					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAF	RANTY UPGRADE	NET PRICE		
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	ESEL-MISC-AMP	SELECT: MISC AMPLEXOR PRODUCT	\$0.00		31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		AMPLEXOR
5	MIFD-CLT0001	SEL myInsight CLIENT 1-50 USERS PER SEAT	\$91.00		31%	\$62.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		AMPLEXOR
5 5	MIFD-CLT0051 MIFD-CLT0201	SEL myInsightCLIENT 51-200 USERS PERSEAT SEL myInsightCLIENT 201-500USERS PERSEAT	\$62.00 \$56.00		31% 31%	\$42.78 \$38.64	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		AMPLEXOR AMPLEXOR
5 5	MIFD-CLT0201 MIFD-CLT0501	SEL mylnsightCLIENT 201-5000SERS PERSEA	\$49.00		31%	\$33.81	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		AMPLEXOR
5	MIFD-CLT1251	SEL myInsight CLIENT 1250+USERS PER SEAT	\$38.00		31%	\$26.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		AMPLEXOR
5	MIFD-FLT00001	SEL myInsight 1-50 USR FLOAT 1YR LEASE	\$41.00		31%	\$28.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		AMPLEXOR
5	MIFD-FLT00051	SEL myInsight 51-200USR FLOAT 1YRLEASE	\$28.00	К	31%	\$19.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	AMPLEXOR
5	MIFD-FLT00201	SEL myInsight 201-500 USR FLOAT 1YRLEASE	\$25.00		31%	\$17.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		AMPLEXOR
5	MIFD-FLT00501	SEL myInsight 501-1250USR FLOAT 1YRLEASE	\$22.00		31%	\$15.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		AMPLEXOR
5 5	MIFD-FLT01251 MIFDLS-APV	SEL myInsight 1251+ USR FLOAT 1YR LEASE SEL myInsight forDCTM LS Approver ASL=UA	\$17.00 \$150.00		31% 31%	\$11.73	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		AMPLEXOR AMPLEXOR
5	MIFDLS-CTB	SEL myInsight forDCTM LS Approver ASL=0A	\$75.00		31%	\$103.50 \$51.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		AMPLEXOR
5	MIFDLS-RED	SEL myInsight for DCTM LS Reader ASL=UA	\$38.00		31%	\$26.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		AMPLEXOR
5	CS1000HA-ISLN	SEL Aspera Cnct Svr-1 Gbps-HA-ISLN	\$144,000.00		31%	\$99,360.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		ASPERA
5	CS100HA-ISLN	SEL Aspera Cnct Svr-100 Mbps-HA-ISLN	\$48,000.00	к	31%	\$33,120.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ASPERA
5	CS155HA-ISLN	SEL Aspera Cnct Svr-155 Mbps-HA-ISLN	\$66,000.00		31%	\$45,540.00		\$0.00	\$0.00	\$0.00	\$0.00		ASPERA
5	CS2400HA-ISLN	SEL Aspera Cnct Svr-2.4 Gbps-HA-ISLN	\$192,000.00		31%	\$132,480.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		ASPERA
5	CS450HA-ISLN	SEL Aspera Cnct Svr-450 Mbps-HA-ISLN	\$108,000.00		31%	\$74,520.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		ASPERA
5 5	CS45HA-ISLN CS5000HA-ISLN	SEL Aspera Cnct Svr-45 Mbps-HA-ISLN SEL Aspera Cnct Svr-5 Gbps-HA-ISLN	\$30,000.00 \$240,000.00		31% 31%	\$20,700.00 \$165,600.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		ASPERA
5	ES1000HA-ISLN	SEL Aspera Crict Svr-5 Gbps-HA-ISLN SEL Aspera Entrp Svr-1 Gbps-HA-ISLN	\$240,000.00 \$96,000.00		31%	\$165,600.00 \$66,240.00		\$0.00	\$0.00	\$0.00	\$0.00		ASPERA ASPERA
5	ES100HA-ISLN	SEL Aspera Entrp Svr-100 Mbps-HA-ISLN	\$32,000.00		31%	\$22,080.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		ASPERA
5	ES155HA-ISLN	SEL Aspera Entrp Svr-155 Mbps-HA-ISLN	\$44,000.00		31%	\$30,360.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		ASPERA
5	ES2400HA-ISLN	SEL Aspera Entrp Svr-2.4 Gbps-HA-ISLN	\$128,000.00		31%	\$88,320.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		ASPERA
5	ES450HA-ISLN	SEL Aspera Entrp Svr-450 Mbps-HA-ISLN	\$72,000.00		31%	\$49,680.00		\$0.00	\$0.00	\$0.00	\$0.00		ASPERA
5	ES45HA-ISLN	SEL Aspera Entrp Svr-45 Mbps-HA-ISLN	\$20,000.00		31%	\$13,800.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		ASPERA
5	ES5000HA-ISLN	SEL Aspera Entrp Svr-5 Gbps-HA-ISLN	\$160,000.00		31%	\$110,400.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		ASPERA
5 5	CTFC-161E-M02 CTFC-162E-M02	SEL ATTO 1Port 16Gb FC HBAw/Multipathing SEL ATTO 2Port 16Gb FC HBAw/Multipathing	\$1,895.00 \$2,495.00		31% 31%	\$1,307.55 \$1,721.55	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		ATTO ATTO
5	CTFC-164E-M02	SEL ATTO 2Port 16Gb FC HBAw/Multipathing SEL ATTO 4Port 16Gb FC HBAw/Multipathing	\$4,995.00		31%	\$3,446.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		ATTO
5	CTFC-81EN-M02	SEL ATTO 1 Port 8Gb FC HBA w/Multipathing	\$1,315.00		31%	\$907.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		ATTO
5	CTFC-82EN-M02	SEL ATTO 2Port 8Gb FC HBAw/Multipathing	\$1,755.00		31%	\$1,210.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		ATTO
5	CTFC-84EN-M02	SEL ATTO 4Port 8Gb FC HBA w/Multipathing	\$3,295.00		31%	\$2,273.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ATTO
5	FFRM-NS11-000	SEL ATTO 1Port 10GbE NIC	\$895.00		31%	\$617.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ATTO
5	FFRM-NS12-000	SEL ATTO 2Port 10GbE NIC	\$1,295.00		31%	\$893.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		ATTO
5	FFRM-NS14-000	SEL ATTO 4Port 10GbE NIC	\$2,345.00		31%	\$1,618.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		ATTO
5 5	FFRM-NT11-000 FFRM-NT12-000	SEL ATTO 1Port 10GBase-T NIC SEL ATTO 2Port 10GBase-T NIC	\$745.00 \$895.00		31% 31%	\$514.05 \$617.55	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		ATTO ATTO
5 5	INIT-MAC0-EM1	SEL ATTO ZPOR TOGBASE-TINIC SEL ATTO Xtend SAN Mac iSCSI Initiator	\$215.00		31%	\$148.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		ATTO
5	TLNS-2101-D00	SEL Tbolt 2 to 10Gb Ethernet (1) SFP+mod	\$1,745.00		31%	\$1,204.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		ATTO
5	TLNS-2102-D01	SEL Tbolt 2 to 10Gb Ethernet (2)SFP+ mod	\$2,045.00		31%	\$1,411.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		ATTO
5	BM-O-PVM-LCM	SEL BM VMW PI ORCL EM12c per unit	\$1,846.00		31%	\$1,273.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BLUE MEDORA
5	BM-O-PVM-LCM-M	SEL BM VMW PI ORCL EM12c ASM UNIT	\$353.00		31%	\$243.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BLUE MEDORA
5	BM-V-CIS-UCS	SEL BM VMW vROps MP CIS UCS UNIT	\$538.00		31%	\$371.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BLUE MEDORA
5	BM-V-DELCOM	SEL BM VMW vROpsMP DELCOM UNIT	\$538.00		31% 31%	\$371.22	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BLUE MEDORA
5	BM-V-F5BIP-PE BM-V-F5BIP-VE	SEL BM VMW vROpsMP F5PIPPE UNIT SEL BM VMW vROpsMP F5PIPVE UNIT	\$4,777.00 \$892.00		31%	\$3,296.13 \$615.48	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BLUE MEDORA BLUE MEDORA
5	BM-V-IBM-DB2	SEL BM VMW vROps MP DB2 UNIT	\$762.00		31%	\$525.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BLUE MEDORA
5	BM-V-ITM	SEL BM VMW vROpsMP ITM UNIT	\$34,615.00		31%	\$23,884.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BLUE MEDORA
5	BM-V-LEN-COM	SEL BM VMW vROpsMP LEN Com UNIT	\$538.00	К	31%	\$371.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BLUE MEDORA
5	BM-V-LEN-NET	SEL BM VMW vROpsMP LEN NET UNIT	\$1,615.00	к	31%	\$1,114.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BLUE MEDORA
5	BM-V-MS-SQL	SEL BM VMW vROpsMP MS SQL UNIT	\$762.00		31%	\$525.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BLUE MEDORA
5	BM-V-OEM-ENT	SEL BM VMW vCOps MP ORCL EM	\$34,615.00		31%	\$23,884.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BLUE MEDORA BLUE MEDORA
5 5	BM-V-OEM-ENT-M BM-V-PGSQL	SEL BM VMW vCOps MP ORCL EM ASM SEL BM VMW vROpsMP PGSQL UNIT	\$5,882.00 \$762.00		31% 31%	\$4,058.58 \$525.78	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BLUE MEDORA
5 5	BM-V-SAP	SEL BM VMW VROpsMP PGSQL UNIT	\$1,923.00		31%	\$525.78 \$1,326.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BLUE MEDORA
5	BM-V-SAP-HANA	SEL BM VMW VROps MP SAP HANA UNIT	\$1,923.00		31%	\$1,326.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BLUE MEDORA
5		SEL BM VMW vCOps MP SAP HANA ASM UNIT	\$353.00		31%	\$243.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BLUE MEDORA
5	BM-V-XEN-DT	SEL BM VMW vCOps MP Xen XenApp DT 100ct	\$6,154.00		31%	\$4,246.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BLUE MEDORA
5	BR-AMP-UPG-01	SEL ANALYTICS MONITORING PLATFORM,24	\$499,800.00		31%	\$344,862.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE
5	EM-1010-0010	SEL SINGLE PORT CNA (OPT)	\$2,252.00		31%	\$1,553.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE
5	EM-1010-1010	SEL SINGLE PORT CNA (COP)	\$1,523.00		31%	\$1,050.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE
5 5	EM-1020-0010 EM-1020-1010	SEL DUAL PORT CNA (OPT) SEL DUAL PORT CNA (COP)	\$3,350.00 \$2,086.00		31% 31%	\$2,311.50 \$1,439.34	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE BROCADE
5	EM-1020-1010 EM-1860-1C00	SEL DUAL PORT CNA (COP) SEL 1860-1C 1PORT NO SFP	\$2,086.00 \$1,466.00		31%	\$1,439.34 \$1,011.54	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00		BROCADE
5	EM-1860-1600	SEL 1860-1F 1PORT 16GB SFP	\$2,001.00		31%	\$1,380.69		\$0.00	\$0.00	\$0.00	\$0.00		BROCADE
5	EM-1860-1P00	SEL 1860-1P 1PORT 10GB SFP	\$1,784.00		31%	\$1,230.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE
5	EM-1860-2C00	SEL 1860-2C 2PORT NO SFPS	\$2,052.00		31%	\$1,415.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE
5	EM-1860-2F00	SEL 1860-2F 2PORTS 16GB SFPS	\$3,123.00	к	31%	\$2,154.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE
5	EM-1860-2P00	SEL 1860-2P 2PORTS 10GB SFPS	\$2,689.00		31%	\$1,855.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE
5	EM-415-0010	SEL 415 FC HBA SINGLE PORT 4GBPS	\$1,150.00		31%	\$793.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE
5	EM-425-0010	SEL 425 FC HBA DUAL PORT 4GBPS SEL 815 FC HBA SINGLE PORT 8GBPS	\$1,650.00		31%	\$1,138.50		\$0.00	\$0.00	\$0.00	\$0.00		BROCADE
5 5	EM-815-0010 EM-825-0010	SEL 815 FC HBA SINGLE PORT 8GBPS SEL 825 FC HBA DUAL PORT 8GBPS	\$1,450.00 \$2,050.00		31% 31%	\$1,000.50 \$1,414.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE BROCADE
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					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAF	RANTY UPGRADE	NET PRICE		
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5		SEL 2 POST MID MOUNT KIT/FLUSH MOUNT K		К	31%	\$217.35	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE
5		SEL-10GE SFP+ TwinAx Active Optic Cbl,7m	\$360.00		31%	\$248.40	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5 5		SEL-10GE SFP+ TwinAx Optical Cable, 10m SEL 10GBASE-LRM 1310NM SFP+ (LC) TAR	\$410.00 \$1,495.00		31% 31%	\$282.90 \$1,031.55	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5		1 SEL DIRECT ATTACH SFPP COPPER1M1-PAC			31%	\$103.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5		1 SEL DIRECT ATTACH SFPP COPPER3M1-PAC			31%	\$144.90	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5		8 SEL DIRECT ATTACH SFPP COPPER3M8-PAC			31%	\$1,043.28	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5	10G-SFPP-TWX0508	8 SEL DIRECT ATTACH SFPP COPPER5M8-PAC	\$1,872.00		31%	\$1,291.68	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5		SEL-10GBASE-ZR SFP+ optic 80km SMF	\$16,000.00		31%	\$11,040.00	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5		SEL DIRECT ATTACH SFPP COPPER1M8-PAC			31%	\$675.51	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5		SEL DIRECT ATTACH SFPP COPPER3M1-PACI SEL DIRECT ATTACH SFPP COPPER3M8-PACI	\$190.00 \$1,370.00		31% 31%	\$131.10 \$945.30	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			BROCADE ETHERNET BROCADE ETHERNET
5		SEL DIRECT ATTACH SFPP COPPERSM8-FAC			31%	\$162.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5		SEL DIRECT ATTACH SFPP COPPER5M8-PAC	\$1,697.00		31%	\$1,170.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5		SEL D-ATTACH 1G SFP COPPER 1M S-CABLE	\$150.00		31%	\$103.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	1G-SFP-TWX-0501	SEL 5M DIR ATTACH 1G SFP COPPER STCK C	\$260.00	к	31%	\$179.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5		SEL-4x10G D-ATTACH QSFP/4 SFP CBL1M 1PF	\$650.00		31%	\$448.50	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5		SEL-4x10G D-ATTACH QSFP/4 SFP CBL3M 1PP	\$800.00		31%	\$552.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5 5		SEL-4x10G D-ATTACH QSFP/4 SFP CBL5M 1PF SEL-40GE QSFP TwinAx Cable, 0.5m	\$950.00 \$150.00		31% 31%	\$655.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5		SEL-40GE QSFP TwinAx Cable, 0.5m SEL-40GE QSFP TwinAx 0.5M, 8-PACK,	\$1,080.00		31%	\$103.50 \$745.20	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5		SEL 1x40GE QSFP D/A Copper Cbl 1m	\$288.00		31%	\$198.72		\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5			\$500.00		31%	\$345.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	40G-QSFP-Q-0301	SEL-40GE TWINAX QSFP+ cable, 3m	\$650.00		31%	\$448.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5		SEL-40GE TWINAX QSFP+ cable, 5m	\$800.00		31%	\$552.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	BR-BFO-SML	SEL Flow Optimize-Lic 20G traffic mgmt	\$5,000.00		31%	\$3,450.00	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5			\$75.00		31%	\$51.75		\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5		SEL 100Base-FX IR 15km SMF LC SFP OMC	\$345.00		31%	\$238.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5 5		SEL 100Base-FX 40km LR SMF SFP optic OMC SEL 100Base-FX SFP optic MMF LC OMC	\$455.00 \$195.00	ĸ	31% 31%	\$313.95 \$134.55	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5		SEL 8x100Base-FX SFP optic MMF(LC)(OMC)	\$1,404.00		31%	\$968.76		\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5		SEL 1000Base-BXD SFP SMF to E1MG-BXU	\$1,315.00		31%	\$907.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5		SEL 1000Base-BXU SFP SMF to E1MG-BXD	\$1,315.00		31%	\$907.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5		SEL 100Base-FX IR 15km SMF LC SFP OMC	\$313.00		31%	\$215.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5		SEL 100Base-FX 40km LR SMF SFP optic OMC	\$412.00		31%	\$284.28	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5		SEL 100Base-FX SFP optic MMF LC OMC	\$177.00		31%	\$122.13		\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5		SEL 100Base-FX SFP optic MMF 8PK LC OMC SEL 1000Base-LHA SFP optic SMF LC OMC	\$1,272.00 \$3,995.00		31% 31%	\$877.68 \$2,756.55	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5		SEL-1000Base-LHA SFP optic SMF LC OMC	\$4,400.00		31%	\$3,036.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	E1MG-LHB	SEL 1000Base-LHB SFPopticSMF(LC)<=150km	\$5,495.00		31%	\$3,791.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5		SEL 1000Base-LX SFP optic SMF LC OMC	\$1,100.00		31%	\$759.00	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5		SEL 1000Base-LX SFP optic 8PK SMF LC OMC	\$8,280.00		31%	\$5,713.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5		SEL 1000Base-SX SFP optic MMF LC OMC	\$525.00		31%	\$362.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5		SEL 1000Base-SX SFP optic 8PK MMF LC OMC	\$3,780.00		31%	\$2,608.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	E1MG-TX	SEL 1000BASE-TX SFP Copper RJ-45Conn	\$325.00		31%	\$224.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5		SEL ICX6430/50 1500W Ext Pwr-RPS/EPS SEL ICX6430/6450 2 Post Rck Kit Spare	\$1,500.00 \$50.00		31% 31%	\$1,035.00 \$34.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			BROCADE ETHERNET BROCADE ETHERNET
5		SEL 24p 1G 4x1G SFP U/S Ports Fanless	\$1,295.00		31%	\$893.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5		SEL 24p 1G PoE+ 390W4x1G SFP U/S Ports	\$2,295.00		31%	\$1,583.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	ICX6430-48	SEL 48p 1G 4 x 1G SFP Uplink/Stack Ports	\$2,795.00		31%	\$1,928.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5		SEL 48p1G PoE+ 390W4 x 1G SFP U/S Ports	\$4,095.00		31%	\$2,825.55	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5		DSEL 6450 CapLic UPG 1G U/S Prts(+1G/10G)	\$1,000.00		31%	\$690.00	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5		SEL ICX 6450 PREMIUM SOFTWARE LICENSE	\$800.00		31%	\$552.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5 5	ICX7000-RMK ICX7250-24	SEL-RACK MOUNT KIT,2 POST,ICX7750/7450 SEL-24-port 1 GbE switch with 8x1GbE SFP	\$85.00 \$2,100.00	K K	31% 31%	\$58.65 \$1,449.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5		SEL-24-point 1 Gbe switch with 8x1Gbe SFP SEL-24prt 1 G bundle 2x1GbE/10GbE+6x1GbE	\$2,650.00		31%	\$1,828.50		\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5		SEL-24-port 1 GbE 4x1GbE SFP	\$2,000.00		31%	\$1,380.00	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5		SEL-24-prt 1 GbE switch PoE+ 360W	\$2,650.00		31%	\$1,828.50	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5	ICX7250-24P2X10G	SEL-24-prt 1 GbE switch PoE+ 360W bundle	\$3,200.00	к	31%	\$2,208.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5		O SEL-7250 Upgrd uplnk prts to 2x1GE/10GE	\$1,400.00		31%	\$966.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	ICX7250-48	SEL-48-prt 1 GbE switch with 8x1GbE SFP+	\$3,200.00		31%	\$2,208.00	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5		SEL-48-prt 1 GbE switch bundle	\$3,900.00	ĸ	31%	\$2,691.00	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5 5		SEL-48-prt 1 GbE switch PoE+ 720W	\$4,600.00 \$5,200.00	ĸ	31%	\$3,174.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00		BROCADE ETHERNET BROCADE ETHERNET
5		SEL-48-prt 1 GbE switch PoE+ 720W bundle D SEL-ICX7250 Upgrd to 8x1GbE/10GbE uplnk	\$5,300.00 \$1,000.00		31% 31%	\$3,657.00 \$690.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET
5		SEL-ICX7250 Opgra to 8x Tober Togbe april	\$1,000.00		31%	\$690.00		\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5		SEL-ICX 7450 1-port 40GbE QSFP+ Module	\$800.00		31%	\$552.00		\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5		SEL-ICX 7450 4-port 1/10GbE 10GBase-T	\$1,200.00		31%	\$828.00		\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5	ICX7400-4X10GF	SEL-ICX 7450 4-port 1/10GbE SFP+ Module	\$1,000.00	к	31%	\$690.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5		SEL-ICX 7450 4-port 100M/1GbE SFP Module	\$400.00		31%	\$276.00	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5		SEL-24-port 1 GbE switch, 3 mod slots	\$3,095.00		31%	\$2,135.55		\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5 5		SEL-24-port 1 GbE switch bundle SEL-24-port 1 GbE swch PoE+, 3 mod slots	\$5,595.00		31%	\$3,860.55		\$0.00	\$0.00	\$0.00			BROCADE ETHERNET BROCADE ETHERNET
