999nodes Perpet LicOnly		\$270.77	K	31%	\$186.83	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5	PE20K49999PPRMS	SEL PE20K-49999nodesPerpetPrmSupSub		\$95.38	K	31%	\$65.81	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5	PE25004999PL	SEL PupEnt2500-4999nodes Perpet LicOnly		\$366.15	K	31%	\$252.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5	PE25004999PPRMS	SEL PE2500-4999nodesPerpetPrmSupSub		\$129.23	K	31%	\$89.17	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5	PE25004999SPRM	SEL Puppet Ent 2.5K-4999 nodes Prem Sub		\$201.54	K	31%	\$139.06	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	PUPPET LABS
5	PE25004999SSTD	SEL Puppet Ent 2.5K-4999 nodes Stnd Sub		\$166.15	K	31%	\$114.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5	PE250499PL	SEL PupEnt250-499nodes Perpet LicOnly		\$470.77	K	31%	\$324.83	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	PUPPET LABS
5	PE250499PPRMS	SEL PE250-499nodesPerpetPrmSupSub		\$164.62	K	31%	\$113.59	\$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		\$258.46	K	31%	\$178.34	\$0.00	\$0.00	\$0.00		\$0.00		\$0.00	PUPPET LABS
5	PE250499SSTD	SEL Puppet Ent 250-499 nodes Stnd Sub		\$189.23	K	31%	\$130.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5	PE50000PL	SEL PupEnt PE 50,000+ Perp Lic Only		\$244.62	K	31%	\$168.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5	PE50000PPRMS	SEL PE 50,000+ Prp Prm Supp		\$84.62	K	31%	\$58.39	\$0.00	\$0.00	\$0.00				\$0.00	PUPPET LABS
5	PE50000SPRM	SEL Puppet Ent 50K+ nodes Prem Sub		\$133.85	K	31%	\$92.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5	PE50000SSTD	SEL Puppet Ent 50K+ nodes Stnd Sub		\$110.77	K	31%	\$76.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5	PE50009999PL	SEL PupEnt5000-9999nodes Perpet LicOnly		\$333.85	K	31%	\$230.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5	PE50009999PPRMS	SEL PE5000-9999nodesPerpetPrmSupSub		\$116.92	K	31%	\$80.67	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5	PE50009999SPRM	SEL Puppet Ent 5K- 9999 nodes Prem Sub		\$183.08	K	31%	\$126.33	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5	PE50009999SSTD	SEL Puppet Ent 5K- 9999 nodes Stnd Sub		\$152.31	K	31%	\$105.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS

					NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPGE	ADE PRICE						
BAND	sкu	DESCRIPTION	Model Sub sku	EMC LIST PRICE USD	CATEGORY CODE	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	PE500999PL	SEL PupEnt500-999nodes Perpet LicOnly		\$413.85	K	31%	\$285.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5	PE500999PPRMS	SEL PE500-999nodesPerpetPrmSupSub		\$144.62	K	31%	\$99.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5	PE500999SPRM	SEL Puppet Ent 500-999 nodes Prem Sub		\$227.69	K	31%	\$157.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5	PE500999SSTD	SEL Puppet Ent 500-999 nodes Stnd Sub		\$183.08	K	31%	\$126.33	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	PUPPET LABS
5	PE-OS	SEL Production Environment Add-on OS		\$12,870.00	K	31%	\$8,880.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	PKSE100P3TLC1-I	SEL PKS-ENS-100P-3P-TLSS-C)		\$150,000.00	K	31%	\$103,500.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PKSE100PPTLC1-I	SEL PKS-ENS-100P-P-TLSS-C)		\$50,000.00	K	31%	\$34,500.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PKSENS1003TC1-I	SEL PKS-ENS-100C-3P-TLSS-C)		\$150,000.00	K	31%	\$103,500.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PKSENS1003TLC	SEL PKS-ENS-100C-3P-TLSS-C)		\$150,000.00	K	31%	\$103,500.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PKSENS1003TLC-I	SEL PKS-ENS-100C-3P-TLSS-C)		\$150,000.00	K	31%	\$103,500.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	PKSENS1003TLC-K	SEL PKS-ENS-100C-3P-TLSS-C)		\$178,133.62	K	31%	\$122,912.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PKSENS100P3TC	SEL PKS-ENS-100P-3P-TLSS-C)		\$150,000.00	K	31%	\$103,500.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PKSENS100P3TC-I	SEL PKS-ENS-100P-3P-TLSS-C)		\$150,000.00	K	31%	\$103,500.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PKSENS100P3TC-K	SEL PKS-ENS-100P-3P-TLSS-C)		\$178,133.62	K	31%	\$122,912.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PKSENS100PPTC	SEL PKS-ENS-100P-P-TLSS-C)		\$50,000.00	K	31%	\$34,500.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PKSENS100PPTC-I	SEL PKS-ENS-100P-P-TLSS-C)		\$50,000.00	K	31%	\$34,500.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PKSENS100PPTC-K	SEL PKS-ENS-100P-P-TLSS-C)		\$59,339.56	K	31%	\$40,944.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PKSENS100PTC1-I	SEL PKS-ENS-100C-P-TLSS-C)		\$50,000.00	K	31%	\$34,500.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PKSENS100PTLC	SEL PKS-ENS-100C-P-TLSS-C)		\$50,000.00	K	31%	\$34,500.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PKSENS100PTLC-I	SEL PKS-ENS-100C-P-TLSS-C)		\$50,000.00	K	31%	\$34,500.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PKSENS100PTLC-K	SEL PKS-ENS-100C-P-TLSS-C)		\$59,339.56	K	31%	\$40,944.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PKSES100C3TLC	SEL PKS-ES-100C-3-TL-C)		\$150,000.00	K	31%	\$103,500.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PKSES100C3TLC-I	SEL PKS-ES-100C-3-TL-C)		\$175,500.00	K	31%	\$121,095.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PKSES100C3TLC-K	SEL PKS-ES-100C-3-TL-C)		\$178,133.62	K	31%	\$122,912.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PKSES100CPTLC	SEL PKS-ES-100C-P-TL-C)		\$50,000.00	K	31%	\$34,500.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PKSES100CPTLC-I	SEL PKS-ES-100C-P-TL-C)		\$58,500.00	K	31%	\$40,365.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PKSES100CPTLC-K	SEL PKS-ES-100C-P-TL-C)		\$59,339.56	K	31%	\$40,944.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PKSES100P3TLC	SEL PKS-ES-100P-3-TL-C)		\$150,000.00	K	31%	\$103,500.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PKSES100P3TLC-I	SEL PKS-ES-100P-3-TL-C)		\$175,500.00	K	31%	\$121,095.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PKSES100P3TLC-K	SEL PKS-ES-100P-3-TL-C)		\$178,133.62	K	31%	\$122,912.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PKSES100PPTLC	SEL PKS-ES-100P-P-TL-C)		\$50,000.00	K	31%	\$34,500.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PKSES100PPTLC-I	SEL PKS-ES-100P-P-TL-C)		\$58,500.00	K	31%	\$40,365.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PKSES100PPTLC-K	SEL PKS-ES-100P-P-TL-C)		\$59,339.56 \$337.500.00	K	31%	\$40,944.30	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE
5	PKSESC3S500AC	SEL PKS-ESC-3SUB-500AD-C)			K	31%	\$232,875.00								VMWARE
5	PKSESC3S500AC-I	SEL PKS-ESC-3SUB-500AD-C)		\$337,500.00	K	31%	\$232,875.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PKSESC3S500AC-K	SEL PKS-ESC-3SUB-500AD-C)		\$401,087.96 \$5,400.00	K	31%	\$276,750.69	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE
5	PKSESC3SU8ADC	SEL PKS-ESC-3SUB-8AD-C)			K	31%	\$3,726.00								VMWARE
5	PKSESC3SU8ADC-I	SEL PKS-ESC-3SUB-8AD-C)		\$5,400.00	K	31%	\$3,726.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE
5	PKSESC3SU8ADC-K	SEL PKS-ESC-3SUB-8AD-C)		\$6,408.98 \$112.500.00	K	31%	\$4,422.20	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00	VMWARE
5	PKSESCS500ADC	SEL PKS-ESC-SUB-500AD-C)			K	31%	\$77,625.00								VMWARE
5	PKSESCS500ADC-I	SEL PKS-ESC-SUB-500AD-C)		\$112,500.00	K	31%	\$77,625.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	PKSESCS500ADC-K	SEL PKS-ESC-SUB-500AD-C)		\$133,695.99 \$1,800.00	K	31%	\$92,250.23	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE
5	PKSESCSUB8ADC	SEL PKS-ESC-SUB-8AD-C)			K	31%	\$1,242.00								VMWARE
5	PKSESCSUB8ADC-I PKSESCSUB8ADC-K	SEL PKS-ESC-SUB-8AD-C) SEL PKS-ESC-SUB-8AD-C)		\$1,800.00 \$2,133.77	K	31% 31%	\$1,242.00 \$1,472.30	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARE
5				\$2,133.77 \$2,727.27	K			\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
5 5	PROSERV-1DAY PSVMCACTESSLC	SEL Faction Pro Serv - 1 Day - Any - NA SEL PS-VMC-ACT-ESSL-C)		\$7,000.00	K K	31% 31%	\$1,881.82 \$4.830.00	\$0.00		\$0.00		\$0.00	\$0.00	\$0.00	FACTION VMWARE
5	PSVMCACTESSLC	SEL PS-VMC-ACT-ESSL-C)		\$7,000.00	K	31%	\$4,630.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PSVMCACTESSLC-I PSVMCACTESSLC-K	SEL PS-VMC-ACT-ESSL-C)		\$8,236,29	K	31%	\$5,683.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PSVMCACTSTDC	SEL PS-VMC-ACT-ESSE-C)		\$29,000.00	K	31%	\$20,010.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PSVMCACTSTDC-I	SEL PS-VMC-ACT-STD-C)		\$29,000.00	K	31%	\$20,010.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PSVMCACTSTDC-K	SEL PS-VMC-ACT-STD-C)		\$34,132.70	K	31%	\$23,551.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PSVMCESLSTUGC	SEL PS-VMC-ESSL-STD-UG-C)		\$22,000.00	ĸ	31%	\$15,180.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PSVMCFSI STUGC-I	SEL PS-VMC-ESSI -STD-UG-C)		\$22,000.00	ĸ	31%	\$15,180.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PSVMCESLSTUGC-K	SEL PS-VMC-ESSL-STD-UG-C)		\$25,934.72	ĸ	31%	\$17,894.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVCC25B2PTLSC	SEL PV-CC25-B-2P-TLSS-C)		\$257,140.00	ĸ	31%	\$177,426.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVCC25B2PTLSC-I	SEL PV-CC25-B-2P-TLSS-C)		\$257,140.00	ĸ	31%	\$177,426.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVCC25B2PTLSC-K	SEL PV-CC25-B-2P-TLSS-C)		\$305,317.19	ĸ	31%	\$210,668.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVCC25B3PTLSC	SEL PV-CC25-B-3P-TLSS-C)		\$385,710.00	ĸ	31%	\$266,139,90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVCC25B3PTLSC-I	SEL PV-CC25-B-3P-TLSS-C)		\$385,710.00	K	31%	\$266,139.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVCC25B3PTLSC-K	SEL PV-CC25-B-3P-TLSS-C)		\$457,784.25	K	31%	\$315,871.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVCC25BPTLSSC	SEL PV-CC25-B-P-TLSS-C)		\$128,570.00	K	31%	\$88,713.30	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	PVCC25BPTLSSC-I	SEL PV-CC25-B-P-TLSS-C)		\$128,570.00	K	31%	\$88,713.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVCC25BPTLSSC-K	SEL PV-CC25-B-P-TLSS-C)		\$152,850.14	K	31%	\$105,466.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVCC5B2PTLSSC	SEL PV-CC5-B-2P-TLSS-C)		\$51,428.00	K	31%	\$35,485.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVCC5B2PTLSSC-I	SEL PV-CC5-B-2P-TLSS-C)		\$51,428.00	K	31%	\$35,485.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVCC5B2PTLSSC-K	SEL PV-CC5-B-2P-TLSS-C)		\$61,101.75	K	31%	\$42,160.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVCC5B3PTLSSC	SEL PV-CC5-B-3P-TLSS-C)		\$77,142.00	K	31%	\$53,227.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVCC5B3PTLSSC-I	SEL PV-CC5-B-3P-TLSS-C)		\$77,142.00	K	31%	\$53,227.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVCC5B3PTLSSC-K	SEL PV-CC5-B-3P-TLSS-C)		\$91,556.85	K	31%	\$63,174.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVCC5BPTLSSC	SEL PV-CC5-B-P-TLSS-C)		\$25,714.00	K	31%	\$17,742.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVCC5BPTLSSC-I	SEL PV-CC5-B-P-TLSS-C)		\$25,714.00	K	31%	\$17,742.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVCC5BPTLSSC-K	SEL PV-CC5-B-P-TLSS-C)		\$30,531.72	K	31%	\$21,066.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVCFERS2PTLSC	SEL PV-CFERS-2P-TLSS-C)		\$314,280.00	K	31%	\$216,853.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVCFERS2PTLSC-I	SEL PV-CFERS-2P-TLSS-C)		\$314,280.00	K	31%	\$216,853.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVCFERS2PTLSC-K	SEL PV-CFERS-2P-TLSS-C)		\$373,505.98	K	31%	\$257,719.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVCFERS3PTLSC	SEL PV-CFERS-3P-TLSS-C)		\$471,420.00	K	31%	\$325,279.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVCFERS3PTLSC-I	SEL PV-CFERS-3P-TLSS-C)		\$471,420.00	K	31%	\$325,279.80		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVCFERS3PTLSC-K	SEL PV-CFERS-3P-TLSS-C)		\$559,684.34	K	31%	\$386,182.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVCFERSPTLSSC	SEL PV-CFERS-P-TLSS-C)		\$157,140.00	K	31%	\$108,426.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVCFERSPTLSSC-I	SEL PV-CFERS-P-TLSS-C)		\$157,140.00	K	31%	\$108,426.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVCFERSPTLSSC-K	SEL PV-CFERS-P-TLSS-C)		\$186,561.45	K	31%	\$128,727.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVCFFD2B2PTLC	SEL PV-CFFD2-B-2P-TLSS-C)		\$62,218.00	K	31%	\$42,930.42		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVCFFD2B2PTLC-I	SEL PV-CFFD2-B-2P-TLSS-C)		\$62,218.00	K	31%	\$42,930.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE

					NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPGE	ADE PRICE						
BAND	ѕки	DESCRIPTION	Model Sub sku	EMC LIST PRICE USD	CATEGORY CODE	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	PVCFFD2B2PTLC-K	SEL PV-CFFD2-B-2P-TLSS-C)		\$73,896.72	K	31%	\$50,988.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVCFFD2B3PTLC	SEL PV-CFFD2-B-3P-TLSS-C)		\$93,327.00	K	31%	\$64,395.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVCFFD2B3PTLC-I	SEL PV-CFFD2-B-3P-TLSS-C)		\$93,327.00	K	31%	\$64,395.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	PVCFFD2B3PTLC-K PVCFFD2BPTLSC	SEL PV-CFFD2-B-3P-TLSS-C) SEL PV-CFFD2-B-P-TLSS-C)		\$110,711.00 \$31.109.00	K K	31% 31%	\$76,390.59 \$21,465.21	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARE
5	PVCFFD2BPTLSC-I	SEL PV-CFFD2-B-P-TLSS-C) SEL PV-CFFD2-B-P-TLSS-C)		\$31,109.00	K	31%	\$21,465.21 \$21,465.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVCFFD2BPTLSC-K	SEL PV-CFFD2-B-P-TLSS-C)		\$36.967.51	K	31%	\$25,507.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVCFFDN2PTLSC-K	SEL PV-CFFDN-2P-TLSS-C)		\$56.562.00	K	31%	\$39.027.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVCFFDN2PTLSC-I	SEL PV-CFFDN-2P-TLSS-C)		\$56,562.00	ĸ	31%	\$39,027.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVCFFDN2PTLSC-K	SEL PV-CFFDN-2P-TLSS-C)		\$67,154.46	K	31%	\$46,336.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVCFFDN3PTLSC	SEL PV-CFFDN-3P-TLSS-C)		\$84,843.00	K	31%	\$58,541.67	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVCFFDN3PTLSC-I	SEL PV-CFFDN-3P-TLSS-C)		\$84,843.00	K	31%	\$58,541.67	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVCFFDN3PTLSC-K	SEL PV-CFFDN-3P-TLSS-C)		\$100,750.84	K	31%	\$69,518.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVCFFDNPTLSSC	SEL PV-CFFDN-P-TLSS-C)		\$28,281.00	K	31%	\$19,513.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVCFFDNPTLSSC-I	SEL PV-CFFDN-P-TLSS-C)		\$28,281.00 \$33.596.38	K	31%	\$19,513.89	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE
5 5	PVCFFDNPTLSSC-K PVENTSAAS1TLC	SEL PV-CFFDN-P-TLSS-C) SEL PV-ENTSAAS1-TLSS-C)		\$300.00	K K	31% 31%	\$23,181.50 \$207.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE VMWARE
5	PVENTSAAS1TLC-I	SEL PV-ENTSAAS1-TLSS-C) SEL PV-ENTSAAS1-TLSS-C)		\$300.00	K	31%	\$207.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVENTSAAS1TLC-K	SEL PV-ENTSAAS1-TLSS-C)		\$355.88	ĸ	31%	\$245.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVENTSAAS2TLC	SEL PV-ENTSAAS2-TLSS-C)		\$600.00	ĸ	31%	\$414.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVENTSAAS2TLC-I	SEL PV-ENTSAAS2-TLSS-C)		\$600.00	K	31%	\$414.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVENTSAAS2TLC-K	SEL PV-ENTSAAS2-TLSS-C)		\$712.15	K	31%	\$491.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVENTSAAS3TLC	SEL PV-ENTSAAS3-TLSS-C)		\$900.00	K	31%	\$621.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVENTSAAS3TLC-I	SEL PV-ENTSAAS3-TLSS-C)		\$900.00	K	31%	\$621.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVENTSAAS3TLC-K	SEL PV-ENTSAAS3-TLSS-C)		\$1,068.80	K	31%	\$737.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVSPRT50P2TLC	SEL PV-SPRT-50P-2P-TLSS-C)		\$50,000.00	K	31%	\$34,500.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	PVSPRT50P2TLC-I PVSPRT50P2TLC-K	SEL PV-SPRT-50P-2P-TLSS-C) SEL PV-SPRT-50P-2P-TLSS-C)		\$50,000.00 \$59.339.56	K K	31% 31%	\$34,500.00 \$40.944.30	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARE
5	PVSPRT50P2TLC-K PVSPRT50P3TLC	SEL PV-SPRT-50P-2P-TLSS-C) SEL PV-SPRT-50P-3P-TLSS-C)		\$59,339.56	K	31%	\$40,944.30 \$51.750.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVSPRT50P3TLC-I	SEL PV-SPRT-50P-3P-TLSS-C)		\$75,000.00	K	31%	\$51,750.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVSPRT50P3TLC-K	SEL PV-SPRT-50P-3P-TLSS-C)		\$89.258.35	ĸ	31%	\$61,588.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVSPRT50PPTLC	SEL PV-SPRT-50P-P-TLSS-C)		\$25,000.00	K	31%	\$17,250.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVSPRT50PPTLC-I	SEL PV-SPRT-50P-P-TLSS-C)		\$25,000.00	K	31%	\$17,250.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVSPRT50PPTLC-K	SEL PV-SPRT-50P-P-TLSS-C)		\$29,688.94	K	31%	\$20,485.37	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVSPRT8C2PTLC	SEL PV-SPRT-8C-2P-TLSS-C)		\$8,000.00	K	31%	\$5,520.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVSPRT8C2PTLC-I	SEL PV-SPRT-8C-2P-TLSS-C)		\$8,000.00	K	31%	\$5,520.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVSPRT8C2PTLC-K	SEL PV-SPRT-8C-2P-TLSS-C)		\$9,462.15	K	31%	\$6,528.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVSPRT8C3PTLC	SEL PV-SPRT-8C-3P-TLSS-C)		\$12,000.00	K	31%	\$8,280.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE
5 5	PVSPRT8C3PTLC-I	SEL PV-SPRT-8C-3P-TLSS-C)		\$12,000.00 \$14,212.38	K K	31% 31%	\$8,280.00 \$9.806.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00	VMWARE VMWARE
5	PVSPRT8C3PTLC-K PVSPRT8CPTLSC	SEL PV-SPRT-8C-3P-TLSS-C) SEL PV-SPRT-8C-P-TLSS-C)		\$4,000.00	K	31%	\$9,800.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVSPRT8CPTLSC-I	SEL PV-SPRT-8C-P-TLSS-C)		\$4,000.00	K	31%	\$2,760.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVSPRT8CPTLSC-K	SEL PV-SPRT-8C-P-TLSS-C)		\$4,746.40	ĸ	31%	\$3.275.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVTBS1CO1PTLC	SEL PV-TBS-1CO-1P-TLSS-C)		\$500.00	K	31%	\$345.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVTBS1CO1PTLC-I	SEL PV-TBS-1CO-1P-TLSS-C)		\$500.00	K	31%	\$345.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVTBS1CO1PTLC-K	SEL PV-TBS-1CO-1P-TLSS-C)		\$593.40	K	31%	\$409.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVTBS1CO2PTLC	SEL PV-TBS-1CO-2P-TLSS-C)		\$1,000.00	K	31%	\$690.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVTBS1CO2PTLC-I	SEL PV-TBS-1CO-2P-TLSS-C)		\$1,000.00	K	31%	\$690.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	PVTBS1CO2PTLC-K PVTBS1CO3PTLC	SEL PV-TBS-1CO-2P-TLSS-C) SEL PV-TBS-1CO-3P-TLSS-C)		\$1,183.73 \$1,500.00	K K	31% 31%	\$816.77 \$1.035.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARE
5	PVTBS1CO3PTLC-I	SEL PV-TBS-1CO-3P-TLSS-C)		\$1,500.00	K	31%	\$1,035.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVTBS1CO3PTLC-K	SEL PV-TBS-1CO-3P-TLSS-C)		\$1,781.34	K	31%	\$1,229.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVTBS50CO1TLC	SEL PV-TBS-50CO-1P-TLSS-C)		\$25,000.00	ĸ	31%	\$17,250.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVTBS50CO1TLC-I	SEL PV-TBS-50CO-1P-TLSS-C)		\$25,000.00	K	31%	\$17,250.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVTBS50CO1TLC-K	SEL PV-TBS-50CO-1P-TLSS-C)		\$29,688.94	K	31%	\$20,485.37	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVTBS50CO2TLC	SEL PV-TBS-50CO-2P-TLSS-C)		\$50,000.00	K	31%	\$34,500.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVTBS50CO2TLC-I	SEL PV-TBS-50CO-2P-TLSS-C)		\$50,000.00	K	31%	\$34,500.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVTBS50CO2TLC-K	SEL PV-TBS-50CO-2P-TLSS-C)		\$59,339.56	K	31%	\$40,944.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVTBS50CO3TLC	SEL PV-TBS-50CO-3P-TLSS-C)		\$75,000.00	K	31%	\$51,750.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE
5 5	PVTBS50CO3TLC-I PVTBS50CO3TLC-K	SEL PV-TBS-50CO-3P-TLSS-C) SEL PV-TBS-50CO-3P-TLSS-C)		\$75,000.00 \$89,258.35	K K	31% 31%	\$51,750.00 \$61,588.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE VMWARE
5	PVTDS1PTLSSC	SEL PV-TDS-50CO-3P-TLSS-C)		\$36,000.00	K	31%	\$24,840.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVTDS1PTLSSC-I	SEL PV-TDS-1P-TLSS-C)		\$36,000.00	K	31%	\$24,840.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVTDS1PTLSSC-K	SEL PV-TDS-1P-TLSS-C)		\$42,713.76	K	31%	\$29,472.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVTDS2PTLSSC	SEL PV-TDS-2P-TLSS-C)		\$72,000.00	K	31%	\$49,680.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVTDS2PTLSSC-I	SEL PV-TDS-2P-TLSS-C)		\$72,000.00	K	31%	\$49,680.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVTDS2PTLSSC-K	SEL PV-TDS-2P-TLSS-C)		\$85,427.52	K	31%	\$58,944.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVTDS3PTLSSC	SEL PV-TDS-3P-TLSS-C)		\$108,000.00	K	31%	\$74,520.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVTDS3PTLSSC-I	SEL PV-TDS-3P-TLSS-C)		\$108,000.00	K	31%	\$74,520.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVTDS3PTLSSC-K	SEL PV-TDS-3P-TLSS-C)		\$128,332.82 \$2.000.00	K	31%	\$88,549.65	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARF
5 5	PVTGF1CO1PTLC PVTGF1CO1PTLC-I	SEL PV-TGF-1CO-1P-TLSS-C) SEL PV-TGF-1CO-1P-TLSS-C)		\$2,000.00	K K	31% 31%	\$1,380.00 \$1,380.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE VMWARE
5	PVTGF1CO1PTLC-I	SEL PV-TGF-1CO-1P-TLSS-C)		\$2,000.00	K	31%	\$1,380.00 \$1,636.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVTGF1CO1PTLC-K	SEL PV-TGF-1CO-IP-1LSS-C) SEL PV-TGF-1CO-2P-TLSS-C)		\$4,000.00	K	31%	\$2,760.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVTGF1CO2PTLC-I	SEL PV-TGF-1CO-2P-TLSS-C)		\$4,000.00	ĸ	31%	\$2,760.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVTGF1CO2PTLC-K	SEL PV-TGF-1CO-2P-TLSS-C)		\$4,746.40	ĸ	31%	\$3,275.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVTGF1CO3PTLC	SEL PV-TGF-1CO-3P-TLSS-C)		\$6,000.00	K	31%	\$4,140.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVTGF1CO3PTLC-I	SEL PV-TGF-1CO-3P-TLSS-C)		\$6,000.00	K	31%	\$4,140.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVTGF1CO3PTLC-K	SEL PV-TGF-1CO-3P-TLSS-C)		\$7,121.51	K	31%	\$4,913.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVTGP1CO1PTLC	SEL PV-TGP-1CO-1P-TLSS-C)		\$1,000.00	K	31%	\$690.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVTGP1CO1PTLC-I	SEL PV-TGP-1CO-1P-TLSS-C) SEL PV-TGP-1CO-1P-TLSS-C)		\$1,000.00 \$1.183.73	K	31%	\$690.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	PVTGP1CO1PTLC-K PVTGP1CO2PTLC	SEL PV-TGP-1CO-1P-TLSS-C) SEL PV-TGP-1CO-2P-TLSS-C)		\$1,183.73 \$2.000.00	K	31% 31%	\$816.77 \$1,380.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARE
5	PVTGP1CO2PTLC-I	SEL PV-TGP-1CO-2P-TLSS-C)		\$2,000.00	K K	31%	\$1,380.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
J	101 1002F ILU-I	522. • 101-100-21-1200-0)		ψ <u>-</u> ,000.00	^	3170	ψ1,300.00	ψ0.00	ψ0.00	φυ.00	ψ0.00	ψ0.00	ψ0.00	ψ0.00	VIVIVACINE

					NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPGR	ADE PRICE						
BAND	SKU	DESCRIPTION	Model Sub sku	EMC LIST PRICE USD	CATEGORY	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	PVTGP1CO2PTLC-K	SEL PV-TGP-1CO-2P-TLSS-C)	•	\$2,371.28	K	31%	\$1,636.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVTGP1CO3PTLC	SEL PV-TGP-1CO-3P-TLSS-C)		\$3,000.00	K	31%	\$2,070.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVTGP1CO3PTLC-I	SEL PV-TGP-1CO-3P-TLSS-C)		\$3,000.00	K	31%	\$2,070.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	PVTGP1CO3PTLC-K	SEL PV-TGP-1CO-3P-TLSS-C)		\$3,558.84	K	31%	\$2,455.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVTSQL1CO1TLC PVTSQL1CO1TLC-I	SEL PV-TSQL-1CO-1P-TLSS-C)		\$1,000.00 \$1,000.00	K K	31% 31%	\$690.00 \$690.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARE
5	PVTSQL1CO11LC-I	SEL PV-TSQL-1CO-1P-TLSS-C) SEL PV-TSQL-1CO-1P-TLSS-C)		\$1,000.00	K	31%	\$690.00 \$816.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVTSQL1COTTLC-K PVTSQL1CO2TLC	SEL PV-TSQL-1CO-IP-TESS-C) SEL PV-TSQL-1CO-2P-TLSS-C)		\$2.000.00	K	31%	\$1,380.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVTSQL1CO2TLC-I	SEL PV-TSQL-1CO-2P-TLSS-C)		\$2,000.00	K	31%	\$1,380.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVTSQL1CO2TLC-K	SEL PV-TSQL-1CO-2P-TLSS-C)		\$2,371.28	ĸ	31%	\$1,636.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVTSQL1CO3TLC	SEL PV-TSQL-1CO-3P-TLSS-C)		\$3,000.00	K	31%	\$2,070.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVTSQL1CO3TLC-I	SEL PV-TSQL-1CO-3P-TLSS-C)		\$3,000.00	K	31%	\$2,070.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVTSQL1CO3TLC-K	SEL PV-TSQL-1CO-3P-TLSS-C)		\$3,558.84	K	31%	\$2,455.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	S42-0004-813	SEL SW MEDIA , CN4200, R8.1.3		\$156.00	K	31%	\$107.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CIENA
5	S42-0005-813	SEL SW CERT 1 PER ANY CHASSIS R8.1.3		\$2.00	K	31%	\$1.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CIENA
5	SB365-1 SB365-10001	SEL Spanning O365 Base 1-500		\$48.00 \$24.00	K K	31%	\$33.12	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SPANNING SPANNING
5	SB365-10001-2Y	SEL Spanning O365 Base 10001+ SEL Spanning 2Y O365 Base 10001+		\$45.60	K	31% 31%	\$16.56 \$31.46		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SB365-10001-21-	SEL Spanning 2Y O365 Base 10001+ SEL Spanning 2Y O365 Base 10001+ PRORTD		\$3.80	K	31%	\$2.62	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SB365-10001-3Y	SEL Spanning 3Y O365 Base 10001+		\$64.80	ĸ	31%	\$44.71	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SB365-10001-3Y-P	SEL Spanning 3Y O365 Base 10001+ PRORTD		\$1.80	K	31%	\$1.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SB365-10001-4Y	SEL Spanning 4Y O365 Base 10001+		\$81.60	K	31%	\$56.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SB365-10001-4Y-P	SEL Spanning 4Y O365 Base 10001+ PRORTD		\$6.80	K	31%	\$4.69		\$0.00		\$0.00		\$0.00	\$0.00	SPANNING
5	SB365-10001-5Y	SEL Spanning 5Y O365 Base 10001+		\$96.00	K	31%	\$66.24	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00		SPANNING
5	SB365-10001-5Y-P	SEL Spanning 5Y O365 Base 10001+ PRORTD		\$8.00	K	31%	\$5.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SB365-10001-P SB365-1-2Y	SEL Spanning O365 Base 10001+PRORTD		\$2.00 \$91.20	K	31% 31%	\$1.38 \$62.93	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	SPANNING SPANNING
5	SB365-1-2Y SB365-1-2Y-P	SEL Spanning 2Y O365 Base 1-500 SEL Spanning 2Y O365 Base 1-500 PRORATED		\$91.20 \$7.60	K K	31% 31%	\$62.93 \$5.24	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SPANNING SPANNING
5	SB365-1-3Y	SEL Spanning 3Y O365 Base 1-500 PRORATED SEL Spanning 3Y O365 Base 1-500		\$129.60	K	31%	\$5.24 \$89.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SB365-1-3Y-P	SEL Spanning 3Y O365 Base 1-500 PRORTD		\$3.60	K	31%	\$2.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	SB365-1-4Y	SEL Spanning 4Y 0365 Base 1-500		\$163.20	ĸ	31%	\$112.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SB365-1-4Y-P	SEL Spanning 4Y O365 Base 1-500 PRORTD		\$13.60	K	31%	\$9.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SB365-1-5Y	SEL Spanning 5Y O365 Base 1-500		\$192.00	K	31%	\$132.48		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SB365-1-5Y-P	SEL Spanning 5Y O365 Base 1-500 PRORTD		\$16.00	K	31%	\$11.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SB365-1-P	SEL Spanning O365 Base 1-500 PRORATION		\$4.00	K	31%	\$2.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SB365-2001	SEL Spanning O365 Base 2001-5000		\$33.60	K	31%	\$23.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SB365-2001-2Y	SEL Spanning 2Y O365 Base 2001-5000		\$63.84	K	31%	\$44.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SB365-2001-2Y-P	SEL Spanning 2Y O365 Base 2k-5k PRORTD		\$5.32 \$90.72	K	31%	\$3.67	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SPANNING
5	SB365-2001-3Y SB365-2001-3Y-P	SEL Spanning 3Y O365 Base 2001-5000 SEL Spanning 3Y O365 Base 2001-5KPRORTD		\$90.72 \$2.52	K K	31% 31%	\$62.60 \$1.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING SPANNING
5	SB365-2001-3Y-P SB365-2001-4Y	SEL Spanning 3Y 0365 Base 2001-5KPRORTD SEL Spanning 4Y 0365 Base 2001-5000		\$2.52 \$114.24	K	31%	\$1.74 \$78.83		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SB365-2001-4Y-P	SEL Spanning 4Y 0365 Base 2001-5000 SEL Spanning 4Y 0365 Base 2001-5K PRORTD		\$9.52	K	31%	\$6.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SB365-2001-5Y	SEL Spanning 5Y O365 Base 2001-5000		\$134.40	ĸ	31%	\$92.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SB365-2001-5Y-P	SEL Spanning 5Y O365 Base 2001-5K PRORTD		\$11.20	K	31%	\$7.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SB365-2001-P	SEL Spanning O365 Base 2001-5000 PRORTD		\$2.80	K	31%	\$1.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SB365-5001	SEL Spanning O365 Base 5001-10000		\$28.80	K	31%	\$19.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SB365-5001-2Y	SEL Spanning 2Y O365 Base 5001-10K		\$54.72	K	31%	\$37.76		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SB365-5001-2Y-P	SEL Spanning 2Y O365 Base 5k-10K PRORTD		\$4.56 \$77.76	K K	31% 31%	\$3.15 \$53.65	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SPANNING SPANNING
5	SB365-5001-3Y SB365-5001-3Y-P	SEL Spanning 3Y O365 Base 5001-10000 SEL Spanning 3Y O365Base5001-10K PRORTD		\$77.76 \$2.16	K K	31% 31%	\$53.65 \$1.49	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SPANNING SPANNING
5	SB365-5001-31-P	SEL Spanning 4Y O365 Base 5001-10K PROKTD		\$97.92	K	31%	\$1.49 \$67.56	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00		SPANNING
5	SB365-5001-4Y-P	SEL Spanning 4Y 0365 Base 5001-10K SEL Spanning 4Y 0365 Base 5001-10K PRORTD		\$8.16	K	31%	\$5.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SB365-5001-5Y	SEL Spanning 5Y O365 Base 5001-10K		\$115.20	K	31%	\$79.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SB365-5001-5Y-P	SEL Spanning 5Y O365 Base5001-10K PRORTD		\$9.60	K	31%	\$6.62		\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SB365-5001-P	SEL Spanning O365 Base 5001-10000 PRORTD		\$2.40	K	31%	\$1.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SB365-501	SEL Spanning O365 Base 501-2000		\$38.40	K	31%	\$26.50		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SB365-501-2Y	SEL Spanning 2Y O365 Base 501-2000		\$72.96	K	31%	\$50.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	SB365-501-2Y-P SB365-501-3Y	SEL Spanning 2Y O365 Base 501-2K PRORTD SEL Spanning 3Y O365 Base 501-2000		\$6.08 \$103.68	K K	31% 31%	\$4.20 \$71.54	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SPANNING SPANNING
5	SB365-501-3Y SB365-501-3Y-P	SEL Spanning 3Y 0365 Base 501-2000 SEL Spanning 3Y 0365 Base 501-2K PRORTD		\$103.68 \$2.88	K K	31% 31%	\$/1.54 \$1.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING SPANNING
5	SB365-501-31-P	SEL Spanning 4Y O365 Base 501-2K PROKTD SEL Spanning 4Y O365 Base 501-2000		\$130.56	K	31%	\$1.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SB365-501-4Y-P	SEL Spanning 4Y O365 Base 501-2000 SEL Spanning 4Y O365 Base 501-2K PRORTD		\$10.88	ĸ	31%	\$7.51	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SB365-501-5Y	SEL Spanning 5Y O365 Base 501-2000		\$153.60	ĸ	31%	\$105.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SB365-501-5Y-P	SEL Spanning 5Y O365 Base 501-2K PRORTD		\$12.80	K	31%	\$8.83	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SB365-501-P	SEL Spanning O365 Base 501-2K PRTD		\$3.20	K	31%	\$2.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SB4GS-1	SEL Spanning GSuite Base 1-500		\$48.00	K	31%	\$33.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	SB4GS-10001	SEL Spanning GSuite Base 10001+		\$24.00	K	31%	\$16.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SB4GS-10001-2Y	SEL Spanning 2Y GSuite Base 10001+		\$45.60 \$173.28	K	31%	\$31.46	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SPANNING
5	SB4GS-10001-2Y-P SB4GS-10001-3Y	SEL Spanning 2Y GSuiteBase 10001+ PRORTD SEL Spanning 3Y GSuite Base 10001+		\$173.28 \$64.80	K K	31% 31%	\$119.56 \$44.71	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SPANNING SPANNING
5	SB4GS-10001-3Y SB4GS-10001-3Y-P	SEL Spanning 3Y GSuite Base 10001+ SEL Spanning 3Y GSte Base 10001+ PRORTD		\$04.60 \$1.80	K	31%	\$44.71 \$1.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SB4GS-10001-31-P SB4GS-10001-4Y	SEL Spanning 4Y GSuite Base 10001+ PRORTD		\$81.60	K	31%	\$1.24 \$56.30		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SB4GS-10001-4Y-P	SEL Spanning 4Y GSte Base 10001+ PRORTD		\$6.80	ĸ	31%	\$4.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SB4GS-10001-5Y	SEL Spanning 5Y GSuite Base 10001+		\$96.00	K	31%	\$66.24	\$0.00	\$0.00		\$0.00		\$0.00		SPANNING
5	SB4GS-10001-5Y-P	SEL Spanning 5Y GSte Base 10001+ PRORTD		\$8.00	K	31%	\$5.52	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPANNING
5	SB4GS-10001-P	SEL Spanning GSuiteBase 10001+ PRORTD		\$2.00	K	31%	\$1.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SB4GS-1-2Y	SEL Spanning 2Y GSuite Base 1-500		\$91.20	K	31%	\$62.93		\$0.00		\$0.00		\$0.00		SPANNING
5	SB4GS-1-2Y-P	SEL Spanning 2Y GSuite Base 1-500 PRORTD		\$7.60	K	31%	\$5.24	\$0.00	\$0.00		\$0.00		\$0.00		SPANNING
5	SB4GS-1-3Y	SEL Spanning 3Y GSuite Base 1-500		\$129.60	K	31%	\$89.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SB4GS-1-3Y-P SB4GS-1-4Y	SEL Spanning 3Y GSte Base 1-500 PRORTD SEL Spanning 4Y GSuite Base 1-500		\$3.60 \$163.20	K K	31% 31%	\$2.48 \$112.61	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	SB4GS-1-4Y SB4GS-1-4Y-P	SEL Spanning 4Y GSuite Base 1-500 SEL Spanning 4Y GSte Base 1-500 PRORTD		\$163.20 \$13.60	K K	31% 31%	\$112.61 \$9.38	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SPANNING SPANNING
5	SB4GS-1-4Y-P SB4GS-1-5Y	SEL Spanning 4Y GSte Base 1-500 PRORTD SEL Spanning 5Y GSuite Base 1-500		\$192.00	K	31%	\$9.38 \$132.48	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPANNING
5	SB4GS-1-5Y-P	SEL Spanning 51 GState Base 1-500 PRORTD		\$16.00	K	31%	\$11.04	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00		SPANNING
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			 	NVP LEVEL 1		NVP MAINTENANCE	ND WARRANTY UPGRA	ADE PRICE						
BAND	SKU	DESCRIPTION	MC LIST ICE USD	CATEGORY	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
- 5	SB4GS-1-P	SEL Spanning GSuite Base 1-500 PRORATED	\$4.00	K	31%	\$2.76	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPANNING
5	SB4GS-2001	SEL Spanning GSuite Base 2001-5000	\$33.60	K	31%	\$23.18	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPANNING
5	SB4GS-2001-2Y	SEL Spanning 2Y GSuite Base 2001-5000	\$63.84	K	31%	\$44.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SB4GS-2001-2Y-P	SEL Spanning 2Y GSuiteBase2001-5K PRORTD	\$5.32	K	31%	\$3.67	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	SPANNING
5	SB4GS-2001-3Y	SEL Spanning 3Y GSuite Base 2001-5000	\$90.72	K	31%	\$62.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SB4GS-2001-3Y-P	SEL Spanning 3Y GSte Base 2001-5K PRORTD	\$2.52	K	31%	\$1.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SB4GS-2001-4Y	SEL Spanning 4Y GSuite Base 2001-5000	\$114.24	K	31%	\$78.83	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	SPANNING
5	SB4GS-2001-4Y-P	SEL Spanning 4Y GSte Base 2001-5K PRORTD	\$9.52	K	31%	\$6.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SB4GS-2001-5Y	SEL Spanning 5Y GSuite Base 2001-5000	\$134.40	K	31%	\$92.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SB4GS-2001-5Y-P	SEL Spanning 5Y GSte Base 2001-5K PRORTD	\$11.20	K	31%	\$7.73	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	SPANNING
5	SB4GS-2001-P	SEL Spanning GSuiteBase 2001-5000 PRORTD	\$2.80	K	31%	\$1.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SB4GS-5001	SEL Spanning GSuite Base 5001-10K	\$28.80	K	31%	\$19.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SB4GS-5001-2Y	SEL Spanning 2Y GSuite Base 5001-10K	\$54.72	K	31%	\$37.76	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPANNING
5	SB4GS-5001-2Y-P	SEL Spanning 2Y GSuiteBase 5K-10K PRORTD	\$4.56	K	31%	\$3.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SB4GS-5001-3Y	SEL Spanning 3Y GSuite Base 5001-10K	\$77.76	K	31%	\$53.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SB4GS-5001-3Y-P	SEL Spanning 3Y GSteBase5001-10K PRORTD	\$2.16	K	31%	\$1.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SB4GS-5001-4Y	SEL Spanning 4Y GSuite Base 5001-10K	\$97.92	K	31%	\$67.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SB4GS-5001-4Y-P	SEL Spanning 4Y GSteBase5001-10K PRORTD	\$8.16	K	31%	\$5.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SB4GS-5001-5Y	SEL Spanning 5Y GSuite Base 5001-10K	\$115.20	K	31%	\$79.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SB4GS-5001-5Y-P	SEL Spanning 5Y GSteBase5001-10K PRORTD	\$9.60	K	31%	\$6.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SB4GS-5001-P	SEL Spanning GSuite Base 5001-10K PRORTD	\$2.40	K	31%	\$1.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SB4GS-501	SEL Spanning GSuite Base 501-2000	\$38.40	K	31%	\$26.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SB4GS-501-2Y	SEL Spanning 2Y GSuite Base 501-2000	\$72.96	K	31%	\$50.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SB4GS-501-2Y-P	SEL Spanning 2Y GSuiteBase 501-2K PRORTD	\$6.08	K	31%	\$4.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SB4GS-501-3Y	SEL Spanning 3Y GSuite Base 501-2000	\$103.68	K	31%	\$71.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SB4GS-501-3Y-P	SEL Spanning 3Y GSte Base 501-2K PRORTD	\$2.88	K	31%	\$1.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SB4GS-501-4Y	SEL Spanning 4Y GSuite Base 501-2000	\$130.56	K	31%	\$90.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SB4GS-501-4Y-P	SEL Spanning 4Y GSte Base 501-2K PRORTD	\$10.88	K	31%	\$7.51	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SB4GS-501-5Y	SEL Spanning 5Y GSuite Base 501-2000	\$153.60	K	31%	\$105.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SB4GS-501-5Y-P	SEL Spanning 5Y GSte Base 501-2K PRORTD	\$12.80	K	31%	\$8.83	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SB4GS-501-P	SEL Spanning GSuite Base 501-2000 PRORTD	\$3.20	K	31%	\$2.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SBSF-1	SEL Spanning BU Salesforce 1-50	\$48.00	K	31%	\$33.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SBSF-1001	SEL Spanning BU Salesforce 1001-5000	\$28.80	K	31%	\$19.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SBSF-1001-2Y	SEL Spanning BU 2Y Salesforce 1001-5000	\$54.72	K	31%	\$37.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SBSF-1001-2Y-P	SEL Spanning BU 2Y SFDC 1001-5K PRTD	\$4.56	K	31%	\$3.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SBSF-1001-3Y	SEL Spanning BU 3Y Salesforce 1001-5000	\$77.76	K	31%	\$53.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SBSF-1001-3Y-P	SEL Spanning BU 3Y SFDC 1001-5K PRTD	\$2.16	K	31%	\$1.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SBSF-1001-4Y	SEL Spanning BU 4Y Salesforce 1001-5000	\$97.92	K	31%	\$67.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SBSF-1001-4Y-P	SEL Spanning BU 4Y SFDC 1001-5K PRTD	\$8.16	K	31%	\$5.63	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPANNING
5	SBSF-1001-5Y	SEL Spanning BU 5Y Salesforce 1001-5000	\$115.20	K	31%	\$79.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SBSF-1001-5Y-P	SEL Spanning BU 5Y SFDC 1001-5K PRTD	\$9.60	K	31%	\$6.62	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPANNING
5	SBSF-1001-P	SEL Spanning BU SFDC 1001-5K PRTD	\$2.40	K	31%	\$1.66	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPANNING
5	SBSF-1-2Y	SEL Spanning BU 2Y Salesforce 1-50	\$91.20	K	31%	\$62.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SBSF-1-2Y-P	SEL Spanning BU 2Y SFDC 1-50 PRTD	\$7.60	K	31%	\$5.24	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPANNING
5	SBSF-1-3Y	SEL Spanning BU 3Y Salesforce 1-50	\$129.60	K	31%	\$89.42	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPANNING
5	SBSF-1-3Y-P	SEL Spanning BU 3Y SFDC 1-50 PRTD	\$3.60	K	31%	\$2.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SBSF-1-4Y	SEL Spanning BU 4Y Salesforce 1-50	\$163.20	K	31%	\$112.61	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	SPANNING
5	SBSF-1-4Y-P	SEL Spanning BU 4Y SFDC 1-50 PRTD	\$13.60	K	31%	\$9.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SBSF-1-5Y	SEL Spanning BU 5Y Salesforce 1-50	\$192.00	K	31%	\$132.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SBSF-1-5Y-P	SEL Spanning BU 5Y SFDC 1-50 PRTD	\$16.00	K	31%	\$11.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SBSF-1-P	SEL Spanning BU SFDC 1-50 PRTD	\$4.00	K	31%	\$2.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SBSF-201	SEL Spanning BU Salesforce 201-1000	\$33.60	K	31%	\$23.18	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	SPANNING
5	SBSF-201-2Y	SEL Spanning BU 2Y Salesforce 201-1000	\$63.84	K	31%	\$44.05	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPANNING
5	SBSF-201-2Y-P	SEL Spanning BU 2Y SFDC 201-1000 PRORTD	\$5.32	K	31%	\$3.67	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 5	SBSF-201-3Y	SEL Spanning BU 3Y Salesforce 201-1000	\$90.72	K	31% 31%	\$62.60 \$1.74	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00 \$0.00	SPANNING SPANNING
-	SBSF-201-3Y-P	SEL Spanning BU 3Y SFDC 201-1000 PRORTD	\$2.52	K		¥	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		
5	SBSF-201-4Y	SEL Spanning BU 4Y Salesforce 201-1000	\$114.24	K	31%	\$78.83	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SBSF-201-4Y-P	SEL Spanning BU 4Y SFDC 201-1000 PRORTD	\$9.52 \$134.40	K	31% 31%	\$6.57 \$92.74	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SPANNING SPANNING
5	SBSF-201-5Y	SEL Spanning BU 5Y Salesforce 201-1000		K					\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	
5	SBSF-201-5Y-P	SEL Spanning BU 5Y SFDC 201-1000 PRORTD	\$11.20	K	31%	\$7.73	\$0.00	\$0.00				\$0.00		SPANNING
5	SBSF-201-P SBSF-5001	SEL Spanning BU SFDC 201-1000 PRTD	\$2.80 \$24.00	K	31% 31%	\$1.93 \$16.56	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SPANNING SPANNING
5		SEL Spanning BU Salesforce 5001+	\$24.00 \$45.60	K	31% 31%	\$16.56 \$31.46	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SPANNING SPANNING
5	SBSF-5001-2Y	SEL Spanning BU 2Y Salesforce 5001+	\$3.80	K	31%		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
5	SBSF-5001-2Y-P SBSF-5001-3Y	SEL Spanning BU 2Y SFDC 5001+ PRTD	\$64.80	K	31%	\$2.62 \$44.71	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPANNING SPANNING
5		SEL Spanning BU 3Y Salesforce 5001+	\$04.60 \$1.80	K			\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
5 5	SBSF-5001-3Y-P	SEL Spanning BU 3Y SFDC 5001+ PRTD	\$81.60	K K	31% 31%	\$1.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
-	SBSF-5001-4Y	SEL Spanning BU 4Y Salesforce 5001+				\$56.30								SPANNING
5	SBSF-5001-4Y-P	SEL Spanning BU 4Y SFDC 5001+ PRTD	\$6.80 \$96.00	K	31% 31%	\$4.69	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SPANNING
5	SBSF-5001-5Y	SEL Spanning BU 5Y Salesforce 5001+		K		\$66.24								SPANNING
5	SBSF-5001-5Y-P	SEL Spanning BU 5Y SFDC 5001+ PRTD	\$8.00	K	31%	\$5.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SBSF-5001-P	SEL Spanning BU SFDC 5001+ PRTD	\$2.00 \$38.40	K	31%	\$1.38	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00	SPANNING
5	SBSF-51	SEL Spanning BU Salesforce 51-200		K	31%	\$26.50	\$0.00					\$0.00	\$0.00	SPANNING
5	SBSF-51-2Y	SEL Spanning BU 2Y Salesforce 51-200	\$72.96	K	31%	\$50.34	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPANNING
5	SBSF-51-2Y-P	SEL Spanning BU 2Y SFDC 51-200 PRTD	\$6.08	K	31%	\$4.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SBSF-51-3Y	SEL Spanning BU 3Y Salesforce 51-200	\$103.68	K	31%	\$71.54	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPANNING
5	SBSF-51-3Y-P	SEL Spanning BU 3Y SFDC 51-200 PRTD	\$2.88	K	31%	\$1.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING SPANNING
5 5	SBSF-51-4Y SBSF-51-4Y-P	SEL Spanning BU 4Y Salesforce 51-200 SEL Spanning BU 4Y SFDC 51-200 PRTD	\$130.56 \$10.88	ĸ	31% 31%	\$90.09 \$7.51	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SPANNING SPANNING
	SBSF-51-4Y-P SBSF-51-5Y	SEL Spanning BU 4Y SEDC 51-200 PRTD SEL Spanning BU 5Y Salesforce 51-200	\$10.88 \$153.60	ĸ	31% 31%	\$7.51 \$105.98	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SPANNING SPANNING
5 5	SBSF-51-5Y SBSF-51-5Y-P		\$153.60 \$12.80	K	31% 31%	\$105.98 \$8.83	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SPANNING
5	SBSF-51-5Y-P SBSF-51-P	SEL Spanning BU 5Y SFDC 51-200 PRTD SEL Spanning BU SFDC 51-200 PRTD	\$12.80 \$3.20	r.	31% 31%	\$8.83 \$2.21	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SPANNING SPANNING
			\$3.20 \$865.38	r.			\$0.00 \$0.00	\$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	SETE-100-199AN-D	SEL Splunk Ent TermL SSup100-199GB/dayAN	\$865.38 \$1.038.46	K	31%	\$597.11	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SPLUNK
5	SETE-100-199AP-D	SEL Splunk Ent TermL SSup100-199GB/dayAP	\$1,038.46 \$796.15	K	31% 31%	\$716.54	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SPLUNK
5	SETE-100-199EM-D	SEL Splunk Ent TermL SSup100-199GB/dayEM	\$190.15	K	31%	\$549.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK

					NVP LEVEL 1	1	NVP MAINTENANCE	AND WARRANTY UPGR	ADE PRICE						
BAND	SKU	DESCRIPTION		EMC LIST PRICE USD	CATEGORY CODE	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	SETE-100-199US-D	SEL Splunk Ent TermL SSup100-199GB/dayUS		\$692.31	K	31%	\$477.69	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	SETE-10-19AN-D	SEL Splunk Ent TermL SSup10-19GB/dayAN		\$1,442.31	K	31%	\$995.19	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	SETE-10-19AP-D	SEL Splunk Ent TermL SSup10-19GB/dayAP		\$1,730.77	K	31%	\$1,194.23	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	SETE-10-19EM-D	SEL Splunk Ent TermL SSup10-19GB/dayEM		\$1,326.92	K	31%	\$915.57	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	SPLUNK
5	SETE-10-19US-D	SEL Splunk Ent TermL SSup10-19GB/dayUS		\$1,153.85	K	31%	\$796.16	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	SETE-1K-1999AN-D	SEL Splunk Ent TermL SSup1K-1999GB/dayAN		\$778.85	K	31%	\$537.41	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	SETE-1K-1999AP-D	SEL Splunk Ent TermL SSup1K-1999GB/dayAP		\$934.62 \$716.54	K	31%	\$644.89 \$494.41	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SPLUNK
5	SETE-1K-1999EM-D	SEL Splunk Ent TermL SSup1K-1999GB/dayEM		\$623.08	K	31%		\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5 5	SETE-1K-1999US-D SETE-200-499AN-D	SEL Splunk Ent TermL SSup1K-1999GB/dayUS SEL Splunk Ent TermL SSup200-499GB/dayAN		\$836.54	K K	31% 31%	\$429.93 \$577.21	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	SPLUNK SPLUNK
5	SETE-200-499AN-D SETE-200-499AP-D	SEL Splunk Ent TermL SSup200-499GB/dayAN SEL Splunk Ent TermL SSup200-499GB/dayAP		\$1,003.85	K	31%	\$577.21 \$692.66	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK SPLUNK
5	SETE-200-499EM-D	SEL Splunk Ent TermL SSup200-499GB/dayAP SEL Splunk Ent TermL SSup200-499GB/dayEM		\$769.62	K	31%	\$531.04	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	SETE-200-499US-D	SEL Splunk Ent TermL SSup200-499GB/dayUS		\$669.23	K	31%	\$461.77	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	SETE-20-49AN-D	SEL Splunk Ent TermL SSup20-49GB/dayAN		\$1,298.08	ĸ	31%	\$895.68	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	SETE-20-49AP-D	SEL Splunk Ent TermL SSup20-49GB/dayAP		\$1,557.69	ĸ	31%	\$1,074.81	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	SETE-20-49EM-D	SEL Splunk Ent TermL SSup20-49GB/davEM		\$1,194,23	ĸ	31%	\$824.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	SETE-20-49US-D	SEL Splunk Ent TermL SSup20-49GB/dayUS		\$1,038.46	K	31%	\$716.54	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	SETE-2K-4999AN-D	SEL Splunk Ent TermL SSup2K-4999GB/dayAN		\$750.00	K	31%	\$517.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	SETE-2K-4999AP-D	SEL Splunk Ent TermL SSup2K-4999GB/dayAP		\$900.00	K	31%	\$621.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	SETE-2K-4999EM-D	SEL Splunk Ent TermL SSup2K-4999GB/dayEM		\$690.00	K	31%	\$476.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	SETE-2K-4999US-D	SEL Splunk Ent TermL SSup2K-4999GB/dayUS		\$600.00	K	31%	\$414.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	SETE-500-999AN-D	SEL Splunk Ent TermL SSup500-999GB/dayAN		\$807.69	K	31%	\$557.31	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	SETE-500-999AP-D	SEL Splunk Ent TermL SSup500-999GB/dayAP		\$969.23	K	31%	\$668.77	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	SETE-500-999EM-D	SEL Splunk Ent TermL SSup500-999GB/dayEM		\$743.08	K	31%	\$512.73	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	SETE-500-999US-D	SEL Splunk Ent TermL SSup500-999GB/dayUS		\$646.15	K	31%	\$445.84	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	SPLUNK
5	SETE-50-99AN-D	SEL Splunk Ent TermL SSup50-99GB/dayAN		\$1,096.15	K	31%	\$756.34	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	SETE-50-99AP-D	SEL Splunk Ent TermL SSup50-99GB/dayAP		\$1,315.38	K	31%	\$907.61	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	SETE-50-99EM-D	SEL Splunk Ent TermL SSup50-99GB/dayEM		\$1,008.46	K	31% 31%	\$695.84	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5 5	SETE-50-99US-D SETE-5K-9999AN-D	SEL Splunk Ent TermL SSup50-99GB/dayUS		\$876.92 \$721.15	K	31% 31%	\$605.07 \$497.59	\$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	SETE-5K-9999AN-D SETE-5K-9999AP-D	SEL Splunk Ent TermL SSup5K-9999GB/dayAN SEL Splunk Ent TermL SSup5K-9999GB/dayAP		\$721.15 \$865.38	K K	31%	\$497.59 \$597.11	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00 \$0.00	SPLUNK
5	SETE-5K-9999EM-D	SEL Splunk Ent TermL SSup5K-9999GB/dayAP SEL Splunk Ent TermL SSup5K-9999GB/dayEM		\$663.46	K	31%	\$457.79	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	SETE-5K-9999EM-D SETE-5K-9999US-D	SEL Splunk Ent TermL SSup5K-9999GB/dayUS SEL Splunk Ent TermL SSup5K-9999GB/dayUS		\$576.92	K K	31%	\$457.79 \$398.07	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	SETG-1K-1999AN-D	SEL Splunk Ent TermL SSupSk-9999GB/dayAN SEL Splunk Ent TermL PSup1K-1999GB/dayAN		\$938.08	K	31%	\$396.07 \$647.28	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	SETG-1K-1999AP-D	SEL Splunk Ent TermL PSup1K-1999GB/dayAP		\$1,125.00	K	31%	\$776.25	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	SETG-1K-1999AF-D	SEL Splunk Ent TermL PSup1K-1999GB/dayAF		\$863.08	K	31%	\$595.53	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	SFTG-1K-1999US-D	SEL Splunk Ent TermL PSup1K-1999GB/dayUS		\$750.00	ĸ	31%	\$517.50	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	SETG-2K-4999AN-D	SEL Splunk Ent TermL PSup2K-4999GB/dayAN		\$901.15	ĸ	31%	\$621.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	SETG-2K-4999AP-D	SEL Splunk Ent TermL PSup2K-4999GB/davAP		\$1,082.31	K	31%	\$746.79	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	SETG-2K-4999EM-D	SEL Splunk Ent TermL PSup2K-4999GB/dayEM		\$829.62	K	31%	\$572.44	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	SETG-2K-4999US-D	SEL Splunk Ent TermL PSup2K-4999GB/dayUS		\$721.15	K	31%	\$497.59	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	SPLUNK
5	SETG-500-999AN-D	SEL Splunk Ent TermL PSup500-999GB/dayAN		\$966.92	K	31%	\$667.17	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	SETG-500-999AP-D	SEL Splunk Ent TermL PSup500-999GB/dayAP		\$1,159.62	K	31%	\$800.14	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	SETG-500-999EM-D	SEL Splunk Ent TermL PSup500-999GB/dayEM		\$889.62	K	31%	\$613.84	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	SPLUNK
5	SETG-500-999US-D	SEL Splunk Ent TermL PSup500-999GB/dayUS		\$773.08	K	31%	\$533.43	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	SETG-5K-9999AN-D	SEL Splunk Ent TermL PSup5K-9999GB/dayAN		\$865.38	K	31%	\$597.11	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	SETG-5K-9999AP-D	SEL Splunk Ent TermL PSup5K-9999GB/dayAP		\$1,038.46	K	31%	\$716.54	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	SPLUNK
5	SETG-5K-9999EM-D	SEL Splunk Ent TermL PSup5K-9999GB/dayEM		\$796.15	K	31%	\$549.34	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	SETG-5K-9999US-D	SEL Splunk Ent TermL PSup5K-9999GB/dayUS		\$692.31	K	31%	\$477.69	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	SET-PRM-1000-D SET-PRM-100-D	SEL Splunk Ent Term PrmSup Buck 1000 SEL Splunk Ent Term PrmSup Buck 100		\$1,000.00 \$100.00	K	31% 31%	\$690.00 \$69.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SPLUNK SPLUNK
5	SET-PRM-100-D SET-PRM-100K-D				K	31%		\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00 \$0.00	SPLUNK
5 5	SET-PRM-100K-D SET-PRM-10K-D	SEL Splunk Ent Term PrmSup Buck 100K SEL Splunk Ent Term PrmSup Buck 10K		\$100,000.00 \$10,000.00	K K	31%	\$69,000.00 \$6,900.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK SPLUNK
5	SET-PRM-10R-D	SEL Splunk Ent Term PrmSup Buck 10K		\$10,000.00	K	31%	\$0,900.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK SPLUNK
5	SET-STD-1000-D	SEL Splunk Ent Term StdSup Buck 1000		\$1,000.00	K	31%	\$690.00	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	SPLUNK
5	SET-STD-1000-D	SEL Splunk Ent Term StdSup Buck 100		\$100.00	ĸ	31%	\$69.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	SET-STD-100K-D	SEL Splunk Ent Term StdSup Buck 100K	9	\$100.000.00	K	31%	\$69,000.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	SET-STD-100K-D	SEL Splunk Ent Term StdSup Buck 10K		\$10,000.00	K	31%	\$6,900.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	SET-STD-1-D	SEL Splunk Ent Term StdSup Buck 1		\$1.00	ĸ	31%	\$0.69	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	SETU-ES-1000AN-D	SEL Splunk Ent TermUPG SSup Buck 1000AN		\$1,000.00	ĸ	31%	\$690.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	SETU-ES-1000AP-D	SEL Splunk Ent TermUPG SSup Buck 1000AP		\$1,000.00	ĸ	31%	\$690.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	SETU-ES-1000EM-D	SEL Splunk Ent TermUPG SSup Buck 1000EM		\$1,000.00	K	31%	\$690.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	SETU-ES-1000US-D	SEL Splunk Ent TermUPG SSup Buck 1000US		\$1,000.00	ĸ	31%	\$690.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	SETU-ES-100AN-D	SEL Splunk Ent TermUPG SSup Buck 100AN		\$100.00	K	31%	\$69.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	SETU-ES-100AP-D	SEL Splunk Ent TermUPG SSup Buck 100AP		\$100.00	K	31%	\$69.00	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	SPLUNK
5	SETU-ES-100EM-D	SEL Splunk Ent TermUPG SSup Buck 100EM		\$100.00	K	31%	\$69.00		\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	SETU-ES-100US-D	SEL Splunk Ent TermUPG SSup Buck 100US		\$100.00	K	31%	\$69.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	SETU-ES-1AN-D	SEL Splunk Ent TermUPG SSup Buck 1AN		\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	SPLUNK
5	SETU-ES-1AP-D	SEL Splunk Ent TermUPG SSup Buck 1AP		\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	SETU-ES-1EM-D	SEL Splunk Ent TermUPG SSup Buck 1EM		\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	SETU-ES-1US-D	SEL Splunk Ent TermUPG SSup Buck 1US		\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	SPLUNK
5	SETU-GS-1000AN-D	SEL Splunk Ent TermUPG PSup Buck 1000AN		\$1,000.00	K	31%	\$690.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	SETU-GS-1000AP-D	SEL Splunk Ent TermUPG PSup Buck 1000AP		\$1,000.00	K	31%	\$690.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	SETU-GS-1000EM-D	SEL Splunk Ent TermUPG PSup Buck 1000EM		\$1,000.00	K	31%	\$690.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	SETU-GS-1000US-D SETU-GS-100AN-D	SEL Splunk Ent TermUPG PSup Buck 1000US SEL Splunk Ent TermUPG PSup Buck 100AN		\$1,000.00 \$100.00	K	31% 31%	\$690.00 \$69.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SPLUNK SPLUNK
5	SETU-GS-100AN-D SETU-GS-100AP-D	SEL Splunk Ent TermUPG PSup Buck 100AN SEL Splunk Ent TermUPG PSup Buck 100AP		\$100.00	K	31% 31%	\$69.00 \$69.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	SPLUNK
5	SETU-GS-100AP-D SETU-GS-100EM-D	SEL Splunk Ent TermUPG PSup Buck 100AP SEL Splunk Ent TermUPG PSup Buck 100EM		\$100.00	K K	31%	\$69.00 \$69.00		\$0.00	\$0.00			\$0.00	\$0.00	SPLUNK
5	SETU-GS-100EM-D SETU-GS-100US-D	SEL Splunk Ent TermUPG PSup Buck 100EM SEL Splunk Ent TermUPG PSup Buck 100US		\$100.00	K K	31%	\$69.00 \$69.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00 \$0.00	SPLUNK
5	SETU-GS-1000S-D SETU-GS-1AN-D	SEL Splunk Ent TermUPG PSup Buck 10005		\$100.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK SPLUNK
5	SETU-GS-1AP-D	SEL Splunk Ent TermUPG PSup Buck 1AP		\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	SETU-GS-1FM-D	SEL Splunk Ent TermUPG PSup Buck 1EM		\$1.00	ĸ	31%	\$0.69	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	SETU-GS-1US-D	SEL Splunk Ent TermUPG PSup Buck 1US		\$1.00	ĸ	31%	\$0.69	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	SETUS-1K-1999-EM	SEL Splunk Ent TRU SSup1K-1999GB/dayEM		\$716.54	ĸ	31%	\$494.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
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					NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPGR	ADE PRICE						
BAND	SKU	DESCRIPTION	Model Sub sku	EMC LIST PRICE USD	CATEGORY	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
- 5	SETUS-2K-4999-EM	SEL Splunk Ent TRU SSup2K-4999GB/dayEM		\$690.00	K	31%	\$476.10		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	SETUS-500-999-EM	SEL Splunk Ent TRU SSup500-999GB/dayEM		\$743.08	K	31%	\$512.73		\$0.00	\$0.00			\$0.00	\$0.00	SPLUNK
5	SETUS-5K-9999-EM	SEL Splunk Ent TRU SSup5K-9999GB/dayEM		\$663.46	K	31%	\$457.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	SFDC-1001NP-1Y-P	SEL Spanning NonProf SFDC 1001-5K PRORTD		\$0.67	K	31%	\$0.46		\$0.00	\$0.00			\$0.00	\$0.00	SPANNING
5	SFDC-1001NP-2Y-P	SEL Spanning 2YNonProfSFDC1001-5K PRORTD		\$0.58	K	31%	\$0.40		\$0.00	\$0.00			\$0.00	\$0.00	SPANNING
5	SFDC-1001NP-3Y-P	SEL Spanning 3YNonProfSFDC1001-5K PRORTD		\$0.53	K	31%	\$0.37	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SFDC-1001NP-4Y-P	SEL Spanning 4YNonProfSFDC1001-5K PRORTD		\$0.48	K	31%	\$0.33	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	SPANNING
5	SFDC-1001NP-5Y-P	SEL Spanning 5YNonProfSFDC1001-5K PRORTD		\$0.47 \$0.67	K	31%	\$0.32	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SPANNING
5	SFDC-1-NP-2Y-P SFDC-1-NP-3Y-P	SEL Spanning 2Y NonProf SFDC 1-50 PRORTD SEL Spanning 3YNonProf SFDC 1-50 PRORTD		\$0.58	K K	31% 31%	\$0.46 \$0.40		\$0.00	\$0.00			\$0.00	\$0.00	SPANNING SPANNING
5	SFDC-1-NP-31-P SFDC-1-NP-4Y-P	SEL Spanning 31NonProfSEDC 1-50 PRORTD		\$0.54	K	31%	\$0.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 E	SFDC-1-NP-5Y-P	SEL Spanning 41 NonProfSFDC 1-30 PRORTD SEL Spanning BUSY NonProfSF 1-50 MNT PRO		\$0.54	K	31%	\$0.36		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SFDC-201-NP-2Y-P	SEL Spanning 2Y NonProfSFDC201-1K PRORTD		\$0.58	K	31%	\$0.40		\$0.00	\$0.00			\$0.00	\$0.00	SPANNING
5	SFDC-201-NP-3Y-P	SEL Spanning 3Y NonProfSFDC 201-1KPRORTD		\$0.53	ĸ	31%	\$0.37	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SFDC-201-NP-4Y-P	SEL Spanning 4YNonProfSFDC 201-1K PRORTD		\$0.48	ĸ	31%	\$0.33		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SFDC-201-NP-5Y-P	SEL Spanning 5YNonProfSFDC 201-1K PRORTD		\$0.47	ĸ	31%	\$0.32		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SFDC-5001NP-1Y-P	SEL Spanning Non Prof SFDC 5001+ PRORTD		\$0.58	ĸ	31%	\$0.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SFDC-5001NP-2Y-P	SEL Spanning 2Y NonProfSFDC 5001+ PRORTD		\$0.50	K	31%	\$0.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SFDC-5001NP-3Y-P	SEL Spanning 3YNonProfSFDC 5001+ PRORTD		\$0.47	K	31%	\$0.32		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SFDC-5001NP-4Y-P	SEL Spanning 4Y NonProfSFDC 5001+ PRORTD		\$0.42	K	31%	\$0.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SFDC-5001NP-5Y-P	SEL Spanning 5YNonProfSFDC 5001+ PRORTD		\$0.42	K	31%	\$0.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SFDC-51-NP-1Y-P	SEL Spanning Non Prof SFDC 51-200 PRORTD		\$2.66	K	31%	\$1.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SFDC-51-NP-2Y-P	SEL Spanning 2Y NonProfSFDC51-200 PRORTD		\$0.58	K	31%	\$0.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SFDC-51-NP-3Y-P	SEL Spanning 3YNonProfSFDC 51-200 PRORTD		\$0.56	K	31%	\$0.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SFDC-51-NP-4Y-P	SEL Spanning 4YNonProfSFDC 51-200 PRORTD		\$0.50	K	31%	\$0.35		\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPANNING
5	SFDC-51-NP-5Y-P	SEL Spanning 5Y NonProfSFDC 51-200PRORTD		\$0.48	K	31%	\$0.33	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SFDC-ORG-1Y-P	SEL Spanning 1Y SFDC Org UNLTD PRORATD		\$19,230.75	K	31%	\$13,269.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SFDC-ORG-2Y-P	SEL Spannig 2Y SFDC Org UNLTD PRORATD		\$14,423.06	K	31% 31%	\$9,951.91	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SPANNING SPANNING
5	SFDC-ORG-3Y-P	SEL Spanning 3Y SFDC Org UNLTD PRORATD		\$12,820.50	K		\$8,846.15	\$0.00		\$0.00	\$0.00	\$0.00			
5	SFDC-ORG-4Y-P SFDC-ORG-5Y-P	SEL Spannig 4Y SFDC Org UNLTD PRORATD SEL Spanning 5Y SFDC Org UNLTD PRORATD		\$12,019.23 \$11,538.47	K K	31% 31%	\$8,293.27 \$7.961.54	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SPANNING SPANNING
5	SFDC-ORG-SY-P SFDC-ORG-SB-1Y-P	SEL Spanning 5Y SEDC Org UNLTD PRORATD SEL Spanning1YSFDCOrgSandboxUNLTD PRORTD		\$11,538.47 \$5,769.25	K K	31%	\$7,961.54 \$3,980.78		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SFDC-ORG-SB-1Y-P SFDC-ORG-SB-2Y-P	SEL Spanning 1YSFDCOrgSandboxUNLTD PRORTD SEL Spanning 2YSFDCOrgSandboxUNLTDPRORTD		\$4,326.94	K K	31%	\$3,980.78		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 E	SEDC-ORG-SB-21-P	SEL Spanning 3YSFDCOrgSandboxUNLTDPRORTD		\$3.846.17	K	31%	\$2,965.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SFDC-ORG-SB-4Y-P	SEL Spanning 4YSFDCOrgSandboxUNLTDPRORTD		\$3.605.77	K	31%	\$2,487.98	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPANNING
5	SFDC-ORG-SB-5Y-P	SEL Spanning 5YSFDCOrgSandboxUNLTDPRORTD		\$3,461.53	K	31%	\$2,388.46		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SH-458-000-168	Secure VM SecVM Sub		\$0.00	ĸ	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CLOUDLINK
5	SH-458-000-255	Secure VM SecVM 6.0 Sub HCP Bundle=IB		\$275.00	ĸ	31%	\$189.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CLOUDLINK
5	SH-458-000-408	Secure VM Encrypt Mach PSMC Sub Tier1=IB		\$58.50	ĸ	31%	\$40.37	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CLOUDLINK
5	SH-458-000-409	Secure VM Encrypt Mach PSMC Sub Tier2=IB		\$48.00	K	31%	\$33.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CLOUDLINK
5	SH-458-000-410	Secure VM Encrypt Mach PSMC Sub Tier3=IB		\$41.50	K	31%	\$28.64	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	CLOUDLINK
5	SH-458-000-411	Secure VM Encrypt Mach PSMC Sub Tier4=IB		\$32.00	K	31%	\$22.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CLOUDLINK
5	SH-458-000-412	Secure VM Encrypt Mach PSP Sub Tier1=IB		\$59.50	K	31%	\$41.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CLOUDLINK
5	SH-458-000-413	Secure VM Encrypt Mach PSP Sub Tier2=IB		\$49.00	K	31%	\$33.81	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	CLOUDLINK
5	SH-458-000-414	Secure VM Encrypt Mach PSP Sub Tier3=IB		\$42.00	K	31%	\$28.98	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	CLOUDLINK
5	SH-458-000-415	Secure VM Encrypt Mach PSP Sub Tier4=IB		\$32.50	K	31%	\$22.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CLOUDLINK
5	SH-458-000-525	Secure VM SecVM PS1 Sub Tier 1=IB		\$59.00	K	31%	\$40.71	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	CLOUDLINK
5	SH-458-000-526	Secure VM SecVM PS1 Sub Tier 2=IB		\$48.50	K	31%	\$33.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CLOUDLINK
5	SH-458-000-527	Secure VM SecVM PS1 Sub Tier 3=IB		\$41.75	K	31%	\$28.81	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CLOUDLINK
5	SH-458-000-528 SMBCONNTEST	Secure VM SecVM PS1 Sub Tier 4=IB SEL BOOMLSMB Test Connection		\$32.25 \$32.50	K K	31% 31%	\$22.25 \$22.43	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	CLOUDLINK BOOMI
5						31%			\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	BOOMI
5	SOA_FRAMEWORK SOAWORKER	SEL BOOMI Services Enablement SEL BOOMI Atom Worker		\$1,300.00 \$250.00	K K	31%	\$897.00 \$172.50	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00 \$0.00	\$0.00	BOOMI
5 E	SO-OSFP28-D44	SEL QSFP28, 103Gbps, DWDM, SM, DDM		\$7,692,31	K	31%	\$5,307,69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SMARTOPTICS
5	SO-QSFP28-D45	SEL QSFP28, 103Gbps, DWDM, SM, DDM		\$7,692.31	K	31%	\$5,307.69		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SMARTOPTICS
5	SO-QSFP28-D46	SEL QSFP28, 103Gbps, DWDM, SM, DDM		\$7,692.31	ĸ	31%	\$5,307.69		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SMARTOPTICS
5	SO-QSFP28-D47	SEL QSFP28, 103Gbps, DWDM, SM, DDM		\$7.692.31	K	31%	\$5,307.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SMARTOPTICS
5	SO-QSFP28-D48	SEL QSFP28, 103Gbps, DWDM, SM, DDM		\$7,692.31	K	31%	\$5,307.69	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	SMARTOPTICS
5	SO-QSFP28-D49	SEL QSFP28, 103Gbps, DWDM, SM, DDM		\$7,692.31	ĸ	31%	\$5,307.69	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	SMARTOPTICS
5	SO-QSFP28-D50	SEL QSFP28, 103Gbps, DWDM, SM, DDM		\$7,692.31	ĸ	31%	\$5,307.69		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SMARTOPTICS
5	SO-QSFP28-D51	SEL QSFP28, 103Gbps, DWDM, SM, DDM		\$7,692.31	ĸ	31%	\$5,307.69	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	SMARTOPTICS
5	SPPCREDITC	SEL SPP-CREDIT-C)		\$100.00	K	31%	\$69.00	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VMWARE
5	SPPCREDITC-I	SEL SPP-CREDIT-C)		\$100.00	K	31%	\$69.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	SPPCREDITCL1	SEL SPP-CREDIT-C-L1)		\$100.00	K	31%	\$69.00	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VMWARE
5	SPPCREDITCL1-I	SEL SPP-CREDIT-C-L1)		\$100.00	K	31%	\$69.00	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	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	\$0.00	VMWARE
5	SPPCREDITCL2-I	SEL SPP-CREDIT-C-L2)		\$98.00	K	31%	\$67.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	SPPCREDITCL3	SEL SPP-CREDIT-C-L3)		\$97.00	K	31%	\$66.93	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VMWARE
5	SPPCREDITCL3-I	SEL SPP-CREDIT-C-L3)		\$97.00	K	31%	\$66.93		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	SPPCREDITCL4	SEL SPP-CREDIT-C-L4)		\$96.00	K	31%	\$66.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	SPPCREDITCL4-I	SEL SPP-CREDIT-C-L4)		\$96.00	K	31%	\$66.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	SR-UNLOCK	SEL Search + Recover Unlock Key		\$5,641.54	K	31%	\$3,892.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SUPERNA
5	ST6ADEPLUGC	SEL ST6-AD-EPL-UG-C)		\$3,718.00	K	31%	\$2,565.42		\$0.00	\$0.00			\$0.00	\$0.00	VMWARE
5	ST6ADEPLUGC-I	SEL ST6-AD-EPL-UG-C)		\$4,350.06	K	31%	\$3,001.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST6ADEPLUGC-K ST6EDHA100F	SEL ST6-AD-EPL-UG-C) SEL: ST6-ED-HA100-F		\$4,179.44 \$3,740.00	K K	31% 31%	\$2,883.81 \$2,580.60	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE CARAHSOFT
5	ST6EDHA100F ST6EDHA10F	SEL: S16-ED-HA100-F SEL: S16-ED-HA10-F		\$3,740.00 \$374.00	K K	31% 31%	\$2,580.60 \$258.06	\$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
c =	ST6-EN-D100-F	SEL: S16-ED-HA10-F SEL: ST6-EN-D100-F		\$374.00	K K	31%	\$258.06		\$0.00	\$0.00			\$0.00	\$0.00	CARAHSOFT
5	ST6-EN-D100-F ST6-EN-D10-F	SEL: S16-EN-D100-F SEL: ST6-EN-D10-F		\$14,300.00	K K	31%	\$9,867.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	ST6FNFPLUGC	SEL ST6-EN-DIO-F SEL ST6-EN-EPI-UG-C)		\$2,024.00	K	31%	\$900.70 \$1.396.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST6ENEPLUGC-I	SEL ST6-EN-EPL-UG-C)		\$2,024.00	K	31%	\$1,396.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST6ENEPLUGC-K	SEL ST6-EN-EPL-UG-C)		\$2,300.00	K	31%	\$1,633.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST6EPLC	SEL ST6-EPL-C)		\$7,495.00	K	31%	\$5,171.55		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST6EPLC-I	SEL ST6-EPL-C)		\$8.769.15	K	31%	\$6,050.71	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
		,		,		,,	-0,000.71	41.00				00		+=.50	

					NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPGR	ADE PRICE						
BAND	sku	DESCRIPTION	Model Sub sku	EMC LIST PRICE USD	CATEGORY CODE	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	ST6EPLC-K	SEL ST6-EPL-C)		\$8,389.52	K	31%	\$5,788.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	ST6-RB-25VM-F ST6-RBAD-25-F	SEL: ST6-RB-25VM-F SEL: ST6-RBAD-25-F		\$14,135.00 \$22,605.00	K K	31% 31%	\$9,753.15 \$15,597.45		\$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
5	ST6RBADEN25UGF	SEL: ST6-RB-ADEN-25-UG-F		\$9,438.00	ĸ	31%	\$6,512.22		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	ST6RBADV25UGF	SEL: ST6-RB-ADV-25-UG-F		\$9,317.00	K	31%	\$6,428.73		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	ST6RBEN25F	SEL: ST6-RBEN-25-F		\$31,185.00	K	31%	\$21,517.65		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	ST6RBEN25UGF	SEL: ST6-RBEN-25-UG-F		\$18,755.00	K	31%	\$12,940.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	ST6STADD100UGF ST6STADD10UGF	SEL: ST6-STAD-D100-UG-F		\$5,714.50 \$577.50	K K	31% 31%	\$3,943.01 \$398.48		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	CARAHSOFT CARAHSOFT
5	ST6STADD100GF	SEL: ST6-STAD-D10-UG-F SEL: ST6-STEN-D100-UG-F		\$9,075.00	K	31%	\$390.40 \$6.261.75		\$0.00	\$0.00	\$0.00			\$0.00	CARAHSOFT
5	ST6STEND10UGF	SEL: ST6-STEN-D10-UG-F		\$907.50	ĸ	31%	\$626.18		\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	CARAHSOFT
5	ST6VSANEPLUGC	SEL ST6-VSAN-EPL-UG-C)		\$5,423.00	K	31%	\$3,741.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST6VSANEPLUGC-I	SEL ST6-VSAN-EPL-UG-C)		\$6,344.91	K	31%	\$4,377.99		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	ST6VSANEPLUGC-K	SEL ST6-VSAN-EPL-UG-C)		\$6,094.85 \$6,050.00	K K	31% 31%	\$4,205.45 \$4,174.50		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE CARAHSOFT
5	ST6-VSDT100-F ST6-VSDT10-F	SEL: ST6-VSDT100-F SEL: ST6-VSDT10-F		\$605.00	K	31%	\$4,174.50 \$417.45		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	ST7ADVC	SEL ST7-ADV-C)		\$4,115.00	ĸ	31%	\$2,839.35		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST7ADVC-I	SEL ST7-ADV-C		\$4,814.55	K	31%	\$3,322.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST7ADVC-K	SEL ST7-ADV-C)		\$4,846.00	K	31%	\$3,343.74		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	ST7ADVDT100C ST7ADVDT100C-I	SEL ST7-ADV-DT100-C) SEL ST7-ADV-DT100-C		\$10,250.00 \$11,992.50	K K	31% 31%	\$7,072.50 \$8.274.83		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARE
5	ST7ADVDT100C-I ST7ADVDT100C-K	SEL ST7-ADV-DT100-C SEL ST7-ADV-DT100-C)		\$11,992.50	ĸ	31%	\$8,274.83 \$8,326.31		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST7ADVDT10C	SEL ST7-ADV-DT10-C)		\$1,025.00	ĸ	31%	\$707.25		\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	VMWARE
5	ST7ADVDT10C-I	SEL ST7-ADV-DT10-C		\$1,199.25	K	31%	\$827.48		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST7ADVDT10C-K	SEL ST7-ADV-DT10-C)		\$1,206.71	K	31%	\$832.63		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST7ADVENTUGC ST7ADVENTUGC-I	SEL ST7-ADV-ENT-UG-C) SEL ST7-ADV-FNT-UG-C		\$1,694.00 \$1,981.98	K K	31% 31%	\$1,168.86 \$1,367.57	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARE
5 5	ST7ADVENTUGC-I ST7ADVENTUGC-K	SEL ST7-ADV-ENT-UG-C SEL ST7-ADV-ENT-UG-C)		\$1,981.98	K	31%	\$1,367.57 \$1.377.14		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST7ADVEPLUGC	SEL ST7-ADV-EPL-UG-C)		\$3,718.00	ĸ	31%	\$2,565.42		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST7ADVEPLUGC-I	SEL ST7-ADV-EPL-UG-C		\$4,350.06	K	31%	\$3,001.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST7ADVEPLUGC-K	SEL ST7-ADV-EPL-UG-C)		\$4,378.64	K	31%	\$3,021.26		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST7D100DENTUC	SEL ST7-D100-STD-ENT-UG-C)		\$8,250.00	K	31%	\$5,692.50		\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	VMWARE
5 5	ST7D100DENTUC-I ST7D100DENTUC-K	SEL ST7-D100-STD-ENT-UG-C SEL ST7-D100-STD-ENT-UG-C)		\$9,652.50 \$9.692.00	K K	31% 31%	\$6,660.23 \$6,687.48		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARE
5	ST7D100DEN10C-K	SEL ST7-D100-STD-ENT-0G-C) SEL ST7-D100-STD-ADV-UG-C)		\$5,225.00	K	31%	\$3,605.25		\$0.00	\$0.00	\$0.00			\$0.00	VMWARE
5	ST7D100STDVUC-I	SEL ST7-D100-STD-ADV-UG-C		\$6,113.25	ĸ	31%	\$4,218.14		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST7D100STDVUC-K	SEL ST7-D100-STD-ADV-UG-C)		\$6,156.14	K	31%	\$4,247.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST7D100VENTUC	SEL ST7-D100-ADV-ENT-UG-C)		\$3,025.00	K	31%	\$2,087.25		\$0.00	\$0.00	\$0.00			\$0.00	VMWARE
5 5	ST7D100VENTUC-I ST7D100VENTUC-K	SEL ST7-D100-ADV-ENT-UG-C SEL ST7-D100-ADV-ENT-UG-C)		\$3,539.25 \$3,566.50	K K	31% 31%	\$2,442.08 \$2.460.89		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARE
5	ST7D100VENTUC-K ST7D10DENTUC	SEL ST7-D100-ADV-ENT-UG-C) SEL ST7-D10-STD-ENT-UG-C)		\$825.00	K K	31%	\$2,460.89 \$569.25		\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	VMWARE
5	ST7D10DENTUC-I	SEL ST7-D10-STD-ENT-UG-C		\$965.25	ĸ	31%	\$666.02		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST7D10DENTUC-K	SEL ST7-D10-STD-ENT-UG-C)		\$969.20	K	31%	\$668.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST7D10STDVUC	SEL ST7-D10-STD-ADV-UG-C)		\$523.00	K	31%	\$360.87		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST7D10STDVUC-I	SEL ST7-D10-STD-ADV-UG-C		\$611.91 \$616.38	K K	31% 31%	\$422.22		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARE
5 5	ST7D10STDVUC-K ST7D10VENTUC	SEL ST7-D10-STD-ADV-UG-C) SEL ST7-D10-ADV-ENT-UG-C)		\$303.00	K	31%	\$425.30 \$209.07		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST7D10VENTUC-I	SEL ST7-D10-ADV-ENT-UG-C		\$354.51	ĸ	31%	\$244.61		\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	VMWARE
5	ST7D10VENTUC-K	SEL ST7-D10-ADV-ENT-UG-C)		\$356.65	K	31%	\$246.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST7ENTC	SEL ST7-ENT-C)		\$5,655.00	K	31%	\$3,901.95		\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	VMWARE
5 5	ST7ENTC-I ST7ENTC-K	SEL ST7-ENT-C SEL ST7-ENT-C)		\$6,616.35 \$6,661.81	K K	31% 31%	\$4,565.28 \$4,596.65		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARE
5	ST7ENTDT100C	SEL ST7-ENT-C) SEL ST7-ENT-DT100-C)		\$13,000.00	K	31%	\$8,970.00		\$0.00	\$0.00	\$0.00			\$0.00	VMWARE
5	ST7ENTDT100C-I	SEL ST7-ENT-DT100-C		\$15,210.00	ĸ	31%	\$10,494.90		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST7ENTDT100C-K	SEL ST7-ENT-DT100-C)		\$15,285.01	K	31%	\$10,546.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST7ENTDT10C	SEL ST7-ENT-DT10-C)		\$1,300.00	K	31%	\$897.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST7ENTDT10C-I	SEL ST7-ENT-DT10-C		\$1,521.00 \$1,528.50	K	31% 31%	\$1,049.49 \$1,054.67		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARE
5 5	ST7ENTDT10C-K ST7ENTEPLUGC	SEL ST7-ENT-DT10-C) SEL ST7-ENT-EPL-UG-C)		\$1,528.50	K K	31% 31%	\$1,054.67 \$1,396.56		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE VMWARE
5	ST7ENTEPLUGC-I	SEL ST7-ENT-EPL-UG-C		\$2,368.08	K	31%	\$1,633.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST7ENTEPLUGC-K	SEL ST7-ENT-EPL-UG-C)		\$2,386.61	K	31%	\$1,646.76	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VMWARE
5	ST7ENTHA100C	SEL ST7-ENT-HA100-C)		\$3,400.00	K	31%	\$2,346.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	ST7ENTHA100C-I ST7ENTHA100C-K	SEL ST7-ENT-HA100-C SEL ST7-ENT-HA100-C)		\$3,978.00 \$4,003.22	K K	31% 31%	\$2,744.82 \$2,762.22		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARE
5	ST7ENTHA10C	SEL ST7-ENT-HA10-C)		\$340.00	K	31%	\$2,702.22		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST7ENTHA10C-I	SEL ST7-ENT-HA10-C		\$397.80	K	31%	\$274.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	VMWARE
5	ST7ENTHA10C-K	SEL ST7-ENT-HA10-C)		\$400.32	K	31%	\$276.22		\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	VMWARE
5	ST7EPLC	SEL ST7-EPL-C)		\$7,495.00	K	31%	\$5,171.55		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	ST7EPLC-I ST7EPLC-K	SEL ST7-EPL-C SEL ST7-EPL-C)		\$8,769.15 \$8,849.22	K K	31% 31%	\$6,050.71 \$6,105.96	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARE
5	ST7RB25DFNTUC	SEL ST7-RB25-STD-ENT-UG-C)		\$17.050.00	K	31%	\$11,764.50		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST7RB25DENTUC-I	SEL ST7-RB25-STD-ENT-UG-C		\$19,948.50	ĸ	31%	\$13,764.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST7RB25DENTUC-K	SEL ST7-RB25-STD-ENT-UG-C)		\$20,111.86	K	31%	\$13,877.18	\$0.00	\$0.00	\$0.00	\$0.00			\$0.00	VMWARE
5	ST7RB25STDVUC	SEL ST7-RB25-STD-ADV-UG-C)		\$8,470.00	K	31%	\$5,844.30		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	ST7RB25STDVUC-I ST7RB25STDVUC-K	SEL ST7-RB25-STD-ADV-UG-C SEL ST7-RB25-STD-ADV-UG-C)		\$9,909.90 \$9,998.47	K K	31% 31%	\$6,837.83 \$6,898.94		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARE
5	ST/RB25STDVUC-K ST/RB25VFNTUC	SEL ST7-RB25-STD-ADV-UG-C) SEL ST7-RB25-ADV-ENT-UG-C)		\$9,998.47 \$8.580.00	K K	31% 31%	\$6,898.94 \$5.920.20		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	VMWARE VMWARF
5	ST7RB25VENTUC-I	SEL ST7-RB25-ADV-ENT-UG-C		\$10,038.60	K	31%	\$6,926.63		\$0.00	\$0.00	\$0.00			\$0.00	VMWARE
5	ST7RB25VENTUC-K	SEL ST7-RB25-ADV-ENT-UG-C)		\$10,075.08	K	31%	\$6,951.81	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST7RBADV25VMC	SEL ST7-RBADV-25VM-C)		\$20,550.00	K	31%	\$14,179.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST7RBADV25VMC-I	SEL ST7-RBADV-25VM-C		\$24,043.50	K	31%	\$16,590.02		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	ST7RBADV25VMC-K ST7RBENT25VMC	SEL ST7-RBADV-25VM-C) SEL ST7-RBENT-25VM-C)		\$24,172.54 \$28,350.00	K K	31% 31%	\$16,679.05 \$19.561.50		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARE
5	ST7RBENT25VMC-I	SEL ST7-RBENT-25VM-C)		\$33,169.50	K	31%	\$22,886.96		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
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					NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPGR	ADE PRICE						
BAND	SKU	DESCRIPTION	Model Sub sku	EMC LIST PRICE USD	CATEGORY CODE	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	ST7RBENT25VMC-K	SEL ST7-RBENT-25VM-C)		\$33,366.53	K	31%	\$23,022.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST7RBSTD25VMC	SEL ST7-RBSTD-25VM-C)		\$12,850.00	K	31%	\$8,866.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	ST7RBSTD25VMC-I ST7RBSTD25VMC-K	SEL ST7-RBSTD-25VM-C SEL ST7-RBSTD-25VM-C)		\$15,034.50 \$15,131.78	K K	31% 31%	\$10,373.81 \$10.440.93	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARE
5	ST7RBSTD25VMC-K ST7STDADVUGC	SEL ST7-RBSTD-25VM-C) SEL ST7-STD-ADV-UG-C)		\$15,131.78	K	31%	\$10,440.93 \$1.176.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST7STDADVUGC-I	SEL ST7-STD-ADV-UG-C)		\$1,705.00	K	31%	\$1,176.45	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VMWARE
5	ST7STDADVUGC-K	SEL ST7-STD-ADV-UG-C)		\$2.011.19	K	31%	\$1,387.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST7STDADVUGG-K	SEL ST7-STD-ADV-0G-C)		\$2,565.00	ĸ	31%	\$1,367.72	\$0.00	\$0.00	\$0.00	\$0.00			\$0.00	VMWARE
5	ST7STDC-I	SEL ST7-STD-C		\$3,001.05	ĸ	31%	\$2,070.72	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VMWARE
5	ST7STDC-K	SEL ST7-STD-C)		\$3,022.53	ĸ	31%	\$2,085.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST7STDDT100C	SEL ST7-STD-DT100-C)		\$5,500.00	K	31%	\$3,795.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST7STDDT100C-I	SEL ST7-STD-DT100-C		\$6,435.00	K	31%	\$4,440.15	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VMWARE
5	ST7STDDT100C-K	SEL ST7-STD-DT100-C)		\$6,477.93	K	31%	\$4,469.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST7STDDT10C	SEL ST7-STD-DT10-C)		\$550.00	K	31%	\$379.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	VMWARE
5	ST7STDDT10C-I	SEL ST7-STD-DT10-C		\$643.50	K	31%	\$444.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST7STDDT10C-K	SEL ST7-STD-DT10-C)		\$647.79	K	31%	\$446.98	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	VMWARE
5	ST7STDENTUGC	SEL ST7-STD-ENT-UG-C)		\$3,399.00 \$3,976.83	K	31%	\$2,345.31	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE
5 5	ST7STDENTUGC-I ST7STDENTUGC-K	SEL ST7-STD-ENT-UG-C SEL ST7-STD-ENT-UG-C)		\$3,976.83	K	31% 31%	\$2,744.01 \$2,762.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE VMWARE
5	ST7STDENTUGC-K ST7STDEPLUGC	SEL ST7-STD-ENT-UG-C) SEL ST7-STD-EPL-UG-C)		\$5,423.00	K	31%	\$2,762.22 \$3,741.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST7STDEPLUGC-I	SEL ST7-STD-EPL-UG-C		\$6,344.91	K	31%	\$4,377.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST7STDEPLUGC-K	SEL ST7-STD-EPL-UG-C)		\$6.385.99	ĸ	31%	\$4,406.33	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	STACK-7-H-A-1-40	SEL: STACK.LTO-7.HH.SAS.1DR.40S		\$13,846.00	ĸ	31%	\$9,553.74	\$0.00	\$0.00	\$0.00	\$0.00			\$0.00	SPECTRALOGIC
5	STACK-7-H-A-1-80	SEL: STACK,LTO-7.HH,SAS,1DR,80S		\$20,000.00	K	31%	\$13.800.00	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPECTRALOGIC
5	STACK-7-H-A-2-40	SEL: STACK,LTO-7,HH,SAS,2DR,40S		\$20,000.00	K	31%	\$13,800.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	STACK-7-H-A-2-80	SEL: STACK,LTO-7,HH,SAS,2DR,80S		\$26,154.00	K	31%	\$18,046.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	STACK-7-H-A-4-80	SEL: STACK,LTO-7,HH,SAS,4DR,80S		\$38,462.00	K	31%	\$26,538.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	STACK-7-H-F-1-40	SEL: STACK,LTO-7,HH,FC,1DR,40S		\$15,385.00	K	31%	\$10,615.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	STACK-7-H-F-1-80	SEL: STACK,LTO-7,HH,FC,1DR,80S		\$21,538.00	K	31%	\$14,861.22	\$0.00	\$0.00	\$0.00	\$0.00			\$0.00	SPECTRALOGIC
5	STACK-7-H-F-2-40	SEL: STACK,LTO-7,HH,FC,2DR,40S		\$23,077.00	K	31%	\$15,923.13	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPECTRALOGIC
5	STACK-7-H-F-2-80	SEL: STACK,LTO-7,HH,FC,2DR,80S		\$29,231.00	K	31%	\$20,169.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	STACK-7-H-F-4-80	SEL: STACK,LTO-7,HH,FC,4DR,80S		\$44,615.00	K	31%	\$30,784.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	STACK-8-H-A-1-40	SEL: STACK,LTO-8,HH,SAS,1DR,40S		\$16,154.00	K	31%	\$11,146.26	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00 \$0.00	SPECTRALOGIC
5	STACK-8-H-A-1-80	SEL: STACK,LTO-8,HH,SAS,1DR,80S SEL: STACK,LTO-8,HH,SAS,2DR,40S		\$22,308.00 \$24,615.00	K K	31% 31%	\$15,392.52 \$16.984.35	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	SPECTRALOGIC SPECTRALOGIC
5 5	STACK-8-H-A-2-40 STACK-8-H-A-2-80	SEL: STACK,LTO-8,HH,SAS,2DR,40S SEL: STACK,LTO-8,HH,SAS,2DR,80S		\$24,615.00	K	31%	\$16,984.35 \$21,230.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	STACK-8-H-A-4-80	SEL: STACK,LTO-8,HH,SAS,4DR,80S		\$47,692.00	K.	31%	\$32,907.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	STACK-8-H-F-1-40	SEL: STACK,LTO-8,HH,FC,1DR,40S		\$18,462.00	K	31%	\$12,738.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	STACK-8-H-F-1-80	SEL: STACK,LTO-8,HH,FC,1DR,80S		\$24.615.00	ĸ	31%	\$16.984.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	STACK-8-H-F-2-40	SEL: STACK,LTO-8,HH,FC,2DR,40S		\$29,231.00	ĸ	31%	\$20,169,39	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPECTRALOGIC
5	STACK-8-H-F-2-80	SEL: STACK,LTO-8,HH,FC,2DR,80S		\$35,385.00	K	31%	\$24,415.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	STACK-8-H-F-4-80	SEL: STACK,LTO-8,HH,FC,4DR,80S		\$56,923.00	K	31%	\$39,276.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	STACKBASE	SEL: SPECTRA,STACKABLE,BASE CHASSIS		\$13,462.00	K	31%	\$9,288.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	STACKEXP	SEL: SPECTRA,STACKABLE,EXP CHASSIS		\$13,077.00	K	31%	\$9,023.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	STACKEXP-F	SEL: UPG,SPECTRA,STACK,EXP CHASSIS		\$13,077.00	K	31%	\$9,023.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	STDCONNTEST	SEL BOOMI Standard Test Connection		\$150.00	K	31%	\$103.50	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	BOOMI
5	STH4001001-PKG	SEL Stealth Dell BASE PKG - Small- 1 Yr		\$28,716.92 \$35,473.85	K	31%	\$19,814.67	\$0.00	\$0.00	\$0.00	\$0.00			\$0.00	UNISYS
5 5	STH4001002-PKG STH4001003-PKG	SEL Stealth Dell BASE PKG - Medium-1 Yr SEL Stealth Dell BASE PKG - Large -1 Yr			K K	31% 31%	\$24,476.96 \$29.139.23	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	UNISYS UNISYS
5	STH4001003-PKG STH4003001-PKG	SEL Stealth Dell BASE PKG - Large - 1 11 SEL Stealth Dell BASE PKG - Small -3 Yr		\$42,230.77 \$74,326.15	K	31%	\$29,139.23 \$51.285.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH4003007-PKG	SEL Stealth Dell BASE PKG - Medium-3 Yr		\$92,907,69	ĸ	31%	\$64 106 31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH4003003-PKG	SEL Stealth Dell BASE PKG - Large -3 Yr		\$111,489.23	ĸ	31%	\$76,927.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH4005001-PKG	SEL Stealth Dell BASE PKG - Small -5 Yr		\$99.664.62	ĸ	31%	\$68,768,59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH4005002-PKG	SEL Stealth Dell BASE PKG - Medium-5 Yr		\$126,692.31	K	31%	\$87,417.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH4005003-PKG	SEL Stealth Dell BASE PKG - Large -5 Yr		\$155,409.23	K	31%	\$107,232.37	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH4011001-LIC	SEL Stealth SERVER Lic(Tier 1-499)1YR-EA		\$668.94	K	31%	\$461.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH4011002-LIC	SEL Stealth SERVERLic(Tier500-999)1YR-EA		\$501.70	K	31%	\$346.17	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH4011003-LIC	SEL Stealth SRVRLic(Tier1000-4999)1YR-EA		\$445.96	K	31%	\$307.71	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	UNISYS
5	STH4011004-LIC	SEL StealthSRVRLic(Tier 5K-99,999)1YR-EA		\$312.51	K	31%	\$215.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH4011005-LIC	SEL Stealth SRVR Lic(100K-499,999)1YR-EA		\$266.90	K	31%	\$184.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5 5	STH4011006-LIC STH4011007-LIC	SEL Stealth SRVR Lic(500K-999,999)1YR-EA		\$145.27 \$101.35	K K	31% 31%	\$100.24 \$69.93	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	UNISYS
5	STH4011007-LIC STH4012001-LIC	SEL Stealth SERVER Lic (Tier1M+) 1YR -EA SEL Stealth SERVER Lic (Tier 1-499)2YR-FA		\$1,282.13	K K	31% 31%	\$69.93 \$884.67	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH4012001-LIC STH4012002-LIC	SEL Stealth SERVER Lic(Tier 1-499)21R-EA SEL Stealth SERVERLic(Tier500-999)2YR-EA		\$961.17	K.	31%	\$663.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH4012002-LIC STH4012003-LIC	SEL Stealth SRVRLic(Tier1000-4999)2YR-EA		\$854.75	K	31%	\$589.78	\$0.00	\$0.00	\$0.00	\$0.00			\$0.00	UNISYS
5	STH4012003-LIC	SEL StealthSRVRI ic/Tier 5K-99 999)2YR-FA		\$597.99	ĸ	31%	\$412.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH4012005-LIC	SEL Stealth SRVR Lic(100K-499,999)2YR-EA		\$513.53	ĸ	31%	\$354.34	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	UNISYS
5	STH4012006-LIC	SEL Stealth SRVR Lic(500K-999.999)2YR-EA		\$280.41	K	31%	\$193.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH4012007-LIC	SEL Stealth SERVER Lic (Tier1M+) 2YR -EA		\$192.57	K	31%	\$132.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH4013001-LIC	SEL Stealth SERVER Lic(Tier 1-499)3YR-EA		\$1,839.57	K	31%	\$1,269.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH4013002-LIC	SEL Stealth SERVERLic(Tier500-999)3YR-EA		\$1,380.10	K	31%	\$952.27	\$0.00	\$0.00	\$0.00	\$0.00			\$0.00	UNISYS
5	STH4013003-LIC	SEL Stealth SRVRLic(Tier1000-4999)3YR-EA		\$1,226.38	K	31%	\$846.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH4013004-LIC	SEL StealthSRVRLic(Tier 5K-99,999)3YR-EA		\$858.13	K	31%	\$592.11	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	UNISYS
5	STH4013005-LIC	SEL Stealth SRVR Lic(100K-499,999)3YR-EA		\$736.50	K	31%	\$508.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH4013006-LIC	SEL Stealth SRVR Lic(500K-999,999)3YR-EA		\$402.04	K	31%	\$277.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH4013007-LIC	SEL Stealth SERVER Lic (Tier1M+) 3YR -EA		\$277.03	K	31%	\$191.15	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	UNISYS
5	STH4014001-LIC	SEL Stealth SERVER Lic(Tier 1-499)4YR-EA		\$2,341.27	K	31%	\$1,615.48	\$0.00	\$0.00	\$0.00	\$0.00			\$0.00	UNISYS
5	STH4014002-LIC	SEL Stealth SERVERLic(Tier500-999)4YR-EA		\$1,756.80	K	31%	\$1,212.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5 5	STH4014003-LIC STH4014004-LIC	SEL Stealth SRVRLic(Tier1000-4999)4YR-EA SEL StealthSRVRLic(Tier 5K-99,999)4YR-EA		\$1,560.85 \$1,092.93	K K	31% 31%	\$1,076.99 \$754.12	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	UNISYS UNISYS
5	STH4014004-LIC STH4014005-LIC	SEL Stealth SRVR Lic(100K-499,999)4YR-EA SEL Stealth SRVR Lic(100K-499,999)4YR-EA		\$1,092.93 \$935.83	K K	31% 31%	\$754.12 \$645.72	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	UNISYS
5	STH4014005-LIC STH4014006-LIC	SEL Stealth SRVR Lic(100K-499,999)4YR-EA SEL Stealth SRVR Lic(500K-999.999)4YR-EA		\$935.83 \$510.15	K	31%	\$645.72 \$352.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH4014000-LIC STH4014007-LIC	SEL Stealth SERVER Lic (Tier1M+) 4YR -EA		\$351.36	K	31%	\$352.00	\$0.00	\$0.00	\$0.00	\$0.00			\$0.00	UNISYS
5	STH4015001-LIC	SEL Stealth SERVER Lic(Tier 1-499)5YR-EA		\$2,787.23	K	31%	\$1.923.19	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	UNISYS
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					NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPGR	ADE PRICE						
BAND	sкu	DESCRIPTION	Model Sub sku	EMC LIST PRICE USD	CATEGORY	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
- 5	STH4015002-LIC	SEL Stealth SERVERLic(Tier500-999)5YR-EA	•	\$2,091.27	K	31%	\$1,442.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH4015003-LIC	SEL Stealth SRVRLic(Tier1000-4999)5YR-EA		\$1,858.15	K	31%	\$1,282.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH4015004-LIC	SEL StealthSRVRLic(Tier 5K-99,999)5YR-EA		\$1,300.71	K	31%	\$897.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH4015005-LIC	SEL Stealth SRVR Lic(100K-499,999)5YR-EA		\$1,114.89	K	31%	\$769.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH4015006-LIC	SEL Stealth SRVR Lic(500K-999,999)5YR-EA		\$608.12	K	31%	\$419.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH4015007-LIC	SEL Stealth SERVER Lic (Tier1M+) 5YR -EA		\$418.93	K	31%	\$289.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH4021001-LIC	SEL Stealth CLIENT Lic(Tier 1-499)1YR-EA		\$101.35	K	31%	\$69.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH4021002-LIC	SEL Stealth CLIENTLic(Tier500-999)1YR-EA		\$89.53	K	31%	\$61.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH4021003-LIC STH4021004-LIC	SEL Stealth CLIENT Lic(1K-4999)1YR-EACH		\$77.70 \$60.81	K	31% 31%	\$53.61 \$41.96	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	UNISYS
5	STH4021004-LIC STH4021005-LIC	SEL Stealth CLIENT Lic(5K-99,999) 1YR-EA SEL Stealth CLINT Lic(100K-499,999)1YR-EA		\$60.81 \$40.54	K K	31% 31%	\$41.96 \$27.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5				\$40.54 \$20.27			+-	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
5	STH4021006-LIC STH4021007-LIC	SEL Stealth CLNT Lic(500K-999,999)1YR-EA SEL Stealth CLIENT Lic (Tier1M+)1YR-EACH		\$16.89	K K	31% 31%	\$13.99 \$11.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS UNISYS
5	STH4021007-LIC STH4022001-LIC	SEL Stealth CLIENT Lic (Tier 11499)2YR-EACH		\$194.26	K	31%	\$11.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH4022001-LIC STH4022002-LIC	SEL Stealth CLIENT Lic(Tier 1-499)2TR-EA SEL Stealth CLIENTLic(Tier500-999)2YR-EA		\$170.61	r r	31%	\$134.04 \$117.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH4022002-LIC STH4022003-LIC	SEL Stealth CLIENT Lic(1K-4999)2YR-EACH		\$146.96	K	31%	\$101.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH4022003-LIC STH4022004-LIC	SEL Stealth CLIENT Lic(5K-99.999) 2YR-EA		\$116.56	K	31%	\$80.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH4022005-LIC	SEL Stealth CLINT Lic(100K-499,999)2YR-EA		\$77.70	K	31%	\$53.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH4022005-LIC STH4022006-LIC	SEL Stealth CLNT Lic(500K-999,999)2YR-EA		\$38.85	K	31%	\$26.81	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH4022007-LIC	SEL Stealth CLIENT Lic (Tier1M+)2YR-EACH		\$30.41	ĸ	31%	\$20.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH4023001-LIC	SEL Stealth CLIENT Lic(Tier 1-499)3YR-EA		\$278.72	ĸ	31%	\$192.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH4023001-LIC	SEL Stealth CLIENTLic(Tier500-999)3YR-EA		\$244.94	ĸ	31%	\$169.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH4023002-LIC	SEL Stealth CLIENT Lic(1K-4999)3YR-EACH		\$211.15	ĸ	31%	\$145.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH4023003-LIC	SEL Stealth CLIENT Lic(5K-99.999) 3YR-EA		\$167.23	ĸ	31%	\$115.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH4023005-LIC	SEL Stealth CLNT Lic(100K-499,999)3YR-EA		\$111.49	ĸ	31%	\$76.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH4023006-LIC	SEL Stealth CLNT Lic(500K-999,999)3YR-EA		\$55.74	ĸ	31%	\$38.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH4023007-LIC	SEL Stealth CLIENT Lic (Tier1M+)3YR-EACH		\$43.92	K	31%	\$30.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH4024001-LIC	SEL Stealth CLIENT Lic(Tier 1-499)4YR-EA		\$354.74	ĸ	31%	\$244.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH4024002-LIC	SEL Stealth CLIENTLic(Tier500-999)4YR-EA		\$312.51	K	31%	\$215.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH4024003-LIC	SEL Stealth CLIENT Lic(1K-4999)4YR-EACH		\$270.28	K	31%	\$186.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH4024004-LIC	SEL Stealth CLIENT Lic(5K-99,999) 4YR-EA		\$212.84	K	31%	\$146.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH4024005-LIC	SEL Stealth CLNT Lic(100K-499,999)4YR-EA		\$141.90	K	31%	\$97.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH4024006-LIC	SEL Stealth CLNT Lic(500K-999,999)4YR-EA		\$70.95	K	31%	\$48.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH4024007-LIC	SEL Stealth CLIENT Lic (Tier1M+)4YR-EACH		\$57.43	K	31%	\$39.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH4025001-LIC	SEL Stealth CLIENT Lic(Tier 1-499)5YR-EA		\$422.31	K	31%	\$291.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH4025002-LIC	SEL Stealth CLIENTLic(Tier500-999)5YR-EA		\$371.63	K	31%	\$256.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH4025003-LIC	SEL Stealth CLIENT Lic(1K-4999)5YR-EACH		\$320.95	K	31%	\$221.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH4025004-LIC	SEL Stealth CLIENT Lic(5K-99,999) 5YR-EA		\$253.38	K	31%	\$174.83	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH4025005-LIC	SEL Stealth CLNT Lic(100K-499,999)5YR-EA		\$168.92	K	31%	\$116.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH4025006-LIC	SEL Stealth CLNT Lic(500K-999,999)5YR-EA		\$84.46	K	31%	\$58.28	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH4025007-LIC	SEL Stealth CLIENT Lic (Tier1M+)5YR-EACH		\$67.57	K	31%	\$46.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH5001001-PKG	SEL Stealth Dell BASE PKG - Small- 1 Yr		\$28,716.92	K	31%	\$19,814.67	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH5001002-PKG	SEL Stealth Dell BASE PKG - Medium-1 Yr		\$35,473.85	K	31%	\$24,476.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH5001003-PKG	SEL Stealth Dell BASE PKG - Large -1 Yr		\$42,230.77	K	31%	\$29,139.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	UNISYS
5	STH5003001-PKG	SEL Stealth Dell BASE PKG - Small -3 Yr		\$76,458.46	K	31%	\$52,756.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		UNISYS
5	STH5003002-PKG	SEL Stealth Dell BASE PKG - Medium-3 Yr		\$95,344.62	K	31%	\$65,787.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH5003003-PKG STH5005001-PKG	SEL Stealth Dell BASE PKG - Large -3 Yr SEL Stealth Dell BASE PKG - Small -5 Yr		\$114,230.77 \$107.584.62	K K	31% 31%	\$78,819.23 \$74,233,39	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	UNISYS
5								\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH5005002-PKG STH5005003-PKG	SEL Stealth Dell BASE PKG - Medium-5 Yr SEL Stealth Dell BASE PKG - Large -5 Yr		\$135,830.77 \$165,461.54	K K	31% 31%	\$93,723.23 \$114,168.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH5005003-PKG STH5011001-LIC	SEL Stealth Dell BASE PKG - Large -5 11 SEL Stealth SRVR(QTY1-499 lic)1YR-FA		\$165,461.54 \$668.94	K	31%	\$114,100.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH5011001-LIC	SEL Stealth SRVR(QTY500-999)1YR-EA		\$501.70	K	31%	\$346.17	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH5011002-LIC	SEL Stealth SRVR(QTY1K-4999)1YR-EA		\$445.96	K	31%	\$340.17	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH5011003-LIC	SEL Stealth SRVR(QTY5K-99 999)1YR-FA		\$312.51	ĸ	31%	\$215.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH5011005-LIC	SEL Stealth SRVR(QTY100K-499,999)1YR-EA		\$266.90	ĸ	31%	\$184.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH5013001-LIC	SEL Stealth SRVR(QTY1-499 lic)3YR-EA		\$1,869.73	ĸ	31%	\$1,290.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH5013002-LIC	SEL Stealth SRVR(QTY500-999)3YR-EA		\$1,402.64	ĸ	31%	\$967.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH5013003-LIC	SEL Stealth SRVR(QTY1K-4999)3YR-EA		\$1,246.49	ĸ	31%	\$860.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH5013004-LIC	SEL Stealth SRVR(QTY5K-9,999)3YR-EA		\$872.45	ĸ	31%	\$601.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH5013005-LIC	SEL Stealth SRV(QTY100K-499,999)3YR-EA		\$748.08	K	31%	\$516.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH5015001-LIC	SEL Stealth SRVR(QTY1-499 lic)5YR-EA		\$2,887.75	K	31%	\$1,992.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH5015002-LIC	SEL Stealth SRVR(QTY500-999)5YR-EA		\$2,166.51	K	31%	\$1,494.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH5015003-LIC	SEL Stealth SRVR(QTY1K-4999)5YR-EA		\$1,925.17	K	31%	\$1,328.37	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH5015004-LIC	SEL Stealth SRVR(QTY5K-99,999)5YR-EA		\$1,347.92	K	31%	\$930.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH5015005-LIC	SEL Stealth SRVR(QTY100K-499,999)5YR-EA		\$1,154.49	K	31%	\$796.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH5021001-LIC	SEL Stealth Client(QTY1-499)1YR-EA		\$111.49	K	31%	\$76.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH5021002-LIC	SEL Stealth Client(QTY500-999)1YR-EA		\$97.98	K	31%	\$67.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH5021003-LIC	SEL Stealth Client(QTY1K-4999)1YR-EA		\$84.46	K	31%	\$58.28	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH5021004-LIC	SEL Stealth Client(QTY5K-99,999)1YR-EA		\$67.57	K	31%	\$46.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH5021005-LIC	SEL Stealth Clnt(QTY100K-499,999)1YR-EA		\$43.92	K	31%	\$30.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH5023001-LIC	SEL Stealth Client(QTY1-499)3YR-EA		\$312.31	K	31%	\$215.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH5023002-LIC	SEL Stealth Client(QTY500-999)3YR-EA		\$274.54	K	31%	\$189.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH5023003-LIC	SEL Stealth Client(QTY1K-4999)3YR-EA		\$236.77	K	31%	\$163.37	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH5023004-LIC	SEL Stealth Client(QTY5K-99,999)3YR-EA		\$187.48	K	31%	\$129.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH5023005-LIC	SEL Stealth Cint(QTY100K-499,999)3YR-EA		\$124.84	K	31%	\$86.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH5025001-LIC	SEL Stealth Client(QTY1-499)5YR-EA		\$481.29	K	31%	\$332.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH5025002-LIC	SEL Stealth Client(QTY500-999)5YR-EA		\$423.42	K	31%	\$292.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH5025003-LIC	SEL Stealth Client(QTY1K-4999)5YR-EA		\$365.54	K	31%	\$252.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH5025004-LIC STH5025005-LIC	SEL Stealth Client(QTY5K-99,999)5YR-EA		\$289.38 \$191.91	K	31% 31%	\$199.67	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	UNISYS
5	STH5025005-LIC STH5031001-LIC	SEL Stealth CInt(QTY100K-499,999)5YR-EA SEL Stealth SVG(QTY1-499 lic)1YR-EA		\$191.91 \$14.189.54	K K	31% 31%	\$132.42 \$9.790.78	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	UNISYS
5		SEL Stealth SVG(QTY1-499 lic)1YR-EA SEL Stealth SVG(QTY500-999)1YR-EA		\$14,189.54 \$10.642.15				\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	UNISYS
5	STH5031002-LIC STH5031003-LIC	SEL Stealth SVG(QTY1000-4999)1YR-EA SEL Stealth SVG(QTY1000-4999)1YR-EA		\$10,642.15	K K	31% 31%	\$7,343.08 \$6,535.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH5031003-LIC STH5031004-LIC	SEL Stealth SVG(QTY1000-4999)1YR-EA SEL Stealth SVG(QTY5000-99,999)1YR-EA		\$6,630.23	K K	31%	\$6,535.35 \$4,574.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	51000 1004-LIO	SEE S.Salai 0 V O(Q 1 10000-33,333)11N-EM		ψ0,000.23	r.	J 1 /0	4,00 بې	ψ0.00	ψ0.00	φυ.00	ψ0.00	ψ0.00	ψ0.00	ψ0.00	0141013

					NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPG	ADE PRICE						
BAND	SKU	DESCRIPTION	Model	EMC LIST	CATEGORY	NASPO VP	NVP LEVEL 1	PROSUPPORT	PROSUPPORT W/MC PREM	PROSUPPORT	BASIC MNT LP	WTY UPG ENH TO PS W/MC	WTY UPG BASIC TO PS	RENEWAL	THIRD PARTY PRODUCT
BAND	J SKO	DESCRIPTION	Sub sku	PRICE USD	CODE	Discount %	NET PRICE	PLUS MNT LP	MNT LP	ENH MNT LP	BASIC WINT LF	PREM LP	ENH LP	KENEWAL	PARTNER
5	STH5031005-LIC	SEL Stealth SVG(QTY100K-499.999)1YR-EA		\$5,701,15	K	31%	\$3,933,79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH5033001-LIC	SEL Stealth SVG(QTY1-499 lic)3YR-EA		\$39,660.92	K	31%	\$27,366.03	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH5033002-LIC	SEL Stealth SVG(QTY500-999)3YR-EA		\$29,745.69	K	31%	\$20,524.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5 5	STH5033003-LIC STH5033004-LIC	SEL Stealth SVG(QTY1K-4999)3YR-EA SEL Stealth SVG(QTY5K-99.999)3YR-EA		\$26,473.32 \$18,531.00	K K	31% 31%	\$18,266.59 \$12,786.39	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	UNISYS
5	STH5033004-LIC	SEL Stealth SVG(QTY10K-99,999)3YR-EA		\$15,936.23	K	31%	\$10.996.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH5035001-LIC	SEL Stealth SVG(QTY1-499 lic)5YR-EA		\$61,255.38	K	31%	\$42,266.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH5035002-LIC	SEL Stealth SVG(QTY500-999)5YR-EA		\$45,941.54	K	31%	\$31,699.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH5035003-LIC STH5035004-LIC	SEL Stealth SVG(QTY1000-4999)5YR-EA		\$40,888.66 \$28.622.08	K K	31%	\$28,213.18 \$19,749.24	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	UNISYS
5 5	STH5035004-LIC STH5035005-LIC	SEL Stealth SVG(QTY5K-99,999)5YR-EA SEL Stealth SVG(QTY100K-499,999)5YR-EA		\$20,022.00	K	31% 31%	\$19,749.24 \$16,983.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH5051001-LIC	SEL Stealth Mobil(QTY 1-499)1YR-EA		\$50.68	ĸ	31%	\$34.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH5051002-LIC	SEL Stealth Mobi(QTY500-999)1YR-EA		\$43.92	K	31%	\$30.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH5051003-LIC	SEL Stealth MobI(QTY1K-4999)1YR-EA		\$38.85	K	31%	\$26.81	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5 5	STH5051004-LIC STH5051005-LIC	SEL Stealth Mobi(QTY5K-99,999)1YR-EA SEL Stealth Mobi(QTY100K-499,999)1YR-EA		\$30.41 \$20.27	K K	31% 31%	\$20.98 \$13.99	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	UNISYS
5	STH5053001-LIC	SEL Stealth Mobil(QTY 1-499)3YR-EA		\$142.34	K	31%	\$98.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH5053002-LIC	SEL Stealth MobI(QTY500-999)3YR-EA		\$124.84	K	31%	\$86.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH5053003-LIC	SEL Stealth Mobl(QTY1K-4999)3YR-EA		\$108.25	K	31%	\$74.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5 5	STH5053004-LIC	SEL Stealth Mobi(QTY5K-99,999)3YR-EA		\$85.68 \$56.66	K	31%	\$59.12 \$39.10	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	UNISYS
5	STH5053005-LIC STH5055001-LIC	SEL Stealth Mobi(QTY100K-499,999)3YR-EA SEL Stealth Mobi(QTY 1-499)5YR-FA		\$218.77	K K	31% 31%	\$39.10 \$150.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH5055002-LIC	SEL Stealth Mobi(QTY500-999)5YR-EA		\$191.91	ĸ	31%	\$132.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH5055003-LIC	SEL Stealth Mobi(QTY1K-4999)5YR-EA		\$166.57	K	31%	\$114.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH5055004-LIC	SEL Stealth MobI(QTY5K-99,999)5YR-EA		\$131.26	K	31%	\$90.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH5055005-LIC STH5061001-LIC	SEL Stealth Mobi(QTY100K-499,999)5YR-EA		\$87.51	K	31% 31%	\$60.38	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	UNISYS
5 5	STH5061001-LIC STH5061002-LIC	SEL Stealth SVG-S(QTY1-499)1YR-EA SEL Stealth SVG-S (QTY500-999 lic)1YR-FA		\$535.49 \$402.04	K	31% 31%	\$369.49 \$277.41	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00	UNISYS
5	STH5061003-LIC	SEL Stealth SVG-S(QTY 1K-4999)1YR-EA		\$356.43	K	31%	\$245.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH5061004-LIC	SEL Stealth SVG-S(QTY5K-99,999)1YR-EA		\$250.01	K	31%	\$172.51	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH5061005-LIC	SEL Stealth SVG-S(QTY100K-499,999)1YR-EA		\$214.53	K	31%	\$148.03	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH5063001-LIC	SEL Stealth SVG-S(QTY1-499)3YR-EA		\$1,495.69 \$1,123.03	K	31%	\$1,032.03	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	UNISYS
5 5	STH5063002-LIC STH5063003-LIC	SEL Stealth SVG-S(QTY500-999 lic)3YR-EA SEL Stealth SVG-S (QTY 1K-4999)3YR-EA		\$1,123.03 \$997.28	K	31% 31%	\$774.89 \$688.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00	UNISYS
5	STH5063004-LIC	SEL Stealth SVG-S(QTY5K-99,999)3YR-EA		\$698.79	ĸ	31%	\$482.17	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH5063005-LIC	SEL Stealth SVG-S(QTY100K-499,999)3YR-EA		\$597.90	K	31%	\$412.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH5065001-LIC	SEL Stealth SVG Sever-S(QTY1-499)5YR-EA		\$2,310.51	K	31%	\$1,594.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH5065002-LIC STH5065003-LIC	SEL Stealth SVG-S(QTY500-999 lic)5YR-EA SEL Stealth SVG-S(QTY 1K-4999)5YR-EA		\$1,733.26 \$1,539.83	K	31% 31%	\$1,195.95 \$1.062.48	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	UNISYS UNISYS
5 5	STH5065003-LIC STH5065004-LIC	SEL Stealth SVG-S(QTY5K-99.999)5YR-EA SEL Stealth SVG-S(QTY5K-99.999)5YR-EA		\$1,539.63	K K	31%	\$1,062.48 \$744.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH5065005-LIC	SEL Stealth SVG-S(QTY100K-499,999)5YR-EA		\$924.51	ĸ	31%	\$637.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH5071001-LIC	SEL Stealth SVG-NS(QTY1-499)1YR-EA		\$89.53	K	31%	\$61.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH5071002-LIC	SEL Stealth SVG-NS(QTY500-999)1YR-EA		\$79.39	K	31%	\$54.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5 5	STH5071003-LIC STH5071004-LIC	SEL Stealth SVG-NS(QTY1K-4999)1YR-EA SEL Stealth SVG-NS(QTY5K-99,999)1YR-EA		\$67.57 \$54.06	K	31% 31%	\$46.62 \$37.30	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	UNISYS UNISYS
5	STH5071004-LIC STH5071005-LIC	SEL Stealth SVG-NS(Q1Y5K-99,999)1YR-EA SEL Stealth SVG-NS(100K-499,999)1YR-FA		\$35.47	K K	31% 31%	\$37.30 \$24.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH5073001-LIC	SEL Stealth SVG-NS(QTY1-499)3YR-EA		\$249.20	ĸ	31%	\$171.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH5073002-LIC	SEL Stealth SVG-NS(QTY500-999)3YR-EA		\$220.18	K	31%	\$151.92	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH5073003-LIC	SEL Stealth SVG-NS(QTY1K-4999)3YR-EA		\$188.86	K	31%	\$130.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5 5	STH5073004-LIC STH5073005-LIC	SEL Stealth SVG-NS(QTY5K-99,999)3YR-EA SEL Stealth SVG-NS(100K-499,999)3YR-EA		\$149.70 \$99.50	K	31% 31%	\$103.29 \$68.66	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	UNISYS UNISYS
5	STH5075003-LIC	SEL Stealth SVG-NS(0TY1-499)5YR-FA		\$385.34	K	31%	\$265.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH5075002-LIC	SEL Stealth SVG-NS(QTY500-999)5YR-EA		\$340.20	K	31%	\$234.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5	STH5075003-LIC	SEL Stealth SVG-NS(QTY1K-4999)5YR-EA		\$292.15	K	31%	\$201.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UNISYS
5 5	STH5075004-LIC STH5075005-LIC	SEL Stealth SVG-NS(QTY5K-99,999)5YR-EA		\$231.51	K K	31% 31%	\$159.74	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	UNISYS
5	STVSAN100C	SEL Stealth SVG-NW(100K-499,999)5YR-EA SEL ST-VSAND100-C)		\$153.83 \$5,000.00	K	31%	\$106.14 \$3,450.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	STVSAN100C-I	SEL ST-VSAND100-C)		\$5,500.00	ĸ	31%	\$3,795.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	STVSAN100C-K	SEL ST-VSAND100-C)		\$5,829.00	K	31%	\$4,022.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	STVSAN10C	SEL ST-VSAND10-C)		\$500.00 \$550.00	K	31%	\$345.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE
5 5	STVSAN10C-I STVSAN10C-K	SEL ST-VSAND10-C) SEL ST-VSAND10-C)		\$550.00 \$583.00	K	31% 31%	\$379.50 \$402.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE VMWARE
5	STVSANC	SEL ST-VSAN-C)		\$2,495.00	K	31%	\$1.721.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	STVSANC-I	SEL ST-VSAN-C)		\$2,745.00	K	31%	\$1,894.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	STVSANC-K	SEL ST-VSAN-C)		\$2,908.00	K	31%	\$2,006.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	SUB-RG-GB-3Y	SEL RG 3Y ANNUAL SUBSC 1 GB IN RG CLOUD		\$32.31	K	31%	\$22.29	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	RG SYSTEMS
5 5	SUB-RG-GB-M SUB-RG-GB-Y	SEL RG MONTHLY SUBSC 1 GB IN RG CLOUD SEL RG 1Y ANNUAL SUBSC 1 GB IN RG CLOUD		\$1.54 \$12.31	K	31% 31%	\$1.06 \$8.49	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00	RG SYSTEMS RG SYSTEMS
5	SUB-RG-GB-1 SUB-RG-TB-3Y	SEL RG 3Y ANNUAL SUBSC 1 GB IN RG CLOUD		\$11.538.46	K	31%	\$7.961.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RG SYSTEMS
5	SUB-RG-TB-M	SEL RG MONTHLY SUBSC 1 TB IN RG CLOUD		\$692.31	ĸ	31%	\$477.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RG SYSTEMS
5	SUB-RG-TB-Y	SEL RG 1Y ANNUAL SUBSC 1 TB IN RG CLOUD		\$3,846.15	K	31%	\$2,653.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RG SYSTEMS
5	SYNCCD-STG-1M-R	SEL Sync EE CLD Storage TB 1 mon Renewal		\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5 5	SYNCCD-STG-1Y SYNCCD-STG-1Y-R	SEL Sync EE CLD Storage 100GB 1 yr SEL Sync EE CLD Storage TB 1 yr Renewal		\$206.00 \$1.00	K	31% 31%	\$142.14 \$0.69	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SYNCPLICITY SYNCPLICITY
5	SYNCCD-STG-11-R SYNCCD-STG-2Y	SEL Sync EE CLD Storage 1B 1 yr Renewal SEL Sync EE CLD Storage 100GB 2 yr		\$392.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5	SYNCCD-STG-3Y	SEL Sync EE CLD Storage 100GB 3 yr		\$555.00	K	31%	\$382.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5	SYNCCD-STG-T1-1Y	SEL Sync EE CLD Storage 1-10 TB 1 yr		\$3,439.38	K	31%	\$2,373.17	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5	SYNCCD-STG-T1-2Y	SEL Sync EE CLD Storage 1-10 TB 2 yr		\$6,306.92	K	31%	\$4,351.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5 5	SYNCCD-STG-T1-3Y SYNCCD-STG-T2-1Y	SEL Sync EE CLD Storage 1-10 TB 3 yr SEL Sync EE CLD Storage 11-100 TB 1 yr		\$8,640.00 \$2,866.15	K	31% 31%	\$5,961.60 \$1,977.64	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SYNCPLICITY SYNCPLICITY
5	SYNCCD-STG-12-1Y SYNCCD-STG-T2-2Y	SEL Sync EE CLD Storage 11-100 TB 1 yr SEL Sync EE CLD Storage 11-100 TB 2 yr		\$2,866.15	K K	31%	\$1,977.64 \$3,626.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5	SYNCCD-STG-T2-3Y	SEL Sync EE CLD Storage 11-100 TB 3 yr		\$7,200.00	K	31%	\$4,968.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5	SYNCCD-STG-T3-1Y	SEL Sync EE CLD Storage 101-1,000 TB 1yr		\$2,579.54	K	31%	\$1,779.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5	SYNCCD-STG-T3-2Y	SEL Sync EE CLD Storage 101-1,000 TB 2yr		\$4,731.23	K	31%	\$3,264.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY

					NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPGR	ADE PRICE						
BAND	SKU	DESCRIPTION	Model Sub sku	EMC LIST PRICE USD	CATEGORY	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
- 5	SYNCCD-STG-T3-3Y	SEL Sync EE CLD Storage 101-1,000 TB 3yr		\$6,480.00	K	31%	\$4,471.20	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SYNCPLICITY
5	SYNCCD-STG-T4-1Y	SEL Sync EE CLD Storage 1,001 TB+ 1yr		\$2,292.92	K	31%	\$1,582.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5	SYNCCD-STG-T4-2Y	SEL Sync EE CLD Storage 1,001 TB+ 2 yr		\$4,205.08	K	31%	\$2,901.51	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SYNCPLICITY
5	SYNCCD-STG-T4-3Y	SEL Sync EE CLD Storage 1,001 TB+ 3 yr		\$5,760.00	K	31%	\$3,974.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5	SYNC-DHB-1M-R	SEL Sync DH sts - 1 month Renewal		\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5	SYNC-DHB-1Y-R	SEL Sync DH sts - 1 yr Renewal		\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00	SYNCPLICITY
5	SYNC-DHB-CON-1Y	SEL Sync DH Specialty Connector 1 yr		\$109,869.23	K	31%	\$75,809.77	\$0.00	\$0.00				\$0.00	\$0.00	SYNCPLICITY
5 5	SYNC-DHB-CON-2Y SYNC-DHB-CON-3Y	SEL Sync DH Specialty Connector 2 yr SEL Sync DH Specialty Connector 3 yr		\$184,246.34 \$242,542.66	K K	31% 31%	\$127,129.97 \$167,354,44	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SYNCPLICITY SYNCPLICITY
5	SYNC-DHB-CON-3Y SYNC-DHB-T1-1Y	SEL Sync DH Speciality Connector 3 yr SEL Sync DH 35-1,000 sts 1 yr		\$242,542.00	K K	31%	\$167,354.44 \$75.81	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5	SYNC-DHB-T1-17 SYNC-DHB-T1-2Y	SEL Sync DH 35-1,000 sts 1 yr SEL Sync DH 35-1,000 sts 2 yr		\$184.43	r.	31%	\$127.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5	SYNC-DHB-T1-3Y	SEL Sync DH 35-1,000 sts 2 yr		\$242.97	K	31%	\$167.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5	SYNC-DHB-T2-1Y	SEL Sync DH 1.001-5.000 sts 1 yr		\$87.58	ĸ	31%	\$60.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5	SYNC-DHB-T2-2Y	SEL Sync DH 1.001-5.000 sts 2 yr		\$146.01	ĸ	31%	\$100.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5	SYNC-DHB-T2-3Y	SEL Sync DH 1.001-5.000 sts 3 yr		\$194.08	ĸ	31%	\$133.92	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5	SYNC-DHB-T3-1Y	SEL Sync DH 5,001-10,000 sts 1 yr		\$76.43	K	31%	\$52.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5	SYNC-DHB-T3-2Y	SEL Sync DH 5,001-10,000 sts 2 yr		\$129.10	K	31%	\$89.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5	SYNC-DHB-T3-3Y	SEL Sync DH 5,001-10,000 sts 3 yr		\$168.90	K	31%	\$116.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5	SYNC-DHB-T4-1Y	SEL Sync DH 10,001-20,000 sts 1 yr		\$70.06	K	31%	\$48.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5	SYNC-DHB-T4-2Y	SEL Sync DH 10,001-20,000 sts 2 yr		\$115.27	K	31%	\$79.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5	SYNC-DHB-T4-3Y	SEL Sync DH 10,001-20,000 sts 3 yr		\$152.60	K	31%	\$105.29	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	SYNCPLICITY
5	SYNC-DHB-T5-1Y	SEL Sync DH 20,001+ sts 1 yr		\$60.51	K	31%	\$41.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5	SYNC-DHB-T5-2Y	SEL Sync DH 20,001+ sts 2 yr		\$99.90	K	31%	\$68.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5	SYNC-DHB-T5-3Y	SEL Sync DH 20,001+ sts 3 yr		\$133.34	K	31%	\$92.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5	SYNC-DHB-UNL-1Y	SEL Sync DH Unlimited TB 1 yr		\$549,346.15	K	31%	\$379,048.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5 5	SYNC-DHB-UNL-2Y SYNC-DHB-UNL-3Y	SEL Sync DH Unlimited TB 2 yr		\$921,231.69	K	31% 31%	\$635,649.87 \$836.772.18	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SYNCPLICITY SYNCPLICITY
5	SYNC-DHB-UNL-3Y SYNC-DH-CON-1M-R	SEL Sync DH Unlimited TB 3 yr SEL Sync DH Specialty Conn 1 mon Renewal		\$1,212,713.31 \$1.00	K	31%	\$836,772.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	SYNCPLICITY
5	SYNC-DH-CON-1M-R	SEL Sync DH Specialty Conn 1 vr Renewal		\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5	SYNC-DH-UNL-1M-R	SEL Sync DH Unlimited TB 1 month Renewal		\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5	SYNC-DH-UNL-1Y-R	SEL Sync DH Unlimited TB 1 vr Renewal		\$1.00	ĸ	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5	SYNC-ED-1M-R	SEL Sync EE EDU TB sts 1 month Renewal		\$1.00	ĸ	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5	SYNC-ED-1Y-R	SEL Sync EE EDU TB sts 1 yr Renewal		\$1.00	ĸ	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5	SYNC-EE-1M-R	SEL Sync EE Renewal sts 1 month		\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SYNCPLICITY
5	SYNC-EE-1Y-R	SEL Sync EE Renewal sts - 1 yr		\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5	SYNC-EE-T1-1Y	SEL Sync EE 25-1,000 sts 1 yr		\$239.54	K	31%	\$165.28	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	SYNCPLICITY
5	SYNC-EE-T1-2Y	SEL Sync EE 25-1,000 sts 2 yr		\$438.92	K	31%	\$302.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5	SYNC-EE-T1-3Y	SEL Sync EE 25-1,000 sts 3 yr		\$600.02	K	31%	\$414.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5	SYNC-EE-T2-1Y	SEL Sync EE 1,001-5,000 sts 1 yr		\$191.08	K	31%	\$131.85	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SYNCPLICITY
5	SYNC-EE-T2-2Y	SEL Sync EE 1,001-5,000 sts 2 yr		\$350.31	K	31%	\$241.71	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SYNCPLICITY
5	SYNC-EE-T2-3Y	SEL Sync EE 1,001-5,000 sts 3 yr		\$480.46	K	31%	\$331.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5	SYNC-EE-T3-1Y	SEL Sync EE 5,001-10,000 sts 1 yr		\$152.31	K	31%	\$105.09	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	SYNCPLICITY
5	SYNC-EE-T3-2Y	SEL Sync EE 5,001-10,000 sts 2 yr		\$279.69 \$382.15	K	31% 31%	\$192.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00	SYNCPLICITY
5	SYNC-EE-T3-3Y SYNC-EE-T4-1Y	SEL Sync EE 5,001-10,000 sts 3 yr SEL Sync EE 10.001+ sts 1 yr		\$135.69	K K	31%	\$263.68 \$93.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY SYNCPLICITY
5	SYNC-EE-T4-17 SYNC-EE-T4-2Y	SEL Sync EE 10,001+ sts 1 yr SEL Sync EE 10.001+ sts 2 yr		\$246.46	K	31%	\$170.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5	SYNC-FF-T4-3Y	SEL Sync EE 10,001+ sts 2 yr		\$333.69	K	31%	\$230.25	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SYNCPLICITY
5	SYNC-GV-EE-1M-R	SEL Sync Gov EE sts 1 month Renewal		\$1.00	ĸ	31%	\$0.69	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SYNCPLICITY
5	SYNC-GV-EE-1Y-R	SEL Sync Gov EE sts - 1 yr Renewal		\$1.00	ĸ	31%	\$0.69	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SYNCPLICITY
5	SYNC-GV-EE-T1-1Y	SEL Sync Gov EE 25-1.000 sts 1 yr		\$360.00	K	31%	\$248.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5	SYNC-GV-EE-T1-2Y	SEL Sync Gov EE 25-1,000 sts 2 yr		\$659.08	K	31%	\$454.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5	SYNC-GV-EE-T1-3Y	SEL Sync Gov EE 25-1,000 sts 3 yr		\$900.00	K	31%	\$621.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5	SYNC-GV-EE-T2-1Y	SEL Sync Gov EE 1,001-5,000 sts 1 yr		\$286.62	K	31%	\$197.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5	SYNC-GV-EE-T2-2Y	SEL Sync Gov EE 1,001-5,000 sts 2 yr		\$526.15	K	31%	\$363.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5	SYNC-GV-EE-T2-3Y	SEL Sync Gov EE 1,001-5,000 sts 3 yr		\$721.38	K	31%	\$497.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5	SYNC-GV-EE-T3-1Y	SEL Sync Gov EE 5,001-10,000 sts 1 yr		\$228.46	K	31%	\$157.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5	SYNC-GV-EE-T3-2Y	SEL Sync Gov EE 5,001-10,000 sts 2 yr		\$419.54	K	31%	\$289.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5	SYNC-GV-EE-T3-3Y	SEL Sync Gov EE 5,001-10,000 sts 3 yr		\$573.23	K	31%	\$395.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5	SYNC-GV-EE-T4-1Y	SEL Sync Gov EE 10,001+ sts 1 yr		\$203.54	K	31%	\$140.44	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SYNCPLICITY
5	SYNC-GV-EE-T4-2Y	SEL Sync Gov EE 10,001+ sts 2 yr		\$369.69 \$501.23	K K	31% 31%	\$255.09	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SYNCPLICITY
5 5	SYNC-GV-EE-T4-3Y SYNC-GV-ST-1M-R	SEL Sync Gov EE 10,001+ sts 3 yr SEL Sync Gov CLD STG TB+ 1 Month Renewal		\$501.23 \$1.00	K K	31% 31%	\$345.85 \$0.69	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	SYNCPLICITY SYNCPLICITY
5	SYNC-GV-ST-1W-R SYNC-GV-ST-1Y-R	SEL Sync Gov CLD STG TB+ 1 Month Renewal		\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5	SYNC-GV-S1-11-R SYNC-GV-ST-T1-1Y	SEL Sync Gov EE CLD STG 18+ 1 yr Renewal SEL Sync Gov EE CLD STG 1-10 TB 1 yr		\$5,159.08	k V	31%	\$3,559.77	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SYNCPLICITY
5	SYNC-GV-ST-T1-17	SEL Sync Gov EE CLD STG 1-10 TB 1 yr		\$9,461.30	K	31%	\$6,559.77	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SYNCPLICITY
5	SYNC-GV-ST-T1-3Y	SEL Sync Gov EE CLD STG 1-10 TB 2 yr		\$12.960.50	ĸ	31%	\$8.942.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5	SYNC-GV-ST-T2-1Y	SEL Sync Gov EE CLD STG 11-100 TB 1 yr		\$4,299.23	ĸ	31%	\$2,966,47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5	SYNC-GV-ST-T2-2Y	SEL Sync Gov EE CLD STG 11-100 TB 2 yr		\$7,884.42	ĸ	31%	\$5,440.25	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SYNCPLICITY
5	SYNC-GV-ST-T2-3Y	SEL Sync Gov EE CLD STG 11-100 TB 3 vr		\$10,800.42	K	31%	\$7,452.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5	SYNC-GV-ST-T3-1Y	SEL Sync Gov EE CLD STG 101-1,000 TB 1yr		\$3,869.31	K	31%	\$2,669.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5	SYNC-GV-ST-T3-2Y	SEL Sync Gov EE CLD STG 101-1,000 TB 2yr		\$7,095.97	K	31%	\$4,896.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5	SYNC-GV-ST-T3-3Y	SEL Sync Gov EE CLD STG 101-1,000 TB 3yr		\$9,720.37	K	31%	\$6,707.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5	SYNC-GV-ST-T4-1Y	SEL Sync Gov EE CLD STG 1,001 TB+ 1 yr		\$3,439.38	K	31%	\$2,373.17	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	SYNCPLICITY
5	SYNC-GV-ST-T4-2Y	SEL Sync Gov EE CLD STG 1,001 TB+ 2 yr		\$6,307.53	K	31%	\$4,352.20	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	SYNCPLICITY
5	SYNC-GV-ST-T4-3Y	SEL Sync Gov EE CLD STG 1,001 TB+ 3 yr		\$8,640.33	K	31%	\$5,961.83	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5	SYNC-S1-DE-1Y	SEL Sync DE 1-10TB 1 yr		\$9,500.00	K	31%	\$6,555.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SYNCPLICITY
5	SYNC-S1-DE-2Y	SEL Sync DE 1-10TB 2 yr		\$18,100.00	K	31%	\$12,489.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SYNCPLICITY
5	SYNC-S1-DE-3Y	SEL Sync DE 1-10TB 3 yr		\$25,900.00	K	31%	\$17,871.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5	SYNC-S1-EE-1M-R	SEL Sync EE 1-10TB - 1 month Renewal		\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5	SYNC-S1-EE-1Y	SEL Sync EE 1-10TB 1 yr		\$41,599.38	K	31% 31%	\$28,703.57	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SYNCPLICITY SYNCPLICITY
5	SYNC-S1-EE-1Y-R	SEL Sync EE 1-10TB - 1 yr Renewal		\$1.00	K		\$0.69	\$0.00 \$0.00	\$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 5	SYNC-S1-EE-2Y SYNC-S1-EE-3Y	SEL Sync EE 1-10TB 2 yr SEL Sync EE 1-10TB 3 yr		\$76,500.00 \$105,522.92	K K	31% 31%	\$52,785.00 \$72,810.81	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SYNCPLICITY SYNCPLICITY
5	SYNC-S1-EE-3Y SYNC-S2-DE-1Y	SEL Sync DE 11-25TB 1 yr		\$7,700.00	K K	31% 31%	\$72,810.81 \$5,313.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5	01140-02-DE-11	OLE Gyno DE 11-231B 1 yi		ψ1,100.00	r.	3170	φυ,υ 13.00	φ3.00	ψ0.00	φ0.00	Ψ0.00	ψ0.00	ψ0.00	ψ0.00	SINGFLIGHT

					NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPGE	ADE PRICE						
			Model	EMC LIST	CATEGORY	NASPO	NVP LEVEL 1	PROSUPPORT	PROSUPPORT	PROSUPPORT		WTY UPG ENH	WTY UPG		THIRD PARTY PRODUCT
BAND	SKU	DESCRIPTION	Model Sub sku	PRICE USD	CATEGORY	VP Discount	NVP LEVEL 1	PLUS MNT LP	W/MC PREM	ENH MNT LP	BASIC MNT LP	TO PS W/MC	BASIC TO PS	RENEWAL	PARTNER
			Sub sku	PRICE USD	CODE	%	NETPRICE	PLUS WINT LP	MNT LP	ENH WINT LP		PREM LP	ENH LP		PARINER
5	SYNC-S2-DE-2Y	SEL Sync DE 11-25TB 2 yr		\$14,700,00	K	31%	\$10.143.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5	SYNC-S2-DE-3Y	SEL Sync DE 11-25TB 3 yr		\$21,000.00	ĸ	31%	\$14,490.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5	SYNC-S2-EE-1Y	SEL Sync EE 11-25TB 1 yr		\$21,175.00	K	31%	\$14.610.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5	SYNC-S2-EE-2Y	SEL Sync EE 11-25TB 2 yr		\$40,425.00	K	31%	\$27,893.25	\$0.00	\$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	SYNCPLICITY
5	SYNC-S3-DE-1Y	SEL Sync DE 26-50TB 1 yr		\$7,200.00	K	31%	\$4,968.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5	SYNC-S3-DE-2Y	SEL Sync DE 26-50TB 2 yr		\$13,800.00	K	31%	\$9,522.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5	SYNC-S3-DE-3Y	SEL Sync DE 26-50TB 3 yr		\$19,700.00	K	31%	\$13,593.00	\$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	SYNCPLICITY
5	SYNC-S3-EE-2Y	SEL Sync EE 26-50TB 2 yr		\$37,950.00	K	31%	\$26,185.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5	SYNC-S3-EE-3Y	SEL Sync EE 26-50TB 3 yr		\$54,175.00	K	31%	\$37,380.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
5	SYNC-S4-DE-1Y	SEL Sync DE 51TB + 1 yr		\$6,600.00	K	31%	\$4,554.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT SYNCPLICITY
5	SYNC-S4-DE-2Y	SEL Sync DE 51TB + 2 yr		\$12,700.00 \$18,100.00	K	31%	\$8,763.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	EMC SELECT SYNCPLICITY
5 5	SYNC-S4-DE-3Y SYNC-S4-EE-1Y	SEL Sync DE 51TB + 3 yr SEL Sync EE 51TB + 1 yr		\$18,150.00	K K	31% 31%	\$12,489.00 \$12,523.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT SYNCPLICITY EMC SELECT SYNCPLICITY
5	SYNC-S4-EE-11 SYNC-S4-FF-2Y	SEL Sync EE 51TB + 1 yr SEL Sync EE 51TB + 2yr		\$34.925.00	K	31%	\$12,523.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT SYNCPLICITY
5	SYNC-S4-EE-2Y	SEL Sync EE 511B + 2yr		\$49,775.00	K	31%	\$34,344.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT SYNCPLICITY
5	SYNC-T1-DE-1Y	SEL Sync DE 1 yr		\$60.00	K	31%	\$34,344.75 \$41.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT SYNCPLICITY
5	SYNC-T1-DE-2Y	SEL Sync DE 2 yr		\$114.00	ĸ	31%	\$78.66	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	EMC SELECT SYNCPLICITY
5	SYNC-T1-DE-3Y	SEL Sync DE 3 yr		\$162.00	ĸ	31%	\$111.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT SYNCPLICITY
5	SYNC-T1-FF-1Y	SEL Sync EE 25-200 sts 1 yr		\$150.00	ĸ	31%	\$103.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT SYNCPLICITY
5	SYNC-T1-EE-2Y	SEL Sync EE 25-200 sts 2 yr		\$286.00	K	31%	\$197.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT SYNCPLICITY
5	SYNC-T1-EE-3Y	SEL Sync EE 25-200 sts 3 yr		\$405.00	K	31%	\$279.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT SYNCPLICITY
5	SYNC-T2-EE-1Y	SEL Sync EE 201-1,000 sts 1 yr		\$120.00	K	31%	\$82.80	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	EMC SELECT SYNCPLICITY
5	SYNC-T2-EE-2Y	SEL Sync EE 201-1,000 sts 2 yr		\$228.00	K	31%	\$157.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT SYNCPLICITY
5	SYNC-T2-EE-3Y	SEL Sync EE 201-1,000 sts 3 yr		\$324.00	K	31%	\$223.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT SYNCPLICITY
5	SYNC-T3-EE-1Y	SEL Sync EE 1,001+ sts 1 yr		\$96.00	K	31%	\$66.24	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	EMC SELECT SYNCPLICITY
5	SYNC-T3-EE-2Y	SEL Sync EE 1,001+ sts 2 yr		\$182.00	K	31%	\$125.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT SYNCPLICITY
5	SYNC-T3-EE-3Y	SEL Sync EE 1,001+ sts 3 yr		\$258.00	K	31%	\$178.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT SYNCPLICITY
5	T120D-S-L-1	SEL: T120BUNDLE1 LTO-5HHSAS30S		\$18,917.00	K	31%	\$13,052.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT SPECTRALOGIC
5	T120D-SL-2-50	SEL: T120BUNDLE2 LTO-5HHSAS50S		\$32,768.00	K	31%	\$22,609.92	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT SPECTRALOGIC
5	T120D-SL-3-50	SEL: T120BUNDLE3 LTO-5HHSAS50S		\$42,955.00	K	31%	\$29,638.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT SPECTRALOGIC
5	T120D-SL-4-50	SEL: T120BUNDLE4 LTO-5HHSAS50S		\$54,688.00 \$22,701.00	K	31%	\$37,734.72	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		EMC SELECT SPECTRALOGIC
5	T120D-S-M-1	SEL: T120BUNDLE1 LTO-5HHFC30S			K	31%	\$15,663.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT SPECTRALOGIC
5 5	T120D-SM-2-50 T120D-SM-3-50	SEL: T120BUNDLE2 LTO-5HHFC50S SEL: T120BUNDLE3 LTO-5HHFC50S		\$39,076.00 \$48,632.00	K K	31% 31%	\$26,962.44 \$33.556.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT SPECTRALOGIC EMC SELECT SPECTRALOGIC
5	T120D-SM-3-50 T120D-SM-4-50	SEL: T120BUNDLES LTO-SHIFCSOS SEL: T120BUNDLE4 LTO-SHIFCSOS		\$59.608.00	K	31%	\$41,129,52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT SPECTRALOGIC
5	T380-DBA-1	SEL: T380BASE UNIT W-1 DBA		\$67.189.00	K	31%	\$46,360.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT SPECTRALOGIC
5	T380-DBA-1SL	SEL: T380,BASE UNIT W-1 DBA		\$67,189.00	ĸ	31%	\$46,360.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT SPECTRALOGIC
5	T380-DBA-1SLC	SEL: T380,BASE UNIT W-1 DBA		\$67,189.00	ĸ	31%	\$46,360,41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT SPECTRALOGIC
5	T380-DBA-2	SEL: T380BASE UNIT W- 2 DBA		\$73,074.00	K	31%	\$50,421.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT SPECTRALOGIC
5	T380-DBA-2SL	SEL: T380,BASE UNIT W- 2 DBA		\$73,074.00	K	31%	\$50,421.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT SPECTRALOGIC
5	T380-DBA-2SLC	SEL: T380,BASE UNIT W- 2 DBA		\$73,074.00	K	31%	\$50,421.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT SPECTRALOGIC
5	T380-DBA-3	SEL: T380BASE UNIT W- 3 DBA		\$78,958.00	K	31%	\$54,481.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT SPECTRALOGIC
5	T380-DBA-3SL	SEL: T380,BASE UNIT W- 3 DBA		\$78,958.00	K	31%	\$54,481.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT SPECTRALOGIC
5	T380-DBA-3SLC	SEL: T380,BASE UNIT W- 3 DBA		\$78,958.00	K	31%	\$54,481.02	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		EMC SELECT SPECTRALOGIC
5	T380-J-DBA-1	SEL: T380 ENT,BASE UNIT W-1 DBA		\$67,189.00	K	31%	\$46,360.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT SPECTRALOGIC
5	T380-J-DBA-2	SEL: T380 ENT,BASE UNIT W- 2 DBA		\$73,074.00	K	31%	\$50,421.06	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		EMC SELECT 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	\$0.00	\$0.00		EMC SELECT SPECTRALOGIC
5 5	T50E-5-H-A-1 T50E-5-HA2-25	SEL: T50ELTO-5HHSAS1DR10S SEL: T50ELTO5HHSAS2DR25S		\$12,750.00 \$21,577.00	K K	31% 31%	\$8,797.50 \$14,888.13	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		EMC SELECT SPECTRALOGIC EMC SELECT SPECTRALOGIC
5	T50E-5-HAZ-25 T50E-5-H-F-1	SEL: 150ELTO5HHSAS2DR255 SEL: T50ELTO5HHFIBRE1DR10S		\$21,577.00	K	31%	\$14,000.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT SPECTRALOGIC
5	T50E-5-HF2-25	SEL: T50ELTO5HHFIBRE2DR25S		\$23,212.00	K	31%	\$16,016.28	\$0.00	\$0.00	\$0.00			\$0.00		EMC SELECT SPECTRALOGIC
5	T680-DBA-1	SEL: T680BASE UNIT W- 1 DBA		\$102,366.00	ĸ	31%	\$70,632.54	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		EMC SELECT SPECTRALOGIC
5	T680-DBA-1SI	SEL: T680 BASE UNIT W- 1 DBA		\$102,366.00	ĸ	31%	\$70,632.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT SPECTRAL OGIC
5	T680-DBA-1SLC	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	\$0.00		EMC SELECT SPECTRALOGIC
5	T680-DBA-2	SEL: T680BASE UNIT W- 2 DBA		\$108,251.00	K	31%	\$74,693,19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT SPECTRALOGIC
5	T680-DBA-2SL	SEL: T680,BASE UNIT W- 2 DBA		\$108,251.00	K	31%	\$74,693.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT SPECTRALOGIC
5	T680-DBA-2SLC	SEL: T680,BASE UNIT W- 2 DBA		\$108,251.00	K	31%	\$74,693.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT SPECTRALOGIC
5	T680-DBA-3	SEL: T680BASE UNIT W- 3 DBA		\$114,135.00	K	31%	\$78,753.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT SPECTRALOGIC
5	T680-DBA-3SL	SEL: T680,BASE UNIT W- 3 DBA		\$114,135.00	K	31%	\$78,753.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT SPECTRALOGIC
5	T680-DBA-3SLC	SEL: T680,BASE UNIT W- 3 DBA		\$114,135.00	K	31%	\$78,753.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT SPECTRALOGIC
5	T9502FRMEXP	SEL: T950 2 FRAME HAX EXPANSION KIT		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT SPECTRALOGIC
5	T9503FRMEXP	SEL: T950 3 FRAME HAX EXPANSION KIT		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT SPECTRALOGIC
5	T9504FRMEXP	SEL: T950 4 FRM HAX EXPANSION KIT		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT SPECTRALOGIC
5	T9505FRMEXP	SEL: T950 5 FRAME HAX EXPANSION KIT		\$0.00 \$0.00	K	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 \$0.00		EMC SELECT SPECTRALOGIC
5	T9506FRMEXP	SEL: T950 6 FRAME HAX EXPANSION KIT		\$0.00 \$0.00	K	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		EMC SELECT SPECTRALOGIC
5	T9508FRMEXP	SEL: T950 8 FRAME HAX EXPANSION KIT		\$112.658.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT SPECTRALOGIC
5 5	T950B1D T950B3D3T	SEL: T950B WITH 1 DBA SEL: T950 W-3 DBA'S + 3 TBA'S		\$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		EMC SELECT SPECTRALOGIC EMC SELECT SPECTRALOGIC
5	T950B3D3TDVXP	SEL: 1950 W-3 DBA'S + 3 TBA'S SEL: T950 DRV EXP 3D 3T		\$49.758.00	K	31%	\$77,734.02 \$34,333.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT SPECTRALOGIC
5	T950B3D3TDX-F	SEL: 1950 DRV EXP 3D 31 SEL: T950 DRV EXP 3D 3T		\$49,758.00	K	31%	\$34,333.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT SPECTRALOGIC
5	T950B3D3TDX-F	SEL: 1950 DRV EXP 3D 31 SEL: T950 DRV EXP 6D 0T		\$63,738.00	K	31%	\$43,671.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT SPECTRALOGIC
5	T950B6D0DVXF	SEL: T950 W- 6 DBA'S + 0 TBA'S		\$128,808.00	K	31%	\$88,877.52	\$0.00	\$0.00	\$0.00			\$0.00		EMC SELECT SPECTRALOGIC
5	T950B6D0TDX-F	SEL: T950 DRV EXP 6D 0T		\$63,292.00	K	31%	\$43,671.48	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		EMC SELECT SPECTRALOGIC
5	T950B-J-1D	SEL: T950B ENT 1 DBA		\$112,658.00	K	31%	\$77,734.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT SPECTRALOGIC
5	T950B-J-3D	SEL: T950B ENT 3 DBA		\$112,658.00	K	31%	\$77,734.02	\$0.00	\$0.00	\$0.00			\$0.00		EMC SELECT SPECTRALOGIC
5	T950B-J3DDVXP	SEL: T950B ENT DRV EXP 3DBA		\$49,758.00	K	31%	\$34,333.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT SPECTRALOGIC
5	T950BJ3DDVXPF	SEL: FRU,T950B ENT DRV EXP 3DBA		\$49,758.00	K	31%	\$34,333.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT SPECTRALOGIC
5	T950B-J-6D	SEL: T950B ENT 6 DBA		\$128,808.00	K	31%	\$88,877.52	\$0.00	\$0.00	\$0.00			\$0.00		EMC SELECT SPECTRALOGIC
5	T950B-J6DDVXP	SEL: T950B ENT DRV EXP 6DBA		\$63,292.00	K	31%	\$43,671.48	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		EMC SELECT SPECTRALOGIC
5	T950BJ6DDVXPF	SEL: FRU,T950B ENT DRV EXP 6DBA		\$63,292.00	K	31%	\$43,671.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT 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		EMC SELECT SPECTRALOGIC
5	T950BJMEDIAEX	SEL: T950B ENT MEDIA EXP		\$26,023.00	K	31%	\$17,955.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT SPECTRALOGIC

					NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPGR	ADE PRICE						
BAND	sku	DESCRIPTION	Model Sub sku	EMC LIST PRICE USD	CATEGORY	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	T950BJMULTI1D	SEL: T950B ENT,MULTI,1 DBA		\$112,658.00	K	31%	\$77,734.02	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		EMC SELECT SPECTRALOGIC
5	T950BJMULTI3D	SEL: T950B ENT,MULTI,3 DBA		\$112,658.00	K	31%	\$77,734.02	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		EMC SELECT SPECTRALOGIC
5	T950BJMULTI6D	SEL: T950B ENT,MULTI,6 DBA		\$128,808.00	K	31%	\$88,877.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT 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		EMC SELECT SPECTRALOGIC
5	T950BMEDBLK-F	SEL: T950,LEFT,MED,EX,FR,W-BULK,UPG		\$45,769.00	K	31%	\$31,580.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT SPECTRALOGIC
5	T950BMEDBULK	SEL: T950,LEFT,MED,EX,FRAME,W-BULK		\$45,769.00	K	31%	\$31,580.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT SPECTRALOGIC
5	T950BMEDEX-F	SEL: T950 MEDIA ONLY EXPANSN FRAME		\$26,023.00	K	31%	\$17,955.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT SPECTRALOGIC
5	T950BMEDIAEXP	SEL: T950 MEDIA ONLY EXPANSN FRAME		\$26,023.00	K	31%	\$17,955.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT SPECTRALOGIC
5	T950BMEDLBLKJ	SEL: T950B ENT BULK TAP		\$45,769.00	K	31%	\$31,580.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT 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		EMC SELECT SPECTRALOGIC
5	T950BMULT3D3T	SEL: T950,MULTI,W-3 DBA'S & 3 TBA'S		\$112,658.00	K	31%	\$77,734.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT SPECTRALOGIC
5	T950BMULT6D0T	SEL: T950,MULTI,W-6DBA'S & 0TBA'S		\$128,808.00	K	31%	\$88,877.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT SPECTRALOGIC
5	TAMTI1	SEL TAM-TIER-1)		\$89,730.00	K	31%	\$61,913.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	TAMTI2	SEL TAM-TIER-2)		\$217,596.00	K	31%	\$150.141.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	TAMTI3	SEL TAM-TIER-3)		\$421,732.00	K	31%	\$290,995.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	TCI-1YR-00001000	SEL 1YR 1000-1999 TAPE CATALOG INGEST		\$12.08	K	31%	\$8.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT INDEX ENGINES
5	TCI-1YR-00002000	SEL 1YR 2000-4999 TAPE CATALOG INGEST		\$9.77	K	31%	\$6.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT INDEX ENGINES
5	TCI-1YR-00005000	SEL 1YR 5000-9999 TAPE CATALOG INGEST		\$7.46	ĸ	31%	\$5.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT INDEX ENGINES
5	TCI-1YR-00010000	SEL 1YR 10000-19999 TAPE CATALOG INGES		\$6.08	ĸ	31%	\$4.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT INDEX ENGINES
5	TCI-1YR-00020000	SEL 1YR 20000-49999 TAPE CATALOG INGES		\$4.92	ĸ	31%	\$3.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT INDEX ENGINES
5	TCI-1YR-00050000	SEL 1YR 50000-99999 TAPE CATALOG INGES		\$3.77	ĸ	31%	\$2.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT INDEX ENGINES
5	TCI-3YR-00001000	SEL 3YR 1000-1999 TAPE CATALOG INGEST		\$24.15	ĸ	31%	\$16.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT INDEX ENGINES
5	TCI-3YR-00002000	SEL 3YR 2000-4999 TAPE CATALOG INGEST		\$19.54	ĸ	31%	\$13.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT INDEX ENGINES
5	TCI-3YR-00005000	SEL 3YR 5000-9999 TAPE CATALOG INGEST		\$14.92	K	31%	\$10.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT INDEX ENGINES
5	TCI-3YR-00010000	SEL 3YR 10000-19999 TAPE CATALOG INGES		\$12.15	K	31%	\$8.38	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00		EMC SELECT INDEX ENGINES
5	TCI-3YR-00010000	SEL 3YR 20000-19999 TAPE CATALOG INGES		\$9.85	K	31%	\$6.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		FMC SELECT INDEX ENGINES
5	TCI-3YR-00020000	SEL 3YR 50000-99999 TAPE CATALOG INGES		\$9.65 \$7.54	K	31%	\$5.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT INDEX ENGINES
	TCI-5YR-00001000	SEL 5YR 1000-1999 TAPE CATALOG INGES		\$36.23	K	31%	\$5.20 \$25.00	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00		EMC SELECT INDEX ENGINES
5						31%									
5	TCI-5YR-00002000	SEL 5YR 2000-4999 TAPE CATALOG INGEST		\$29.31	K		\$20.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT INDEX ENGINES
5	TCI-5YR-00005000	SEL 5YR 5000-9999 TAPE CATALOG INGEST		\$22.38	K	31%	\$15.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT INDEX ENGINES
5	TCI-5YR-00010000	SEL 5YR 10000-19999 TAPE CATALOG INGES		\$18.23	K	31%	\$12.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT INDEX ENGINES
5	TCI-5YR-00020000	SEL 5YR 20000-49999 TAPE CATALOG INGES		\$14.77	K	31%	\$10.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT INDEX ENGINES
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		EMC SELECT INDEX ENGINES
5	TCR-1YR-00000010	SEL 1YR 10-49 TAPE CATALOG REBUILD		\$96.15	K	31%	\$66.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT INDEX ENGINES
5	TCR-1YR-00000050	SEL 1YR 50-99 TAPE CATALOG REBUILD		\$62.54	K	31%	\$43.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT INDEX ENGINES
5	TCR-1YR-00000100	SEL 1YR 100-249 TAPE CATALOG REBUILD		\$48.08	K	31%	\$33.18	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		EMC SELECT INDEX ENGINES
5	TCR-1YR-00000250	SEL 1YR 250-499 TAPE CATALOG REBUILD		\$38.46	K	31%	\$26.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT INDEX ENGINES
5	TCR-1YR-00000500	SEL 1YR 500-999 TAPE CATALOG REBUILD		\$33.69	K	31%	\$23.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT INDEX ENGINES
5	TCR-1YR-00001000	SEL 1YR 1000-1999 TAPE CATALOG REBUILD		\$24.15	K	31%	\$16.66	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	EMC SELECT INDEX ENGINES
5	TCR-1YR-00002000	SEL 1YR 2000-4999 TAPE CATALOG REBUILD		\$19.54	K	31%	\$13.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT INDEX ENGINES
5	TCR-1YR-00005000	SEL 1YR 5000-9999 TAPE CATALOG REBUILD		\$14.92	K	31%	\$10.29	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		EMC SELECT INDEX ENGINES
5	TCR-1YR-00010000	SEL 1YR 10000-24999 TAPE CATALOG REBUI		\$12.15	K	31%	\$8.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT INDEX ENGINES
5	TCR-1YR-00025000	SEL 1YR 25000-49999 TAPE CATALOG REBUI		\$9.23	K	31%	\$6.37	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT INDEX ENGINES
5	TCR-1YR-00050000	SEL 1YR 50000-99999 Tape Catalog Rebuild		\$7.69	K	31%	\$5.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT INDEX ENGINES
5	TCR-3YR-00000010	SEL 3YR 10-49 TAPE CATALOG REBUILD		\$144.23	K	31%	\$99.52	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	EMC SELECT INDEX ENGINES
5	TCR-3YR-00000050	SEL 3YR 50-99 TAPE CATALOG REBUILD		\$93.81	K	31%	\$64.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT INDEX ENGINES
5	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		EMC SELECT INDEX ENGINES
5	TCR-3YR-00000250	SEL 3YR 250-499 TAPE CATALOG REBUILD		\$57.69	K	31%	\$39.81	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT INDEX ENGINES
5	TCR-3YR-00000500	SEL 3YR 500-999 TAPE CATALOG REBUILD		\$50.54	K	31%	\$34.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT INDEX ENGINES
5	TCR-3YR-00001000	SEL 3YR 1000-1999 TAPE CATALOG REBUILD		\$36.23	K	31%	\$25.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT INDEX ENGINES
5	TCR-3YR-00002000	SEL 3YR 2000-4999 TAPE CATALOG REBUILD		\$29.31	K	31%	\$20.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT INDEX ENGINES
5	TCR-3YR-00005000	SEL 3YR 5000-9999 TAPE CATALOG REBUILD		\$22.38	ĸ	31%	\$15.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT INDEX ENGINES
5	TCR-3YR-00010000	SEL 3YR 10000-24999 TAPE CATALOG REBUI		\$18.23	K	31%	\$12.58	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		EMC SELECT INDEX ENGINES
5	TCR-3YR-00025000	SEL 3YR 25000-49999 TAPE CATALOG REBUIL		\$13.85	ĸ	31%	\$9.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		FMC SELECT INDEX ENGINES
5	TCR-3YR-00050000	SEL 3YR 50000-99999 Tape Catalog Rebuild		\$11.54	K	31%	\$7.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT INDEX ENGINES
5	TCR-5YR-00000010	SEL 5YR 10-49 TAPE CATALOG REBUILD		\$192.31	ĸ	31%	\$132.69	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		EMC SELECT INDEX ENGINES
5	TCR-5YR-00000050	SEL 5YR 50-99 TAPE CATALOG REBUILD		\$125.08	K	31%	\$86.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT INDEX ENGINES
5	TCR-5YR-00000100	SEL 5YR 100-249 TAPE CATALOG REBUILD		\$96.15	K	31%	\$66.34	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		EMC SELECT INDEX ENGINES
5	TCR-5YR-00000100	SEL 5YR 250-499 TAPE CATALOG REBUILD		\$76.92	ĸ	31%	\$53.07	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		EMC SELECT INDEX ENGINES
5	TCR-5YR-00000500	SEL 5YR 500-999 TAPE CATALOG REBUILD		\$67.38	K	31%	\$46.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT INDEX ENGINES
5	TCR-5YR-00001000	SEL 5YR 1000-1999 TAPE CATALOG REBUILD		\$48.31	K	31%	\$33.33	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		EMC SELECT INDEX ENGINES
5	TCR-5YR-00001000 TCR-5YR-00002000	SEL 5YR 1000-1999 TAPE CATALOG REBUILD SEL 5YR 2000-4999 TAPE CATALOG REBUILD		\$39.08	K K	31%	\$33.33 \$26.97	\$0.00	\$0.00	\$0.00			\$0.00		FMC SELECT INDEX ENGINES
-				\$39.08 \$29.85				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		
5	TCR-5YR-00005000	SEL 5YR 5000-9999 TAPE CATALOG REBUILD		\$29.85 \$24.31	K	31% 31%	\$20.60	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		EMC SELECT INDEX ENGINES
5	TCR-5YR-00010000 TCR-5YR-00025000	SEL 5YR 10000-24999 TAPE CATALOG REBUI SEL 5YR 25000-49999 TAPE CATALOG REBUI		\$24.31 \$18.46	K	31% 31%	\$16.77	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		EMC SELECT INDEX ENGINES EMC SELECT INDEX ENGINES
5					K		\$12.74								
5	TCR-5YR-00050000	SEL 5YR 50000-99999 Tape Catalog Rebuild		\$15.38	K	31%	\$10.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT INDEX ENGINES
5	TELCLC1AD100C	SEL TEL-CL-C1AD-100-C)		\$15,000.00	K	31%	\$10,350.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	TELCLC1AD100C-I	SEL TEL-CL-C1AD-100-C)		\$17,550.00	K	31%	\$12,109.50	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VMWARE
5	TELCLC1AD100C-K	SEL TEL-CL-C1AD-100-C)		\$17,660.13	K	31%	\$12,185.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	TELCLC1ADC	SEL TEL-CL-C1AD-C)		\$150.00	K	31%	\$103.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	TELCLC1ADC-I	SEL TEL-CL-C1AD-C)		\$175.50	K	31%	\$121.10	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VMWARE
5	TELCLC1ADC-K	SEL TEL-CL-C1AD-C)		\$176.60	K	31%	\$121.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	TELCLCPL100C	SEL TEL-CL-CPL-100-C)		\$3,000.00	K	31%	\$2,070.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	TELCLCPL100C-I	SEL TEL-CL-CPL-100-C)		\$3,510.00	K	31%	\$2,421.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	TELCLCPL100C-K	SEL TEL-CL-CPL-100-C)		\$3,535.86	K	31%	\$2,439.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	TELCLCPLC	SEL TEL-CL-CPL-C)		\$30.00	K	31%	\$20.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	TELCLCPLC-I	SEL TEL-CL-CPL-C)		\$35.10	K	31%	\$24.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	TELCLCPLC-K	SEL TEL-CL-CPL-C)		\$35.36	K	31%	\$24.40	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VMWARE
5	TELCLSTAA100C	SEL TEL-CL-STA-AD-100-C)		\$3.000.00	ĸ	31%	\$2,070.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	TELCLOTACTORC	SEL TEL-CL-STA-AD-100-C)		\$3,510.00	ĸ	31%	\$2,070.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	TELCLSTAA100C-K	SEL TEL-CL-STA-AD-100-C)		\$3.535.86	ĸ	31%	\$2,439.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	TELCUSTAATIOC-K	SEL TEL-CL-STA-AD-100-C)		\$3,535.80	K	31%	\$2,439.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	TELCLSTAADC-I	SEL TEL-CL-STA-AD-C)		\$35.10	r .	31%	\$20.70 \$24.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	TELCLSTAADC-I	SEL TEL-CL-STA-AD-C)		\$35.36	K	31%	\$24.22 \$24.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	. LLOLO IAADO-K	SEE TEL-SE-STATAB-S)		ψ55.50	IV.	5170	φ 24.4 0	ψ0.00	ψ0.00	ψυ.00	ψ0.00	ψ0.00	ψ0.00	ψ0.00	VIVIVANLE

					NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPG	RADE PRICE						
BAND	SKU	DESCRIPTION	Model Sub sku	EMC LIST PRICE USD	CATEGORY CODE	NASPO VP Discount %	NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	TE-OS TERM-TP-00035000	SEL Test Environment Add-on OS SEL INDEX ENGINES 35000 TAPE INDEX		\$12,870.00 \$1.154.462.00	K	31% 31%	\$8,880.30 \$796.578.78	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	EMC SELECT VARONIS EMC SELECT INDEX ENGINES
5	TESTSOAWORKER	SEL INDEX ENGINES 35000 TAPE INDEX SEL BOOMI Atom Worker - Test		\$1,154,462.00	K K	31%	\$796,578.78 \$86.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FMC SELECT INDEX ENGINES
5	TFIN3D3T	SEL: TFIN W- 3 DBA'S + 3 TBA'S		\$122,923.00	ĸ	31%	\$84,816.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT SPECTRALOGIC
5	TFIN3D3TDVX-F	SEL: TFINUPGDRV EXP 3D 3T		\$57,538.00	K	31%	\$39,701.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT SPECTRALOGIC
5	TFIN3D3TDVXP	SEL: TFIN DRV EXP 3D 3T		\$57,538.00	K	31%	\$39,701.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT SPECTRALOGIC
5	TFIN3D3T-F	SEL: TFIN UPG W- 3 DBA'S + 3 TBA'S SEL: TFIN W- 6 DBA'S + 0 TBA'S		\$129,462.00 \$142,538.00	K	31% 31%	\$89,328.78 \$98,351,22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		EMC SELECT SPECTRALOGIC EMC SELECT SPECTRALOGIC
5 5	TFIN6D0T TFIN6D0TDVX-F	SEL: TFIN W- 6 DBA'S + 0 TBA'S SEL: TFINUPGDRV EXP 6D 0T		\$742,538.00	K K	31% 31%	\$98,351.22 \$50,529.39		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT SPECTRALOGIC
5	TFIN6D0TDVXP	SEL: TFIN DRV EXP 6D 0T		\$73,231.00	ĸ	31%	\$50,529.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT SPECTRALOGIC
5	TFIN6D0T-F	SEL: TFIN UPG W- 6 DBA'S + 0 TBA'S		\$149,077.00	K	31%	\$102,863.13	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT SPECTRALOGIC
5	TFINBSB-LEFT	SEL: TFIN BULK SERV BAYLEFT		\$58,846.00	K	31%	\$40,603.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT SPECTRALOGIC
5 5	TFINBSBLFT-F TFINBSBRIGHT	SEL: FRUTFIN BULK SV BAYLEFT SEI: TEIN BULK SERV BAYRIGHT		\$58,846.00 \$54,643.00	K K	31% 31%	\$40,603.74 \$37,703.67	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		EMC SELECT SPECTRALOGIC EMC SELECT SPECTRALOGIC
5	TFINBSBRIGHT	SEL: TFIN BULK SERV BAYRIGHT SEL: TFIN BULK SERV BAY,RIGHT WITH ROBOT		\$91,538,00	K K	31%	\$37,703.67 \$63,161.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT SPECTRALOGIC
5	TFIN-J3D3S	SEL: TFIN ENT 3D 3S		\$122,923.00	ĸ	31%	\$84,816.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT SPECTRALOGIC
5	TFINJ3D3SDVXP	SEL: TFIN ENT DRV EXP 3D 3S		\$57,538.00	K	31%	\$39,701.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT SPECTRALOGIC
5	TFINJ3D3SDX-F	SEL: FRUTFIN ENT DRV EXP 3D 3S		\$57,538.00	K	31%	\$39,701.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT SPECTRALOGIC
5	TFIN-J6D0S	SEL: TFIN ENT 6D 0S		\$142,538.00 \$73,231.00	K	31% 31%	\$98,351.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		EMC SELECT SPECTRALOGIC EMC SELECT SPECTRALOGIC
5 5	TFINJ6D0SDVXP TFINJ6D0SDX-F	SEL: TFIN ENT DRV EXP 6D 0S SEL: FRUTFIN ENT DRV EXP 6D 0S		\$73,231.00 \$73,231.00	K K	31% 31%	\$50,529.39 \$50,529.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT SPECTRALOGIC
5	TFIN-J6DBC	SEL: TFIN ENT CUST 6D BASE		\$142,538.00	K	31%	\$98.351.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT SPECTRALOGIC
5	TFINJBSBLEFT	SEL: TFIN ENT BULK SERV BAYLEFT		\$58,846.00	K	31%	\$40,603.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT SPECTRALOGIC
5	TFINJBSBLFT-F	SEL: FRUTFIN ENT BULK SV BAYLEFT		\$58,846.00	K	31%	\$40,603.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT SPECTRALOGIC
5	TFINJBSBRIGHT	SEL: TFIN ENT BULK SERV BAYRIGHT		\$54,643.00	K	31%	\$37,703.67	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT SPECTRALOGIC
5 5	TFIN-J-BSB-RIGHT TFIN.IMFDEX-F	SEL: TFIN ENT BULK SERV BAY,RGT W/ROBOT SEL: FRUTFIN ENT MEDIA EXP FRAME		\$91,538.00 \$26.154.00	K K	31% 31%	\$63,161.22 \$18.046.26	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		EMC SELECT SPECTRALOGIC EMC SELECT SPECTRALOGIC
5	TFINJMEDIAEXP	SEL: FROTFIN ENT MEDIA EXP FRAME SEL: TFIN ENT MEDIA EXP		\$26,154.00	K	31%	\$18,046.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT SPECTRALOGIC
5	TFINJSBLEFT	SEL: TFIN ENT SERV BAYLEFT		\$45,769.00	K	31%	\$31,580.61	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00		EMC SELECT SPECTRALOGIC
5	TFINJSBLEFT-F	SEL: FRUTFIN ENT SERV BAYLEFT		\$45,769.00	K	31%	\$31,580.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT SPECTRALOGIC
5	TFINJSBRIGHT	SEL: TFIN ENT SERV BAYRIGHT		\$42,500.00	K	31%	\$29,325.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT SPECTRALOGIC
5	TFIN-J-SB-RIGHT TFIN-JSLC	SEL: TFIN ENT SERV BAY,RIGHT WITH ROBOT SEL: TEIN ENT CUST SB LEFT		\$78,462.00 \$45,769.00	K K	31% 31%	\$54,138.78 \$31.580.61	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		EMC SELECT SPECTRALOGIC EMC SELECT SPECTRALOGIC
5 5	TFIN-JSEC TFIN-JSRC	SEL: TFIN ENT CUST SB,LEFT SEL: TFIN ENT SERV BAY,RIGHT WITH ROBOT		\$45,769.00	K K	31%	\$31,580.61 \$54.138.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT SPECTRALOGIC
5	TFINMEDEX-F	SEL: TFINUPGMEDIA EXP		\$26,154.00	ĸ	31%	\$18.046.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT SPECTRALOGIC
5	TFINMEDIAEXP	SEL: TFIN MEDIA EXP		\$26,154.00	K	31%	\$18,046.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT SPECTRALOGIC
5	TFINSB-LEFT	SEL: TFIN SERV BAYLEFT		\$45,769.00	K	31%	\$31,580.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT SPECTRALOGIC
5	TFINSBLEFT-F	SEL: TFINUPGSERV BAYLEFT		\$45,769.00 \$42,500.00	K	31% 31%	\$31,580.61	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		EMC SELECT SPECTRALOGIC
5 5	TFINSB-RIGHT TFIN-SB-RIGHT	SEL: TFIN SERV BAYRIGHT SEL: TFIN SERV BAY,RIGHT, WITH ROBOT		\$78.462.00	K	31%	\$29,325.00 \$54.138.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT SPECTRALOGIC EMC SELECT SPECTRALOGIC
5	THIN5100PKC	SEL THIN5-100PK-C)		\$1,955.00	ĸ	31%	\$1,348.95		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	THIN5100PKC-I	SEL THIN5-100PK-C)		\$2,042.98	K	31%	\$1,409.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	THIN5100PKCV2-K	SEL THIN5-100PK-C)		\$2,133.77	K	31%	\$1,472.30		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	THIN5-STE-C-I	SEL THIN5-STE-C) SEL THIN5-STE-C)		\$5,145.00 \$5,376.53	K K	31% 31%	\$3,550.05 \$3,709.81	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARE
5	THIN5-STE-C-I THIN5STECV2-K	SEL THIN5-STE-C) SEL THIN5-STE-C)		\$5,576.53	K	31%	\$3,709.81	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	TMI-1YR-00000010	SEL 1YR 10-49 TAPE METADATA INDEX		\$384.62	ĸ	31%	\$265.39	\$0.00	\$0.00		\$0.00		\$0.00		EMC SELECT INDEX ENGINES
5	TMI-1YR-00000050	SEL 1YR 50-99 TAPE METADATA INDEX		\$250.00	K	31%	\$172.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT INDEX ENGINES
5	TMI-1YR-00000100	SEL 1YR 100-249 TAPE METADATA INDEX		\$192.31	K	31%	\$132.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT INDEX ENGINES
5 5	TMI-1YR-00000250 TMI-1YR-00000500	SEL 1YR 250-499 TAPE METADATA INDEX SEL 1YR 500-999 TAPE METADATA INDEX		\$146.15 \$119.23	K K	31% 31%	\$100.84 \$82.27	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		EMC SELECT INDEX ENGINES EMC SELECT INDEX ENGINES
5	TMI-1YR-00000500	SEL 1YR 1000-1999 TAPE METADATA INDEX		\$119.23	K	31%	\$62.27 \$66.67	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT INDEX ENGINES
5	TMI-1YR-00002000	SEL 1YR 2000-4999 TAPE METADATA INDEX		\$78.15	K	31%	\$53.92	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT INDEX ENGINES
5	TMI-1YR-00005000	SEL 1YR 5000-9999 TAPE METADATA INDEX		\$59.69	K	31%	\$41.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT INDEX ENGINES
5	TMI-1YR-00010000	SEL 1YR 10000-24999 TAPE METADATA INDE		\$49.23	K	31%	\$33.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT INDEX ENGINES
5	TMI-1YR-00025000 TMI-3YR-00000010	SEL 1YR 25000-49999 TAPE METADATA INDE SEL 3YR 10-49 TAPE METADATA INDEX		\$36.92 \$500.00	K K	31% 31%	\$25.47 \$345.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		EMC SELECT INDEX ENGINES EMC SELECT INDEX ENGINES
5 5	TMI-3YR-00000010 TMI-3YR-00000050	SEL 3YR 10-49 TAPE METADATA INDEX SEL 3YR 50-99 TAPE METADATA INDEX		\$325.00	K	31%	\$345.00 \$224.25		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT INDEX ENGINES
5	TMI-3YR-00000100	SEL 3YR 100-249 TAPE METADATA INDEX		\$250.00	K	31%	\$172.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT INDEX ENGINES
5	TMI-3YR-00000250	SEL 3YR 250-499 TAPE METADATA INDEX		\$190.00	K	31%	\$131.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT INDEX ENGINES
5	TMI-3YR-00000500	SEL 3YR 500-999 TAPE METADATA INDEX		\$155.00	K	31%	\$106.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT INDEX ENGINES
5 5	TMI-3YR-00001000 TMI-3YR-00002000	SEL 3YR 1000-1999 TAPE METADATA INDEX SEL 3YR 2000-4999 TAPE METADATA INDEX		\$125.60 \$101.60	K K	31% 31%	\$86.66 \$70.10	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		EMC SELECT INDEX ENGINES EMC SELECT INDEX ENGINES
5	TMI-3YR-00005000	SEL 3YR 5000-4999 TAPE METADATA INDEX		\$77.60	K	31%	\$53.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT INDEX ENGINES
5	TMI-3YR-00010000	SEL 3YR 10000-24999 TAPE METADATA INDE		\$64.00	K	31%	\$44.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT INDEX ENGINES
5	TMI-3YR-00025000	SEL 3YR 25000-49999 TAPE METADATA INDE		\$48.00	K	31%	\$33.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT INDEX ENGINES
5	TMI-5YR-00000010	SEL 5YR 10-49 TAPE METADATA INDEX		\$596.15	K	31%	\$411.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT INDEX ENGINES
5 5	TMI-5YR-00000050 TMI-5YR-00000100	SEL 5YR 50-99 TAPE METADATA INDEX SEL 5YR 100-249 TAPE METADATA INDEX		\$387.50 \$298.08	K K	31% 31%	\$267.38 \$205.68	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		EMC SELECT INDEX ENGINES EMC SELECT INDEX ENGINES
5	TMI-5YR-00000100	SEL 5YR 100-249 TAPE METADATA INDEX SEL 5YR 250-499 TAPE METADATA INDEX		\$296.06	K K	31%	\$205.68 \$156.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT INDEX ENGINES EMC SELECT INDEX ENGINES
5	TMI-5YR-00000500	SEL 5YR 500-999 TAPE METADATA INDEX		\$184.81	K	31%	\$127.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT INDEX ENGINES
5	TMI-5YR-00001000	SEL 5YR 1000-1999 TAPE METADATA INDEX		\$149.75	K	31%	\$103.33	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT INDEX ENGINES
5	TMI-5YR-00002000	SEL 5YR 2000-4999 TAPE METADATA INDEX		\$121.14	K	31%	\$83.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELECT INDEX ENGINES
5 5	TMI-5YR-00005000 TMI-5YR-00010000	SEL 5YR 5000-9999 TAPE METADATA INDEX SEL 5YR 10000-24999 TAPE METADATA INDE		\$92.52 \$76.31	K K	31% 31%	\$63.84 \$52.65	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		EMC SELECT INDEX ENGINES EMC SELECT INDEX ENGINES
5	TMI-5YR-00010000 TMI-5YR-00025000	SEL 5YR 10000-24999 TAPE METADATA INDE SEL 5YR 25000-49999 TAPE METADATA INDE		\$76.31 \$57.23	K K	31% 31%	\$52.65 \$39.49	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		EMC SELECT INDEX ENGINES EMC SELECT INDEX ENGINES
5	TZBS3TLSSC	SEL TZ-BS-3TLSS-C)		\$2,985.00	K	31%	\$2,059.65		\$0.00		\$0.00		\$0.00	\$0.00	VMWARE
5	TZBS3TLSSC-I	SEL TZ-BS-3TLSS-C)		\$3,492.45	K	31%	\$2,409.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	TZBS3TLSSC-K	SEL TZ-BS-3TLSS-C)		\$3,512.87	K	31%	\$2,423.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	TZBSTLSSC	SEL TZ-BS-TLSS-C)		\$995.00	K	31%	\$686.55		\$0.00		\$0.00		\$0.00	\$0.00	VMWARE
5 5	TZBSTLSSC-I TZBSTLSSC-K	SEL TZ-BS-TLSS-C) SEL TZ-BS-TLSS-C)		\$1,164.15 \$1,168.40	K K	31% 31%	\$803.26 \$806.20	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARE
5	U-ARXCXT100-500	SEL Upgrade ARXCXT100 to ARXCXT500		\$227,175.00	K	31%	\$156,750.75	\$0.00	\$0.00		\$0.00			\$0.00	
5	U-ARXCXT10-100	SEL Upgrade ARXCXT10 to ARXCXT100		\$128,726.00	ĸ	31%	\$88,820.94	\$0.00	\$0.00		\$0.00	\$0.00		\$0.00	

					NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPGR	ADE PRICE						
BAND	sku	DESCRIPTION	Model Sub sku	EMC LIST PRICE USD	CATEGORY CODE	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	U-ARXCXT10-500	SEL Upgrade ARXCXT10 to ARXCXT500		\$355,902.00	K	31%	\$245,572.38	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	EMC SELECT RIVERBED
5	U-ARXVOI250-1K	SEL Upgrade ARXVOI250 to ARXVOI1K		\$13,625.00	K	31%	\$9,401.25	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	EMC SELECT RIVERBED EMC SELECT RIVERBED
5	U-ARXVOI250-500	SEL Upgrade ARXVOI250 to ARXVOI500		\$6,055.00	K	31%	\$4,177.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
5 5	U-ARXVOI500-1K UEMCCU100C	SEL Upgrade ARXVOI500 to ARXVOI1K SEL UEM-CCU-100-C)		\$7,569.00 \$5,150.00	K K	31% 31%	\$5,222.61 \$3,553.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	EMC SELECT RIVERBED VMWARE
5	UEMCCU100C-I	SEL UEM-CCU-100-C) SEL UEM-CCU-100-C)		\$5,150.00 \$5.665.00	K K	31%	\$3,553.50 \$3.908.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	UEMCCU100C-I	SEL UEM-CCU-100-C)		\$5,573.86	K	31%	\$3,845.96	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VMWARE
5	UEMCCU100C-K	SEL UEM-CCU-100-C)		\$5,575.00	K	31%	\$3,645.96 \$355.35	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	UEMCCU10C-I	SEL UEM-CCU-10-C)		\$566.50	K	31%	\$390.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	UEMCCU10C-K	SEL UEM-CCU-10-C)		\$557.39	ĸ	31%	\$384.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	UEMNU100C	SEL UEM-NU-100-C)		\$3,090.00	K	31%	\$2,132.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	UEMNU100C-I	SEL UEM-NU-100-C)		\$3,399.00	K	31%	\$2,345.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	UEMNU100C-K	SEL UEM-NU-100-C)		\$3,344.32	K	31%	\$2,307.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	UEMNU10C	SEL UEM-NU-10-C)		\$309.00	K	31%	\$213.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	UEMNU10C-I	SEL UEM-NU-10-C)		\$339.90	K	31%	\$234.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	UEMNU10C-K	SEL UEM-NU-10-C)		\$334.43	K	31%	\$230.76	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	U-L-CAX460-H-VH	SEL Upgrade a CAX-460-H to VH		\$25,477.00	K	31%	\$17,579.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT RIVERBED
5	U-L-CAX460-L-H	SEL Upgrade a CAX-460-L to H		\$59,446.00	K	31%	\$41,017.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT RIVERBED
5	U-L-CAX460-L-M	SEL Upgrade a CAX-460-L to M		\$31,138.00 \$84.923.00	K	31% 31%	\$21,485.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	EMC SELECT RIVERBED
5	U-L-CAX460-L-VH U-L-CAX460-M-H	SEL Upgrade a CAX-460-L- to VH		\$28.308.00	K	31%	\$58,596.87 \$19,532.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT RIVERBED EMC SELECT RIVERBED
5	U-L-CAX460-M-VH	SEL Upgrade a CAX-460-M to H SEL Upgrade a CAX-460-M to VH		\$53,785.00	K	31%	\$37,111.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT RIVERBED
5	U-L-CAX460-U-H	SEL Upgrade a CAX-460-W to V11		\$79,262.00	K	31%	\$54,690.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT RIVERBED
5	U-L-CAX460-U-L	SEL Upgrade a CAX-460-U to L		\$19.815.00	K	31%	\$13.672.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT RIVERBED
5	U-L-CAX460-U-M	SEL Upgrade a CAX-460-U to M		\$50.954.00	ĸ	31%	\$35.158.26	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	EMC SELECT RIVERBED
5	U-L-CAX460-U-VH	SEL Upgrade a CAX-460-U to VH		\$104,738.00	K	31%	\$72,269.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT RIVERBED
5	UPG-ES-PLUS1-1YR	SEL IGLS ES Plus upg 1 Write Cluster 1yr		\$41,824.62	K	31%	\$28,858.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT SUPERNA
5	UPG-ES-PLUS1-3YR	SEL IGLS ES Plus upg 1 Write Cluster 3yr		\$58,592.31	K	31%	\$40,428.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT SUPERNA
5	UPG-ES-PLUS1-5YR	SEL IGLS ES Plus upg 1 Write Cluster 5yr		\$72,858.46	K	31%	\$50,272.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT SUPERNA
5	UPG-ES-PLUS2-1YR	SEL IGLS ES Plus upg 2 Write Cluster 1yr		\$55,807.69	K	31%	\$38,507.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT SUPERNA
5	UPG-ES-PLUS2-3YR	SEL IGLS ES Plus upg 2 Write Cluster 3yr		\$78,541.54	K	31%	\$54,193.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT SUPERNA
5	UPG-ES-PLUS2-5YR	SEL IGLS ES Plus upg 2 Write Cluster 5yr		\$98,775.38	K	31%	\$68,155.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT SUPERNA
5	UPG-ESUITE1-1YR	SEL IGLS eBundle upg 1 Write Cluster 1yr		\$31,712.31	K	31%	\$21,881.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT SUPERNA
5	UPG-ESUITE1-3YR	SEL IGLS eBundle upg 1 Write Cluster 3yr		\$39,900.00	K	31%	\$27,531.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT SUPERNA
5	UPG-ESUITE1-5YR	SEL IGLS eBundle upg 1 Write Cluster 5yr		\$48,086.15	K	31%	\$33,179.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT SUPERNA
5	UPG-ESUITE2-1YR	SEL IGLS eBundle upg 2 Write Cluster 1yr		\$45,395.38 \$59.420.00	K	31%	\$31,322.81	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	EMC SELECT SUPERNA
5 5	UPG-ESUITE2-3YR UPG-ESUITE2-5YR	SEL IGLS eBundle upg 2 Write Cluster 3yr		\$59,420.00 \$73,444.62	K	31% 31%	\$40,999.80 \$50.676.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	EMC SELECT SUPERNA EMC SELECT SUPERNA
5	V5EPVEAKUGC	SEL IGLS eBundle upg 2 Write Cluster 5yr SEL VS5-ESP-VENT-AK-UG-C)		\$16,500.00	K	31%	\$11.385.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	V5EPVEAKUGC-I	SEL VS5-ESP-VENT-AK-UG-C)		\$18,150.00	K	31%	\$12,523,50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V5EPVEAKUGC-K	SEL VS5-ESP-VENT-AK-UG-C)		\$19,979.00	ĸ	31%	\$13,785,51	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V5EPVEPAKUC	SEL VS5-ESP-VEPL-AK-UG-C)		\$20,900.00	K	31%	\$14,421.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V5EPVEPAKUC-I	SEL VS5-ESP-VEPL-AK-UG-C)		\$22,990.00	K	31%	\$15,863.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V5EPVEPAKUC-K	SEL VS5-ESP-VEPL-AK-UG-C)		\$25,353.00	K	31%	\$17,493.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V5EVEAKUGC	SEL VS5-ES-VENT-AK-UG-C)		\$19,245.00	K	31%	\$13,279.05	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	V5EVEAKUGC-I	SEL VS5-ES-VENT-AK-UG-C)		\$21,170.00	K	31%	\$14,607.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V5EVEAKUGC-K	SEL VS5-ES-VENT-AK-UG-C)		\$23,360.00	K	31%	\$16,118.40	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VMWARE
5	V5EVEPAKUGC	SEL VS5-ES-VEPL-AK-UG-C)		\$23,245.00	K	31%	\$16,039.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	V5EVEPAKUGC-I	SEL VS5-ES-VEPL-AK-UG-C)		\$25,570.00	K	31% 31%	\$17,643.30	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARE
5	V5EVEPAKUGC-K V5VENTAKC	SEL VS5-ES-VEPL-AK-UG-C) SEL VS5-VENT-AK-C)		\$28,214.00 \$19,495.00	K	31%	\$19,467.66 \$13,451.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V5VENTAKC-I	SEL VS5-VENT-AK-C)		\$19,495.00	K	31%	\$13,451.55	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VMWARE
5	V5VENTAKC-K	SEL VS5-VENT-AK-C)		\$23,620.00	ĸ	31%	\$16,297.80	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	V5VEPLAKC	SEL VS5-VEPL-AK-C)		\$23,495.00	ĸ	31%	\$16,211.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V5VEPLAKC-I	SEL VS5-VEPL-AK-C)		\$25,845.00	K	31%	\$17,833.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V5VEPLAKC-K	SEL VS5-VEPL-AK-C)		\$28,474.00	K	31%	\$19,647.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAARMTLSSD3PF	SEL: VA-ARM-TLSS-D-3P-F		\$19.14	K	31%	\$13.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT
5	VAARMTLSSDPF	SEL: VA-ARM-TLSS-D-P-F		\$7.25	K	31%	\$5.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT
5	VAARMTLSSU3PF	SEL: VA-ARM-TLSS-U-3P-F		\$34.56	K	31%	\$23.85	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT
5	VAARMTLSSUPF	SEL: VA-ARM-TLSS-U-P-F		\$13.09	K	31%	\$9.03	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT
5	VACLCTLSSD3PF	SEL: VA-CLC-TLSS-D-3P-F		\$125.74	K	31%	\$86.76	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT
5	VACLCTLSSDPF	SEL: VA-CLC-TLSS-D-P-F		\$47.63 \$226.51	K	31%	\$32.86	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT
5	VACLCTLSSU3PF	SEL: VA-CLC-TLSS-U-3P-F		\$226.51 \$85.80	K	31% 31%	\$156.29	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	EMC SELECT CARAHSOFT
5 5	VACLCTLSSUPF VACLVTLSSD3PF	SEL: VA-CLC-TLSS-U-P-F SFL: VA-CLV-TLSS-D-3P-F		\$85.80 \$56.91	K K	31% 31%	\$59.20 \$39.27	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT EMC SELECT CARAHSOFT
5	VACLVTLSSD3PF	SEL: VA-CLV-TLSS-D-3P-F SEL: VA-CLV-TLSS-D-P-F		\$21.56	K K	31%	\$39.27 \$14.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT
5	VACLVTLSSU3PF	SEL: VA-CLV-TLSS-U-3P-F		\$102.37	ĸ	31%	\$70.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT
5	VACLVTLSSUPF	SEL: VA-CLV-TLSS-U-P-F		\$38.78	ĸ	31%	\$26.76	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT
5	VAINBTLSSD3PF	SEL: VA-INB-TLSS-D-3P-F		\$38.92	K	31%	\$26.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT
5	VAINBTLSSDPF	SEL: VA-INB-TLSS-D-P-F		\$14.74	K	31%	\$10.17	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT
5	VAMAWPLLDC	SEL VA-MAW-PLL-D-C)		\$10.30	K	31%	\$7.11	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VMWARE
5	VAMAWPLLDC-I	SEL VA-MAW-PLL-D-C)		\$12.96	K	31%	\$8.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAMAWPLLDC-K	SEL VA-MAW-PLL-D-C)		\$13.52	K	31%	\$9.33	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VAMBMPLLDC	SEL VA-MBM-PLL-D-C)		\$20.60	K	31%	\$14.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAMBMPLLDC-I	SEL VA-MBM-PLL-D-C)		\$31.04	K	31%	\$21.42	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VMWARE
5	VAMBMPLLDC-K	SEL VA-MBM-PLL-D-C)		\$32.45	K	31%	\$22.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAMBMTLSSD3PF	SEL: VA-MBM-TLSS-D-3P-F		\$38.92	K	31%	\$26.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT
5	VAMBMTLSSDPF	SEL: VA-MBM-TLSS-D-P-F		\$14.74	K	31%	\$10.17	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	EMC SELECT CARAHSOFT
5	VAMBMTLSSU3PF VAMBMTLSSUPF	SEL: VA-MBM-TLSS-U-3P-F SEL: VA-MBM-TLSS-U-P-F		\$70.14 \$26.57	K	31% 31%	\$48.40 \$18.33	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	EMC SELECT CARAHSOFT EMC SELECT CARAHSOFT
5 5	VAMBMILSSUPF	SEL: VA-MBM-TLSS-U-P-F SEL VA-NBK-D-C)		\$26.57 \$20.50	ĸ	31% 31%	\$18.33 \$14.15	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE
5	VANBKDC-I	SEL VA-NBK-D-C) SEL VA-NBK-D-C)		\$20.50 \$21.42	K K	31% 31%	\$14.15 \$14.78	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARF
5	VANBKDC-I VANBKDC-K	SEL VA-NBK-D-C) SEL VA-NBK-D-C)		\$21.42	ĸ	31%	\$14.78 \$15.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VANBKUC VANBKUC	SEL VA-NBK-U-C)		\$33.25	K	31%	\$22.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
•		0 0 /				0.70	Ψ <u>-</u> 2.34	+3.00	+5.00	+0.00	+0.00	+3.00	\$5.00	+5.00	******

					NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPGE	ADE PRICE						
			Model	EMC LIST	CATEGORY	NASPO VP	NVP LEVEL 1	PROSUPPORT	PROSUPPORT	PROSUPPORT		WTY UPG ENH	WTY UPG		THIRD PARTY PRODUCT
BAND	SKU	DESCRIPTION	Sub sku	PRICE USD	CODE	Discount	NET PRICE	PLUS MNT LP	W/MC PREM	ENH MNT LP	BASIC MNT LP	TO PS W/MC	BASIC TO PS	RENEWAL	PARTNER
			oub ona	111102 002	5552	%		. 200 2.	MNT LP			PREM LP	ENH LP		1 AUTHER
5	VANBKUC-I	SEL VA-NBK-U-C)		\$34.75	K	31%	\$23.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VANBKUC-K	SEL VA-NBK-U-C)		\$36.28	K	31%	\$25.03	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAPSACCAOPROF	SEL VA-PS-ACCAO-PROF)		\$9,025.00	K	31%	\$6,227.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAPSACCAOPROF-I	SEL VA-PS-ACCAO-PROF)		\$9,431.13	K	31%	\$6,507.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAPSACCELER	SEL VA-PS-ACCELER)		\$9,025.00	K	31%	\$6,227.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAPSACCELER-I	SEL VA-PS-ACCELER) SEL VA-PS-ACO-DEP)		\$9,431.13 \$18.055.00	K	31% 31%	\$6,507.48 \$12.457.95	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARE
5 5	VAPSACODEP-I	SEL VA-PS-ACO-DEP) SEL VA-PS-ACO-DEP)		\$18,867,48	K K	31%	\$12,457.95 \$13,018.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAPSACODEP-I	SEL VA-PS-ACO-DEP) SEL VA-PS-ACO-PRF)		\$6.500.00	K	31%	\$4,485.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAPSACOPRE-I	SEL VA-PS-ACO-PRE)		\$6,792.50	ĸ	31%	\$4,686.83	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAPSACOPRF-K	SEL VA-PS-ACO-PRF)		\$6,968.28	ĸ	31%	\$4,808.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAPSADAODEP	SEL VA-PS-ADAO-DEP)		\$6,770.00	K	31%	\$4,671.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAPSADAODEP-I	SEL VA-PS-ADAO-DEP)		\$7,074.65	K	31%	\$4,881.51	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAPSAODP	SEL VA-PS-AO-DP)		\$4,875.00	K	31%	\$3,363.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAPSAODP-I	SEL VA-PS-AO-DP)		\$5,094.38	K	31%	\$3,515.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAPSAODP-K	SEL VA-PS-AO-DP)		\$5,221.42	K	31%	\$3,602.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAPSDM	SEL VA-PS-DM)		\$4,794.00 \$5,009.73	K	31%	\$3,307.86	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE
5 5	VAPSDM-I VAPSDM-K	SEL VA-PS-DM) SEL VA-PS-DM)		\$5,009.73 \$5,137.14	K K	31% 31%	\$3,456.71 \$3,544.63	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE VMWARE
5	VAPSMDM VAPSMDM	SEL VA-PS-DM) SEL VA-PS-MDM)		\$6,660.00	K	31%	\$4,595.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAPSMDM-I	SEL VA-PS-MDM)		\$6,959.70	K	31%	\$4,393.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAPSMEP	SEL VA-PS-MEP.)		\$11,285.00	ĸ	31%	\$7,786.65	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VAPSMEP-I	SEL VA-PS-MEP)		\$11,792.83	K	31%	\$8,137.05	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VMWARE
5	VAPSSODP	SEL VA-PS-SO-DP)		\$2,438.00	K	31%	\$1,682.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAPSSODP-I	SEL VA-PS-SO-DP)		\$2,547.71	K	31%	\$1,757.92	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAPSSODP-K	SEL VA-PS-SO-DP)		\$2,616.46	K	31%	\$1,805.36	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VAPSSTAODEP	SEL VA-PS-STAO-DEP)		\$3,385.00	K	31%	\$2,335.65	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VAPSSTAODEP-I	SEL VA-PS-STAO-DEP)		\$3,537.33	K	31%	\$2,440.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VAPSWADP VAPSWADP-I	SEL VA-PS-WA-DP) SEL VA-PS-WA-DP)		\$13,650.00 \$14,264.25	K K	31% 31%	\$9,418.50 \$9.842.33	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARE
5	VAPSWADP-I VAPSWADP-K	SEL VA-PS-WA-DP)		\$14,264.25	K	31%	\$9,642.33 \$10.070.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAPSWOADEP	SEL VA-PS-WOA-DEP)		\$18,960.00	K	31%	\$13,082.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAPSWOADEP-I	SEL VA-PS-WOA-DEP)		\$19,813.20	ĸ	31%	\$13,671,11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAPSWOSDEP	SEL VA-PS-WOS-DEP)		\$13,090.00	ĸ	31%	\$9.032.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAPSWOSDEP-I	SEL VA-PS-WOS-DEP)		\$13,679.05	K	31%	\$9,438.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAPSWSDP	SEL VA-PS-WS-DP)		\$9,425.00	K	31%	\$6,503.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAPSWSDP-I	SEL VA-PS-WS-DP)		\$9,849.13	K	31%	\$6,795.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAPSWSDP-K	SEL VA-PS-WS-DP)		\$10,075.08	K	31%	\$6,951.81	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VARONIS-30DAY	SEL VARONIS 30DAY FREE TRIAL		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT VARONIS
5	VATELPLLDC	SEL VA-TEL-PLL-D-C)		\$20.60	K	31%	\$14.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	VMWARE
5	VATELPLLDC-I VATELPLLDC-K	SEL VA-TEL-PLL-D-C) SEL VA-TEL-PLL-D-C)		\$25.86 \$27.01	K	31% 31%	\$17.84 \$18.64	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	VMWARE VMWARE
5 5	VATELTLSSD3PF	SEL: VA-TEL-PLE-D-C) SEL: VA-TEL-TLSS-D-3P-F		\$38.92	K K	31%	\$16.04 \$26.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT
5	VATELTLSSDSFF	SEL: VA-TEL-TLSS-D-P-F		\$14.74	K	31%	\$10.17	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT
5	VAWADWAPLAUGC	SEL VA-WOAA-PLL-AUG-C)		\$122.50	ĸ	31%	\$84.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWADWAPLAUGC-I	SEL VA-WAD-WA-PLAUG-C)		\$128.01	K	31%	\$88.33	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWADWAPLAUGC-K	SEL VA-WAD-WA-PLAUG-C)		\$133.70	K	31%	\$92.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWALSSD3PC	SEL VA-W-A-LSS-D-3P-C)		\$88.00	K	31%	\$60.72	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VAWALSSD3PC-I	SEL VA-W-A-LSS-D-3P-C)		\$91.96	K	31%	\$63.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWALSSD3PC-K	SEL VA-W-A-LSS-D-3P-C)		\$96.15	K	31%	\$66.34	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VMWARE
5 5	VAWALSSU2GC VAWAI SSU2GC-I	SEL VA-W-A-LSS-U-2G-C) SEL VA-W-A-LSS-U-2G-C)		\$94.00 \$98.23	K K	31% 31%	\$64.86 \$67.78	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARE
5	VAWALSSU2GC-I VAWALSSU2GC-K	SEL VA-W-A-LSS-U-2G-C) SEL VA-W-A-LSS-U-2G-C)		\$98.23 \$102.28	K	31%	\$67.78 \$70.57	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VMWARE
5	VAWALSSU2GC-R VAWALSSU2PC	SEL VA-W-A-LSS-U-2P-C)		\$102.28	K	31%	\$69.69	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VAWAI SSU2PC-I	SEL VA-W-A-I SS-U-2P-C)		\$105.55	ĸ	31%	\$72.83	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWALSSU2PC-K	SEL VA-W-A-LSS-U-2P-C)		\$109.94	K	31%	\$75.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWAOAPLLAUGC	SEL VA-WOAA-PLL-A-U-C)		\$196.00	K	31%	\$135.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWAOAPLLAUGC-I	SEL VA-WAOA-PLL-AUG-C)		\$204.82	K	31%	\$141.33	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWAOAPLLAUGC-K	SEL VA-WAOA-PLL-AUG-C)		\$214.14	K	31%	\$147.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWAOAPLLDUGC	SEL VA-WAOA-PLLD-UG-C)		\$215.00 \$224.68	K	31%	\$148.35	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE
5	VAWAGAPILI DUGG K	SEL VA-WAOA-PLLD-UG-C)		\$224.68 \$234.83	K	31%	\$155.03	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE
5 5	VAWAOAPLLDUGC-K VAWAOAPLLUUGC	SEL VA-WAOA-PLLD-UG-C) SEL VA-WAOS-PLL-UGU-C)		\$234.83 \$92.50	K K	31% 31%	\$162.03 \$63.83	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00		\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	VMWARE VMWARE
5	VAWAOAPLLUUGC VAWAOAPLLUUGC-I	SEL VA-WAOS-PLL-UGU-C) SEL VA-WAOA-PLL-U-UG-C)		\$92.50 \$96.66	K	31%	\$63.83 \$66.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWAOAPLLUUGC-K	SEL VA-WAOA-PLL-U-UG-C)		\$100.75	K	31%	\$69.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWAOSPLLDUGC	SEL VA-WAD-WA-PLAUG-C)		\$38.40	K	31%	\$26.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWAOSPLLDUGC-I	SEL VA-WAOS-PLL-D-UG-C)		\$40.13	K	31%	\$27.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWAOSPLLDUGC-K	SEL VA-WAOS-PLL-D-UG-C)		\$41.95	K	31%	\$28.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWAOSPLLUGUC	SEL VA-WSD-WA-PLAUG-C)		\$73.50	K	31%	\$50.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWAOSPLLUGUC-I	SEL VA-WAOS-PLL-UGU-C)		\$76.81	K	31%	\$53.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWAOSPLLUGUC-K	SEL VA-WAOS-PLL-UGU-C)		\$80.06 \$92.50	K	31%	\$55.24	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE
5 5	VAWAOSPLLUUGC VAWAOSPLLUUGC-I	SEL VA-WSA-PLLA-U-UG-C) SEL VA-WAOS-PLL-U-UG-C)		\$92.50 \$96.66	K K	31% 31%	\$63.83 \$66.70	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARE
5	VAWAOSPLLUUGC-I VAWAOSPLLUUGC-K	SEL VA-WAOS-PLL-U-UG-C) SEL VA-WAOS-PLL-U-UG-C)		\$96.66 \$100.75	K K	31% 31%	\$66.70 \$69.52	\$0.00	\$0.00 \$0.00	\$0.00			\$0.00	\$0.00 \$0.00	VMWARE VMWARE
5	VAWAOSPLLUUGC-K VAWASSU3PC	SEL VA-WAOS-PLL-U-UG-C) SEL VA-W-A-SS-U-3P-C)		\$100.75 \$142.50	K K	31%	\$69.52 \$98.33	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VAWASSU3PC-I	SEL VA-W-A-SS-U-3P-C)		\$148.91	K	31%	\$102.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWASSU3PC-K	SEL VA-W-A-SS-U-3P-C)		\$155.91	K	31%	\$107.58	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VMWARE
5	VAWATLSD2GC	SEL VA-W-A-TLS-D-2G-C)		\$59.00	K	31%	\$40.71	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VAWATLSD2GC-I	SEL VA-W-A-TLS-D-2G-C)		\$61.66	K	31%	\$42.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWATLSD2GC-K	SEL VA-W-A-TLS-D-2G-C)		\$64.47	K	31%	\$44.48	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VMWARE
5	VAWATLSSD2GC	SEL VA-W-A-TLSS-D-2G-C)		\$105.50	K	31%	\$72.80	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VAWATLSSD2GC-I	SEL VA-W-A-TLSS-D-2G-C)		\$110.25	K	31%	\$76.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWATLSSD2GC-K	SEL VA-W-A-TLSS-D-2G-C)		\$115.31 \$113.50	K	31% 31%	\$79.56	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARE
5	VAWATLSSD2PC	SEL VA-W-A-TLSS-D-2P-C)		UC.611¢	K	31%	\$78.32	\$0.00	\$0.00	φυ.00	φυ.υφ	φυ.00	\$U.UU	\$U.UU	VIVIVVAKE

					NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPGR	ADE PRICE						
BAND	SKU	DESCRIPTION	Model Sub sku	EMC LIST PRICE USD	CATEGORY CODE	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	VAWATLSSD2PC-I	SEL VA-W-A-TLSS-D-2P-C)		\$118.61	K	31%	\$81.84	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VAWATLSSD2PC-K	SEL VA-W-A-TLSS-D-2P-C)		\$123.74	K	31%	\$85.38	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VAWATLSSD3GC	SEL VA-W-A-TLSS-D-3G-C)		\$147.50	K	31%	\$101.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWATLSSD3GC-I	SEL VA-W-A-TLSS-D-3G-C)		\$154.14	K	31%	\$106.36	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VAWATLSSD3GC-K	SEL VA-W-A-TLSS-D-3G-C)		\$161.28	K	31%	\$111.28	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWATLSSD3PC	SEL VA-W-A-TLSS-D-3P-C)		\$159.00	K	31%	\$109.71	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWATLSSD3PC-I	SEL VA-W-A-TLSS-D-3P-C)		\$166.16	K	31%	\$114.65	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VMWARE
5	VAWATLSSD3PC-K	SEL VA-W-A-TLSS-D-3P-C)		\$173.54	K	31%	\$119.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWATLSSU2GC	SEL VA-W-A-TLSS-U-2G-C)		\$186.50	K	31%	\$128.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWATLSSU2GC-I	SEL VA-W-A-TLSS-U-2G-C)		\$194.89	K	31%	\$134.47	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VMWARE
5	VAWATLSSU2GC-K	SEL VA-W-A-TLSS-U-2G-C)		\$203.42	K	31%	\$140.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWATLSSU2PC	SEL VA-W-A-TLSS-U-2P-C)		\$200.00	K	31%	\$138.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWATLSSU2PC-I	SEL VA-W-A-TLSS-U-2P-C)		\$209.00	K	31%	\$144.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWATLSSU2PC-K	SEL VA-W-A-TLSS-U-2P-C)		\$218.74	K	31%	\$150.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWATLSSU3GC	SEL VA-W-A-TLSS-U-3G-C)		\$262.00	K	31%	\$180.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWATLSSU3GC-I	SEL VA-W-A-TLSS-U-3G-C)		\$273.79	K	31%	\$188.92	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWATLSSU3GC-K	SEL VA-W-A-TLSS-U-3G-C)		\$286.16	K	31%	\$197.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWATLSSU3PC	SEL VA-W-A-TLSS-U-3P-C)		\$280.50	K	31%	\$193.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWATLSSU3PC-I	SEL VA-W-A-TLSS-U-3P-C)		\$293.12	K	31%	\$202.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWATLSSU3PC-K	SEL VA-W-A-TLSS-U-3P-C)		\$306.08	K	31%	\$211.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWATSD2PC	SEL VA-W-A-TS-D-2P-C)		\$63.00	K	31%	\$43.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWATSD2PC-I	SEL VA-W-A-TS-D-2P-C)		\$65.84	K	31%	\$45.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWATSD2PC-K	SEL VA-W-A-TS-D-2P-C)		\$68.84	K	31%	\$47.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWATSD3GC	SEL VA-W-A-TS-D-3G-C)		\$82.50	K	31%	\$56.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWATSD3GC-I	SEL VA-W-A-TS-D-3G-C)		\$86.21	K	31%	\$59.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWATSD3GC-K	SEL VA-W-A-TS-D-3G-C)		\$90.02	K	31%	\$62.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWATSSU3GC	SEL VA-W-A-TSS-U-3G-C)		\$131.00	K	31%	\$90.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWATSSU3GC-I	SEL VA-W-A-TSS-U-3G-C)		\$136.90	K	31%	\$94.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWATSSU3GC-K	SEL VA-W-A-TSS-U-3G-C)		\$142.89	K	31%	\$98.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWOAAPLLAUGC	SEL VA-WAOA-PLL-AUG-C)		\$19.20	ĸ	31%	\$13.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWOAAPLLAUGC-I	SEL VA-WOE-PLL-U-C)		\$20.06	ĸ	31%	\$13.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWOAAPLLAUGC-K	SEL VA-WOA-PLL-AUG-C)		\$20.95	ĸ	31%	\$14.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWOAAPLLAUGC-K VAWOAATLSSD3PF	SEL: VA-WOA-A-TLSS-D-3P-F		\$174.90	K	31%	\$120.68	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT
5	VAWOAATLSSDSPF			\$56.00	K	31%	\$120.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWOAATLSSDGC VAWOAATLSSDGC-I	SEL VA-WOA-A-TLSS-D-G-C) SEL VA-WOA-A-TLSS-D-G-C)		\$58.52	K	31%	\$38.64 \$40.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
				\$56.52 \$61.18	K										
5	VAWOAATLSSDGC-K	SEL VA-WOA-A-TLSS-D-G-C)		\$61.18 \$60.00	K	31%	\$42.21	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE
5	VAWOAATLSSDPC	SEL VA-WOA-A-TLSS-D-P-C)			K	31%	\$41.40								VMWARE
5	VAWOAATLSSDPC-I	SEL VA-WOA-A-TLSS-D-P-C)		\$62.70	K	31%	\$43.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWOAATLSSDPC-K	SEL VA-WOA-A-TLSS-D-P-C)		\$65.55	K	31%	\$45.23	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VAWOAATLSSDPF	SEL: VA-WOA-A-TLSS-D-P-F		\$66.00	K	31%	\$45.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT
5	VAWOAATLSSU3PF	SEL: VA-WOA-A-TLSS-U-3P-F		\$308.55	K	31%	\$212.90	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	EMC SELECT CARAHSOFT
5	VAWOAATLSSUGC	SEL VA-WOA-A-TLSS-U-G-C)		\$99.00	K	31%	\$68.31	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VAWOAATLSSUGC-I	SEL VA-WOA-A-TLSS-U-G-C)		\$103.46	K	31%	\$71.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWOAATLSSUGC-K	SEL VA-WOA-A-TLSS-U-G-C)		\$108.41	K	31%	\$74.80	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VMWARE
5	VAWOAATLSSUPC	SEL VA-WOA-A-TLSS-U-P-C)		\$106.50	K	31%	\$73.49	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VAWOAATLSSUPC-I	SEL VA-WOA-A-TLSS-U-P-C)		\$111.29	K	31%	\$76.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWOAATLSSUPC-K	SEL VA-WOA-A-TLSS-U-P-C)		\$116.07	K	31%	\$80.09	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VMWARE
5	VAWOAATLSSUPF	SEL: VA-WOA-A-TLSS-U-P-F		\$117.15	K	31%	\$80.83	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT
5	VA-WOE-PLL-10U-F	SEL: VA-WOE-PLL-10U-F		\$4,526.50	K	31%	\$3,123.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT
5	VA-WOE-PLL-U-F	SEL: VA-WOE-PLL-U-F		\$45,265.00	K	31%	\$31,232.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT
5	VAWOIADTLD2GC	SEL VA-WOI-AD-TL-D-2G-C)		\$84.60	K	31%	\$58.37	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWOIADTLD2GC-I	SEL VA-WOI-AD-TL-D-2G-C)		\$88.41	K	31%	\$61.00	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VMWARE
5	VAWOIADTLD2GC-K	SEL VA-WOI-AD-TL-D-2G-C)		\$92.32	K	31%	\$63.70	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VAWOIADTLD3PC	SEL VA-WOI-AD-TL-D-3P-C)		\$126.72	K	31%	\$87.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWOIADTLD3PC-I	SEL VA-WOI-AD-TL-D-3P-C)		\$132.42	K	31%	\$91.37	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VAWOIADTLD3PC-K	SEL VA-WOI-AD-TL-D-3P-C)		\$138.29	K	31%	\$95.42	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VMWARE
5	VAWOIADTLDGC	SEL VA-WOI-AD-TL-D-G-C)		\$45.00	K	31%	\$31.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWOIADTLDGC-I	SEL VA-WOI-AD-TL-D-G-C)		\$47.03	K	31%	\$32.45	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VAWOIADTLDGC-K	SEL VA-WOI-AD-TL-D-G-C)		\$49.15	K	31%	\$33.91	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VMWARE
5	VAWOIADTLDPC	SEL VA-WOI-AD-TL-D-P-C)		\$48.00	K	31%	\$33.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWOIADTLDPC-I	SEL VA-WOI-AD-TL-D-P-C)		\$50.16	K	31%	\$34.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWOIADTLDPC-K	SEL VA-WOI-AD-TL-D-P-C)		\$52.44	K	31%	\$36.18	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VMWARE
5	VAWOIADTLSSD3PF	SEL: VA-WOI-AD-TLSS-D-3P-F		\$139.39	K	31%	\$96.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT
5	VAWOIADTLSSDPF	SEL: VA-WOI-AD-TLSS-D-P-F		\$52.80	K	31%	\$36.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT
5	VAWOIADTLSSU3PF	SEL: VA-WOI-AD-TLSS-U-3P-F		\$223.61	K	31%	\$154.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT
5	VAWOIADTLSSUPF	SEL: VA-WOI-AD-TLSS-U-P-F		\$84.70	K	31%	\$58.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT
5	VAWOIADTLU2GC	SEL VA-WOI-AD-TL-U-2G-C)		\$135.36	K	31%	\$93.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWOIADTLU2GC-I	SEL VA-WOI-AD-TL-U-2G-C)		\$141.45	ĸ	31%	\$97.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWOIADTLU2GC-K	SEL VA-WOI-AD-TL-U-2G-C)		\$147.49	ĸ	31%	\$101.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWOIADTLU2PC	SEL VA-WOI-AD-TL-U-2P-C)		\$144.76	ĸ	31%	\$99.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWOIADTLU2PC-I	SEL VA-WOI-AD-TL-U-2P-C)		\$151.27	K	31%	\$104.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWOIADTLU2PC-K	SEL VA-WOI-AD-TL-U-2P-C)		\$158.21	K	31%	\$104.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWOIADTLU3GC	SEL VA-WOI-AD-TL-U-3G-C)		\$190.08	K	31%	\$109.16		\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VAWOIADTLU3GC-I	SEL VA-WOI-AD-TL-U-3G-C) SEL VA-WOI-AD-TL-U-3G-C)		\$190.08 \$198.63	K K	31%	\$131.16 \$137.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWOIADTLU3GC-I VAWOIADTLU3GC-K	SEL VA-WOI-AD-TL-U-3G-C) SEL VA-WOI-AD-TL-U-3G-C)		\$198.63	r .	31%	\$137.05 \$143.00	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VMWARE
	VAWOIADTLU3GC-K VAWOIADTLU3PC	SEL VA-WOI-AD-TL-U-3G-C) SEL VA-WOI-AD-TL-U-3P-C)		\$207.25 \$203.28	K K	31% 31%	\$143.00 \$140.26	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARE
5															
5	VAWOIADTLUSPC-I	SEL VA-WOLAD-TL-U-3P-C)		\$212.43	K	31%	\$146.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWOIADTLUGG	SEL VA-WOLAD TILLIC CO		\$221.81	K	31%	\$153.05	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VMWARE
5	VAWOIADTLUGC	SEL VA-WOI-AD-TL-U-G-C)		\$72.00	K	31%	\$49.68	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWOIADTLUGC-I	SEL VA-WOI-AD-TL-U-G-C)		\$75.24	K	31%	\$51.92	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWOIADTLUGC-K	SEL VA-WOI-AD-TL-U-G-C)		\$78.53	K	31%	\$54.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWOIADTLUPC	SEL VA-WOI-AD-TL-U-P-C)		\$77.00	K	31%	\$53.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWOIADTLUPC-I	SEL VA-WOI-AD-TL-U-P-C)		\$80.47	K	31%	\$55.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWOIADTLUPC-K	SEL VA-WOI-AD-TL-U-P-C)		\$83.90	K	31%	\$57.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE

					NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPGE	ADE PRICE						
			Model	EMC LIST	CATEGORY	NASPO VP	NVP LEVEL 1	PROSUPPORT	PROSUPPORT	PROSUPPORT		WTY UPG ENH	WTY UPG		THIRD PARTY PRODUCT
BAND	SKU	DESCRIPTION	Sub sku	PRICE USD	CODE	Discount	NET PRICE	PLUS MNT LP	W/MC PREM MNT LP	ENH MNT LP	BASIC MNT LP	TO PS W/MC	BASIC TO PS	RENEWAL	PARTNER
						%						PREM LP	ENH LP		
5	VAWOIADTSD2PC	SEL VA-WOI-AD-TS-D-2P-C)		\$90.24	K	31%	\$62.27	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VAWOIADTSD2PC-I VAWOIADTSD2PC-K	SEL VA-WOI-AD-TS-D-2P-C) SEL VA-WOI-AD-TS-D-2P-C)		\$94.30 \$98.45	K K	31% 31%	\$65.07 \$67.93	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARE
5	VAWOIADTSD3GC	SEL VA-WOI-AD-TS-D-3G-C)		\$118.80	K	31%	\$81.97	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VMWARE
5	VAWOIADTSD3GC-I	SEL VA-WOI-AD-TS-D-3G-C)		\$124.15	ĸ	31%	\$85.66	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VMWARE
5	VAWOIADTSD3GC-K	SEL VA-WOI-AD-TS-D-3G-C)		\$129.87	K	31%	\$89.61	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VAWOSATLSSD3PF	SEL: VA-WOS-A-TLSS-D-3P-F		\$96.80	K	31%	\$66.79	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	EMC SELECT CARAHSOFT
5	VAWOSATLSSDGC	SEL VA-WOS-A-TLSS-D-G-C)		\$30.90	K	31%	\$21.32	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VMWARE
5	VAWOSATLSSDGC-I	SEL VA-WOS-A-TLSS-D-G-C)		\$32.29 \$33.75	K	31%	\$22.28	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE
5 5	VAWOSATLSSDGC-K VAWOSATLSSDPC	SEL VA-WOS-A-TLSS-D-G-C) SEL VA-WOS-A-TLSS-D-P-C)		\$33.75	K K	31% 31%	\$23.29 \$22.77	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VMWARE VMWARE
5	VAWOSATLSSDPC-I	SEL VA-WOS-A-TLSS-D-P-C)		\$34.49	K	31%	\$23.80	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VAWOSATI SSDPC-K	SEL VA-WOS-A-TLSS-D-P-C)		\$36.05	ĸ	31%	\$24.87	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VAWOSATLSSDPF	SEL: VA-WOS-A-TLSS-D-P-F		\$36.30	K	31%	\$25.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT
5	VAWOSATLSSU3PF	SEL: VA-WOS-A-TLSS-U-3P-F		\$156.75	K	31%	\$108.16	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT
5	VAWOSATLSSUGC	SEL VA-WOS-A-TLSS-U-G-C)		\$49.45	K	31%	\$34.12	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VMWARE
5	VAWOSATLSSUGC-I	SEL VA-WOS-A-TLSS-U-G-C)		\$51.68 \$53.98	K	31%	\$35.66	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE
5 5	VAWOSATLSSUGC-K VAWOSATI SSUPC	SEL VA-WOS-A-TLSS-U-G-C) SEL VA-WOS-A-TLSS-U-P-C)		\$53.98 \$54.00	K K	31% 31%	\$37.25 \$37.26	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VMWARE VMWARF
5	VAWOSATLSSUPC-I	SEL VA-WOS-A-TLSS-U-P-C)		\$56.43	K	31%	\$38.94	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VMWARE
5	VAWOSATLSSUPC-K	SEL VA-WOS-A-TLSS-U-P-C)		\$58.96	ĸ	31%	\$40.68	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VAWOSATLSSUPF	SEL: VA-WOS-A-TLSS-U-P-F		\$59.40	K	31%	\$40.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT
5	VAWPDADTLSSDPF	SEL: VA-WPD-AD-TLSS-D-P-F		\$10.01	K	31%	\$6.91	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	EMC SELECT CARAHSOFT
5	VAWSAPLLADUGC	SEL VA-WSD-WS-PLAUG-C)		\$55.50	K	31%	\$38.30	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VAWSAPLLADUGC-I	SEL VA-WSA-PLLA-D-UG-C)		\$58.00	K	31%	\$40.02	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5 5	VAWSAPLLADUGC-K VAWSAPLLAUUGC	SEL VA-WSA-PLLA-D-UG-C) SEL VA-WOA-PLL-A-D-C)		\$49.76 \$122.50	K K	31% 31%	\$34.33 \$84.53	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARE
5	VAWSAPLLAUUGC-I	SEL VA-WOA-PLL-A-D-C) SEL VA-WSA-PLLA-U-UG-C)		\$122.50	K	31%	\$64.53 \$88.33	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VMWARE
5	VAWSAPLLAUUGC-K	SEL VA-WSA-PLLA-U-UG-C)		\$117.61	ĸ	31%	\$81.15	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VMWARE
5	VAWSDWAPLAUGC	SEL VA-WAOA-PLL-U-UG-C)		\$176.50	K	31%	\$121.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWSDWAPLAUGC-I	SEL VA-WSD-WA-PLAUG-C)		\$184.44	K	31%	\$127.26	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VMWARE
5	VAWSDWAPLAUGC-K	SEL VA-WSD-WA-PLAUG-C)		\$192.69	K	31%	\$132.96	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VMWARE
5	VAWSDWSPLAUGC	SEL VA-WAOS-PLL-D-UG-C)		\$55.50 \$58.00	K	31%	\$38.30	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE
5 5	VAWSDWSPLAUGC-I VAWSDWSPLAUGC-K	SEL VA-WSD-WS-PLAUG-C) SEL VA-WSD-WS-PLAUG-C)		\$58.00 \$60.64	K K	31% 31%	\$40.02 \$41.84	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VMWARE VMWARE
5	V-BMS-PL-DV2-F	SEL: V-BMS-PL-DV2-F		\$90.00	K	31%	\$62.10	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VBMSSBCI DDV21YF	SEL: V-BMS-SB-CLDDV2-1Y-F		\$75.00	ĸ	31%	\$51.75	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VBMSSBCLDDV22YF	SEL: V-BMS-SB-CLDDV2-2Y-F		\$150.00	K	31%	\$103.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VBMSSBCLDDV23YF	SEL: V-BMS-SB-CLDDV2-3Y-F		\$225.00	K	31%	\$155.25	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VBMSSBDCLDDV21YF	SEL: V-BMS-SBDCLDDV2-1Y-F		\$87.00	K	31%	\$60.03	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VMWARE
5	VBMSSBDCLDDV22YF	SEL: V-BMS-SBDCLDDV2-2Y-F		\$174.00 \$261.00	K	31%	\$120.06	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE
5 5	VBMSSBDCLDDV23YF VBMSSBOPDV21YF	SEL: V-BMS-SBDCLDDV2-3Y-F SFL: V-BMS-SB-OP-DV2-1Y-F		\$261.00	K K	31% 31%	\$180.09 \$43.47	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VMWARE VMWARF
5	VBMSSBOPDV211F VBMSSBOPDV22YF	SEL: V-BMS-SB-OP-DV2-11-F SEL: V-BMS-SB-OP-DV2-2Y-F		\$126.00	K	31%	\$45.47 \$86.94	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VMWARE
5	VBMSSBOPDV23YF	SEL: V-BMS-SB-OP-DV2-3Y-F		\$189.00	ĸ	31%	\$130.41	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VC-EPIC-F	SEL: VC-EPIC-F		\$67,925.00	K	31%	\$46,868.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VCS6-FND-F	SEL: VCS6-FND-F		\$1,688.50	K	31%	\$1,165.07	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VMWARE
5	VCS6FNDSTDUGF	SEL: VCS6-FND-STD-UG-F		\$5,614.40	K	31%	\$3,873.94	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VMWARE
5	VCS6-STD-F	SEL: VCS6-STD-F		\$6,792.50	K	31% 31%	\$4,686.83	\$0.00 \$0.00	\$0.00	\$0.00			\$0.00 \$0.00	\$0.00	VMWARE VMWARE
5 5	VCS7FNDC-I	SEL VCS7-FND-C) SEL VCS7-FND-C		\$1,535.00 \$1,795.95	K K	31%	\$1,059.15 \$1,239.21	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00			\$0.00	\$0.00 \$0.00	VMWARE
5	VCS7FNDC-K	SEL VCS7-FND-C)		\$1.804.32	ĸ	31%	\$1,244.98	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VMWARE
5	VCS7FNDSTDUGC	SEL VCS7-FND-STD-UG-C)		\$5,104.00	K	31%	\$3,521.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VCS7FNDSTDUGC-I	SEL VCS7-FND-STD-UG-C		\$5,971.68	K	31%	\$4,120.46	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VMWARE
5	VCS7FNDSTDUGC-K	SEL VCS7-FND-STD-UG-C)		\$6,010.57	K	31%	\$4,147.29	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VMWARE
5	VCS7STDC	SEL VCS7-STD-C)		\$6,175.00	K	31%	\$4,260.75	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VMWARE
5 5	VCS7STDC-I VCS7STDC-K	SEL VCS7-STD-C SEL VCS7-STD-C)		\$7,224.75 \$7,274.75	K K	31% 31%	\$4,985.08 \$5,019.58	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARF
5	VCS/STDC-K VCSRM14EPLUGF	SEL: VC-SRM1-4EPL-UG-F		\$4,180.00	K	31%	\$2,884.20	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VMWARE
5	VCSRM825EC	SEL VC-SRM8-25E-C)		\$12,750.00	K	31%	\$8,797.50	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VCSRM825EC-I	SEL VC-SRM8-25E-C)		\$14,917.50	ĸ	31%	\$10,293.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VCSRM825EC-K	SEL VC-SRM8-25E-C)		\$15,055.16	K	31%	\$10,388.06	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VC-SRM8-25E-F	SEL: VC-SRM8-25E-F		\$14,025.00	K	31%	\$9,677.25	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5 5	VCSRM825EUGC VCSRM825EUGC-I	SEL VC-SRM8-25SE-UG-C) SEL VC-SRM8-25SE-UG-C)		\$8,498.00 \$9,942.66	K K	31% 31%	\$5,863.62 \$6,860.44	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARE
5	VCSRM825EUGC-I VCSRM825EUGC-K	SEL VC-SRM8-25SE-UG-C) SEL VC-SRM8-25SE-UG-C)		\$9,942.66	K K	31% 31%	\$6,860.44 \$6,898.94	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE VMWARE
5	VCSRM825SC	SEL VC-SRM8-25SE-UG-C) SEL VC-SRM8-25S-C)		\$5.025.00	K	31%	\$3,467,25	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VMWARE
5	VCSRM825SC-I	SEL VC-SRM8-25S-C)		\$5.879.25	ĸ	31%	\$4,056.68	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VCSRM825SC-K	SEL VC-SRM8-25S-C)		\$5,918.63	K	31%	\$4,083.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VCSRM825SEUGF	SEL: VC-SRM8-25SE-UG-F		\$9,347.80	K	31%	\$6,449.98	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VMWARE
5	VC-SRM8-25S-F	SEL: VC-SRM8-25S-F		\$5,527.50	K	31%	\$3,813.98	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VMWARE
5	VIPRARCH250TB	SELECT 250TB ViPR ArchLic SrvPro		\$104,763.00	K	31%	\$72,286.47	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		EMC SELECT NTP SOFTWARE
5	VLM10GS-HA-EMC3Y	SEL KEMP VLM-10G EMC HA 3Y Subscription		\$49,230.77	K	31%	\$33,969.23	\$0.00	\$0.00	\$0.00			\$0.00 \$0.00	\$0.00	EMC SELECT KEMP EMC SELECT KEMP
5	VLM10GS-HA-EMC5Y VLM3000-HA-EMC3Y	SEL KEMP VLM-10G EMC HA 5Y Subscription SEL KEMP VLM-3000 EMC HA 3Y Bundle		\$82,046.15 \$48,369.23	K K	31% 31%	\$56,611.84 \$33,374.77	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			\$0.00	\$0.00 \$0.00	EMC SELECT KEMP
5	VLM3000-HA-EMC5Y	SEL KEMP VI M-3000 EMC HA 5Y Bundle		\$46,369.23 \$68.369.23	K	31%	\$33,374.77 \$47.174.77	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	EMC SELECT KEMP
5	VMTE-100GB-AN-D	SEL Splunk VM Term SSup 21-100GB/dayAN		\$11,538.46	K	31%	\$7,961.54	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	EMC SELECT SPLUNK
5	VMTE-100GB-AP-D	SEL Splunk VM Term SSup 21-100GB/dayAP		\$13,846.15	K	31%	\$9,553.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT SPLUNK
5	VMTE-100GB-EM-D	SEL Splunk VM Term SSup 21-100GB/dayEM		\$10,615.38	K	31%	\$7,324.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT SPLUNK
5	VMTE-100GB-US-D	SEL Splunk VM Term SSup 21-100GB/dayUS		\$9,230.77	K	31%	\$6,369.23	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	EMC SELECT SPLUNK
5	VMTE-101GB-AN-D	SEL Splunk VM Term SSup 101+GB/dayAN		\$26,899.04 \$32,278.85	K	31%	\$18,560.34	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	EMC SELECT SPLUNK
5 5	VMTE-101GB-AP-D VMTE-101GB-EM-D	SEL Splunk VM Term SSup 101+GB/dayAP SEL Splunk VM Term SSup 101+GB/dayEM		\$32,278.85 \$24,747.12	K K	31% 31%	\$22,272.41 \$17.075.51	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00			\$0.00	\$0.00 \$0.00	EMC SELECT SPLUNK EMC SELECT SPLUNK
5	VMTE-101GB-EM-D VMTE-101GB-US-D	SEL Splunk VM Term SSup 101+GB/dayEM SEL Splunk VM Term SSup 101+GB/dayUS		\$24,747.12	K	31%	\$17,075.51 \$14.848.27	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	EMC SELECT SPLUNK
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	SKU		Model			NASPO						WTY UPG ENH			
		DESCRIPTION	Sub sku	PRICE USD	CATEGORY	VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
	VMTE-20GB-AN-D	SEL Splunk VM Term SSup 6-20GB/dayAN		\$5,769.23	K	31%	\$3,980.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT SPLUNK
	VMTE-20GB-AP-D VMTE-20GB-FM-D	SEL Splunk VM Term SSup 6-20GB/dayAP SEL Splunk VM Term SSup 6-20GB/dayEM		\$6,923.08 \$5,307.69	K	31% 31%	\$4,776.93 \$3.662.31	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	EMC SELECT SPLUNK EMC SELECT SPLUNK
	VMTE-20GB-EM-D VMTE-20GB-US-D	SEL Splunk VM Term SSup 6-20GB/dayEM SEL Splunk VM Term SSup 6-20GB/dayUS		\$5,307.69	K K	31%	\$3,662.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT SPLUNK
	VMTE-5GB-AN-D	SEL Splunk VM Term SSup 0-20GB/dayOS SEL Splunk VM Term SSup 1-5GB/dayAN		\$2,884.62	K	31%	\$3,164.61		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT SPLUNK
	VMTE-5GB-AP-D	SEL Splunk VM Term SSup 1-5GB/dayAP		\$3,461.54	K	31%	\$2 388 46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FMC SELECT SPLUNK
	VMTE-5GB-EM-D	SEL Splunk VM Term SSup 1-5GB/dayEM		\$2,653.85	ĸ	31%	\$1,831.16		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT SPLUNK
	VMTF-5GB-LIS-D	SEL Splunk VM Term SSup 1-5GB/dayUS		\$2,307.69	K	31%	\$1,592.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FMC SELECT SPLUNK
	VMTG-100GB-AN-D	SEL Splunk VM Term PSup 21-100GB/dayAN		\$13.846.15	ĸ	31%	\$9.553.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT SPLUNK
	VMTG-100GB-AP-D	SEL Splunk VM Term PSup 21-100GB/dayAP		\$16,615.38	ĸ	31%	\$11,464,61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT SPLUNK
5	VMTG-100GB-EM-D	SEL Splunk VM Term PSup 21-100GB/dayEM		\$12,738.46	K	31%	\$8,789.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT SPLUNK
5	VMTG-100GB-US-D	SEL Splunk VM Term PSup 21-100GB/dayUS		\$11,076.92	K	31%	\$7,643.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT SPLUNK
	VMTG-101GB-AN-D	SEL Splunk VM Term PSup 101+GB/dayAN		\$32,278.85	K	31%	\$22,272.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT SPLUNK
5	VMTG-101GB-AP-D	SEL Splunk VM Term PSup 101+GB/dayAP		\$38,734.62	K	31%	\$26,726.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT SPLUNK
	VMTG-101GB-EM-D	SEL Splunk VM Term PSup 101+GB/dayEM		\$29,696.54	K	31%	\$20,490.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT SPLUNK
	VMTG-101GB-US-D	SEL Splunk VM Term PSup 101+GB/dayUS		\$25,823.08	K	31%	\$17,817.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT SPLUNK
	VMTG-20GB-AN-D	SEL Splunk VM Term PSup 6-20GB/dayAN		\$6,923.08	K	31%	\$4,776.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT SPLUNK
	VMTG-20GB-AP-D	SEL Splunk VM Term PSup 6-20GB/dayAP		\$8,307.69	K	31%	\$5,732.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT SPLUNK
	VMTG-20GB-EM-D	SEL Splunk VM Term PSup 6-20GB/dayEM		\$6,369.23	K	31%	\$4,394.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT SPLUNK
	VMTG-20GB-US-D	SEL Splunk VM Term PSup 6-20GB/dayUS		\$5,538.46 \$3,461.54	K	31%	\$3,821.54	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	EMC SELECT SPLUNK
	VMTG-5GB-AN-D	SEL Splunk VM Term PSup 1-5GB/dayAN		\$3,461.54 \$4.153.85	K	31%	\$2,388.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT SPLUNK
5	VMTG-5GB-AP-D VMTG-5GB-EM-D	SEL Splunk VM Term PSup 1-5GB/dayAP SEL Splunk VM Term PSup 1-5GB/dayEM		\$3,184.62	K K	31% 31%	\$2,866.16 \$2,197.39		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT SPLUNK EMC SELECT SPLUNK
5	VMTG-5GB-EM-D VMTG-5GB-US-D	SEL Splunk VM Term PSup 1-5GB/dayEM SEL Splunk VM Term PSup 1-5GB/dayUS		\$2,769.23	K	31%	\$2,197.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT SPLUNK
	VNIUGEN100UC	SEL VR-NI-UG-AENX100-UG-C)		\$2,090.00	K	31%	\$1,442.10		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VNIUGEN100UC-I	SEL VR-NI-UG-AENX100-UG-C)		\$2,445.30	K	31%	\$1,687.26		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VNIUGEN100UC-K	SEL VR-NI-UG-AENX100-UG-C)		\$2,443.30	K	31%	\$1,687.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
	VNIUGENX10UC	SEL VR-NI-UG-AENX10-UG-C)		\$209.00	ĸ	31%	\$144.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VNIUGENX10UC-I	SEL VR-NI-UG-AENX10-UG-C)		\$244.53	ĸ	31%	\$168.73		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VNIUGENX10UC-K	SEL VR-NI-UG-AENX10-UG-C)		\$246.32	K	31%	\$169.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V-PS-AWC-OP-SP-F	SEL: V-PS-AWC-OP-SP-F		\$1,000.00	K	31%	\$690.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V-PS-AWV-SP-F	SEL: V-PS-AWV-SP-F		\$500.00	K	31%	\$345.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V-PS-CERT-TCP-F	SEL: V-PS-CERT-TCP-F		\$1,100.00	K	31%	\$759.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT
5	V-PS-CERT-TOPE-F	SEL: V-PS-CERT-TOPE-F		\$1,100.00	K	31%	\$759.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT
5	V-PS-CERT-TP-F	SEL: V-PS-CERT-TP-F		\$1,100.00	K	31%	\$759.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT
5	V-PS-MCC-BMS-SPF	SEL: V-PS-MCC-BMS-SP-F		\$1,000.00	K	31%	\$690.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V-PS-MCC-MBS-SPF	SEL: V-PS-MCC-MBS-SP-F		\$1,650.00	K	31%	\$1,138.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V-PS-MCMCLDHZSPF	SEL: V-PS-MCM-CLD-HZ-SP-F		\$4,400.00	K	31%	\$3,036.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
	V-PS-MCM-CLDSPF	SEL: V-PS-MCM-CLD-SP-F		\$2,750.00 \$5.500.00	K	31%	\$1,897.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	EMC SELECT CARAHSOFT
5	V-PS-MCM-OPHZSPF V-PS-MCM-OP-SP-F	SEL: V-PS-MCM-OP-HZ-SP-F		\$5,500.00	K K	31%	\$3,795.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V-PS-MCM-OP-SP-F V-PS-SC-CLD-SP-F	SEL: V-PS-MCM-OP-SP-F SEL: V-PS-SC-CLD-SP-F		\$3,850.00	K K	31% 31%	\$2,656.50 \$3,450.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT VMWARF
	V-PS-SC-CED-SP-F	SEL: V-PS-SC-CLD-SP-F SEL: V-PS-SC-OP-SP-F		\$7,500.00	K	31%	\$5,450.00 \$5,175.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V-PS-SVR-MIGSPF	SEL: V-PS-SVR-MIG-SP-F		\$550.00	K	31%	\$3,175.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V-PS-TRN-BTCMP-F	SEL: V-PS-TRN-BTCMP-F		\$2,750.00	ĸ	31%	\$1.897.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT
5	V-PS-TRN-EXP-F	SEL: V-PS-TRN-EXP-F		\$1,100.00	ĸ	31%	\$759.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT
5	V-PS-TRN-PROAWF	SEL: V-PS-TRN-PRO-AW-F		\$1,100.00	ĸ	31%	\$759.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT
5	V-PS-TRNPUTCPAWF	SEL: V-PS-TRN-PU-TCP-AW-F		\$1,100.00	ĸ	31%	\$759.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT
5	V-PS-TRN-PUTCPF	SEL: V-PS-TRN-PU-TCP-F		\$2,200.00	K	31%	\$1,518.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT
5	V-PS-TRNPUTOPAWF	SEL: V-PS-TRN-PU-TOP-AW-F		\$1,100.00	K	31%	\$759.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT
5	V-PS-TRN-PUTPAWF	SEL: V-PS-TRN-PU-TP-AW-F		\$1,100.00	K	31%	\$759.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT 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	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT
5	V-PS-VCB-CLD-S-F	SEL: V-PS-VCB-CLD-SP-F		\$6,000.00	K	31%	\$4,140.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
	V-PS-VCB-OP-SP-F	SEL: V-PS-VCB-OP-SP-F		\$9,500.00	K	31%	\$6,555.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
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	\$0.00	EMC SELECT CARAHSOFT
5	VR18AADOADV2UGF	SEL: VR18-AADO-ADV2-UG-F		\$7,024.60	K	31%	\$4,846.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT
	VR18AADOENT2UGF	SEL: VR18-AADO-ENT2-UG-F		\$4,404.40	K	31%	\$3,039.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT
	VR18AADOENTUGF	SEL: VR18-AADO-ENT-UG-F		\$1,040.60 \$1,870.00	K	31% 31%	\$718.01	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	EMC SELECT CARAHSOFT
	VR18ADVENTUGF	SEL: VR18-ADV-ENT-UG-F SFI: VR18-ADV-F		\$1,870.00 \$7.089.50	K	31% 31%	\$1,290.30	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	EMC SELECT CARAHSOFT
	VR18-ADV-F			\$7,089.50 \$4,065.60	K		\$4,891.76		\$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	VR18BCLCADVUGF VR18BCLCENTUGF	SEL: VR18-BCLC-ADV-UG-F SEL: VR18-BCLC-ENT-UG-F		\$5,880.60	K K	31% 31%	\$2,805.26 \$4,057.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT EMC SELECT CARAHSOFT
5	VR18BCLCENTUGF VR18BCLOADVUGF	SEL: VR18-BCLC-EN1-UG-F SEL: VR18-BCLO-ADV-UG-F		\$1,573.00	K K	31%	\$4,057.61 \$1,085.37	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FMC SELECT CARAHSOFT
	VR18BCLOENTUGF	SEL: VR18-BCLO-ADV-UG-F SEL: VR18-BCLO-ENT-UG-F		\$3.388.00	K	31%	\$1,065.37	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT
5	VR18-ENT-F	SEL: VR10-BCLO-EN1-UG-F SEL: VR18-ENT-F		\$8,739.50	K	31%	\$6,030.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT
5	VR18-EN1-F VR18I I4CADVUGF	SEL: VR16-EN1-F SFI: VR18-I I4C-ADV-UG-F		\$5,929.00	ĸ	31%	\$6,030.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	FMC SELECT CARAMSOFT
	VR18LI4CENTUGF	SEL: VR18-LI4C-ENT-UG-F		\$7,744.00	K	31%	\$5.343.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT
5	VR18LI4CSTDUGF	SEL: VR18-LI4C-STD-UG-F		\$2,783.00	ĸ	31%	\$1,920.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT
5	VR18LI4OADVUGF	SEL: VR18-LI40-ADV-UG-F		\$1,567.50	ĸ	31%	\$1,081.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT
	VR18LI40ENTUGF	SEL: VR18-LI4O-ENT-UG-F		\$3,382.50	ĸ	31%	\$2,333.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT
5	VR18LI4OSTD2UGF	SEL: VR18-LI4O-STD2-UG-F		\$3,073.40	ĸ	31%	\$2,120.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT
5	VR18OADCADVUGF	SEL: VR18-OADC-ADV-UG-F		\$4,368.10	ĸ	31%	\$3,013.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT
5	VR18OADCENTUGF	SEL: VR18-OADC-ENT-UG-F		\$6,183.10	K	31%	\$4,266.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT
5	VR18OADCSTDUGF	SEL: VR18-OADC-STD-UG-F		\$1,222.10	K	31%	\$843.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT
5	VR18OADOADV2UGF	SEL: VR18-OADO-ADV2-UG-F		\$7,024.60	K	31%	\$4,846.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT
	VR18OADOENTUGF	SEL: VR18-OADO-ENT-UG-F		\$1,040.60	K	31%	\$718.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT
	VR18OADOSTD2UGF	SEL: VR18-OADO-STD2-UG-F		\$732.60	K	31%	\$505.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT
	VR180CSPUPRO	SEL VR18-OC-S-P-U-PRO)		\$986.00	K	31%	\$680.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
	VR180CSPUPRO-I	SEL VR18-OC-S-P-U-PRO)		\$1,153.62	K	31%	\$796.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
	VR180CSPUPRO-K	SEL VR18-OC-S-P-U-PRO)		\$1,107.11	K	31%	\$763.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
	VR180ENOAAM3UGF	SEL: VR18-OENO-AAM3-UG-F		\$7,304.00	K	31%	\$5,039.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT
5	VR180EN0ENT3UGF	SEL: VR18-OENO-ENT3-UG-F		\$7,242.40	K	31%	\$4,997.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT
5	VR180ENOSAM4UGF	SEL: VR18-OENO-SAM4-UG-F		\$4,370.30	K	31%	\$3,015.51	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT
5	VR180ICADVUGF	SEL: VR18-OIC-ADV-UG-F		\$5,311.90	K	31%	\$3,665.21	\$0.00	\$0.00	\$ 0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT

					NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPGR	ADE PRICE						
BAND	SKU	DESCRIPTION	Model Sub sku	EMC LIST PRICE USD	CATEGORY	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
- 5	VR180ICENTUGF	SEL: VR18-OIC-ENT-UG-F		\$7,126.90	K	31%	\$4,917.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT
5	VR180ICSTDUGF	SEL: VR18-OIC-STD-UG-F		\$2,165.90	K	31%	\$1,494.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT
5	VR18OSCSPUPRO	SEL VR18-OSC-S-P-U-PRO)		\$1,188.00	K	31%	\$819.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR18OSCSPUPRO-I	SEL VR18-OSC-S-P-U-PRO)		\$1,389.96	K	31%	\$959.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR18OSCSPUPRO-K	SEL VR18-OSC-S-P-U-PRO)		\$1,336.96	K	31%	\$922.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR18OSTCADVUGF	SEL: VR18-OSTC-ADV-UG-F		\$6,243.60 \$8.058.60	K	31%	\$4,308.08	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	EMC SELECT CARAHSOFT
5	VR18OSTCENTUGF	SEL: VR18-OSTC-ENT-UG-F		\$8,058.60	K	31%	\$5,560.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT
5 5	VR18OSTCSTDUGF VR18OSTVADVUGF	SEL: VR18-OSTC-STD-UG-F SEL: VR18-OSTV-ADV-UG-F		\$3,097.60	K K	31% 31%	\$2,137.34 \$2.696.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT EMC SELECT CARAHSOFT
5	VR18OSTVADVUGF VR18OSTVCADVUGF	SEL: VR18-OSTV-ADV-UG-F SEL: VR18-OSTVC-ADV-UG-F		\$6.848.60	K	31%	\$4,725.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT
5	VR18OSTVCADVOGF	SEL: VR18-OSTVC-ADV-0G-F		\$8,675.70	K	31%	\$5,986.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT
5	VR18OSTVCSTDUGF	SEL: VR18-OSTVC-EN1-UG-F		\$3,733,40	K	31%	\$2,576.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT
5	VR18OSTVENTUGE	SEL: VR18-OSTV-ENT-UG-F		\$5,723.30	ĸ	31%	\$3,949.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT
5	VR18OSTVSTDUGF	SEL: VR18-OSTV-STD-UG-F		\$762.30	ĸ	31%	\$525.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT
5	VR18STDADVUGF	SEL: VR18-STD-ADV-UG-F		\$3.146.00	ĸ	31%	\$2,170.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT
5	VR18STDENTUGF	SEL: VR18-STD-ENT-UG-F		\$4,961.00	K	31%	\$3,423.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT
5	VR18-STD-F	SEL: VR18-STD-F		\$4,229.50	K	31%	\$2,918.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT
5	VR19AAM3C	SEL VR19-AAM3-C)		\$20,050.00	K	31%	\$13,834.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR19AAM3C-I	SEL VR19-AAM3-C)		\$23,458.50	K	31%	\$16,186.37	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR19AAM3C-K	SEL VR19-AAM3-C)		\$23,636.22	K	31%	\$16,308.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR19ADOADV2UC	SEL VR19-ADO-ADV2-U-C)		\$7,089.50	K	31%	\$4,891.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR19ADOADV2UC-I	SEL VR19-ADO-ADV2-U-C)		\$8,294.72	K	31%	\$5,723.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR19ADOADV2UC-K	SEL VR19-ADO-ADV2-U-C)		\$8,312.90	K	31%	\$5,735.90	\$0.00	\$0.00				\$0.00	\$0.00	VMWARE
5	VR19ADOENT2UC	SEL VR19-ADO-ENT2-U-C)		\$4,884.00	K	31%	\$3,369.96	\$0.00	\$0.00			\$0.00	\$0.00	\$0.00	VMWARE
5	VR19ADOENT2UC-I	SEL VR19-ADO-ENT2-U-C)		\$5,714.28	K	31%	\$3,942.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR19ADOENT2UC-K	SEL VR19-ADO-ENT2-U-C)		\$5,750.08	K	31%	\$3,967.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR19ADV2C	SEL VR19-ADV2-C)		\$13,530.00	K	31%	\$9,335.70	\$0.00	\$0.00			\$0.00	\$0.00	\$0.00	VMWARE
5	VR19ADV2C-I	SEL VR19-ADV2-C)		\$15,830.10	K	31%	\$10,922.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR19ADV2C-K	SEL VR19-ADV2-C)		\$15,974.56	K	31%	\$11,022.45	\$0.00	\$0.00				\$0.00	\$0.00	VMWARE
5	VR19ADVC	SEL VR19-ADV-C)		\$6,765.00	K	31%	\$4,667.85	\$0.00	\$0.00			\$0.00	\$0.00	\$0.00	VMWARE
5	VR19ADVC-I	SEL VR19-ADV-C)		\$7,915.05	K	31%	\$5,461.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR19ADVC-K	SEL VR19-ADV-C)		\$8,006.44	K	31%	\$5,524.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR19ADVENTUGC	SEL VR19-ADV-ENT-UG-C)		\$1,738.00 \$2,033.46	K	31%	\$1,199.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE
5	VR19ADVENTUGC-I	SEL VR19-ADV-ENT-UG-C)			K	31%	\$1,403.09			\$0.00					VMWARE
5	VR19ADVENTUGC-K	SEL VR19-ADV-ENT-UG-C)		\$2,049.49	K	31%	\$1,414.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR19AOENTUGC	SEL VR19-AO-ENT-UG-C)		\$1,386.00 \$1.621.62	K	31%	\$956.34	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE
5	VR19AOENTUGC-I	SEL VR19-AO-ENT-UG-C)		\$1,621.62	K	31%	\$1,118.92	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR19AOENTUGC-K	SEL VR19-AO-ENT-UG-C)			K	31%	\$1,128.67	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VR19ENT2C	SEL VR19-ENT2-C)		\$16,690.00 \$19,527.30	K K	31% 31%	\$11,516.10 \$13,473.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE VMWARE
5	VR19ENT2C-I VR19ENT2C-K	SEL VR19-ENT2-C) SEL VR19-ENT2-C)		\$19,527.30	K K	31%	\$13,473.84 \$13,559.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR19ENT3C	SEL VR19-ENT3-C)		\$25,035.00	K	31%	\$13,559.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR19ENT3C-I	SEL VR19-ENT3-C)		\$29,290.95	K	31%	\$20,210.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR19ENT3C-K	SEL VR19-ENT3-C)		\$29,459.09	ĸ	31%	\$20,326.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR19ENTC	SEL VR19-ENT-C)		\$8.345.00	ĸ	31%	\$5,758.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR19ENTC-I	SEL VR19-ENT-C)		\$9,763.65	ĸ	31%	\$6,736.92	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VMWARE
5	VR19ENTC-K	SEL VR19-ENT-C)		\$9,845.23	K	31%	\$6,793.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR19LI8ADVUGC	SEL VR19-LI8-ADV-UG-C)		\$5,742.00	K	31%	\$3,961.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR19LI8ADVUGC-I	SEL VR19-LI8-ADV-UG-C)		\$6,718.14	K	31%	\$4,635.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR19LI8CENUGC	SEL VR19-LI8C-EN-UG-C)		\$7,480.00	K	31%	\$5,161.20	\$0.00	\$0.00				\$0.00	\$0.00	VMWARE
5	VR19LI8CENUGC-I	SEL VR19-LI8C-EN-UG-C)		\$8,751.60	K	31%	\$6,038.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR19LI8CENUGC-K	SEL VR19-LI8C-EN-UG-C)		\$8,772.60	K	31%	\$6,053.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR19LI8CSTUGC	SEL VR19-LI8C-ST-UG-C)		\$2,695.00	K	31%	\$1,859.55	\$0.00	\$0.00				\$0.00	\$0.00	VMWARE
5	VR19LI8CSTUGC-I	SEL VR19-LI8C-ST-UG-C)		\$3,153.15	K	31%	\$2,175.67	\$0.00	\$0.00			\$0.00	\$0.00	\$0.00	VMWARE
5	VR19LI8CSTUGC-K	SEL VR19-LI8C-ST-UG-C)		\$3,175.76	K	31%	\$2,191.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR19LI8ENTUGC	SEL VR19-LI8-ENT-UG-C)		\$3,514.50	K	31%	\$2,425.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR19LI8ENTUGC-I	SEL VR19-LI8-ENT-UG-C)		\$4,111.97	K	31%	\$2,837.26	\$0.00	\$0.00			\$0.00	\$0.00	\$0.00	VMWARE
5	VR19LI8ENTUGC-K	SEL VR19-LI8-ENT-UG-C)		\$4,141.13	K	31%	\$2,857.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR19LI8OADVUC	SEL VR19-LI8O-ADV-U-C)		\$1,776.50	K	31%	\$1,225.79	\$0.00	\$0.00			\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	VMWARE
5 5	VR19LI8OADVUC-I	SEL VR19-LI8O-ADV-U-C)		\$2,078.51 \$3,124.00	K K	31% 31%	\$1,434.17 \$2,155.56	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARF
5	VR19LI8STD2UC VR19LI8STD2UC-I	SEL VR19-LI8-STD2-U-C) SEL VR19-LI8-STD2-U-C)		\$3,124.00	ĸ	31% 31%	\$2,155.56 \$2,522.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE VMWARE
5	VR19LI8STD2UC-I VR19LI8STD2UC-K	SEL VR19-LI8-STD2-U-C) SEL VR19-LI8-STD2-U-C)		\$3,681.43	K K	31%	\$2,522.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR19LI6STD2UC-K VR19OACADVUGC	SEL VR19-LI6-STD2-U-C) SEL VR19-OAC-ADV-UG-C)		\$4,323.00	K	31%	\$2,540.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR19OACADVUGC-I	SEL VR19-OAC-ADV-UG-C)		\$5,057.91	K	31%	\$3,489.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR19OACENTUGC	SEL VR19-OAC-ADV-UG-C)		\$6.061.00	K	31%	\$4,182.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR19OACENTUGC-I	SEL VR19-OAC-ENT-UG-C)		\$7.091.37	K	31%	\$4,893.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR19OACENTUGC-K	SEL VR19-OAC-ENT-UG-C)		\$7,136.84	ĸ	31%	\$4,924.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR19OADADV2UC	SEL VR19-OAD-ADV2-U-C)		\$7,089.50	K	31%	\$4,891.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR19OADADV2UC-I	SEL VR19-OAD-ADV2-U-C)		\$8,294,72	ĸ	31%	\$5.723.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR19OADADV2UC-K	SEL VR19-OAD-ADV2-U-C)		\$8,312.90	ĸ	31%	\$5,735.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR19OADSTDUGC	SEL VR19-OAD-STD-UG-C)		\$1,276.00	ĸ	31%	\$880.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR19OADSTDUGC-I	SEL VR19-OAD-STD-UG-C)		\$1,492.92	ĸ	31%	\$1,030.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR19OADSTDUGC-K	SEL VR19-OAD-STD-UG-C)		\$1,505.52	ĸ	31%	\$1,038.81	\$0.00	\$0.00			\$0.00	\$0.00	\$0.00	VMWARE
5	VR19OASTD2UGC	SEL VR19-OA-STD2-UG-C)		\$995.50	K	31%	\$686.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR19OASTD2UGC-I	SEL VR19-OA-STD2-UG-C)		\$1,164.74	K	31%	\$803.67	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR19OASTD2UGC-K	SEL VR19-OA-STD2-UG-C)		\$1,176.07	K	31%	\$811.49	\$0.00	\$0.00				\$0.00	\$0.00	VMWARE
5	VR190DENTUGC	SEL VR19-OD-ENT-UG-C)		\$1,386.00	K	31%	\$956.34	\$0.00	\$0.00			\$0.00	\$0.00	\$0.00	VMWARE
5	VR190DENTUGC-I	SEL VR19-OD-ENT-UG-C)		\$1,621.62	K	31%	\$1,118.92	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR190DENTUGC-K	SEL VR19-OD-ENT-UG-C)		\$1,635.76	K	31%	\$1,128.67	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VR190ECENTPUC	SEL VR19-OEC-ENTP-U-C)		\$4,361.50	K	31%	\$3,009.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR190ECENTPUC-I	SEL VR19-OEC-ENTP-U-C)		\$5,102.96	K	31%	\$3,521.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR190ECENTPUC-K	SEL VR19-OEC-ENTP-U-C)		\$5,137.14	K	31%	\$3,544.63	\$0.00	\$0.00				\$0.00	\$0.00	VMWARE
5	VR1900AAM3UGC	SEL VR19-OO-AAM3-UG-C)		\$7,788.00	K	31%	\$5,373.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE

					NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPG	RADE PRICE						
BAND	sku	DESCRIPTION	Model Sub sku	EMC LIST PRICE USD	CATEGORY CODE	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	VR1900AAM3UGC-I	SEL VR19-OO-AAM3-UG-C)		\$9,111.96	K	31%	\$6,287.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VR1900AAM3UGC-K VR1900ENT3UGC	SEL VR19-OO-AAM3-UG-C) SEL VR19-OO-ENT3-UG-C)		\$9,155.69 \$7,903.50	K K	31% 31%	\$6,317.43 \$5,453.42	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARF
5	VR1900ENT3UGC-I	SEL VR19-00-ENT3-0G-C)		\$9,247.10	K	31%	\$5,453.42 \$6,380.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR1900ENT3UGC-K	SEL VR19-00-ENT3-UG-C)		\$9,308.92	ĸ	31%	\$6,423.15		\$0.00					\$0.00	VMWARE
5	VR1900SAM4UGC	SEL VR19-OO-SAM4-UG-C)		\$4,741.00	K	31%	\$3,271.29	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VMWARE
5	VR1900SAM4UGC-I	SEL VR19-OO-SAM4-UG-C)		\$5,546.97	K	31%	\$3,827.41	\$0.00	\$0.00	\$0.00				\$0.00	VMWARE
5	VR1900SAM4UGC-K	SEL VR19-OO-SAM4-UG-C)		\$5,581.52	K	31%	\$3,851.25	\$0.00	\$0.00					\$0.00	VMWARE
5	VR19OSCADVUGC	SEL VR19-OSC-ADV-UG-C)		\$6,028.00	K	31%	\$4,159.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VR19OSCADVUGC-I VR19OSCADVUGC-K	SEL VR19-OSC-ADV-UG-C) SEL VR19-OSC-ADV-UG-C)		\$7,052.76 \$7,098.53	K K	31% 31%	\$4,866.40 \$4,897.99	\$0.00 \$0.00	\$0.00 \$0.00					\$0.00 \$0.00	VMWARE VMWARE
5	VR19OSCENUGC-K	SEL VR19-OSC-ADV-OG-C) SEL VR19-OSC-EN-UG-C)		\$7,098.53	K	31%	\$4,097.99 \$5.358.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR19OSCENUGC-I	SEL VR19-OSC-EN-UG-C)		\$9,086.22	ĸ	31%	\$6,269.49	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VMWARE
5	VR19OSCENUGC-K	SEL VR19-OSC-EN-UG-C)		\$9,155.69	K	31%	\$6,317.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR19OSTSTDUGC	SEL VR19-OST-STD-UG-C)		\$2,981.00	K	31%	\$2,056.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR19OSTSTDUGC-I	SEL VR19-OST-STD-UG-C)		\$3,487.77	K	31%	\$2,406.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR19OSTSTDUGC-K	SEL VR19-OST-STD-UG-C)		\$3,512.87 \$858.00	K	31%	\$2,423.88	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	VMWARE
5 5	VR19OSTVSDUGC VR19OSTVSDUGC-I	SEL VR19-OSTV-SD-UG-C) SEL VR19-OSTV-SD-UG-C)		\$1,003.86	K	31% 31%	\$592.02 \$692.66	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00	VMWARE VMWARE
5	VR19OSTVSDUGC-I VR19OSTVSDUGC-K	SEL VR19-OSTV-SD-UG-C)		\$1,003.50	K	31%	\$695.18		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR19OSVADVUGC	SEL VR19-OSV-ADV-UG-C)		\$3,905.00	ĸ	31%	\$2,694,45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR19OSVADVUGC-I	SEL VR19-OSV-ADV-UG-C)		\$4,568.85	K	31%	\$3,152.51	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR19OSVADVUGC-K	SEL VR19-OSV-ADV-UG-C)		\$4,600.83	K	31%	\$3,174.57	\$0.00	\$0.00	\$0.00		\$0.00		\$0.00	VMWARE
5	VR19OSVAVUGC	SEL VR19-OSV-AV-UG-C)		\$6,578.00	K	31%	\$4,538.82	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VMWARE
5	VR19OSVAVUGC-I	SEL VR19-OSV-AV-UG-C)		\$7,696.26	K	31%	\$5,310.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VR19OSVAVUGC-K VR19OSVCETUGC	SEL VR19-OSV-AV-UG-C) SEL VR19-OSVC-FT-LIG-C)		\$7,776.59 \$8,327.00	K K	31% 31%	\$5,365.85 \$5,745.63	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARF
5	VR190SVCETUGC-I	SEL VR19-OSVC-ET-UG-C) SEL VR19-OSVC-ET-UG-C)		\$8,327.00	K K	31%	\$5,745.63 \$6,722.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR19OSVCETUGC-K	SEL VR19-OSVC-ET-UG-C)		\$9,845.23	K	31%	\$6,793.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR19OSVENUGC	SEL VR19-OSV-EN-UG-C)		\$5,643.00	K	31%	\$3,893.67	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR19OSVENUGC-I	SEL VR19-OSV-EN-UG-C)		\$6,602.31	K	31%	\$4,555.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR19OSVENUGC-K	SEL VR19-OSV-EN-UG-C)		\$6,646.49	K	31%	\$4,586.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR19OTCSTDUGC	SEL VR19-OTC-STD-UG-C)		\$3,558.50 \$4,163.45	K	31%	\$2,455.37	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE
5 5	VR19OTCSTDUGC-I VR19OTCSTDUGC-K	SEL VR19-OTC-STD-UG-C) SEL VR19-OTC-STD-UG-C)		\$4,163.45	K K	31% 31%	\$2,872.78 \$2.894.38	\$0.00	\$0.00					\$0.00	VMWARE VMWARE
5	VR19SAM4C	SEL VR19-010-31D-00-0)		\$15,850.00	K	31%	\$2,094.30 \$10.936.50	\$0.00	\$0.00	\$0.00				\$0.00	VMWARE
5	VR19SAM4C-I	SEL VR19-SAM4-C)		\$18,544.50	ĸ	31%	\$12,795,71	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR19SAM4C-K	SEL VR19-SAM4-C)		\$18,656.14	K	31%	\$12,872.74	\$0.00	\$0.00					\$0.00	VMWARE
5	VR19STD2C	SEL VR19-STD2-C)		\$7,990.00	K	31%	\$5,513.10	\$0.00	\$0.00					\$0.00	VMWARE
5	VR19STD2C-I	SEL VR19-STD2-C)		\$9,348.30	K	31%	\$6,450.33	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VMWARE
5	VR19STD2C-K	SEL VR19-STD2-C)		\$9,385.53 \$3,047.00	K	31% 31%	\$6,476.02	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE
5 5	VR19STDADVUGC VR19STDADVUGC-I	SEL VR19-STD-ADV-UG-C) SEL VR19-STD-ADV-UG-C)		\$3,047.00	K K	31%	\$2,102.43 \$2.459.84	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VMWARE VMWARE
5	VR19STDC	SEL VR19-STD-ADV-0G-C)		\$3,995.00	K	31%	\$2,756.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR19STDC-I	SEL VR19-STD-C)		\$4,674.15	ĸ	31%	\$3,225.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR19STDC-K	SEL VR19-STD-C)		\$4,708.09	K	31%	\$3,248.58	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VMWARE
5	VR19STDENTUGC	SEL VR19-STD-ENT-UG-C)		\$4,785.00	K	31%	\$3,301.65		\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VMWARE
5	VR19STDENTUGC-I	SEL VR19-STD-ENT-UG-C)		\$5,598.45	K	31%	\$3,862.93		\$0.00					\$0.00	VMWARE
5 5	VR19STDENTUGC-K	SEL VR19-STD-ENT-UG-C)		\$5,635.15	K	31% 31%	\$3,888.25	\$0.00	\$0.00	\$0.00	\$0.00			\$0.00 \$0.00	VMWARE FMC SELECT CARALISOFT
5	VR7-OADC-F VR7-OADO25-F	SEL: VR7-OADC-F SEL: VR7-OADO25-F		\$3,118.50 \$7,793.50	K K	31%	\$2,151.77 \$5,377.52	\$0.00 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00	EMC SELECT CARAHSOFT EMC SELECT CARAHSOFT
5	VR7OADOOENOUGE	SEL: VR7-OADO-OFNO-UG-F		\$13,026,20	ĸ	31%	\$8,988.08	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	EMC SELECT CARAHSOFT
5	VR7-OENO25-F	SEL: VR7-OENO25-F		\$19,635.00	K	31%	\$13,548.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT
5	VR7OSCOCPUPRO	SEL VR7-OSC-OC-P-U-PRO)		\$597.00	K	31%	\$411.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7OSCOCPUPRO-I	SEL VR7-OSC-OC-P-U-PRO)		\$698.49	K	31%	\$481.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7OSCOCPUPRO-K	SEL VR7-OSC-OC-P-U-PRO)		\$670.78	K	31%	\$462.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VR7-OSTC-F	SEL: VR7-OSTC-F		\$1,413.50 \$1.875.50	K K	31% 31%	\$975.32	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	EMC SELECT CARAHSOFT EMC SELECT CARAHSOFT
5	VR7OSTCOADCUGF VR7OSTCVSOADCUGF	SEL: VR7-OSTC-OADC-UG-F SEL: VR7-OSTCVS-OADC-UG-F		\$1,875.50	K K	31% 31%	\$1,294.10 \$1,719.89		\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	EMC SELECT CARAHSOFT
5	VR7-OSTV25-F	SEL: VR7-OSTV25-F		\$3,536.50	K	31%	\$2,440.19		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT
5	VR7OSTVOADOUGF	SEL: VR7-OSTV-OADO-UG-F		\$4,682.70	K	31%	\$3,231.06	\$0.00	\$0.00					\$0.00	EMC SELECT CARAHSOFT
5	VR70STV0ENOUGF	SEL: VR7-OSTV-OENO-UG-F		\$17,708.90	K	31%	\$12,219.14	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	EMC SELECT CARAHSOFT
5	VR70VS0CPUPR0	SEL VR7-OVS-OC-P-U-PRO)		\$793.00	K	31%	\$547.17	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR70VS0CPUPRO-I	SEL VR7-OVS-OC-P-U-PRO)		\$927.81	K	31%	\$640.19	\$0.00	\$0.00					\$0.00	VMWARE
5 5	VR70VSOCPUPRO-K VR7VU100C	SEL VR7-OVS-OC-P-U-PRO)		\$892.58 \$7,725.00	K K	31% 31%	\$615.88 \$5.330.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARE
5	VR7VU100C VR7VU100C-I	SEL VR7-VU100-C) SEL VR7-VU100-C)		\$9,038.25	K K	31%	\$5,330.25 \$6.236.39	\$0.00	\$0.00					\$0.00	VMWARE
5	VR7VU100C-I VR7VU100C-K	SEL VR7-VU100-C)		\$9,038.23	K	31%	\$6,236.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7VU10C	SEL VR7-VU10-C)		\$772.50	K	31%	\$533.03	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7VU10C-I	SEL VR7-VU10-C)		\$903.83	K	31%	\$623.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7VU10C-K	SEL VR7-VU10-C)		\$907.91	K	31%	\$626.46	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VMWARE
5	VR8ADOONO25UC	SEL VR8-ADO-ONO-25-U-C)		\$11,842.00	K	31%	\$8,170.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR8ADOONO25UC-I	SEL VR8-ADO-ONO-25-U-C)		\$13,855.14	K	31%	\$9,560.05	\$0.00	\$0.00					\$0.00	VMWARE
5 5	VR8ADOONO25UC-K VR8ATAATN25UC	SEL VR8-ADO-ONO-25-U-C) SEL VR8-ATA-ATN-25-U-C)		\$13,982.53 \$5,682.00	K	31% 31%	\$9,647.95 \$3,920.58	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARE
5	VR8ATAATN25UC VR8ATAATN25UC-I	SEL VR8-ATA-ATN-25-U-C) SEL VR8-ATA-ATN-25-U-C)		\$5,682.00 \$6,647.94	K K	31% 31%	\$3,920.58 \$4.587.08	\$0.00 \$0.00	\$0.00 \$0.00					\$0.00 \$0.00	VMWARE VMWARE
5	VR8ATAATN25UC-K	SEL VR8-ATA-ATN-25-U-C)		\$6.692.46	K	31%	\$4,567.00	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VMWARE
5	VR8ATAD25C	SEL VR8-ATAD25-C)		\$7,085.00	K	31%	\$4,888.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR8ATAD25C-I	SEL VR8-ATAD25-C)		\$8,289.45	K	31%	\$5,719.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR8ATAD25C-K	SEL VR8-ATAD25-C)		\$8,312.90	K	31%	\$5,735.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR8ATEN25C	SEL VR8-ATEN25-C)		\$12,250.00	K	31%	\$8,452.50	\$0.00	\$0.00					\$0.00	VMWARE
5	VR8ATEN25C-I	SEL VR8-ATEN25-C)		\$14,332.50	K	31%	\$9,889.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VR8ATEN25C-K	SEL VR8-ATEN25-C)		\$14,442.23 \$2.835.00	K K	31% 31%	\$9,965.14	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	VMWARE
5	VR80ADCC	SEL VR8-OADC-C)		φ∠,030.00	ĸ	31%	\$1,956.15	\$U.UU	\$U.UU	φυ.00	φυ.υυ	φυ.00	φυ.00	\$U.UU	VMWARE

					NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPGR	ADE PRICE						
BAND	SKU	DESCRIPTION	Model Sub sku	EMC LIST PRICE USD	CATEGORY	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
- 5	VR8OADCC-I	SEL VR8-OADC-C)		\$3,316.95	K	31%	\$2,288.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VR8OADCC-K VR8OADCOECUGC	SEL VR8-OADC-OFC-UG-C)		\$3,336.65 \$1,700.00	K K	31% 31%	\$2,302.29 \$1,173.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARE
5	VR8OADCOECUGC-I	SEL VR8-OADC-OEC-UG-C)		\$1,700.00	K	31%	\$1,173.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR8OADCOECUGC-K	SEL VR8-OADC-OEC-UG-C)		\$2,003.52	ĸ	31%	\$1,382.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR8OADO25C	SEL VR8-OADO25-C)		\$7,085.00	K	31%	\$4,888.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR8OADO25C-I	SEL VR8-OADO25-C)		\$8,289.45	K	31%	\$5,719.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR8OADO25C-K	SEL VR8-OADO25-C)		\$8,312.90 \$1,545.00	K	31%	\$5,735.90	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARE
5 5	VR8OAMADC VR8OAMADC-I	SEL VR8-OAMAD-C) SEL VR8-OAMAD-C)		\$1,545.00	K	31% 31%	\$1,066.05 \$1,247.28	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE VMWARE
5	VR8OAMADC-K	SEL VR8-OAMAD-C)		\$1,819.64	K	31%	\$1,255.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR80ENCC	SEL VR8-OENC-C)		\$4,380.00	K	31%	\$3,022.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR80ENCC-I	SEL VR8-OENC-C)		\$5,124.60	K	31%	\$3,535.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR80ENCC-K	SEL VR8-OENC-C)		\$5,160.13 \$17.850.00	K	31%	\$3,560.49	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE
5 5	VR80EN025C VR80EN025C-I	SEL VR8-OENO25-C) SEL VR8-OENO25-C)		\$17,850.00	K	31% 31%	\$12,316.50 \$14,410.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE VMWARE
5	VR80EN025C-K	SEL VR8-OENO25-C)		\$21.031.26	K	31%	\$14,511.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR8OSCODCUPRO	SEL VR8-OSC-ODC-U-PRO)		\$853.00	ĸ	31%	\$588.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR8OSCODCUPRO-I	SEL VR8-OSC-ODC-U-PRO)		\$998.01	K	31%	\$688.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR8OSCODCUPRO-K	SEL VR8-OSC-ODC-U-PRO)		\$961.54	K	31%	\$663.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VR8OSCOENCUGC VR8OSCOENCUGC-I	SEL VR8-OSC-OENC-UG-C) SEL VR8-OSC-OENC-UG-C)		\$3,405.00 \$3,983.85	K	31% 31%	\$2,349.45 \$2,748.86	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARE
5	VR8OSCOENCUGC-K	SEL VR8-OSC-OENC-UG-C)		\$4,010.88	K	31%	\$2,740.00	\$0.00	\$0.00	\$0.00	\$0.00			\$0.00	VMWARE
5	VR8OSTCC	SEL VR8-OSTC-C)		\$1,285.00	ĸ	31%	\$886.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR8OSTCC-I	SEL VR8-OSTC-C)		\$1,503.45	K	31%	\$1,037.38	\$0.00	\$0.00	\$0.00	\$0.00			\$0.00	VMWARE
5	VR8OSTCC-K	SEL VR8-OSTC-C)		\$1,513.18	K	31%	\$1,044.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	VMWARE
5	VR8OSTCOADUGC	SEL VR8-OSTC-OAD-UG-C)		\$1,705.00	K	31%	\$1,176.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE VMWARE
5 5	VR8OSTCOADUGC-I VR8OSTCOADUGC-K	SEL VR8-OSTC-OAD-UG-C) SEL VR8-OSTC-OAD-UG-C)		\$1,994.85 \$2,011.19	K K	31% 31%	\$1,376.45 \$1,387.72	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	VMWARE
5	VR8OSTV25C	SEL VR8-OSTV25-C)		\$3.215.00	ĸ	31%	\$2.218.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR8OSTV25C-I	SEL VR8-OSTV25-C)		\$3,761.55	K	31%	\$2,595.47	\$0.00	\$0.00	\$0.00	\$0.00			\$0.00	VMWARE
5	VR8OSTV25C-K	SEL VR8-OSTV25-C)		\$3,788.69	K	31%	\$2,614.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	VMWARE
5	VR8OSVODO25UC	SEL VR8-OSV-ODO-25-U-C)		\$4,257.00	K	31%	\$2,937.33	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VR8OSVODO25UC-I VR8OSVODO25UC-K	SEL VR8-OSV-ODO-25-U-C) SEL VR8-OSV-ODO-25-U-C)		\$4,980.69 \$5,014.56	K K	31% 31%	\$3,436.68 \$3.460.05	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	VMWARE VMWARE
5	VR8OSVODO25UC-K VR8OSVSOADCUC	SEL VR8-OSVS-OADC-U-C)		\$2,014.30	K	31%	\$3,460.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR8OSVSOADCUC-I	SEL VR8-OSVS-OADC-U-C)		\$2,651.22	ĸ	31%	\$1,829.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR80SVSOADCUC-K	SEL VR8-OSVS-OADC-U-C)		\$2,670.09	K	31%	\$1,842.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR80TSODCUPRO	SEL VR8-OTS-ODC-U-PRO)		\$1,133.00	K	31%	\$781.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR8OTSODCUPRO-I VR8OTSODCUPRO-K	SEL VR8-OTS-ODC-U-PRO) SEL VR8-OTS-ODC-U-PRO)		\$1,325.61 \$1,275.67	K K	31% 31%	\$914.67 \$880.21	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARE
5 5	VR8STVOFO25UC	SEL VR8-STV-OEO-25-U-C)		\$16,099,00	K	31%	\$11.108.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR8STVOE025UC-I	SEL VR8-STV-OEO-25-U-C)		\$18,835.83	ĸ	31%	\$12,996.72	\$0.00	\$0.00	\$0.00	\$0.00			\$0.00	VMWARE
5	VR8STV0E025UC-K	SEL VR8-STV-OEO-25-U-C)		\$18,962.61	K	31%	\$13,084.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR8TVSADE25UC	SEL VR8-TVS-ADO-ENO-25-UG-C)		\$3,300.00	K	31%	\$2,277.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR8TVSADE25UC-I VR8TVSADE25UC-K	SEL VR8-TVS-ADO-ENO-25-UG-C) SEL VR8-TVS-ADO-ENO-25-UG-C)		\$3,861.00 \$3,888.29	K K	31% 31%	\$2,664.09 \$2.682.92	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARE
5 5	VR8TVSADE25UC-K VR8TVSADO25C	SEL VR8-TVS-ADO-ENO-25-UG-C) SEL VR8-TVS-ADO-25-C)		\$1,000.29	K K	31%	\$2,682.92 \$1,293.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR8TVSADO25C-I	SEL VR8-TVS-ADO-25-C)		\$2,193.75	ĸ	31%	\$1,513.69	\$0.00	\$0.00	\$0.00	\$0.00			\$0.00	VMWARE
5	VR8TVSADO25C-K	SEL VR8-TVS-ADO-25-C)		\$2,210.39	K	31%	\$1,525.17	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR8TVSADVC	SEL VR8-TVS-ADV-C)		\$750.00	K	31%	\$517.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VR8TVSADVC-I VR8TVSADVC-K	SEL VR8-TVS-ADV-C) SEL VR8-TVS-ADV-C)		\$877.50 \$884.92	K K	31% 31%	\$605.48 \$610.59	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARE
5	VR8TVSADVC-K VR8TVSADVENUC	SEL VR8-TVS-ADV-C) SEL VR8-TVS-ADV-ENT-UG-C)		\$1.320.00	K	31%	\$910.59	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR8TVSADVENUC-I	SEL VR8-TVS-ADV-ENT-UG-C)		\$1,544.40	ĸ	31%	\$1,065.64	\$0.00	\$0.00	\$0.00	\$0.00			\$0.00	VMWARE
5	VR8TVSADVENUC-K	SEL VR8-TVS-ADV-ENT-UG-C)		\$1,551.49	K	31%	\$1,070.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR8TVSENO25C	SEL VR8-TVS-ENO-25-C)		\$4,875.00	K	31%	\$3,363.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VR8TVSENO25C-I VR8TVSENO25C-K	SEL VR8-TVS-ENO-25-C) SEL VR8-TVS-ENO-25-C)		\$5,703.75 \$5,742.42	K K	31% 31%	\$3,935.59 \$3,962.27	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARE
5	VR8TVSENU25G-K VR8TVSENTC	SEL VR8-TVS-ENO-25-C) SEL VR8-TVS-ENT-C)		\$1,950.00	K K	31%	\$3,962.27 \$1,345.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR8TVSENTC-I	SEL VR8-TVS-ENT-C)		\$2,281.50	K	31%	\$1,574.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR8TVSENTC-K	SEL VR8-TVS-ENT-C)		\$2,294.67	K	31%	\$1,583.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR8TVSSTDADUC	SEL VR8-TVS-STD-ADV-UG-C)		\$495.00	K	31%	\$341.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VR8TVSSTDADUC-I VR8TVSSTDADUC-K	SEL VR8-TVS-STD-ADV-UG-C) SEL VR8-TVS-STD-ADV-UG-C)		\$579.15 \$583.44	K K	31% 31%	\$399.61 \$402.57	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARE
5	VR8TVSSTDADUC-K VR8TVSSTDC	SEL VR8-TVS-STD-ADV-UG-C) SEL VR8-TVS-STD-C)		\$300.00	K K	31%	\$402.57 \$207.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR8TVSSTDC-I	SEL VR8-TVS-STD-C)		\$351.00	K	31%	\$242.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR8TVSSTDC-K	SEL VR8-TVS-STD-C)		\$353.59	K	31%	\$243.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	VMWARE
5	VR8TVSSTDENUC	SEL VR8-TVS-STD-ENT-UG-C)		\$1,815.00	K	31%	\$1,252.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VR8TVSSTDENUC-I VR8TVSSTDENUC-K	SEL VR8-TVS-STD-ENT-UG-C) SEL VR8-TVS-STD-ENT-UG-C)		\$2,123.55 \$2,141.43	K K	31% 31%	\$1,465.25 \$1,477.59	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	VMWARE VMWARE
5	VR8TVSSTDENUC-K VR8TVSSTE25UC	SEL VR8-TVS-STD-ENT-UG-C) SEL VR8-TVS-STO-ENO-25-UG-C)		\$2,141.43	K K	31% 31%	\$1,477.59 \$3.131.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE VMWARE
5	VR8TVSSTE25UC-I	SEL VR8-TVS-STO-ENO-25-UG-C)		\$5,309.46	K	31%	\$3,663.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR8TVSSTE25UC-K	SEL VR8-TVS-STO-ENO-25-UG-C)		\$5,344.01	K	31%	\$3,687.37	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR8TVSSTO25C	SEL VR8-TVS-STO-25-C)		\$750.00	K	31%	\$517.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR8TVSSTO25C-I	SEL VR8-TVS-STO-25-C)		\$877.50	K	31%	\$605.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VR8TVSSTO25C-K VR8TVSSTOA25U	SEL VR8-TVS-STO-25-C) SEL VR8-TVS-STO-ADO-25-UG-C)		\$884.92 \$1.238.00	K K	31% 31%	\$610.59 \$854.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARE
5	VR8TVSSTOA25U-I	SEL VR8-TVS-STO-ADO-25-UG-C)		\$1,236.00	K	31%	\$999.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR8TVSSTOA25U-K	SEL VR8-TVS-STO-ADO-25-UG-C)		\$1,459.55	K	31%	\$1,007.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR8VU100C	SEL VR8-VU100-C)		\$7,725.00	K	31%	\$5,330.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR8VU100C-I	SEL VR8-VU100-C)		\$9,038.25	K	31%	\$6,236.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR8VU100C-K	SEL VR8-VU100-C)		\$9,079.07 \$772.50	K	31% 31%	\$6,264.56	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE
5	VR8VU10C	SEL VR8-VU10-C)		\$112.50	K	31%	\$533.03	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE

					NVP LEVEL 1	1	NVP MAINTENANCE	AND WARRANTY UPGR	ADE PRICE						
BAND	SKU	DESCRIPTION	Model Sub sku	EMC LIST PRICE USD	CATEGORY	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
- 5	VR8VU10C-I	SEL VR8-VU10-C)		\$903.83	K	31%	\$623.64	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VR8VU10C-K	SEL VR8-VU10-C)		\$907.91	K	31%	\$626.46	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VRADAOISTUGC	SEL VR-ADA-OIST-UG-C)		\$550.00	K	31%	\$379.50	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VRBCLADVCC	SEL VR-BCLADVC-C)		\$3,085.00	K	31%	\$2,128.65	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VMWARE
5	VRBCLADVCC-I	SEL VR-BCLADVC-C)		\$3,609.45	K	31%	\$2,490.52	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VRBCLADVCC-K	SEL VR-BCLADVC-C)		\$3,635.46	K	31%	\$2,508.47	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VRBCLADVO25C	SEL VR-BCLADVO-25-C)		\$5,145.00 \$6,019.65	K	31%	\$3,550.05	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE
5	VRBCLADVO25C-I	SEL VR-BCLADVO-25-C)		\$6,019.65	K	31%	\$4,153.56	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5 5	VRBCLADVO25C-K VRCODE2CC	SEL VR-BCLADVO-25-C) SEL VR-CODE2C-C)		\$5,650.00	K K	31% 31%	\$4,179.01 \$3,898.50	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE VMWARF
5	VRCODE2CC-I	SEL VR-CODE2C-C)		\$6,610.50	K	31%	\$4,561.25	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VRCODE2CC-I VRCODE2CC-K	SEL VR-CODE2C-C) SEL VR-CODE2C-C)		\$6,654.15	K	31%	\$4,591.36	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VRCODE2CC-R VRCODE2CC	SEL VR-CODE20-C)		\$565.00	K	31%	\$389.85	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VRCODE2OC-I	SEL VR-CODE2O-C)		\$661.05	K	31%	\$456.12	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VRCODE2OC-K	SEL VR-CODE2O-C)		\$665.42	ĸ	31%	\$459.14	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VR-LIS4-CPU-F	SEL: VR-LIS4-CPU-F		\$1,699.50	ĸ	31%	\$1,172.66	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT
5	VRLIS4O253PSSSF	SEL: VR-LIS4O-25-3P-SSS-F		\$3,740.35	K	31%	\$2,580.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT
5	VR-LIS4O-25-F	SEL: VR-LIS4O-25-F		\$5,665.00	K	31%	\$3,908.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT
5	VRLIS4O25PSSSF	SEL: VR-LIS4O-25-P-SSS-F		\$1,416.80	K	31%	\$977.59	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT
5	VRLIS8CPUC	SEL VR-LIS8-CPU-C)		\$1,545.00	K	31%	\$1,066.05	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VRLIS8CPUC-I	SEL VR-LIS8-CPU-C)		\$1,807.65	K	31%	\$1,247.28	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VRLIS8CPUC-K	SEL VR-LIS8-CPU-C)		\$1,819.64	K	31%	\$1,255.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VRLIS8O25C	SEL VR-LIS8O-25-C)		\$5,150.00	K	31%	\$3,553.50	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VRLIS8O25C-I	SEL VR-LIS8O-25-C)		\$6,025.50	K	31%	\$4,157.60	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VRLIS8025C-K	SEL VR-LIS8O-25-C)		\$6,064.20	K	31%	\$4,184.30	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VRN6AE100DUGC	SEL VRNI6-ADV-ENT-100DT-UG-C)		\$2,090.00	K	31%	\$1,442.10	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VRN6AE100DUGC-I	SEL VRNI6-ADV-ENT-100DT-UG-C)		\$2,445.30	K	31%	\$1,687.26	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VRN6AE100DUGC-K	SEL VRNI6-ADV-ENT-100DT-UG-C)		\$2,463.22	K	31%	\$1,699.62	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5 5	VRN6AE10DTUGC	SEL VRNI6-ADV-ENT-10DT-UG-C) SEL VRNI6-ADV-ENT-10DT-UG-C)		\$209.00 \$244.53	K	31% 31%	\$144.21 \$168.73	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARE
5	VRN6AE10DTUGC-I VRN6AE10DTUGC-K	SEL VRNI6-ADV-ENT-10DT-UG-C) SEL VRNI6-ADV-ENT-10DT-UG-C)		\$244.53 \$246.32	K	31%	\$168.73 \$169.96	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VRN6AE10D10GC-K VRN6ENTNX100C	SEL VRNI6-ADV-ENT-10DT-0G-C) SEL VRNI6-ENTAD-NXEPLC100-C)		\$246.32	K	31%	\$169.96	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VRN6ENTNX100C-I	SEL VRNI6-ENTAD-NXEPLC100-C) SEL VRNI6-ENTAD-NXEPLC100-C)		\$2,223.00	K	31%	\$1,311.00 \$1.533.87	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VRN6ENTNX100C-I	SEL VRNI6-ENTAD-NXEPLC100-C)		\$2,223.00	K	31%	\$1,535.67	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VRNI625ROBOC	SEL VRNI6-25ROBO-C)		\$3,625.00	K	31%	\$2,501.25	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VRNI625ROBOC-I	SEL VRNI6-25ROBO-C)		\$4.241.25	K	31%	\$2,926.46	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VRNI625ROBOC-K	SEL VRNI6-25ROBO-C)		\$4 271 38	ĸ	31%	\$2,947.25	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VRNI6ADDT100C	SEL VRNI6-ADV-DT100-C)		\$2,590.00	ĸ	31%	\$1,787,10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VRNI6ADDT100C-I	SEL VRNI6-ADV-DT100-C)		\$3,030.30	K	31%	\$2,090.91	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VRNI6ADDT100C-K	SEL VRNI6-ADV-DT100-C)		\$3,053.17	K	31%	\$2,106.69	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VRNI6ADVCPUC	SEL VRNI6-ADV-CPU-C)		\$1,295.00	K	31%	\$893.55	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VMWARE
5	VRNI6ADVCPUC-I	SEL VRNI6-ADV-CPU-C)		\$1,515.15	K	31%	\$1,045.45	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VRNI6ADVCPUC-K	SEL VRNI6-ADV-CPU-C)		\$1,528.50	K	31%	\$1,054.67	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VRNI6ADVDT10C	SEL VRNI6-ADV-DT10-C)		\$259.00	K	31%	\$178.71	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VMWARE
5	VRNI6ADVDT10C-I	SEL VRNI6-ADV-DT10-C)		\$303.03	K	31%	\$209.09	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VRNI6ADVDT10C-K	SEL VRNI6-ADV-DT10-C)		\$305.32	K	31%	\$210.67	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VRNI6AECPUUGC VRNI6AECPUUGC-I	SEL VRNI6-ADV-ENT-CPU-UG-C) SEL VRNI6-ADV-ENT-CPU-UG-C)		\$1,045.00 \$1,222.65	K	31% 31%	\$721.05 \$843.63	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARF
5 5					K K	31%	\$843.63 \$848.49	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VRNI6AECPUUGC-K VRNI6EN100DTC	SEL VRNI6-ADV-ENT-CPU-UG-C) SEL VRNI6-ENT-100DT-C)		\$1,229.70 \$4.490.00	K	31%	\$3.098.10	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VRNI6EN100DTC-I	SEL VRNI6-ENT-100DT-C)		\$5,253.30	K	31%	\$3,096.10	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VRNI6EN100DTC-K	SEL VRNI6-ENT-100DT-C)		\$5,290.38	K	31%	\$3,650.36	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VRNI6FNT10DTC	SEL VRNI6-ENT-100DT-C)		\$449.00	ĸ	31%	\$309.81	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VRNI6ENT10DTC-I	SEL VRNI6-ENT-10DT-C)		\$525.33	ĸ	31%	\$362.48	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VRNI6ENT10DTC-K	SEL VRNI6-ENT-10DT-C)		\$529.04	K	31%	\$365.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VRNI6ENTAN10C	SEL VRNI6-ENTAD-NXEPLC10-C)		\$190.00	K	31%	\$131.10	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VRNI6ENTAN10C-I	SEL VRNI6-ENTAD-NXEPLC10-C)		\$222.30	K	31%	\$153.39	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VRNI6ENTAN10C-K	SEL VRNI6-ENTAD-NXEPLC10-C)		\$224.10	K	31%	\$154.63	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VRNI6ENTCPUC	SEL VRNI6-ENT-CPU-C)		\$2,245.00	K	31%	\$1,549.05	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VRNI6ENTCPUC-I	SEL VRNI6-ENT-CPU-C)		\$2,626.65	K	31%	\$1,812.39	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VRNI6ENTCPUC-K	SEL VRNI6-ENT-CPU-C)		\$2,647.10	K	31%	\$1,826.50	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VRNI6ENTNXEPC	SEL VRNI6-ENTAD-NXEPLP-C)		\$950.00	K	31%	\$655.50	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VRNI6ENTNXEPC-I	SEL VRNI6-ENTAD-NXEPLP-C)		\$1,111.50	K	31%	\$766.94	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VRNI6ENTNXEPC-K	SEL VRNI6-ENTAD-NXEPLP-C)		\$1,122.43	K	31%	\$774.48	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VRNIANX100C	SEL VR-NI-ANX100-C)		\$2,590.00	K	31%	\$1,787.10	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VMWARE
5	VRNIANX100C-I	SEL VR-NI-ANX100-C)		\$3,030.30	K	31%	\$2,090.91	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VRNIANX100C-K	SEL VR-NI-ANX100-C)		\$3,053.17	K	31%	\$2,106.69	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VR-NI-ANX100-F	SEL: VR-NI-ANX100-F		\$2,849.00	K	31%	\$1,965.81	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT
5 5	VRNIANX10C VRNIANX10C-I	SEL VR-NI-ANX10-C) SEL VR-NI-ANX10-C)		\$259.00 \$303.03	K K	31% 31%	\$178.71 \$209.09	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARE
-				\$305.32		31%		\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE VMWARF
5 5	VRNIANX10C-K VR-NI-ANX10-F	SEL VR-NI-ANX10-C) SEL: VR-NI-ANX10-F		\$305.32	K K	31% 31%	\$210.67 \$196.58	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT
5	VR-NI-ANX10-F VRNIANXCC	SEL: VR-NI-ANX10-F SEL VR-NI-ANXC-C)		\$284.90	K K	31% 31%	\$196.58 \$893.55	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VRNIANXCC-I	SEL VR-NI-ANXC-C) SEL VR-NI-ANXC-C)		\$1,295.00	K K	31%	\$893.55 \$1.045.45	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE VMWARF
5	VRNIANXCC-I VRNIANXCC-K	SEL VR-NI-ANXC-C) SEL VR-NI-ANXC-C)		\$1,515.15	,	31%	\$1,045.45 \$1,054.67	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VRNIENX100C	SEL VR-NI-ANXC-C) SEL VR-NI-ENX100-C)		\$4,490.00	K	31%	\$3,098.10	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VRNIENX100C-I	SEL VR-NI-ENX100-C)		\$5,253,30	K	31%	\$3,624.78	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VRNIENX100C-I	SEL VR-NI-ENX100-C)		\$5,290.38	K	31%	\$3,650.36	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VRNIENX100F	SEL: VR-NI-ENX100-F		\$4.939.00	ĸ	31%	\$3,407.91	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT
5	VRNIENX10C	SEL VR-NI-ENX10-C)		\$449.00	ĸ	31%	\$309.81	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VRNIENX10C-I	SEL VR-NI-ENX10-C)		\$525.33	K	31%	\$362.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VRNIENX10C-K	SEL VR-NI-ENX10-C)		\$529.04	K	31%	\$365.04	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VRNIENX10F	SEL: VR-NI-ENX10-F		\$493.90	K	31%	\$340.79	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT
5	VRNIENXCC	SEL VR-NI-ENXC-C)		\$2,245.00	K	31%	\$1,549.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE

					NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPGR	ADE PRICE						
BAND	SKU	DESCRIPTION	Model Sub sku	EMC LIST PRICE USD	CATEGORY CODE	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	VRNIENXCC-I	SEL VR-NI-ENXC-C)		\$2,626.65	K	31%	\$1,812.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VRNIENXCC-K	SEL VR-NI-ENXC-C)		\$2,647.10	K	31%	\$1,826.50	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VRNIENXCF	SEL: VR-NI-ENXC-F		\$2,469.50	K	31%	\$1,703.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT
5	VRNINAV10C VRNINAV10C-I	SEL VRNINAV10C) SEL VRNI-NAV-10-C)		\$8,490.00 \$9,933.30	K K	31% 31%	\$5,858.10 \$6,853.98	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARE
5 5	VRNINAV10C-I VRNINAV10C-K	SEL VRNI-NAV-10-C) SEL VRNI-NAV-10-C)		\$9,933.30	K K	31%	\$6,853.98 \$6.898.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VRNIRBAD25C	SEL VR-NI-RBAD25-C)		\$3,625.00	K	31%	\$2,501.25	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VRNIRBAD25C-I	SEL VR-NI-RBAD25-C)		\$6,198.75	K	31%	\$2,501.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VRNIRBAD25C-K	SEL VR-NI-RBAD25-C)		\$4,271,38	K	31%	\$2,947.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR-NI-RBAD25-F	SEL: VR-NI-RBAD25-F		\$3,987.50	ĸ	31%	\$2,751.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT
5	VRNIUAEXCUC	SEL VR-NI-UG-AENXC-UG-C)		\$1,045.00	K	31%	\$721.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VRNIUAEXCUC-I	SEL VR-NI-UG-AENXC-UG-C)		\$1,222.65	K	31%	\$843.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VRNIUAEXCUC-K	SEL VR-NI-UG-AENXC-UG-C)		\$1,229.70	K	31%	\$848.49	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VRNIUGAENX100UGF	SEL: VR-NI-UG-AENX100-UG-F		\$2,299.00	K	31%	\$1,586.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
5	VRNIUGAENX10UGF	SEL: VR-NI-UG-AENX10-UG-F		\$229.90	K	31%	\$158.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT
5	VRNIUGAENXCUGF	SEL: VR-NI-UG-AENXC-UG-F		\$1,149.50	K	31%	\$793.16		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT
5	VROADVC	SEL VR-OADV-C)		\$275.00 \$303.00	K	31%	\$189.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE
5 5	VROADVC-I VROADVC-K	SEL VR-OADV-C) SEL VR-OADV-C)		\$303.00	K K	31% 31%	\$209.07 \$189.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE VMWARE
5	VROENTC	SEL VR-OADV-C) SEL VR-OENT-C)		\$695.00	K	31%	\$479.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VROENTC-I	SEL VR-OENT-C)		\$765.00	K	31%	\$527.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VROENTC-K	SEL VR-OENT-C)		\$693.00	K	31%	\$478.17	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR-OST5-AD-F	SEL: VR-OST5-AD-F		\$544.50	ĸ	31%	\$375.71	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
5	VR-OST5-DC-F	SEL: VR-OST5-DC-F		\$1,094.50	K	31%	\$755.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT
5	VROST6ADC	SEL VR-OST6-AD-C)		\$495.00	K	31%	\$341.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VROST6ADC-I	SEL VR-OST6-AD-C)		\$579.15	K	31%	\$399.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VROST6ADC-K	SEL VR-OST6-AD-C)		\$556.62	K	31%	\$384.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VROST6CEC	SEL VR-OST6-CE-C)		\$1,995.00	K	31%	\$1,376.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VROST6CEC-I	SEL VR-OST6-CE-C)		\$2,334.15	K	31%	\$1,610.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VROST6CEC-K	SEL VR-OST6-CE-C)		\$2,241.04	K	31%	\$1,546.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VROST6CEUGC	SEL VR-OST6-CE-UG-C)		\$1,100.00	K	31%	\$759.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VROST6CEUGC-I	SEL VR-OST6-CE-UG-C)		\$1,287.00	K	31%	\$888.03	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE
5 5	VROST6CEUGC-K VROST6DCC	SEL VR-OST6-CE-UG-C)		\$1,237.36 \$995.00	K	31% 31%	\$853.78 \$686.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE VMWARE
5	VROST6DCC-I	SEL VR-OST6-DC-C) SEL VR-OST6-DC-C)		\$1,164.15	K	31%	\$803.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VROST6DCC-I	SEL VR-OST6-DC-C) SEL VR-OST6-DC-C)		\$1,114.77	K	31%	\$769.19	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VROSTOBEC-K VROST7CEC	SEL VR-OST7-CE-C)		\$1,995.00	K	31%	\$1,376.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VROST7CEC-I	SEL VR-OST7-CE-C)		\$2,334.15	ĸ	31%	\$1,610.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VROST7CEC-K	SEL VR-OST7-CE-C)		\$2,348.30	K	31%	\$1,620,33	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VROST7CEUGC	SEL VR-OST7-CE-UG-C)		\$1,100.00	K	31%	\$759.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VROST7CEUGC-I	SEL VR-OST7-CE-UG-C)		\$1,287.00	K	31%	\$888.03	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VMWARE
5	VROST7CEUGC-K	SEL VR-OST7-CE-UG-C)		\$1,298.65	K	31%	\$896.07	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VROSTDC	SEL VR-OSTD-C)		\$125.00	K	31%	\$86.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VROSTDC-I	SEL VR-OSTD-C)		\$138.00	K	31%	\$95.22	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VROSTDC-K	SEL VR-OSTD-C)		\$125.00 \$900.000.00	K	31%	\$86.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	VMWARE
5 5	VS10PB1YRSB VS1PB1YRSB	SELECT DFXS VS ELA, 10PB 1Yr Sub		\$181,800.00	K	31% 31%	\$621,000.00 \$125,442.00	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	EMC SELECT NTP-DEFENDX EMC SELECT NTP-DEFENDX
5	VS3PB1YRSB	SELECT DFXS VS ELA, 1PB 1Yr Sub SELECT DFXS VS ELA, 3PB 1Yr Sub		\$356,400.00	K	31%	\$125,442.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT NTP-DEFENDX
5	VS5DPABUNC	SEL VS5-DPA-BUN-C)		\$3,945.00	K	31%	\$2,722.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS5DPABUNC-I	SEL VS5-DPA-BUN-C)		\$4,400.00	ĸ	31%	\$3.036.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS5DPABUNC-K	SEL VS5-DPA-BUN-C)		\$5.014.00	K	31%	\$3,459,66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS5PB1YRSB	SELECT DFXS VS ELA, 5PB 1Yr Sub		\$540,000.00	K	31%	\$372,600.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT NTP-DEFENDX
5	VS6-DT100VM-F	SEL: VS6-DT100VM-F		\$9,058.50	K	31%	\$6,250.37	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS6-ENT-EPL-UG-F	SEL: VS6-ENT-EPL-UG-F		\$750.20	K	31%	\$517.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS6ENTOEPLUGF	SEL: VS6-ENT-OEPL-UG-F		\$1,996.50	K	31%	\$1,377.59	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VS6-EPL-AK-F	SEL: VS6-EPL-AK-F		\$26,015.00	K	31%	\$17,950.35	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VS6-EPL-F	SEL: VS6-EPL-F		\$3,844.50	K	31%	\$2,652.71	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VS6-EPL-NS-F VS6ESEPLAKUGE	SEL: VS6-EPL-NS-F SEL: VS6-ES-EPL-AK-UG-F		\$13,189.00 \$25,753.20	K K	31% 31%	\$9,100.41 \$17,769.71	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARF
5	VS6-ES-ESPL-UG-F	SEL: VS6-ES-EPL-MR-UG-F SEL: VS6-ES-ESPL-UG-F		\$4.840.00	K	31%	\$3,339.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS6ESOEPLAKUGF	SEL: VS6-ES-ESPL-UG-F SEL: VS6-ES-OEPL-AK-UG-F		\$27,780.50	K	31%	\$19,168.55	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VS6ESPEPLAKUGF	SEL: VS6-ESP-EPL-AK-UG-F		\$23,993.20	ĸ	31%	\$16,555.31	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VS6-ESP-KIT-F	SEL: VS6-ESP-KIT-F		\$4,944.50	ĸ	31%	\$3,411.71	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS6ESPOEPLAKUGF	SEL: VS6-ESP-OEPL-AK-UG-F		\$26,534.20	K	31%	\$18,308.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS6ESPSTDAKUGF	SEL: VS6-ESP-STD-AK-UG-F		\$8,281.90	K	31%	\$5,714.51	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS6-ESSL-KIT-F	SEL: VS6-ESSL-KIT-F		\$544.50	K	31%	\$375.71	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS6ESSTDAKUGF	SEL: VS6-ES-STD-AK-UG-F		\$12,224.30	K	31%	\$8,434.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS6-HYP-EPL-UG-F	SEL: VS6-HYP-EPL-UG-F		\$3,844.50	K	31%	\$2,652.71	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS6HYPOEPLUGF	SEL: VS6-HYP-OEPL-UG-F		\$4,977.50	K	31%	\$3,434.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS6-HYP-STD-UG-F	SEL: VS6-HYP-STD-UG-F		\$1,094.50	K	31%	\$755.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS60ENTOEPLUGF	SEL: VS6-OENT-OEPL-UG-F		\$955.90 \$28.325.00	K	31%	\$659.57	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE
5 5	VS6-OEPL-AK-F VS6-OEPL-F	SEL: VS6-OEPL-AK-F SEL: VS6-OEPL-F		\$28,325.00 \$4,977.50	K K	31% 31%	\$19,544.25 \$3,434.48	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00		\$0.00	\$0.00	\$0.00	VMWARE VMWARE
5	VS6-OEPL-F VS6RBADET25UC	SEL: VS6-0EPL-F SEL VS6-RBAD-ET25-U-C)		\$4,977.50 \$2.101.00	K K	31% 31%	\$3,434.48 \$1,449.69	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARF
5	VS6RBADET25UC-I	SEL VS6-RBAD-ET25-U-C) SEL VS6-RBAD-ET25-U-C)		\$2,101.00	ĸ	31%	\$1,449.69	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VS6RBADET25UC-K	SEL VS6-RBAD-E125-U-C)		\$2,456.17	K	31%	\$1,710.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS6-RBADV25-F	SEL: VS6-RBADV25-F		\$5,098.50	K	31%	\$3,517.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS6RBENT25C	SEL VS6-RBENT25-C)		\$6,545.00	ĸ	31%	\$4,516.05	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VS6RBENT25C-I	SEL VS6-RBENT25-C)		\$7,657.65	K	31%	\$5,283.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS6RBENT25C-K	SEL VS6-RBENT25-C)		\$7,699.97	K	31%	\$5,312.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS6-RBSTD25-F	SEL: VS6-RBSTD25-F		\$3,393.50	K	31%	\$2,341.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS6RBSTDADV25UGF	SEL: VS6-RBSTD-ADV25-UG-F		\$1,875.50	K	31%	\$1,294.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS6RBSTDADV2UGF	SEL: VS6-RBSTD-ADV2-UG-F		\$149.60	K	31%	\$103.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS6RBSTET25UC	SEL VS6-RBST-ET25-U-C)		\$3,806.00	K	31%	\$2,626.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE

					NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPGR	ADE PRICE						
BAND	SKU	DESCRIPTION	Model Sub sku	EMC LIST PRICE USD	CATEGORY	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	VS6RBSTET25UC-I	SEL VS6-RBST-ET25-U-C)		\$4,453.02	K	31%	\$3,072.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VS6RBSTET25UC-K VS6-STD-8AK-F	SEL VS6-RBST-ET25-U-C) SEL: VS6-STD-8AK-F		\$4,485.90 \$9,762.50	K K	31% 31%	\$3,095.27	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARE
5	VS6-STD-6AK-F	SEL: VS6-STD-6AK-F SEL: VS6-STD-AK-F		\$9,762.50	K	31%	\$6,736.13 \$8.614.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS6-STD-EPL-UG-F	SEL: VS6-STD-EPL-UG-F		\$3,025.00	ĸ	31%	\$2,087.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS6-STD-F	SEL: VS6-STD-F		\$1,094.50	K	31%	\$755.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS6STDOEPLUGF	SEL: VS6-STD-OEPL-UG-F		\$4,271.30	K	31%	\$2,947.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS7BFC	SEL VS7-BF-C)		\$200.00	K	31%	\$138.00	\$0.00	\$0.00	\$0.00	\$0.00			\$0.00	VMWARE
5	VS7BFC-I	SEL VS7-BF-C)		\$234.00	K	31%	\$161.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VS7BFC-K VS7DT100VMC	SEL VS7-BF-C) SEL VS7-DT100VM-C)		\$235.60 \$8,235.00	K K	31% 31%	\$162.56 \$5.682.15	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARE
5	VS7DT100VMC-I	SEL VS7-DT100VM-C) SEL VS7-DT100VM-C		\$9,634.95	K K	31%	\$5,682.15 \$6,648.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS7DT100VMC-K	SEL VS7-DT100VM-C)		\$9,692.00	K	31%	\$6,687.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS7ENTEPLUGC	SEL VS7-ENT-EPL-UG-C)		\$697.00	K	31%	\$480.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	VMWARE
5	VS7ENTEPLUGC-I	SEL VS7-ENT-EPL-UG-C		\$815.49	K	31%	\$562.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS7ENTEPLUGC-K	SEL VS7-ENT-EPL-UG-C)		\$823.63	K	31%	\$568.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	VMWARE
5	VS7EPL6AKC	SEL VS7-EPL-6AK-C)		\$24,250.00 \$28,372.50	K	31%	\$16,732.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE
5 5	VS7EPL6AKC-I VS7EPL6AKC-K	SEL VS7-EPL-6AK-C SEL VS7-EPL-6AK-C)		\$28,372.50 \$28,539.69	K	31% 31%	\$19,577.03 \$19.692.39	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARE
5	VS7EPLOARC-R VS7EPLC	SEL VS7-EPL-OAK-C) SEL VS7-EPL-C)		\$3,595.00	K	31%	\$19,692.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS7EPLC-I	SEL VS7-EPL-C		\$4,206.15	ĸ	31%	\$2,902.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS7EPLC-K	SEL VS7-EPL-C)		\$4,233.07	K	31%	\$2,920.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS7EPLTZ1YC	SEL VS7-EPL-TZ-1Y-C)		\$4,590.00	K	31%	\$3,167.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS7EPLTZ1YC-I	SEL VS7-EPL-TZ-1Y-C)		\$5,370.30	K	31%	\$3,705.51	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS7EPLTZ1YC-K	SEL VS7-EPL-TZ-1Y-C)		\$5,405.30	K	31%	\$3,729.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VS7EPLTZ3YC VS7EPLTZ3YC-I	SEL VS7-EPL-TZ-3Y-C) SEL VS7-EPL-TZ-3Y-C)		\$6,580.00 \$7.698.60	K K	31% 31%	\$4,540.20 \$5.312.03	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARE
5	VS7EPLTZ3YC-K	SEL VS7-EPL-12-31-C) SEL VS7-EPL-TZ-3Y-C)		\$7,776.59	K	31%	\$5,365.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS7ESEPLAKUGC	SEL VS7-ES-EPL-AK-UG-C)		\$23,740.00	ĸ	31%	\$16,380.60	\$0.00	\$0.00	\$0.00	\$0.00			\$0.00	VMWARE
5	VS7ESEPLAKUGC-I	SEL VS7-ES-EPL-AK-UG-C		\$27,775.80	K	31%	\$19,165.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS7ESEPLAKUGC-K	SEL VS7-ES-EPL-AK-UG-C)		\$27,926.75	K	31%	\$19,269.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS7ESESPLUGC	SEL VS7-ES-ESPL-UG-C)		\$4,527.00	K	31%	\$3,123.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS7ESESPLUGC-I	SEL VS7-ES-ESPL-UG-C		\$4,527.00	K	31%	\$3,123.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VS7ESESPLUGC-K VS7ESPEPLAKUC	SEL VS7-ESPL-UG-C) SEL VS7-ESP-EPL-AK-UG-C)		\$5,328.69 \$21,582.00	K K	31% 31%	\$3,676.80 \$14,891.58	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARE
5	VS7ESPEPLAKUC-I	SEL VS7-ESP-EPL-AK-UG-C) SEL VS7-ESP-EPL-AK-UG-C		\$21,562.00	K K	31%	\$14,891.58 \$17,423.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS7ESPEPLAKUC-K	SEL VS7-ESP-EPL-AK-UG-C)		\$25,398.41	ĸ	31%	\$17,524.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS7ESPKITC	SEL VS7-ESP-KIT-C)		\$4,625.00	K	31%	\$3,191.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS7ESPKITC-I	SEL VS7-ESP-KIT-C		\$4,625.00	K	31%	\$3,191.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS7ESPKITC-K	SEL VS7-ESP-KIT-C)		\$5,451.27	K	31%	\$3,761.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS7ESPSTDAKUC	SEL VS7-ESP-STD-AK-UG-C)		\$7,398.00 \$8.655.66	K	31%	\$5,104.62	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE
5 5	VS7ESPSTDAKUC-I VS7ESPSTDAKUC-K	SEL VS7-ESP-STD-AK-UG-C SEL VS7-ESP-STD-AK-UG-C)		\$8,655.66 \$8,695.99	K K	31% 31%	\$5,972.41 \$6,000.23	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE VMWARE
5	VS7ESSL1PAKC	SEL VS7-ESSL-1PAK-UG-C)		\$308.00	ĸ	31%	\$0,000.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS7ESSL1PAKC-I	SEL VS7-ESSL-1PAK-C		\$360.36	ĸ	31%	\$248.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS7ESSL1PAKC-K	SEL VS7-ESSL-1PAK-C)		\$362.78	K	31%	\$250.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS7ESSL3PAKC	SEL VS7-ESSL-3PAK-C)		\$775.00	K	31%	\$534.75	\$0.00	\$0.00	\$0.00	\$0.00			\$0.00	VMWARE
5	VS7ESSL3PAKC-I	SEL VS7-ESSL-3PAK-C		\$906.75	K	31%	\$625.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VS7ESSL3PAKC-K VS7ESSL3SUBC	SEL VS7-ESSL-3PAK-C)		\$915.57 \$176.77	K K	31% 31%	\$631.74 \$121.97	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARE
5	VS7ESSL3SUBC-I	SEL VS7-ESSL-3SUB-C) SEL VS7-ESSL-3SUB-C		\$176.77 \$206.82	K K	31%	\$121.97 \$142.71	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS7ESSL3SUBC-K	SEL VS7-ESSL-3SUB-C)		\$208.22	K	31%	\$142.71	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS7ESSL5PAKC	SEL VS7-ESSL-5PAK-C)		\$1,185.00	K	31%	\$817.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS7ESSL5PAKC-I	SEL VS7-ESSL-5PAK-C		\$1,386.45	K	31%	\$956.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS7ESSL5PAKC-K	SEL VS7-ESSL-5PAK-C)		\$1,398.25	K	31%	\$964.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS7ESSLKITC	SEL VS7-ESSL-KIT-C)		\$510.00	K	31%	\$351.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS7ESSLKITC-I	SEL VS7-ESSL-KIT-C		\$596.70 \$601.06	K	31%	\$411.72	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE
5 5	VS7ESSLKITC-K VS7ESSLSUBC	SEL VS7-ESSL-KIT-C) SEL VS7-ESSL-SUB-C)		\$66.96	K K	31% 31%	\$414.73 \$46.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	VMWARE VMWARE
5	VS7ESSLSUBC-I	SEL VS7-ESSL-SUB-C		\$78.34	ĸ	31%	\$54.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS7ESSLSUBC-K	SEL VS7-ESSL-SUB-C)		\$78.87	K	31%	\$54.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS7ESSTDAKUGC	SEL VS7-ES-STD-AK-UG-C)		\$10,840.00	K	31%	\$7,479.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	VMWARE
5	VS7ESSTDAKUGC-I	SEL VS7-ES-STD-AK-UG-C		\$12,682.80	K	31%	\$8,751.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS7ESSTDAKUGC-K	SEL VS7-ES-STD-AK-UG-C)		\$12,756.67	K	31%	\$8,802.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VS7HYPSTDUGC VS7HYPSTDUGC-I	SEL VS7-HYP-STD-UG-C) SEL VS7-HYP-STD-UG-C		\$995.00 \$1,164.15	K K	31% 31%	\$686.55 \$803.26	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	VMWARE VMWARE
5	VS7HYPSTDUGC-I	SEL VS7-HYP-STD-UG-C)		\$1,168.40	K	31%	\$806.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS7RBADV25C	SEL VS7-RBADV25-C)		\$4,635.00	ĸ	31%	\$3,198,15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS7RBADV25C-I	SEL VS7-RBADV25-C		\$5,422.95	ĸ	31%	\$3,741.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS7RBADV25C-K	SEL VS7-RBADV25-C)		\$5,458.93	K	31%	\$3,766.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS7RBENT25C	SEL VS7-RBENT25-C)		\$6,545.00	K	31%	\$4,516.05	\$0.00	\$0.00	\$0.00	\$0.00			\$0.00	VMWARE
5	VS7RBENT25C-I	SEL VS7-RBENT25-C		\$7,657.65	K	31%	\$5,283.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VS7RBENT25C-K VS7RBSTD25C	SEL VS7-RBENT25-C) SEL VS7-RBSTD25-C)		\$7,699.97 \$3.085.00	K	31% 31%	\$5,312.98 \$2,128.65	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARE
5	VS7RBS1D25C VS7RBSTD25C-I	SEL VS7-RBSTD25-C) SEL VS7-RBSTD25-C		\$3,085.00 \$3,609.45	K K	31% 31%	\$2,128.65 \$2.490.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARE
5	VS7RBSTD25C-I VS7RBSTD25C-K	SEL VS7-RBSTD25-C SEL VS7-RBSTD25-C)		\$3,609.45	K K	31%	\$2,490.52 \$2.508.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS7RBVENT25UC	SEL VS7-RBADV-ENT25-UG-C)		\$2,101.00	K	31%	\$1,449.69	\$0.00	\$0.00	\$0.00	\$0.00			\$0.00	VMWARE
5	VS7RBVENT25UC-I	SEL VS7-RBADV-ENT25-UG-C		\$2,458.17	K	31%	\$1,696.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS7RBVENT25UC-K	SEL VS7-RBADV-ENT25-UG-C)		\$2,478.55	K	31%	\$1,710.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS7RBVENT2UC	SEL VS7-RBADV-ENT2-UG-C)		\$168.00	K	31%	\$115.92	\$0.00	\$0.00	\$0.00	\$0.00			\$0.00	VMWARE
5	VS7RBVENT2UC-I	SEL VS7-RBADV-ENT2-UG-C		\$196.56	K	31%	\$135.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VS7RBVENT2UC-K VS7RSDADV25UC	SEL VS7-RBADV-ENT2-UG-C)		\$198.05 \$1,705.00	K	31% 31%	\$136.65	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARE
5	VS7RSDADV25UC VS7RSDADV25UC-I	SEL VS7-RBSTD-ADV25-UG-C) SEL VS7-RBSTD-ADV25-UG-C		\$1,705.00	K K	31% 31%	\$1,176.45 \$1.376.45	\$0.00	\$0.00	\$0.00	\$0.00			\$0.00	VMWARE VMWARE
5	. STROBAD (2000-1	SEE 1310012-70120-00-0		ψ.,σσπ.ου	^	3170	ψ1,370. 4 5	ψ0.00	Ģ0.00	φ0.00	ψ0.00	ψ0.00	φ0.00	ψ0.00	VIVIVANLE

					NVP LEVEL 1		NVP MAINTENANCE	AND WARRANTY UPGE	ADE PRICE						
BAND	SKU	DESCRIPTION	Model Sub sku	EMC LIST PRICE USD	CATEGORY	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	VS7RSDADV25UC-K	SEL VS7-RBSTD-ADV25-UG-C)		\$2,011.19	K	31%	\$1,387.72		\$0.00		\$0.00		\$0.00	\$0.00	VMWARE
5	VS7RSDADV2UC	SEL VS7-RBSTD-ADV2-UG-C)		\$136.00	K	31%	\$93.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS7RSDADV2UC-I	SEL VS7-RBSTD-ADV2-UG-C		\$159.12	K	31%	\$109.79		\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VMWARE
5 5	VS7RSDADV2UC-K VS7RSDENT25UC	SEL VS7-RBSTD-ADV2-UG-C) SEL VS7-RBSTD-ENT25-UG-C)		\$160.51 \$3.806.00	K K	31% 31%	\$110.75 \$2.626.14	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARE
5	VS7RSDENT25UC-I	SEL VS7-RBSTD-EN125-UG-C		\$4 453 02	K	31%	\$3,072.58	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VMWARE
5	VS7RSDENT25UC-K	SEL VS7-RBSTD-ENT25-UG-C)		\$4,485.90	ĸ	31%	\$3,095.27	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VMWARE
5	VS7RSDENT2UC	SEL VS7-RBSTD-ENT2-UG-C)		\$304.00	K	31%	\$209.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS7RSDENT2UC-I	SEL VS7-RBSTD-ENT2-UG-C		\$355.68	K	31%	\$245.42		\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VMWARE
5	VS7RSDENT2UC-K	SEL VS7-RBSTD-ENT2-UG-C)		\$358.18	K	31%	\$247.14		\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VMWARE
5	VS7STD6AKC	SEL VS7-STD-6AK-C)		\$11,350.00 \$13,279.50	K	31%	\$7,831.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE
5 5	VS7STD6AKC-I	SEL VS7-STD-6AK-C			K K	31%	\$9,162.86		\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VMWARE
5	VS7STD6AKC-K VS7STD8AKC	SEL VS7-STD-6AK-C) SEL VS7-STD-8AK-C)		\$13,369.60 \$8,875.00	K K	31% 31%	\$9,225.02 \$6,123.75		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE VMWARE
5	VS7STD8AKC-I	SEL VS7-STD-8AK-C		\$10.383.75	K	31%	\$7,164.79	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VMWARE
5	VS7STD8AKC-K	SEL VS7-STD-8AK-C)		\$10,458.17	ĸ	31%	\$7,216.14		\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VMWARE
5	VS7STDC	SEL VS7-STD-C)		\$995.00	K	31%	\$686.55		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS7STDC-I	SEL VS7-STD-C		\$1,164.15	K	31%	\$803.26	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VMWARE
5	VS7STDC-K	SEL VS7-STD-C)		\$1,168.40	K	31%	\$806.20		\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VMWARE
5	VS7STDEPLUGC	SEL VS7-STD-EPL-UG-C)		\$2,860.00	K	31%	\$1,973.40		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE
5	VS7STDEPLUGC-I	SEL VS7-STD-EPL-UG-C		\$3,346.20	K	31%	\$2,308.88	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00	\$0.00 \$0.00	VMWARE
5 5	VS7STDEPLUGC-K VSAD1PB1YRSB	SEL VS7-STD-EPL-UG-C) SELECT DFXS VS ELA, ADD 1PB 1Yr Sub		\$3,367.30 \$90,000.00	K K	31% 31%	\$2,323.44 \$62,100.00		\$0.00				\$0.00		VMWARE EMC SELECT NTP-DEFENDX
5	VSB-CRU-PWR SUPPLY	VSPEX BLUE Intel 1200W Power Supply		\$1,530.00	K	31%	\$62,100.00 \$1,055.70	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VSPEX BLUE HARDWARE
5	VSB-FRU-CHASSIS	VSPEX BLUE Dense 2U-16 Chassis		\$4,835.00	K	31%	\$3,336.15		\$0.00				\$0.00	\$0.00	VSPEX BLUE HARDWARE
5	VSB-FRU-HDD	VSPEX BLUE 1.2TB 2.5 10K RPM SAS 512b		\$4,400.00	K	31%	\$3,036.00		\$0.00	\$0.00			\$0.00	\$0.00	VSPEX BLUE HARDWARE
5	VSB-FRU-PRF CPR	VSPEX BLUE Performance 10GBASET Blade		\$29,185.00	K	31%	\$20,137.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VSPEX BLUE HARDWARE
5	VSB-FRU-PRF OPT	VSPEX BLUE Performance SFP+ Blade		\$29,195.00	K	31%	\$20,144.55		\$0.00				\$0.00	\$0.00	VSPEX BLUE HARDWARE
5	VSB-FRU-SSD	VSPEX BLUE 400GB SSD in 2.5 w/o encry		\$17,200.00	K	31%	\$11,868.00		\$0.00	\$0.00			\$0.00	\$0.00	VSPEX BLUE HARDWARE
5	VSB-FRU-STD CPR	VSPEX BLUE Standard 10GBASET Blade		\$19,945.00	K	31%	\$13,762.05	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VSPEX BLUE HARDWARE
5 5	VSB-FRU-STD OPT VSB-V-HW-2U4N-PC	VSPEX BLUE Standard SFP+ Blade VSPEX BLUE VMW HW 2U/4N Prf R.I45		\$19,955.00 \$0.00	K K	31% 31%	\$13,768.95 \$0.00		\$0.00 \$17,400.00				\$0.00 \$0.00	\$0.00 \$17,400.00	VSPEX BLUE HARDWARE VSPEX BLUE HARDWARE
5	VSB-V-HW-2U4N-PO	VSPEX BLUE VMW HW 2U/4N Pri RJ45 VSPEX BLUE VMW HW 2U/4N Pri SFP+		\$0.00	K	31%	\$0.00		\$17,400.00	\$10,000.00	\$3,760.00		\$0.00	\$17,400.00	VSPEX BLUE HARDWARE
5	VSB-V-HW-2U4N-SC	VSPEX BLUE VMW HW 2U/4N Std RJ45		\$0.00	ĸ	31%	\$0.00	\$17,748.00	\$17,400.00					\$17,400.00	VSPEX BLUE HARDWARE
5	VSB-V-HW-2U4N-SO	VSPEX BLUE VMW HW 2U/4N Std SFP+		\$0.00	ĸ	31%	\$0.00		\$17,400.00					\$17,400.00	VSPEX BLUE HARDWARE
5	VSB-V-HWR-2U4N-PC	VSPEX BLUE VMW HWR 2U/4N Prf RJ45		\$0.00	K	31%	\$0.00		\$17,400.00	\$10,000.00	\$3,760.00	\$0.00	\$0.00	\$17,400.00	VSPEX BLUE HARDWARE
5	VSB-V-HWR-2U4N-PO	VSPEX BLUE VMW HWR 2U/4N Prf SFP+		\$0.00	K	31%	\$0.00	\$17,748.00	\$17,400.00					\$17,400.00	VSPEX BLUE HARDWARE
5	VSB-V-HWR-2U4N-SC	VSPEX BLUE VMW HWR 2U/4N Std RJ45		\$0.00	K	31%	\$0.00		\$17,400.00					\$17,400.00	VSPEX BLUE HARDWARE
5	VSB-V-HWR-2U4N-SO	VSPEX BLUE VMW HWR 2U/4N Std SFP+		\$0.00	K	31%	\$0.00		\$17,400.00	\$10,000.00 \$0.00	\$3,760.00	\$0.00	\$0.00 \$0.00	\$17,400.00 \$0.00	VSPEX BLUE HARDWARE
5 5	VSB-V-LS-SN VSB-V-ROY-2U4N-PC	VSPEX BLUE APPLIANCE SW LIC SOLN=MA VSPEX BLUE Appliance Royalty 2U4N-PC		\$0.00 \$1,847.00	K K	31% 31%	\$0.00 \$1.274.43	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00	\$0.00	VSPEX BLUE SOFTWARE VSPEX BLUE SOFTWARE
5	VSB-V-ROY-2U4N-PO	VSPEX BLUE Appliance Royalty 2U4N-PO		\$1,847.00	K	31%	\$1,274.43	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VSPEX BLUE SOFTWARE
5	VSB-V-ROY-2U4N-SC	VSPEX BLUE Appliance Royalty 2U4N-SC		\$1,847.00	ĸ	31%	\$1,274,43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VSPEX BLUE SOFTWARE
5	VSB-V-ROY-2U4N-SO	VSPEX BLUE Appliance Royalty 2U4N-SO		\$1,847.00	K	31%	\$1,274.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VSPEX BLUE SOFTWARE
5	VSB-V-SW-MGR	HCIA Manager Software =MA		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VSPEX BLUE SOFTWARE
5	VSC-OS-PRM-12-T5	SEL VTS-OS Prm 12 mo. Over 5000TB		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00		EMC SELECT VSC CLOUD SOFT
5 5	VS-CUS-M-EXPVS VSI 3-002-525	VST expense model		\$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 \$0.00	\$0.00 \$0.00	NA CLOUDLINK
5	VSL3-002-525 VSL3-002-526	Secure VM SecVM Perpetual TLA=IB Secure VM KMIP Client Perpetual TLA=IA		\$0.00	K K	31%	\$0.00	Ψ0.00	\$0.00		\$0.00		\$0.00	\$0.00	CLOUDLINK
5	VSL3-002-527	Secure VM Key Management for SED TLA=IA		\$0.00	K	31%	\$0.00		\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	CLOUDLINK
5	VSL3-002-528	Secure VM Key Management for KMIP TLA=IA		\$0.00	K	31%	\$0.00		\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	CLOUDLINK
5	VSL3-002-529	Secure VM Encryption for Machines TLA=IB		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CLOUDLINK
5	VSL3-002-672	Secure VM Encrypt for Containers TLA=IA		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CLOUDLINK
5	VSPHERE-ELIM-PPM	VSPHERE ELIM MODEL - PPM		\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	NA
5	VSPHERE-ELIM-PRD	VSPHERE ELIM MODEL - PRODUCT		\$0.00	K	31%	\$0.00		\$0.00				\$0.00	\$0.00	NA FMO OFF FOT CARALLOOFT
5 5	VUGBDWOACLDUPF	SEL: V-UG-BDWOA-CLD-U-P-F		\$58.58 \$44.00	K K	31%	\$40.42		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	EMC SELECT CARAHSOFT
5	VUPGBM2PLYMSF VUPGBM2SBCLYMSF	SEL: V-UPG-BM2-PL-YMS-F SEL: V-UPG-BM2-SB-CLYMS-F		\$39.00	K K	31% 31%	\$30.36 \$26.91	\$0.00	\$0.00				\$0.00	\$0.00	VMWARE VMWARF
5	VUPGBM2SBOPYMSF	SEL: V-UPG-BM2-SB-OPYMS-F		\$39.00	K	31%	\$26.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VUPGGM2PLBMSF	SEL: V-UPG-GM2-PL-BMS-F		\$44.00	K	31%	\$30.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VUPGGM2PLOMSF	SEL: V-UPG-GM2-PL-OMS-F		\$22.00	K	31%	\$15.18	\$0.00	\$0.00				\$0.00	\$0.00	VMWARE
5	VUPGGM2PLYMSF	SEL: V-UPG-GM2-PL-YMS-F		\$88.00	K	31%	\$60.72		\$0.00	\$0.00			\$0.00	\$0.00	VMWARE
5	VUPGGM2SBCLBMSF	SEL: V-UPG-GM2-SB-CLBMS-F		\$27.00	K	31%	\$18.63	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VMWARE
5 5	VUPGGM2SBCLOMSF VUPGGM2SBCLYMSF	SEL: V-UPG-GM2-SB-CLOMS-F SEL: V-UPG-GM2-SB-CLYMS-F		\$10.00 \$65.00	K K	31% 31%	\$6.90 \$44.85	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARF
5	VUPGGM2SBCLYMSF VUPGGM2SBOPBMSF	SEL: V-UPG-GM2-SB-CLYMS-F SEL: V-UPG-GM2-SB-OPBMS-F		\$65.00 \$27.00	K K	31% 31%	\$44.85 \$18.63	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VMWARE VMWARE
5	VUPGGM2SBOPBMSF VUPGGM2SBOPOMSF	SEL: V-UPG-GM2-SB-OPDMS-F		\$10.00	K	31%	\$6.90	\$0.00	\$0.00				\$0.00	\$0.00	VMWARE
5	VUPGGM2SBOPYMSF	SEL: V-UPG-GM2-SB-OPYMS-F		\$65.00	K	31%	\$44.85	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VMWARE
5	VUPGMDCV2OPYMSF	SEL: V-UPG-MDCV2-OPYMS-F		\$45.00	K	31%	\$31.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VUPGMDCV2PYMF	SEL: V-UPG-MDCV2-PYM-F		\$66.00	K	31%	\$45.54	\$0.00	\$0.00				\$0.00	\$0.00	VMWARE
5	VUPGMDCV2SYMF	SEL: V-UPG-MDCV2-SYM-F		\$45.00	K	31%	\$31.05	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VMWARE
5	V-WBSBDCL-3US1YF	SEL: V-WBSBDCL-3US1Y-F		\$36.00	K	31%	\$24.84	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VMWARE
5	V-WBSBOP-DEV1Y-F	SEL: V-WBSBOP-DEV1Y-F		\$12.00	K	31% 31%	\$8.28	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	V-WBSBSCL-DEV1YF V-WCSBDCL-3US1YF	SEL: V-WBSBSCL-DEV1Y-F SEL: V-WCSBDCL-3US1Y-F		\$24.00 \$72.00	K K	31% 31%	\$16.56 \$49.68	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARE
5	V-WCSBDCL-3US1YF V-WCSBSCL-3US1YF	SEL: V-WCSBDCL-3US1Y-F SEL: V-WCSBSCL-3US1Y-F		\$72.00 \$48.00	K K	31%	\$49.68 \$33.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V-WVSBDCL-3US1YF	SEL: V-WVSBDCL-3US1Y-F		\$84.00	K	31%	\$57.96	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VMWARE
5	V-WVSBSCL-3US1YF	SEL: V-WVSBSCL-3US1Y-F		\$60.00	K	31%	\$41.40		\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VMWARE
5	V-YMS-PL-DV2-F	SEL: V-YMS-PL-DV2-F		\$130.00	K	31%	\$89.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VYMSSBCLDDV21YF	SEL: V-YMS-SB-CLDDV2-1Y-F		\$110.00	K	31%	\$75.90	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VMWARE
5	VYMSSBCLDDV22YF	SEL: V-YMS-SB-CLDDV2-2Y-F		\$220.00	K	31%	\$151.80	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VMWARE
5	VYMSSBCLDDV23YF	SEL: V-YMS-SB-CLDDV2-3Y-F		\$330.00	K	31%	\$227.70		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VYMSSBDCLDDV21YF VYMSSBDCLDDV22YF	SEL: V-YMS-SBDCLDDV2-1Y-F SEL: V-YMS-SBDCLDDV2-2Y-F		\$122.00 \$244.00	K	31% 31%	\$84.18 \$168.36	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE VMWARE
5	V I WOODDGLUDV22YF	JEL. V-11WJ-JDUGLUUVZ-ZT-F		φ244.00	r.	3 1 70	\$ 108.36	φ0.00	φ0.00	φ0.00	φ0.00	φ0.00	φ0.00	φ0.00	VIVIVARE

					NVP LEVEL 1		NVP MAINTENANCE	ND WARRANTY UPGR	ADE PRICE						
BAND	sku	DESCRIPTION	Model Sub sku	EMC LIST PRICE USD	CATEGORY	NASPO VP Discount %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	VYMSSBDCLDDV23YF	SEL: V-YMS-SBDCLDDV2-3Y-F		\$366.00	K	31%	\$252.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VYMSSBOPDV21YF	SEL: V-YMS-SB-OP-DV2-1Y-F		\$98.00	K	31%	\$67.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VYMSSBOPDV22YF	SEL: V-YMS-SB-OP-DV2-2Y-F		\$196.00	K	31%	\$135.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VYMSSBOPDV23YF	SEL: V-YMS-SB-OP-DV2-3Y-F		\$294.00	K	31%	\$202.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	WS15PLAYC	SEL WS15-PLAY-C)		\$149.99	K	31%	\$103.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	WS15PLAYC-I	SEL WS15-PLAY-C)		\$149.99	K	31%	\$103.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	WS15PLAYC-K	SEL WS15-PLAY-C)		\$158.98	K	31%	\$109.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	WS15-PLAY-F	SEL: WS15-PLAY-F		\$164.99	K	31%	\$113.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	WS15-PLAY-UG-F	SEL: WS15-PLAY-UG-F		\$87.99	K	31%	\$60.71	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	WS15PROC	SEL WS15-PRO-C)		\$249.99	K	31%	\$172.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	WS15PROC-I	SEL WS15-PRO-C)		\$249.99	K	31%	\$172.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	WS15PROC-K	SEL WS15-PRO-C)		\$264.71	K	31%	\$182.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	WS15-PRO-F	SEL: WS15-PRO-F		\$274.99	K	31%	\$189.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	WS15PROPLAYUC	SEL WS15-PRO-PLAY-U-C)		\$99.99	K	31%	\$68.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	WS15PROPLAYUC-I	SEL WS15-PRO-PLAY-U-C)		\$99.99	K	31%	\$68.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	WS15PROPLAYUC-K	SEL WS15-PRO-PLAY-U-C)		\$106.11	K	31%	\$73.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	WS15PROPLAYUGF	SEL: WS15-PRO-PLAY-UG-F		\$109.99	K	31%	\$75.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	WS15PROUC	SEL WS15-PRO-U-C)		\$149.99	K	31%	\$103.49	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	WS15PROUC-I	SEL WS15-PRO-U-C)		\$149.99	K	31%	\$103.49	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VMWARE
5	WS15PROUC-K	SEL WS15-PRO-U-C)		\$158.98 \$164.99	K	31%	\$109.70	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00	VMWARE
5	WS15-PRO-UG-F	SEL: WS15-PRO-UG-F			K	31%	\$113.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	WS16PLAYC	SEL WS16-PLAY-C)		\$149.00	K	31%	\$102.81								VMWARE
5 5	WS16PLAYC-I	SEL WS16-PLAY-C)		\$149.00	K K	31%	\$102.81	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	WS16PLAYC-K	SEL WS16-PLAY-C)		\$172.00	K K	31% 31%	\$118.68	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	WS16PLAYUGC WS16PLAYUGC-I	SEL WS16-PLAY-UG-C)		\$79.00 \$79.00	K	31%	\$54.51 \$54.51	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	VMWARE
5		SEL WS16-PLAY-UG-C)			K	31%	\$54.51 \$63.18			\$0.00			\$0.00	\$0.00	VMWARE
5	WS16PLAYUGC-K WS16PROC	SEL WS16-PLAY-UG-C)		\$91.56 \$199.00	K	31%	\$63.18 \$137.31	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	WS16PROC-I	SEL WS16-PRO-C) SEL WS16-PRO-C)		\$199.00	K	31%	\$137.31 \$137.31	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	VMWARE VMWARE
5	WS16PROC-K	SEL WS16-PRO-C)		\$229.47	ĸ	31%	\$158.33	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	WS16PROC-K WS16PROPLYUGC	SEL WS16-PRO-PLAY-UG-C)		\$229.47	ĸ	31%	\$61.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	WS16PROPLYUGC-I	SEL WS16-PRO-PLAY-UG-C)		\$89.00	K	31%	\$61.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	WS16PROPLYUGC-K	SEL WS16-PRO-PLAY-UG-C)		\$103.05	ĸ	31%	\$71.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	WS16PROJETUGE-K	SEL WS16-PRO-PLAT-UG-C)		\$99.00	ĸ	31%	\$68.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	WS16PROUGC-I	SEL WS16-PRO-UG-C) SEL WS16-PRO-UG-C)		\$99.00	ĸ	31%	\$68.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	WS16PROUGC-I WS16PROUGC-K	SEL WS16-PRO-UG-C) SEL WS16-PRO-UG-C)		\$114.54	ĸ	31%	\$79.03	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	WS-PLAY-SUP-1PAK	SEL: WS-PLAY-SUP-1PAK		\$33.00	K K	31%	\$22.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT CARAHSOFT
5	WS-PLAY-SUP-3PAK	SEL: WS-PLAY-SUP-3PAK		\$88.00	K	31%	\$60.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT 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	\$0.00	EMC SELECT CARAHSOFT
5	X15-SFP-DAC-10M	SEL KEMP X15 10M SFP+ DAC Bundle		\$1.052.31	ĸ	31%	\$726.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT KEMP
5	X15-SFP-DAC-1M	SEL KEMP X15 1M SFP+ DAC Bundle		\$292.31	ĸ	31%	\$201.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT KEMP
5	X15-SFP-DAC-3M	SEL KEMP X15 3M SFP+ DAC Bundle		\$409.23	ĸ	31%	\$282.37	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT KEMP
5	X15-SFP-DAC-5M	SEL KEMP X15 5M SFP+ DAC Bundle		\$584.62	ĸ	31%	\$403.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT KEMP
5	X15-SFP-SR	SEL KEMP X15 SFP+ SR Bundle		\$1,052.31	ĸ	31%	\$726.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT KEMP
5	X25-SFP-DAC-10M	SEL KEMP X25 10M SFP+ DAC Bundle		\$3,156.92	ĸ	31%	\$2,178,27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT KEMP
5	X25-SFP-DAC-1M	SEL KEMP X25 1M SFP+ DAC Bundle		\$876.92	ĸ	31%	\$605.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT KEMP
5	X25-SFP-DAC-3M	SEL KEMP X25 3M SFP+ DAC Bundle		\$1,227.69	ĸ	31%	\$847.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT KEMP
5	X25-SFP-DAC-5M	SEL KEMP X25 5M SFP+ DAC Bundle		\$1,753.85	ĸ	31%	\$1,210.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT KEMP
5	X25-SFP-SR	SEL KEMP X25 SFP+ SR Bundle		\$3,156.92	ĸ	31%	\$2,178.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT KEMP
5	X40-SFP-DAC-10M	SEL KEMP X40 10M SFP+ DAC Bundle		\$3,156.92	ĸ	31%	\$2,178.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT KEMP
5	X40-SFP-DAC-1M	SEL KEMP X40 1M SFP+ DAC Bundle		\$876.92	ĸ	31%	\$605.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT KEMP
5	X40-SFP-DAC-3M	SEL KEMP X40 3M SFP+ DAC Bundle		\$1,227.69	ĸ	31%	\$847.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT KEMP
5	X40-SFP-DAC-5M	SEL KEMP X40 5M SFP+ DAC Bundle		\$1,753.85	ĸ	31%	\$1,210,16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT KEMP
5	X40-SFP-SR	SEL KEMP X40 SFP+ SR Bundle		\$3,156.92	ĸ	31%	\$2,178,27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELECT KEMP
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