5		SEL-24-port 1 GDE switch PoE+, 3 mod slots SEL-24-port 1 GDE switch PoE+ bundle	\$3,495.00 \$6,595.00		31% 31%	\$2,411.55 \$4,550.55		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET
5		SEL-24-port 1 GbE switch P de+ buildle SEL-48-port 1 GbE switch, 3 mod slots	\$5,295.00		31%	\$3,653.55		\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
-	-												

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAF	RANTY UPGRADE	NET PRICE		
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	ICX7450-48-E	SEL-48-port 1 GbE switch bundle	\$7,995.00	ĸ	31%	\$5,516.55	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5 5	ICX7450-48F ICX7450-48F-E	SEL-48-port 1 GbE SFP switch, 3 modslots SEL-48-port 1 GbE SFP switch bundle	\$9,995.00 \$11,995.00		31% 31%	\$6,896.55 \$8,276.55	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			BROCADE ETHERNET BROCADE ETHERNET
5	ICX7450-48P	SEL-48-port 1 GbE swch PoE+, 3 mod slots	\$6,795.00		31%	\$4,688.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	ICX7450-48P-E	SEL-48-port 1 GbE switch PoE+ bundle	\$9,995.00		31%	\$6,896.55	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5		SEL-48-port 1 GbE switch PoE+ bundle	\$9,195.00		31%	\$6,344.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	ICX7450-PREM-LIC	SEL-ICX 7450 LAYER 3 PREM SOFTWARE LIC	\$1,200.00		31%	\$828.00	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5	ICX7750-26Q	SEL-7750 w/26 40GbE prts 1 mod slot.	\$21,500.00		31%	\$14,835.00	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5	ICX7750-48C	SEL-7750 w/48 40GbE prts 1 mod slot.	\$23,900.00		31%	\$16,491.00	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5	ICX7750-48F	SEL-7750w/48 10GbE SFP+ prts, 6 10/40GbE	\$21,500.00		31%	\$14,835.00	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5 5	ICX7750-6Q ICX7750-FAN-E	SEL-ICX7750 six port 40GbE QSFP+ module SEL-(4) 7750 Fans prt side air intake	\$5,995.00 \$1,495.00		31% 31%	\$4,136.55 \$1,031.55	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			BROCADE ETHERNET BROCADE ETHERNET
5	ICX7750-FAN-E-1	SEL-(1) 7750 Fan prt side air intake	\$575.00		31%	\$396.75	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5	ICX7750-FAN-I	SEL-(4) 7750 Fan assys prt side air exh	\$1,495.00		31%	\$1,031.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	ICX7750-FAN-I-1	SEL- (1) 7750 Fan assy port side air exh	\$575.00	К	31%	\$396.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5	ICX7750-L3-COE	SEL-7750 PREMIUM LAYER3 FEATURES	\$6,495.00		31%	\$4,481.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	ICX7750-RMK	SEL-FRU,RCK MNT KIT,2 POST, 7750/7450	\$85.00		31%	\$58.65	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5		SEL-EPS4000 Cable Direct; 1 EPS4000	\$150.00		31%	\$103.50	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5 5		SEL-EPS4000 Cble Spli; 1 EPS4000 to 2 SEL-EPS4000 Shelf with 4 bays	\$300.00 \$2,000.00		31% 31%	\$207.00 \$1,380.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	ICX-FAN10-E	SEL-7450 exhaust airflow fan, FTB	\$250.00		31%	\$172.50	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5	ICX-FAN10-I	SEL-7450 intake airflow fan, BTF	\$250.00		31%	\$172.50	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5	PCAUS	SEL Pwrcrd for RPS5/8/9/X424/X448 - AUS	\$48.00		31%	\$33.12	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5	PCAUS-EPS	SEL Pwrcrd AUSTRALIA 16A/250V	\$75.00		31%	\$51.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	PCEURO	SEL Pwrcrd for RPS2/3/5/9 EU version	\$17.00		31%	\$11.73	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5	PCEURO-EPS	SEL 16A250VCEE 7/7 EUROP-C191.8MR6	\$75.00		31%	\$51.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5 5	PCINDIA PCINDIA-EPS	SEL Pwrcrd for RPS2/3/5/9 India version SEL Pwrcrd INDIA 16A/250V	\$40.00 \$75.00		31% 31%	\$27.60 \$51.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			BROCADE ETHERNET
5	PCJAPAN	SEL Pwrcrd for RPS2/3/5/9 Japan version	\$17.00		31%	\$11.73	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET BROCADE ETHERNET
5	PCJAPAN-EPS	SEL Pwrcrd JAPAN 15A 250V	\$75.00		31%	\$51.75	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5		ISEL-PWR CRD, SWISS TO C13,10A,250V	\$48.00		31%	\$33.12	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5	PCTAIWAN-EPS	SEL Pwrcrd TAIWAN 16A 250V	\$68.00	к	31%	\$46.92	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5	PCUK	SEL Pwrcrd for RPS2/3/5/9 UK version	\$17.00		31%	\$11.73	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5	PCUK-EPS	SEL Pwrcrd UK 13A 250V	\$75.00		31%	\$51.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5 5	RPS15-E RPS15-I	SEL 6610/50NON-POE250W PSU p-side intake SEL 6610/50 NON-POE 250W PSU p-side exh	\$500.00 \$500.00		31% 31%	\$345.00 \$345.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	RPS16DC-E	SEL 5010/50 NON-POE 250W PS0 p-side exit SEL 510W DC Pwr forICX6610/50-EXHAUSTair	\$1,100.00		31%	\$345.00 \$759.00	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5	RPS16DC-I	SEL 510W DC Pwr forICX6610/50-Intakeair	\$1,100.00		31%	\$759.00	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5	RPS16-E	SEL 1000W Pwr-ICX6610 PoE-Exhaustairflow	\$1,000.00		31%	\$690.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	RPS16-I	SEL 6610 POE 1000W PSU PORT SIDE EXHAU	\$1,000.00		31%	\$690.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5	RPS17	SEL-1 Pwr Supp for EPS4000 Shelf; 920W	\$1,500.00		31%	\$1,035.00	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5	RPS9+E	SEL-500W AC pwr supp w/ exhaust airflow	\$995.00		31%	\$686.55	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5 5	RPS9+I RPS9DC+E	SEL-500W AC pwr supp w/ intake airflow SEL-500W DC pwr supp w/ exhaust airflow	\$995.00 \$1,250.00		31% 31%	\$686.55 \$862.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	RPS9DC+E RPS9DC+I	SEL-FRU,500WDCPS,INTAKE,ICX7750	\$1,250.00		31%	\$862.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	XBR-R000295	SEL-FRU,UNIV RCK MNT,4 POST 24"-32	\$430.00		31%	\$296.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5		SEL Maint for Content Bridge Add-in	\$2,969.00		31%	\$2,048.61	\$0.00	\$0.00	\$0.00	\$0.00			
5	SELAO	SEL AObridge	\$49,375.00		31%	\$34,068.75	\$0.00	\$0.00	\$0.00	\$0.00			
5	SELAOS	SEL AObridge Subscription	\$12,344.00		31%	\$8,517.36	\$0.00	\$0.00	\$0.00	\$0.00			
5	SELBLOCK	SEL BLOCKBRIDGE	\$15,625.00		31%	\$10,781.25	\$0.00	\$0.00	\$0.00	\$0.00			
5 5	SELBLOCKS SELBULK	SEL BLOCKbridge Subscription SEL BULKbridge	\$3,906.00 \$11,875.00		31% 31%	\$2,695.14 \$8,193.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			
5	SELBULKS	SEL BULKbridge Subscription	\$2,969.00		31%	\$2,048.61	\$0.00	\$0.00	\$0.00	\$0.00			
5	SELCONTENT	SEL Content Bridge Add-in	\$11,875.00		31%	\$8,193.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		
5	SELCONTENTS	SEL Content Bridge Add-in Subscription	\$2,969.00	к	31%	\$2,048.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BTM
5	SELCP	SEL CPbridge	\$49,375.00		31%	\$34,068.75	\$0.00	\$0.00	\$0.00	\$0.00			
5	SELDRAW	SEL DRAWbridge	\$1,188.00		31%	\$819.72	\$0.00	\$0.00	\$0.00	\$0.00			
5 5		SEL DRAWbridge BRAVA for CAD Add-in	\$81.00		31%	\$55.89	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00			
5	SELDRAWBRAVAS SELDRAWD2	SEL DRAWbridge BRAVA for CAD A/I Subscr. SEL DRAWBRIDGE FOR D2	\$20.00 \$1,188.00		31% 31%	\$13.80 \$819.72	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			
5	SELDRAWD2	SEL DRAWbridge for D2 Subscrption	\$298.00		31%	\$205.62	\$0.00	\$0.00	\$0.00	\$0.00			
5	SELDRAWS	SEL DRAWbridge Subscription	\$298.00		31%	\$205.62	\$0.00	\$0.00	\$0.00	\$0.00			
5	SELECPS	SEL CPbridge Subscription	\$12,344.00	к	31%	\$8,517.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BTM
5	SELINDEX	SEL INDEXBRIDGE	\$15,625.00		31%	\$10,781.25	\$0.00	\$0.00	\$0.00	\$0.00			
5	SELINDEXS	SEL INDEXbridge Subscription	\$3,906.00		31%	\$2,695.14	\$0.00	\$0.00	\$0.00	\$0.00			
5	SELNAVI1499	SEL NAVIbridge 1,000 - 1,499 users	\$202.50		31%	\$139.73	\$0.00	\$0.00	\$0.00	\$0.00			
5 5	SELNAVI1999 SELNAVI499	SEL NAVIbridge 1,500 - 1,999 users SEL NAVIbridge 25-499 users	\$191.25 \$225.00		31% 31%	\$131.96 \$155.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			
5	SELNAVI499	SEL NAVIbridge 2,000 - 4,999 users	\$225.00		31%	\$155.25	\$0.00	\$0.00	\$0.00	\$0.00			
5	SELNAVI5000	SEL NAVIbridge 5,000+ users	\$157.50		31%	\$108.68	\$0.00	\$0.00	\$0.00	\$0.00			
5	SELNAVI999	SEL NAVIbridge 500-999 users	\$213.75		31%	\$147.49	\$0.00	\$0.00	\$0.00	\$0.00			
5	SELRENDER	SEL RENDERBRIDGE	\$18,750.00	к	31%	\$12,937.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BTM
5	SELRENDERS	SEL RENDERbridge Subscription	\$4,688.00		31%	\$3,234.72		\$0.00	\$0.00	\$0.00			
5 5	SELTAG SELTAGS	SEL TAGBRIDGE SEL TAGbridge Subscription	\$15,625.00		31% 31%	\$10,781.25 \$2,695.14	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			
5	SELIAGO	CEE MODINGE Oubscription	\$3,906.00	A	5170	φ2,093.14	φ0.00	φ0.00	φ0.00	φ 0.0 0	φ 0. 00	φυ.00	D.M.

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAR	RRANTY UPGRADE	E NET PRICE		
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	11-1782-LIC	SEL ItbmS1 Std& VCLDS 5 Ent Promo Bun	\$25,289.00		31%	\$17,449.41	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1783-LIC	SEL Itom S1 Std&Vcac 6 Ent Promobun	\$21,313.00		31%	\$14,705.97	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1827-LIC	SEL Vsan 5 With Dp Bun Promo	\$3,163.00		31%	\$2,182.47	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1829-LIC 11-1829-LIC-L1	SEL Hor Adv: 10P Ccu	\$4,400.00		31%	\$3,036.00	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5 5		SEL Tppl1 Hor Adv: 10P Ccu SEL Tppl2 Hor Adv: 10P Ccu	\$4,180.00		31%	\$2,884.20	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CARAHSOFT
5	11-1829-LIC-L2 11-1829-LIC-L3	SEL Topl2 Hol Adv: 10P Ccu	\$4,092.00 \$3,960.00		31% 31%	\$2,823.48 \$2,732.40	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00			CARAHSOFT CARAHSOFT
5	11-1829-LIC-L3	SEL Topl4 Hor Adv: 10P Ccu	\$3,828.00		31%	\$2,641.32	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1829-LIC-L5	SEL Tppl5 Hor Adv: 10P (Ccu	\$3,652.00		31%	\$2,519.88	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1830-LIC	SEL Hor Adv: 100P Ccu	\$44,000.00		31%	\$30,360.00	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1830-LIC-L1	SEL Tppl1 Hor Adv: 100P Ccu	\$41,800.00		31%	\$28,842.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1830-LIC-L2	SEL Tppl2 Hor Adv: 100P Ccu	\$40,920.00	к	31%	\$28,234.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-1830-LIC-L3	SEL Tppl3 Hor Adv: 100P Ccu	\$39,600.00		31%	\$27,324.00	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1830-LIC-L4	SEL Tppl4 Hor Adv: 100P Ccu	\$38,280.00		31%	\$26,413.20	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1830-LIC-L5	SEL Tppl5 Hor Adv: 100P Ccu	\$36,520.00		31%	\$25,198.80	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1831-LIC	SEL Hor Adv: 10P (Nus)	\$2,750.00		31%	\$1,897.50	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1831-LIC-L1	SEL Topl1 Hor Adv: 10P (Nus)	\$2,613.00		31%	\$1,802.97	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1831-LIC-L2	SEL Topl2 Hor Adv: 10P (Nus)	\$2,558.00		31%	\$1,765.02	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5 5	11-1831-LIC-L3 11-1831-LIC-L4	SEL Tppl3 Hor Adv: 10P (Nus) SEL Tppl4 Hor Adv: 10P (Nus)	\$2,475.00 \$2,393.00		31% 31%	\$1,707.75 \$1,651.17	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CARAHSOFT CARAHSOFT
5	11-1831-LIC-L4	SEL Tpp14 Hor Adv: 10P (Nus) SEL Tpp15 Hor Adv: 10P (Nus)	\$2,393.00		31%	\$1,575.27	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1832-LIC	SEL Hor Adv: 100P (Nus)	\$2,283.00		31%	\$18,975.00	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1832-LIC-L1	SEL Topl1 Hor Adv: 100P (Nus)	\$26,125.00		31%	\$18,026.25	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1832-LIC-L2	SEL Tppl2 Hor Adv: 100P (Nus)	\$25,575.00		31%	\$17,646.75	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1832-LIC-L3	SEL Tppl3 Hor Adv: 100P (Nus)	\$24,750.00		31%	\$17,077.50	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1832-LIC-L4	SEL Tppl4 Hor Adv: 100P (Nus)	\$23,925.00		31%	\$16,508.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-1832-LIC-L5	SEL Tppl5 Hor Adv: 100P (Nus)	\$22,825.00		31%	\$15,749.25	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1833-LIC	SEL Ent: 10P Ccu	\$6,325.00		31%	\$4,364.25	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1833-LIC-L1	SEL Tppl1 Ent: 10P Ccu	\$6,009.00		31%	\$4,146.21	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1833-LIC-L2	SEL Tppl2 Ent: 10P Ccu	\$5,882.00		31%	\$4,058.58	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1833-LIC-L3	SEL Tppl3 Ent: 10P Ccu	\$5,693.00		31%	\$3,928.17	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1833-LIC-L4 11-1834-LIC	SEL Tppl4 Ent: 10P Ccu SEL Ent: 100P Ccu	\$5,503.00		31% 31%	\$3,797.07	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CARAHSOFT
5	11-1834-LIC 11-1834-LIC-L1	SEL Ent. 100P Ccu SEL Tppl1 Ent: 100P Ccu	\$63,250.00 \$60,088.00		31%	\$43,642.50 \$41,460.72	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT CARAHSOFT
5	11-1834-LIC-L1	SEL Topl2 Ent: 100P Ccu	\$58,823.00		31%	\$40,587.87	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1834-LIC-L3	SEL Tppl3 Ent: 100P Ccu	\$56,925.00		31%	\$39,278.25	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1834-LIC-L4	SEL Tppl4 Ent: 100P Ccu	\$55,028.00		31%	\$37,969.32	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1835-LIC	SEL Ent: 10P (Nus)	\$3,850.00		31%	\$2,656.50	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1835-LIC-L1	SEL Tppl1 Ent: 10P (Nus)	\$3,658.00		31%	\$2,524.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1835-LIC-L2	SEL Tppl2 Ent: 10P (Nus)	\$3,581.00	к	31%	\$2,470.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-1835-LIC-L3	SEL Tppl3 Ent: 10P (Nus)	\$3,465.00		31%	\$2,390.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-1835-LIC-L4	SEL Tppl4 Ent: 10P (Nus)	\$3,350.00		31%	\$2,311.50	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1836-LIC	SEL Ent: 100P (Nus)	\$38,500.00		31%	\$26,565.00	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1836-LIC-L1	SEL TopI1 Ent: 100P (Nus)	\$36,575.00		31%	\$25,236.75	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5 5	11-1836-LIC-L2	SEL Tppl2 Ent: 100P (Nus) SEL Tppl3 Ent: 100P (Nus)	\$35,805.00		31%	\$24,705.45	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00			CARAHSOFT
5	11-1836-LIC-L3 11-1836-LIC-L4	SEL Topla Ent: 100P (Nus)	\$34,650.00 \$33,495.00		31% 31%	\$23,908.50 \$23,111.55	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00			CARAHSOFT CARAHSOFT
5	11-1837-LIC	SEL Upg: Mirage To Adv: 10P (Nus)	\$1,210.00		31%	\$834.90	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1837-LIC-L1	SEL L1 Upg Mirage To Adv 10P Nus	\$1,150.00		31%	\$793.50	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1837-LIC-L2	SEL L2 Upg Mirage To Adv 10P Nus	\$1,125.00		31%	\$776.25	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1837-LIC-L3	SEL L3 Upg Mirage To Adv 10P Nus	\$1,089.00		31%	\$751.41	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1837-LIC-L4	SEL L4 Upg Mirage To Adv 10P Nus	\$1,053.00		31%	\$726.57	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1837-LIC-L5	SEL L5 Upg Mirage To Adv 10P Nus	\$1,004.00		31%	\$692.76	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1838-LIC	SEL Upg: Mirage To Adv 100P Nus	\$12,100.00		31%	\$8,349.00	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1838-LIC-L1	SEL L1 Upg Mirage To Adv 100P Nus	\$11,495.00		31%	\$7,931.55	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1838-LIC-L2	SEL L2 Upg Mirage To Adv 100P Nus	\$11,253.00		31%	\$7,764.57	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1838-LIC-L3	SEL L3 Upg Mirage To Adv 100P Nus	\$10,890.00		31%	\$7,514.10	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT CARAHSOFT
5	11-1838-LIC-L4 11-1838-LIC-L5	SEL L4 Upg Mirage To Adv 100P Nus	\$10,527.00 \$10,043.00		31% 31%	\$7,263.63 \$6,929.67	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CARAHSOFT
5	11-1838-LIC-L5 11-1839-LIC	SEL L5 Upg Mirage To Adv 100P Nus SEL Upg View Std 10P Ccu To Adv 20P Nus	\$10,043.00 \$3,025.00		31% 31%	\$6,929.67 \$2,087.25	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00			CARAHSOFT
5	11-1839-LIC 11-1839-LIC-L1	SEL Upg view Std 10P Ccu To Adv 20P Nus SEL L1 Ug View Std 10P Ccu To Adv 20P Nu	\$3,025.00		31%	\$2,087.25	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1839-LIC-L2	SEL L2 Ug View Std 10P Ccu To Adv 20P Nu	\$2,813.00		31%	\$1,940.97	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1839-LIC-L3	SEL L3 Ug View Std 10P Ccu To Adv 20P NU	\$2,723.00		31%	\$1,878.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1839-LIC-L4	SEL L4 Ug View Std 10P Ccu To Adv 20P NU	\$2,632.00		31%	\$1,816.08	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1839-LIC-L5	SEL L5 Ug View Std 10P Ccu To Adv 20P NU	\$2,511.00	к	31%	\$1,732.59	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	CARAHSOFT
5	11-1840-LIC	SEL UG View Std 100 Ccu To Adv 200 NU	\$30,250.00		31%	\$20,872.50	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	CARAHSOFT
5	11-1840-LIC-L1	SEL L1 UG View Std 100 Ccu To Adv 200 NU	\$28,738.00		31%	\$19,829.22	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1840-LIC-L2	SEL L2 UG View Std 100 Ccu To Adv 200 NU	\$28,133.00		31%	\$19,411.77	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1840-LIC-L3	SEL L3 UG View Std 100 Ccu To Adv 200 NU	\$27,225.00		31%	\$18,785.25	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1840-LIC-L4	SEL L4 UG View Std 100 Ccu To Adv 200 NU	\$26,318.00		31%	\$18,159.42	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1840-LIC-L5	SEL L5 UG View Std 100 Ccu To Adv 200 NU	\$25,108.00		31%	\$17,324.52	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1841-LIC	SEL Upg View Std 10P Ccu To Ent 20P Nus	\$4,235.00		31%	\$2,922.15	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5 5	11-1841-LIC-L1 11-1841-LIC-L2	SEL L1 Upg View Std 10 Ccu To Ent 20 Nus	\$4,023.00		31% 31%	\$2,775.87 \$2,717.01	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00			CARAHSOFT CARAHSOFT
5	11-1841-LIC-L2 11-1841-LIC-L3	SEL L2 Upg View Std 10 Ccu To Ent 20 Nus SEL L3 Upg View Std 10 Ccu To Ent 20 Nus	\$3,939.00 \$3,812.00		31% 31%	\$2,717.91 \$2,630.28	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CARAHSOFT
0			ψ0,012.00		0170	ψ2,000.20	ψ0.00	ψ0.00	ψ0.00	ψ0.00	φ0.00	ψ0.00	

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAR	RANTY UPGRADE	NET PRICE		
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	11-1841-LIC-L4	SEL L4 Upg View Std 10 Ccu To Ent 20 Nus	\$3,684.00		31%	\$2,541.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1842-LIC	SEL UG View Std 100 Ccu To Ent 200 NU	\$42,350.00		31%	\$29,221.50	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1842-LIC-L1 11-1842-LIC-L2	SEL L1 UG View Std 100 Ccu To Ent 200 NU SEL L2 UG View Std 100 Ccu To Ent 200 NU	\$40,233.00 \$39,386.00		31% 31%	\$27,760.77 \$27,176.34	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1842-LIC-L2	SEL L2 UG View Std 100 Ccu To Ent 200 NU SEL L3 UG View Std 100 Ccu To Ent 200 NU	\$39,386.00		31%	\$26,299.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1842-LIC-L4	SEL L4 UG View Std 100 Ccu To Ent 200 NU	\$36,845.00		31%	\$25,423.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1843-LIC	SEL Upg View Std Ccu To Adv 10P Ccu	\$1,815.00		31%	\$1,252.35	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1843-LIC-L1	SEL L1 Upg View Std Ccu To Adv 10P Ccu	\$1,724.00		31%	\$1,189.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1843-LIC-L2	SEL L2 Upg View Std Ccu To Adv 10P Ccu	\$1,688.00		31%	\$1,164.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1843-LIC-L3	SEL L3 Upg View Std Ccu To Adv 10P Ccu	\$1,634.00	K	31%	\$1,127.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-1843-LIC-L4	SEL L4 Upg View Std Ccu To Adv 10P Ccu	\$1,579.00	К	31%	\$1,089.51	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-1843-LIC-L5	SEL L5 Upg View Std Ccu To Adv 10P Ccu	\$1,506.00		31%	\$1,039.14	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1844-LIC	SEL Upg View Std Ccu To Adv 100P Ccu	\$18,150.00		31%	\$12,523.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1844-LIC-L1	SEL L1 Upg View Std Ccu To Adv 100P Ccu	\$17,243.00		31%	\$11,897.67	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1844-LIC-L2	SEL L2 Upg View Std Ccu To Adv 100P Ccu	\$16,880.00		31%	\$11,647.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1844-LIC-L3 11-1844-LIC-L4	SEL L3 Upg View Std Ccu To Adv 100P Ccu	\$16,335.00 \$15,791.00		31% 31%	\$11,271.15	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1844-LIC-L4	SEL L4 Upg View Std Ccu To Adv 100P Ccu SEL L5 Upg View Std Ccu To Adv 100P Ccu	\$15,065.00		31%	\$10,895.79 \$10,394.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1845-LIC	SEL Upg View Std Ccu To Adv 1001 Ccu	\$3,025.00		31%	\$2,087.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1845-LIC-L1	SEL L1 Upg View Std Ccu To Ent 10P Ccu	\$2,874.00		31%	\$1,983.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1845-LIC-L2	SEL L2 Upg View Std Ccu To Ent 10P Ccu	\$2,813.00		31%	\$1,940.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1845-LIC-L3	SEL L3 Upg View Std Ccu To Ent 10P Ccu	\$2,723.00		31%	\$1,878.87	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1845-LIC-L4	SEL L4 Upg View Std Ccu To Ent 10P Ccu	\$2,632.00	К	31%	\$1,816.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-1846-LIC	SEL Upg View Std Ccu To Ent 100P Ccu	\$30,250.00		31%	\$20,872.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1846-LIC-L1	SEL L1 Upg View Std Ccu To Ent 100P Ccu	\$28,738.00		31%	\$19,829.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1846-LIC-L2	SEL L2 Upg View Std Ccu To Ent 100P Ccu	\$28,133.00		31%	\$19,411.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1846-LIC-L3	SEL L3 Upg View Std Ccu To Ent 100P Ccu	\$27,225.00		31%	\$18,785.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1846-LIC-L4	SEL L4 Upg View Std Ccu To Ent 100P Ccu	\$26,318.00		31%	\$18,159.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1847-LIC	SEL Upg Adv To Ent 10P Nus SEL L1 Upg Adv To Ent 10P Nus	\$605.00 \$575.00		31% 31%	\$417.45	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1847-LIC-L1 11-1847-LIC-L2	SEL L2 Upg Adv To Ent 10P Nus	\$575.00 \$563.00		31%	\$396.75 \$388.47	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00		CARAHSOFT
5	11-1847-LIC-L3	SEL L3 Upg Adv To Ent 10P Nus	\$545.00		31%	\$376.05	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1847-LIC-L4	SEL L4 Upg Adv To Ent 10P Nus	\$526.00		31%	\$362.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1848-LIC	SEL Upg Adv Nus To Ent 100P Nus	\$6,050.00		31%	\$4,174.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1848-LIC-L1	SEL L1 Upg Adv Nus To Ent 100P Nus	\$5,748.00		31%	\$3,966.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1848-LIC-L2	SEL L2 Upg Adv Nus To Ent 100P Nus	\$5,627.00	K	31%	\$3,882.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-1848-LIC-L3	SEL L3 Upg Adv Nus To Ent 100P Nus	\$5,445.00		31%	\$3,757.05	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1848-LIC-L4	SEL L4 Upg Adv Nus To Ent 100P Nus	\$5,264.00		31%	\$3,632.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1849-LIC	SEL Upg Adv To Ent 10P Ccu	\$1,210.00		31%	\$834.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1849-LIC-L1	SEL L1 Upg Adv To Ent 10P Ccu	\$1,150.00		31%	\$793.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1849-LIC-L2	SEL L2 Upg Adv To Ent 10P Ccu	\$1,125.00		31%	\$776.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1849-LIC-L3 11-1849-LIC-L4	SEL L3 Upg Adv To Ent 10P Ccu SEL L4 Upg Adv To Ent 10P Ccu	\$1,089.00 \$1,053.00		31% 31%	\$751.41 \$726.57	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1850-LIC	SEL Upg Adv Ccu To Ent 100P Ccu	\$12,100.00		31%	\$8,349.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1850-LIC-L1	SEL L1 Upg Adv Ccu To Ent 100P Ccu	\$11,495.00		31%	\$7,931.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1850-LIC-L2	SEL L2 Upg Adv Ccu To Ent 100P Ccu	\$11,253.00		31%	\$7,764.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1850-LIC-L3	SEL L3 Upg Adv Ccu To Ent 100P Ccu	\$10,890.00		31%	\$7,514.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1850-LIC-L4	SEL L4 Upg Adv Ccu To Ent 100P Ccu	\$10,527.00	К	31%	\$7,263.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1851-LIC	SEL Upg View Std 250 Ccu To Adv 500 Nu	\$75,625.00		31%	\$52,181.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1851-LIC-L1	SEL L1 UG View Std 250 Ccu To Adv 500 Nu	\$71,844.00		31%	\$49,572.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1851-LIC-L2	SEL L2 UG View Std 250 Ccu To Adv 500 Nu	\$70,331.00		31%	\$48,528.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1851-LIC-L3	SEL L3 UG View Std 250 Ccu To Adv 500 Nu	\$68,063.00		31%	\$46,963.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1851-LIC-L4 11-1851-LIC-L5	SEL L4 UG View Std 250 Ccu To Adv 500 Nu SEL L5 LIG View Std 250 Ccu To Adv 500 Nu	\$65,794.00 \$62,769.00		31% 31%	\$45,397.86 \$43,310,61	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT
5	11-1851-LIC-L5 11-1852-LIC	SEL L5 UG View Std 250 Ccu To Adv 500 Nu SEL Upg View Std 500 Ccu To Adv 1000 Nu	\$62,769.00 \$151,250.00		31%	\$43,310.61 \$104,362.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT CARAHSOFT
5	11-1852-LIC 11-1852-LIC-L1	SEL L1 UG View S 500 Ccu To Adv 1000 Nu	\$143,688.00		31%	\$99,144.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1852-LIC-L2	SEL L2 UG View S 500 Ccu To Adv 1000 Nu	\$140,663.00		31%	\$97,057.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1852-LIC-L3	SEL L3 UG View S 500 Ccu To Adv 1000 Nu	\$136,125.00		31%	\$93,926.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1852-LIC-L4	SEL L4 UG View S 500 Ccu To Adv 1000 Nu	\$131,588.00		31%	\$90,795.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1852-LIC-L5	SEL L5 UG View S 500 Ccu To Adv 1000 Nu	\$125,538.00		31%	\$86,621.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1853-LIC	SEL Upg View Std 250 Ccu To Adv 250 Ccu	\$45,375.00		31%	\$31,308.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1853-LIC-L1	SEL L1 UG View S 250 Ccu To Adv 250 Ccu	\$43,106.00		31%	\$29,743.14	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1853-LIC-L2	SEL L2 UG View S 250 Ccu To Adv 250 Ccu	\$42,199.00		31%	\$29,117.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1853-LIC-L3	SEL L3 UG View S 250 Ccu To Adv 250 Ccu	\$40,838.00		31%	\$28,178.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1853-LIC-L4	SEL L4 UG View S 250 Ccu To Adv 250 Ccu	\$39,476.00		31%	\$27,238.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1853-LIC-L5	SEL L5 UG View S 250 Ccu To Adv 250 Ccu	\$37,661.00		31%	\$25,986.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1854-LIC 11-1854-LIC-L1	SEL Upg View Std 500 Ccu To Adv 500 Ccu SEL L1 UG View S 500 Ccu To Adv 500 Ccu	\$90,750.00		31%	\$62,617.50	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1854-LIC-L1 11-1854-LIC-L2	SEL L1 UG View S 500 Ccu To Adv 500 Ccu SEL L2 UG View S 500 Ccu To Adv 500 Ccu	\$86,213.00 \$84,398.00		31% 31%	\$59,486.97 \$58,234.62	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1854-LIC-L2 11-1854-LIC-L3	SEL L2 UG View S 500 Ccu To Adv 500 Ccu SEL L3 UG View S 500 Ccu To Adv 500 Ccu	\$84,398.00 \$81,675.00		31%	\$58,234.62 \$56,355.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1854-LIC-L3	SEL L4 UG View S 500 Ccu To Adv 500 Ccu SEL L4 UG View S 500 Ccu To Adv 500 Ccu	\$78,953.00		31%	\$54,477.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1854-LIC-L5	SEL L5 UG View S 500 Ccu To Adv 500 Ccu SEL L5 UG View S 500 Ccu To Adv 500 Ccu	\$75,323.00		31%	\$51,972.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1855-LIC	SEL Upg View Std 250 Ccu To Ent 500 Nu	\$105,875.00		31%	\$73,053.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1855-LIC-L1	SEL L1 UG View Std 250 Ccu To Ent 500 Nu	\$100,581.00	K	31%	\$69,400.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-1855-LIC-L2	SEL L2 UG View Std 250 Ccu To Ent 500 Nu	\$98,464.00		31%	\$67,940.16	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAR	RANTY UPGRADE	NET PRICE		
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	11-1855-LIC-L3	SEL L3 UG View Std 250 Ccu To Ent 500 Nu	\$95,288.00		31%	\$65,748.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1855-LIC-L4	SEL L4 UG View Std 250 Ccu To Ent 500 Nu	\$92,111.00 \$211,750.00		31%	\$63,556.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
-	11-1856-LIC 11-1856-LIC-L1	SEL Upg View Std 500 Ccu To Ent 1000 Nu SEL L1 UG View S 500 Ccu To Ent 1000 Nu	\$201,163.00		31% 31%	\$146,107.50 \$138,802.47	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
	11-1856-LIC-L2	SEL L2 UG View S 500 Ccu To Ent 1000 Nu	\$196,928.00		31%	\$135,880.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
	11-1856-LIC-L3	SEL L3 UG View S 500 Ccu To Ent 1000 Nu	\$190,575.00		31%	\$131,496.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1856-LIC-L4	SEL L4 UG View S 500 Ccu To Ent 1000 Nu	\$184,223.00		31%	\$127,113.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1857-LIC	SEL Upg View Std 250 Ccu To Ent 250 Ccu	\$75,625.00		31%	\$52,181.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
	11-1857-LIC-L1	SEL L1 UG View S 250 Ccu To Ent 250 Ccu	\$71,844.00		31%	\$49,572.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
	11-1857-LIC-L2	SEL L2 UG View S 250 Ccu To Ent 250 Ccu	\$70,331.00		31%	\$48,528.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
	11-1857-LIC-L3	SEL L3 UG View S 250 Ccu To Ent 250 Ccu	\$68,063.00		31%	\$46,963.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1857-LIC-L4 11-1858-LIC	SEL L4 UG View S 250 Ccu To Ent 250 Ccu SEL Upg View Std 500 Ccu To Ent 500 Ccu	\$65,794.00 \$151,250.00		31% 31%	\$45,397.86 \$104,362.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1858-LIC-L1	SEL L1 Upg View S 500 Ccu To Ent 500 Ccu	\$143,688.00		31%	\$99,144.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
	11-1858-LIC-L2	SEL L2 Upg View S 500 Ccu To Ent 500 Ccu SEL L2 Upg View S 500 Ccu To Ent 500 Ccu	\$140,663.00		31%	\$97,057.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
	11-1858-LIC-L3	SEL L3 Upg View S 500 Ccu To Ent 500 Ccu	\$136,125.00		31%	\$93,926.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1858-LIC-L4	SEL L4 Upg View S 500 Ccu To Ent 500 Ccu	\$131,588.00		31%	\$90,795.72		\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1865-LIC	SEL Upg Vs Stg App To Vsan 5 Bun Promo	\$10,098.00	к	31%	\$6,967.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
	11-1866-LIC	SEL View Std 10P Ccu	\$2,750.00		31%	\$1,897.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
	11-1866-LIC-L1	SEL L1 View Std 10P Ccu	\$2,613.00		31%	\$1,802.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
	11-1866-LIC-L2	SEL L2 View Std 10P Ccu	\$2,558.00		31%	\$1,765.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1866-LIC-L3	SEL L3 View Std 10P Ccu	\$2,475.00		31%	\$1,707.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
	11-1866-LIC-L4	SEL L4 View Std 10P Ccu	\$2,393.00		31%	\$1,651.17	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1866-LIC-L5 11-1867-LIC	SEL L5 View Std 10P Ccu SEL View Std 100P Ccu	\$2,283.00 \$27,500.00		31% 31%	\$1,575.27 \$18,975.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
	11-1867-LIC-L1	SEL L1 View Std 100P Ccu	\$26,125.00		31%	\$18,975.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1867-LIC-L2	SEL L2 View Std 100P Ccu	\$25,575.00		31%	\$17,646.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
-	11-1867-LIC-L3	SEL L3 View Std 100P Ccu	\$24,750.00		31%	\$17,077.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
	11-1867-LIC-L4	SEL L4 View Std 100P Ccu	\$23,925.00		31%	\$16,508.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1867-LIC-L5	SEL L5 View Std 100P Ccu	\$22,825.00	к	31%	\$15,749.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-1868-LIC	SEL View Std Add 10P Ccu	\$2,090.00	к	31%	\$1,442.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-1868-LIC-L1	SEL L1 View Std Add 10P Ccu	\$1,986.00		31%	\$1,370.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1868-LIC-L2	SEL L2 View Std Add 10P Ccu	\$1,944.00		31%	\$1,341.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
	11-1868-LIC-L3	SEL L3 View Std Add 10P Ccu	\$1,881.00		31%	\$1,297.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
	11-1868-LIC-L4	SEL L4 View Std Add 10P Ccu	\$1,818.00		31%	\$1,254.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1868-LIC-L5 11-1869-LIC	SEL L5 View Std Add 10P Ccu SEL View Std Add 100P Ccu	\$1,735.00 \$20,900.00		31% 31%	\$1,197.15 \$14,421.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
-	11-1869-LIC-L1	SEL L1 View Std Add 100P Ccu	\$19,855.00		31%	\$13,699.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
	11-1869-LIC-L2	SEL L2 View Std Add 100P Ccu	\$19,437.00		31%	\$13,411.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
	11-1869-LIC-L3	SEL L3 View Std Add 100P Ccu	\$18,810.00		31%	\$12,978.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1869-LIC-L4	SEL L4 View Std Add 100P Ccu	\$18,183.00	к	31%	\$12,546.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1869-LIC-L5	SEL L5 View Std Add 100P Ccu	\$17,347.00	к	31%	\$11,969.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-1870-LIC	SEL Upg Thinapp 5 Suite To View Std 100P	\$22,000.00		31%	\$15,180.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
	11-1870-LIC-L1	SEL L1 Upg TA 5 Suite To View Std 100	\$20,900.00		31%	\$14,421.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
	11-1870-LIC-L2	SEL L2 Upg TA 5 Suite To View Std 100	\$20,460.00		31%	\$14,117.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
	11-1870-LIC-L3	SEL L3 Upg TA 5 Suite To View Std 100	\$19,800.00		31%	\$13,662.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
	11-1870-LIC-L4 11-1870-LIC-L5	SEL L4 Upg TA 5 Suite To View Std 100 SEL L5 Upg TA 5 Suite To View Std 100	\$19,140.00 \$18,260.00		31% 31%	\$13,206.60 \$12,599.40	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
	11-1871-LIC	SEL Upg Thinapp Ny Bundle To View Std 100	\$2,310.00		31%	\$1,593.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
	11-1871-LIC-L1	SEL L1 Upg TA Ny Bundle To View Std 10	\$2,195.00		31%	\$1,593.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
	11-1871-LIC-L2	SEL L2 Upg TA Ny Bundle To View Std 10	\$2,148.00		31%	\$1,482.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1871-LIC-L3	SEL L3 Upg TA Ny Bundle To View Std 10	\$2,079.00		31%	\$1,434.51	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
	11-1871-LIC-L4	SEL L4 Upg TA Ny Bundle To View Std 10	\$2,010.00		31%	\$1,386.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
	11-1871-LIC-L5	SEL L5 Upg TA Ny Bundle To View Std 10	\$1,917.00		31%	\$1,322.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
	11-1872-LIC	SEL Upg View 5 Ent 10 To View Std 10	\$1,100.00		31%	\$759.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
	11-1872-LIC-L1	SEL L1 Upg View 5 Ent 10 To View Std 10	\$1,045.00		31%	\$721.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
	11-1872-LIC-L2	SEL L2 Upg View 5 Ent 10 To View Std 10	\$1,023.00		31%	\$705.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
	11-1872-LIC-L3 11-1872-LIC-L4	SEL L3 Upg View 5 Ent 10 To View Std 10 SEL L4 Upg View 5 Ent 10 To View Std 10	\$990.00 \$957.00		31% 31%	\$683.10 \$660.33	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
	11-1872-LIC-L4 11-1872-LIC-L5	SEL L5 Upg View 5 Ent 10 To View Std 10	\$913.00		31%	\$629.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
	11-1873-LIC	SEL Upg View 5 Ent 100 To View Std 100	\$11,000.00		31%	\$7,590.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
	11-1873-LIC-L1	SEL L1 Upg View 5 Ent 100 To View S 100	\$10,450.00		31%	\$7,210.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1873-LIC-L2	SEL L2 Upg View 5 Ent 100 To View S 100	\$10,230.00	к	31%	\$7,058.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
	11-1873-LIC-L3	SEL L3 Upg View 5 Ent 100 To View S 100	\$9,900.00		31%	\$6,831.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
	11-1873-LIC-L4	SEL L4 Upg View 5 Ent 100 To View S 100	\$9,570.00		31%	\$6,603.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
	11-1873-LIC-L5	SEL L5 Upg View 5 Ent 100 To View S 100	\$9,130.00		31%	\$6,299.70		\$0.00	\$0.00	\$0.00			CARAHSOFT
	11-1874-LIC	SEL Upg View S Add 10 To View S 10 Ccu	\$770.00		31%	\$531.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
	11-1874-LIC-L1	SEL L1 Upg View S Add 10 To View S 10	\$732.00		31%	\$505.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
	11-1874-LIC-L2	SEL L2 Upg View S Add 10 To View S 10	\$716.00		31%	\$494.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
	11-1874-LIC-L3 11-1874-LIC-L4	SEL L3 Upg View S Add 10 To View S 10 SEL L4 Upg View S Add 10 To View S 10	\$693.00 \$670.00		31% 31%	\$478.17 \$462.30	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
	11-1874-LIC-L4 11-1874-LIC-L5	SEL L4 Upg View S Add 10 To View S 10 SEL L5 Upg View S Add 10 To View S 10	\$639.00		31%	\$462.30 \$440.91	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT
	11-1875-LIC	SEL Upg View S Add 100 To View S 100	\$7,700.00		31%	\$5,313.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
	11-1875-LIC-L1	SEL L1 Upg View S Add 100 To View S 100	\$7,315.00		31%	\$5,047.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
	11-1875-LIC-L2	SEL L2 Upg View S Add 100 To View S 100	\$7,161.00		31%	\$4,941.09		\$0.00	\$0.00	\$0.00			CARAHSOFT
-			÷.,.01100			÷.,011100	\$2.00	\$0.00	<i>‡1.00</i>	\$0.00	\$0.00	÷3.00	

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAR	RANTY UPGRADE	NET PRICE		
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
	11-1875-LIC-L3	SEL L3 Upg View S Add 100 To View S 100	\$6,930.00		31%	\$4,781.70		\$0.00		\$0.00			CARAHSOFT
5 5	11-1875-LIC-L4 11-1875-LIC-L5	SEL L4 Upg View S Add 100 To View S 100 SEL L5 Upg View S Add 100 To View S 100	\$6,699.00 \$6,391.00		31% 31%	\$4,622.31 \$4,409.79	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			CARAHSOFT CARAHSOFT
5 5	11-1876-LIC-L5	SEL Upg Thinapp CI To View Std Add 10	\$1,870.00		31%	\$4,409.79		\$0.00		\$0.00			CARAHSOFT
5	11-1876-LIC-L1	SEL L1 Upg Thinapp CI To View Std Add 10	\$1,777.00		31%	\$1,226.13		\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1876-LIC-L2	SEL L2 Upg Thinapp CI To View Std Add 10	\$1,739.00	к	31%	\$1,199.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-1876-LIC-L3	SEL L3 Upg Thinapp CI To View Std Add 10	\$1,683.00		31%	\$1,161.27	\$0.00	\$0.00		\$0.00			CARAHSOFT
5 5	11-1876-LIC-L4 11-1876-LIC-L5	SEL L4 Upg Thinapp CI To View Std Add 10	\$1,627.00		31% 31%	\$1,122.63	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			CARAHSOFT
5 5	11-1879-LIC	SEL L5 Upg Thinapp CI To View Std Add 10 SEL Upg Ent Add To View Std 10 Promo	\$1,552.00 \$1,925.00		31%	\$1,070.88 \$1,328.25		\$0.00		\$0.00	\$0.00		CARAHSOFT CARAHSOFT
5	11-1879-LIC-L1	SEL L1 Upg Ent Add To View Std 10 Ccu	\$1,829.00		31%	\$1,262.01	\$0.00	\$0.00		\$0.00			CARAHSOFT
5	11-1879-LIC-L2	SEL L2 Upg Ent Add To View Std 10 Ccu	\$1,790.00		31%	\$1,235.10		\$0.00		\$0.00	\$0.00		CARAHSOFT
5	11-1879-LIC-L3	SEL L3 Upg Ent Add To View Std 10 Ccu	\$1,733.00		31%	\$1,195.77	\$0.00	\$0.00		\$0.00	\$0.00		CARAHSOFT
5 5	11-1879-LIC-L4 11-1879-LIC-L5	SEL L4 Upg Ent Add To View Std 10 Ccu SEL L5 Upg Ent Add To View Std 10 Ccu	\$1,675.00 \$1,598.00		31% 31%	\$1,155.75 \$1,102.62	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5 5	11-1880-LIC	SEL Ug Ent Add To View S 100 Ccu Promo	\$1,598.00		31%	\$1,102.62 \$13,282.50		\$0.00		\$0.00			CARAHSOFT
5	11-1880-LIC-L1	SEL L1 Upg Ent Add To View Std 100 Ccu	\$18,288.00		31%	\$12,618.72		\$0.00		\$0.00			CARAHSOFT
5	11-1880-LIC-L2	SEL L2 Upg Ent Add To View Std 100 Ccu	\$17,903.00		31%	\$12,353.07	\$0.00	\$0.00		\$0.00			CARAHSOFT
5	11-1880-LIC-L3	SEL L3 Upg Ent Add To View Std 100 Ccu	\$17,325.00		31%	\$11,954.25		\$0.00		\$0.00			CARAHSOFT
5	11-1880-LIC-L4	SEL L4 Upg Ent Add To View Std 100 Ccu	\$16,748.00		31%	\$11,556.12		\$0.00		\$0.00	\$0.00		CARAHSOFT
5 5	11-1880-LIC-L5 11-1881-LIC	SEL L5 Upg Ent Add To View Std 100 Ccu SEL Usfederal Upg Mirage 5 To Adv 10 Ccu	\$15,978.00 \$3,025.00		31% 31%	\$11,024.82 \$2,087.25	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1881-LIC 11-1881-LIC-L1	SEL Usfederal Upg Mirage 5 To Adv 10 Ccu SEL L1 Upg Mirage 5 To Adv 10 Ccu	\$3,025.00 \$2,874.00		31%	\$2,087.25 \$1,983.06	\$0.00	\$0.00		\$0.00			CARAHSOFT
5	11-1881-LIC-L2	SEL L2 Upg Mirage 5 To Adv 10 Ccu	\$2,813.00		31%	\$1,940.97	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-1881-LIC-L3	SEL L3 Upg Mirage 5 To Adv 10 Ccu	\$2,723.00	к	31%	\$1,878.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1881-LIC-L4	SEL L4 Upg Mirage 5 To Adv 10 Ccu	\$2,632.00		31%	\$1,816.08		\$0.00		\$0.00			CARAHSOFT
5 5	11-1881-LIC-L5 11-1882-LIC	SEL L5 Upg Mirage 5 To Adv 10 Ccu SEL Usfederal Ug Mirage 5 To Adv 100 Ccu	\$2,511.00		31% 31%	\$1,732.59		\$0.00		\$0.00			CARAHSOFT
5 5	11-1882-LIC-L1	SEL Usideral Og Mirage 5 To Adv 100 Ccu SEL L1 Upg Mirage 5 To Adv 100 Ccu	\$30,250.00 \$28,738.00		31%	\$20,872.50 \$19,829.22		\$0.00 \$0.00		\$0.00 \$0.00			CARAHSOFT CARAHSOFT
5	11-1882-LIC-L2	SEL L2 Upg Mirage 5 To Adv 100 Ccu	\$28,133.00		31%	\$19,411.77		\$0.00		\$0.00	\$0.00		CARAHSOFT
5	11-1882-LIC-L3	SEL L3 Upg Mirage 5 To Adv 100 Ccu	\$27,225.00		31%	\$18,785.25		\$0.00		\$0.00			CARAHSOFT
5	11-1882-LIC-L4	SEL L4 Upg Mirage 5 To Adv 100 Ccu	\$26,318.00		31%	\$18,159.42		\$0.00		\$0.00			CARAHSOFT
5	11-1882-LIC-L5	SEL L5 Upg Mirage 5 To Adv 100 Ccu	\$25,108.00		31%	\$17,324.52		\$0.00		\$0.00	\$0.00		CARAHSOFT
5 5	11-1883-LIC 11-1883-LIC-L1	SEL Usfederal Upg View Add To Adv 10 Ccu SEL L1 Upg View Add To Adv 10 Ccu	\$2,530.00 \$2,404.00		31% 31%	\$1,745.70 \$1,658.76		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1883-LIC-L2	SEL L2 Upg View Add To Adv 10 Ccu	\$2,353.00		31%	\$1,623.57	\$0.00	\$0.00		\$0.00			CARAHSOFT
5	11-1883-LIC-L3	SEL L3 Upg View Add To Adv 10 Ccu	\$2,277.00		31%	\$1,571.13		\$0.00		\$0.00			CARAHSOFT
5	11-1883-LIC-L4	SEL L4 Upg View Add To Adv 10 Ccu	\$2,201.00	к	31%	\$1,518.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-1883-LIC-L5	SEL L5 Upg View Add To Adv 10 Ccu	\$2,100.00		31%	\$1,449.00	\$0.00	\$0.00		\$0.00			CARAHSOFT
5 5	11-1884-LIC	SEL Usfederal Ug View Add To Adv 100 Ccu	\$25,300.00 \$24,035.00		31% 31%	\$17,457.00		\$0.00		\$0.00	\$0.00 \$0.00		CARAHSOFT
5	11-1884-LIC-L1 11-1884-LIC-L2	SEL L1 Upg View Add To Adv 100 Ccu SEL L2 Upg View Add To Adv 100 Ccu	\$23,529.00		31%	\$16,584.15 \$16,235.01	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00		CARAHSOFT CARAHSOFT
5	11-1884-LIC-L3	SEL L3 Upg View Add To Adv 100 Ccu	\$22,770.00		31%	\$15,711.30	\$0.00	\$0.00		\$0.00	\$0.00		CARAHSOFT
5	11-1884-LIC-L4	SEL L4 Upg View Add To Adv 100 Ccu	\$22,011.00		31%	\$15,187.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1884-LIC-L5	SEL L5 Upg View Add To Adv 100 Ccu	\$20,999.00		31%	\$14,489.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1885-LIC	SEL Usfederal Upg View Add To Ent 10 Ccu	\$3,740.00		31%	\$2,580.60		\$0.00		\$0.00			CARAHSOFT
5 5	11-1885-LIC-L1 11-1885-LIC-L2	SEL L1 Upg View Add To Ent 10 Ccu SEL L2 Upg View Add To Ent 10 Ccu	\$3,553.00 \$3,478.00		31% 31%	\$2,451.57 \$2,399.82	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			CARAHSOFT CARAHSOFT
5	11-1885-LIC-L3	SEL L3 Upg View Add To Ent 10 Ccu	\$3,366.00		31%	\$2,322.54	\$0.00	\$0.00		\$0.00			CARAHSOFT
5	11-1885-LIC-L4	SEL L4 Upg View Add To Ent 10 Ccu	\$3,254.00	к	31%	\$2,245.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-1886-LIC	SEL Usfederal Ug View Add To Ent 100 Ccu	\$37,400.00		31%	\$25,806.00		\$0.00		\$0.00			CARAHSOFT
5 5	11-1886-LIC-L1	SEL L1 Upg View Add To Ent 100P Ccu	\$35,530.00		31% 31%	\$24,515.70 \$23,999.58	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			CARAHSOFT
5 5	11-1886-LIC-L2 11-1886-LIC-L3	SEL L2 Upg View Add To Ent 100P Ccu SEL L3 Upg View Add To Ent 100P Ccu	\$34,782.00 \$33,660.00		31%	\$23,999.58 \$23,225.40		\$0.00		\$0.00	\$0.00		CARAHSOFT CARAHSOFT
5	11-1886-LIC-L4	SEL L4 Upg View Add To Ent 100P Ccu	\$32,538.00		31%	\$22,451.22		\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1889-LIC	SEL Upg Workspace To Adv 10P Nus	\$1,210.00		31%	\$834.90		\$0.00		\$0.00		\$0.00	CARAHSOFT
5	11-1889-LIC-L1	SEL L1 Upg Workspace To Adv 10P Nus	\$1,162.00		31%	\$801.78		\$0.00		\$0.00			CARAHSOFT
5	11-1889-LIC-L2	SEL L2 Upg Workspace To Adv 10P Nus	\$1,137.00		31%	\$784.53		\$0.00		\$0.00			CARAHSOFT
5 5	11-1889-LIC-L3 11-1889-LIC-L4	SEL L3 Upg Workspace To Adv 10P Nus SEL L4 Upg Workspace To Adv 10P Nus	\$1,101.00 \$1,065.00		31% 31%	\$759.69 \$734.85	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1889-LIC-L5	SEL L4 Opg Workspace To Adv 10P Nus	\$1,003.00		31%	\$692.76		\$0.00		\$0.00			CARAHSOFT
5	11-1890-LIC	SEL Upg Workspace To Adv 100P Nus	\$12,100.00		31%	\$8,349.00		\$0.00		\$0.00			CARAHSOFT
5	11-1890-LIC-L1	SEL L1 Upg Workspace To Adv 100P Nus	\$11,616.00	к	31%	\$8,015.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-1890-LIC-L2	SEL L2 Upg Workspace To Adv 100P Nus	\$11,374.00		31%	\$7,848.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1890-LIC-L3 11-1890-LIC-L4	SEL L3 Upg Workspace To Adv 100P Nus	\$11,011.00 \$10,648.00		31%	\$7,597.59 \$7,347.12		\$0.00		\$0.00	\$0.00		CARAHSOFT CARAHSOFT
5	11-1890-LIC-L4 11-1890-LIC-L5	SEL L4 Upg Workspace To Adv 100P Nus SEL L5 Upg Workspace To Adv 100P Nus	\$10,648.00 \$10,043.00		31% 31%	\$7,347.12 \$6,929.67	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			CARAHSOFT
5	11-1971-LIC-L1	SEL: VR-ATADV-ENT-UG-F-L1	\$5,606.00		31%	\$3,868.14		\$0.00		\$0.00			CARAHSOFT
5	11-1971-LIC-L2	SEL: VR-ATADV-ENT-UG-F-L2	\$5,488.00		31%	\$3,786.72		\$0.00		\$0.00	\$0.00		CARAHSOFT
	11-1971-LIC-L3	SEL: VR-ATADV-ENT-UG-F-L3	\$5,311.00		31%	\$3,664.59		\$0.00		\$0.00	\$0.00		CARAHSOFT
	11-1971-LIC-L4	SEL: VR-ATADV-ENT-UG-F-L4	\$5,134.00		31%	\$3,542.46		\$0.00		\$0.00			CARAHSOFT
5 5	11-1971-LIC-L5 11-1976-LIC-M1G	SEL: VR-ATADV-ENT-UG-F-L5 SEL: PV-WBS-CPU-G-TLSS-F	\$4,898.00 \$550.00		31% 31%	\$3,379.62 \$379.50		\$0.00		\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5 5	11-1976-LIC-MIG	SEL: PV-WBS-CPU-9-TLSS-F SEL: PV-WBS-CPU-P-TLSS-F	\$550.00		31%	\$569.25	\$0.00	\$0.00 \$0.00		\$0.00	\$0.00		CARAHSOFT
	11-1976-LIC-M2G	SEL: PV-WBS-CPU-2G-TLSS-F	\$1,100.00		31%	\$759.00		\$0.00		\$0.00			CARAHSOFT

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAF	RANTY UPGRADE	E NET PRICE		
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	11-1976-LIC-M2P	SEL: PV-WBS-CPU-2P-TLSS-F	\$1,650.00		31%	\$1,138.50	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5 5	11-1976-LIC-M3G 11-1976-LIC-M3P	SEL: PV-WBS-CPU-3G-TLSS-F SEL: PV-WBS-CPU-3P-TLSS-F	\$1,650.00 \$2,475.00		31% 31%	\$1,138.50 \$1,707.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CARAHSOFT CARAHSOFT
5	11-1977-LIC	SEL: PV-GFXD-CPU-F	\$2,750.00		31%	\$1,897.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1980-LIC	SEL: VR6-OSTD25-F	\$3,438.00		31%	\$2,372.22	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1980-LIC-L1	SEL: VR6-OSTD25-F-L1	\$3,266.00		31%	\$2,253.54	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1980-LIC-L2	SEL: VR6-OSTD25-F-L2	\$3,197.00	к	31%	\$2,205.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-1980-LIC-L3	SEL: VR6-OSTD25-F-L3	\$3,094.00		31%	\$2,134.86		\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1980-LIC-L4	SEL: VR6-OSTD25-F-L4	\$2,991.00		31%	\$2,063.79	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5 5	11-1980-LIC-L5 11-1981-LIC	SEL: VR6-OSTD25-F-L5 SEL: VR6-OADV25-F	\$2,853.00 \$7,563.00		31% 31%	\$1,968.57 \$5,218.47	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CARAHSOFT CARAHSOFT
5	11-1981-LIC-L1	SEL: VR6-OADV25-F SEL: VR6-OADV25-F-L1	\$7,184.00		31%	\$4,956.96	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1981-LIC-L2	SEL: VR6-OADV25-F-L2	\$7,033.00		31%	\$4,852.77	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1981-LIC-L3	SEL: VR6-OADV25-F-L3	\$6,806.00		31%	\$4,696.14	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1981-LIC-L4	SEL: VR6-OADV25-F-L4	\$6,579.00	К	31%	\$4,539.51	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-1981-LIC-L5	SEL: VR6-OADV25-F-L5	\$6,277.00		31%	\$4,331.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-1982-LIC	SEL: VR6-OENT25-F	\$19,113.00		31%	\$13,187.97	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1982-LIC-L1	SEL: VR6-OENT25-F-L1	\$18,157.00		31% 31%	\$12,528.33	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1982-LIC-L2 11-1982-LIC-L3	SEL: VR6-OENT25-F-L2 SEL: VR6-OENT25-F-L3	\$17,775.00 \$17,201.00		31%	\$12,264.75 \$11,868.69	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CARAHSOFT CARAHSOFT
5	11-1982-LIC-L3	SEL: VR6-OENT25-F-L4	\$16,628.00		31%	\$11,473.32		\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1982-LIC-L5	SEL: VR6-OENT25-F-L5	\$15,863.00		31%	\$10,945.47	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1983-LIC	SEL: VR6-OSTD-OADV-UG-F	\$4,538.00	К	31%	\$3,131.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-1983-LIC-L1	SEL: VR6-OSTDOADV-UG-F-L1	\$4,311.00		31%	\$2,974.59	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1983-LIC-L2	SEL: VR6-OSTDOADV-UG-F-L2	\$4,220.00		31%	\$2,911.80	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1983-LIC-L3	SEL: VR6-OSTDOADV-UG-F-L3 SEL: VR6-OSTDOADV-UG-F-L4	\$4,084.00		31%	\$2,817.96	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5 5	11-1983-LIC-L4 11-1983-LIC-L5	SEL: VR6-OSTDOADV-UG-F-L4 SEL: VR6-OSTDOADV-UG-F-L5	\$3,948.00 \$3,766.00		31% 31%	\$2,724.12 \$2,598.54	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CARAHSOFT CARAHSOFT
5	11-1984-LIC	SEL: VR6-OSTD-OENT-UG-F	\$17,243.00		31%	\$11,897.67	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1984-LIC-L1	SEL: VR6-OSTDOENT-UG-F-L1	\$16,380.00		31%	\$11,302.20	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1984-LIC-L2	SEL: VR6-OSTDOENT-UG-F-L2	\$16,036.00	к	31%	\$11,064.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-1984-LIC-L3	SEL: VR6-OSTDOENT-UG-F-L3	\$15,518.00		31%	\$10,707.42		\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1984-LIC-L4	SEL: VR6-OSTDOENT-UG-F-L4	\$15,001.00		31%	\$10,350.69	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5 5	11-1984-LIC-L5 11-1985-LIC	SEL: VR6-OSTDOENT-UG-F-L5 SEL: VR6-OADV-OENT-UG-F	\$14,311.00 \$12,705.00		31% 31%	\$9,874.59 \$8,766.45	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1985-LIC-L1	SEL: VR6-OADV-OENT-UG-F-L1	\$12,070.00		31%	\$8,328.30	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1985-LIC-L2	SEL: VR6-OADVOENT-UG-F-L2	\$11,816.00		31%	\$8,153.04	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1985-LIC-L3	SEL: VR6-OADVOENT-UG-F-L3	\$11,435.00		31%	\$7,890.15		\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1985-LIC-L4	SEL: VR6-OADVOENT-UG-F-L4	\$11,053.00		31%	\$7,626.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-1985-LIC-L5	SEL: VR6-OADVOENT-UG-F-L5	\$10,545.00		31%	\$7,276.05	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1987-LIC	SEL: VR6-PCADV25-F	\$5,500.00		31%	\$3,795.00	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5 5	11-1987-LIC-L1 11-1987-LIC-L2	SEL: VR6-PCADV25-F-L1 SEL: VR6-PCADV25-F-L2	\$5,225.00 \$5,115.00		31% 31%	\$3,605.25 \$3,529.35	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CARAHSOFT CARAHSOFT
5	11-1987-LIC-L3	SEL: VR6-PCADV25-F-L3	\$4,950.00		31%	\$3,415.50	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1987-LIC-L4	SEL: VR6-PCADV25-F-L4	\$4,785.00		31%	\$3,301.65	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1987-LIC-L5	SEL: VR6-PCADV25-F-L5	\$4,565.00	к	31%	\$3,149.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-1988-LIC	SEL: VR6-PCENT25-F	\$10,863.00		31%	\$7,495.47	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1988-LIC-L1	SEL: VR6-PCENT25-F-L1	\$10,319.00		31%	\$7,120.11	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5 5	11-1988-LIC-L2	SEL: VR6-PCENT25-F-L2 SEL: VR6-PCENT25-E-L3	\$10,102.00 \$9,776.00		31% 31%	\$6,970.38 \$6,745.44	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CARAHSOFT
5	11-1988-LIC-L3 11-1988-LIC-L4	SEL: VR6-PCENT25-F-L3 SEL: VR6-PCENT25-F-L4	\$9,776.00 \$9,450.00		31%	\$6,745.44 \$6,520.50	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT CARAHSOFT
5	11-1988-LIC-L5	SEL: VR6-PCENT25-F-L5	\$9,016.00		31%	\$6,221.04	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1989-LIC	SEL: VR6-PCADV-ENT-UG-F	\$5,902.00	К	31%	\$4,072.38	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1989-LIC-L1	SEL: VR6-PCADVENT-UG-F-L1	\$5,606.00		31%	\$3,868.14	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1989-LIC-L2	SEL: VR6-PCADVENT-UG-F-L2	\$5,488.00		31%	\$3,786.72	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1989-LIC-L3 11-1989-LIC-L4	SEL: VR6-PCADVENT-UG-F-L3 SEL: VR6-PCADVENT-UG-F-L4	\$5,311.00 \$5,124.00		31%	\$3,664.59	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5 5	11-1989-LIC-L4 11-1989-LIC-L5	SEL: VR6-PCADVENT-UG-F-L4 SEL: VR6-PCADVENT-UG-F-L5	\$5,134.00 \$4,898.00		31% 31%	\$3,542.46 \$3,379.62		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CARAHSOFT CARAHSOFT
5	11-1993-LIC-M2P	SEL: PV-APSTE-2P-TLSS-F	\$1,100.00		31%	\$759.00	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1994-LIC	SEL: CV-CCU-10-F	\$1,650.00		31%	\$1,138.50	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1994-LIC-L1	SEL: CV-CCU-10-F-L1	\$1,568.00		31%	\$1,081.92		\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1994-LIC-L2	SEL: CV-CCU-10-F-L2	\$1,535.00		31%	\$1,059.15		\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1994-LIC-L3	SEL: CV-CCU-10-F-L3	\$1,485.00		31%	\$1,024.65		\$0.00	\$0.00	\$0.00			CARAHSOFT
5 5	11-1994-LIC-L4 11-1994-LIC-L5	SEL: CV-CCU-10-F-L4 SEL: CV-CCU-10-F-L5	\$1,436.00 \$1,370.00		31%	\$990.84 \$945.30	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CARAHSOFT CARAHSOFT
5	11-1994-LIC-L5 11-1995-LIC	SEL: CV-CCU-10-F-L5 SEL: CV-CCU-100-F	\$1,370.00 \$16,500.00		31% 31%	\$945.30 \$11,385.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00			CARAHSOFT
5	11-1995-LIC-L1	SEL: CV-CCU-100-F-L1	\$15,675.00		31%	\$10,815.75		\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1995-LIC-L2	SEL: CV-CCU-100-F-L2	\$15,345.00		31%	\$10,588.05		\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1995-LIC-L3	SEL: CV-CCU-100-F-L3	\$14,850.00	К	31%	\$10,246.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-1995-LIC-L4	SEL: CV-CCU-100-F-L4	\$14,355.00		31%	\$9,904.95		\$0.00	\$0.00	\$0.00			CARAHSOFT
	11-1995-LIC-L5	SEL: CV-CCU-100-F-L5	\$13,695.00		31%	\$9,449.55		\$0.00	\$0.00	\$0.00			CARAHSOFT
5 5	11-1996-LIC 11-1996-LIC-L1	SEL: HZ-APV-ENTC-10-UG-F SEL: HZ-APVENTC10-UG-F-L1	\$4,235.00 \$4,023.00		31% 31%	\$2,922.15 \$2,775.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CARAHSOFT CARAHSOFT
5	11-1996-LIC-L1 11-1996-LIC-L2	SEL: HZ-APVENTC10-UG-F-L1 SEL: HZ-APVENTC10-UG-F-L2	\$4,023.00 \$3,939.00		31%	\$2,715.87 \$2,717.91	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
-	11-1996-LIC-L3	SEL: HZ-APVENTC10-UG-F-L3	\$3,812.00		31%	\$2,630.28		\$0.00	\$0.00	\$0.00			CARAHSOFT

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAF	RANTY UPGRADE	E NET PRICE		
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	11-1996-LIC-L4	SEL: HZ-APVENTC10-UG-F-L4	\$3,684.00		31%	\$2,541.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1997-LIC 11-1997-LIC-L1	SEL: HZ-APV-ENTC-100-UG-F SEL: HZ-APVENTC100UG-F-L1	\$42,350.00 \$40,233.00		31% 31%	\$29,221.50 \$27,760.77	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) CARAHSOFT) CARAHSOFT
5	11-1997-LIC-L1	SEL: HZ-APVENTC1000G-F-L1	\$39,386.00		31%	\$27,176.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1997-LIC-L3	SEL: HZ-APVENTC100UG-F-L3	\$38,115.00		31%	\$26,299.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1997-LIC-L4	SEL: HZ-APVENTC100UG-F-L4	\$44,740.00		31%	\$30,870.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1998-LIC	SEL: VR6-VU10-F	\$825.00	к	31%	\$569.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-1998-LIC-L1	SEL: VR6-VU10-F-L1	\$784.00		31%	\$540.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1998-LIC-L2	SEL: VR6-VU10-F-L2	\$767.00		31%	\$529.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1998-LIC-L3	SEL: VR6-VU10-F-L3	\$743.00		31%	\$512.67	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1998-LIC-L4	SEL: VR6-VU10-F-L4	\$718.00		31%	\$495.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1998-LIC-L5 11-1999-LIC	SEL: VR6-VU10-F-L5 SEL: VR6-VU100-F	\$685.00 \$8,250.00		31% 31%	\$472.65 \$5,692.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) CARAHSOFT) CARAHSOFT
5	11-1999-LIC-L1	SEL: VR6-VU100-F-L1	\$7,838.00		31%	\$5,408.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1999-LIC-L2	SEL: VR6-VU100-F-L2	\$7,673.00		31%	\$5,294.37	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1999-LIC-L3	SEL: VR6-VU100-F-L3	\$7,425.00		31%	\$5,123.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1999-LIC-L4	SEL: VR6-VU100-F-L4	\$7,178.00	К	31%	\$4,952.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-1999-LIC-L5	SEL: VR6-VU100-F-L5	\$6,848.00		31%	\$4,725.12		\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2000-LIC	SEL: V-PS-TRN-PKG-PRO-F	\$1,100.00		31%	\$759.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2003-LIC	SEL: WS11-LW-FE	\$275.00		31%	\$189.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2004-LIC	SEL: WS11-LW-UG-FE	\$165.00 \$110.00		31%	\$113.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		
5 5	11-2005-LIC 11-2006-LIC	SEL: WS11-LWP7-UG-FE SEL: VR6-BSTD-F	\$110.00 \$1,650.00		31% 31%	\$75.90 \$1,138.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) CARAHSOFT) CARAHSOFT
5	11-2006-LIC-L1	SEL: VR6-BSTD-F-L1	\$1,568.00		31%	\$1,081.92	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2006-LIC-L2	SEL: VR6-BSTD-F-L2	\$1,535.00		31%	\$1,059.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2006-LIC-L3	SEL: VR6-BSTD-F-L3	\$1,485.00		31%	\$1,024.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2006-LIC-L4	SEL: VR6-BSTD-F-L4	\$1,436.00		31%	\$990.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2006-LIC-L5	SEL: VR6-BSTD-F-L5	\$1,370.00		31%	\$945.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2007-LIC	SEL: VR6-BADV-F	\$2,475.00		31%	\$1,707.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2007-LIC-L1	SEL: VR6-BADV-F-L1 SEL: VR6-BADV-F-L2	\$2,351.00		31%	\$1,622.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2007-LIC-L2 11-2007-LIC-L3	SEL: VR6-BADV-F-L2 SEL: VR6-BADV-F-L3	\$2,302.00 \$2,228.00		31% 31%	\$1,588.38 \$1,537.32	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) CARAHSOFT) CARAHSOFT
5	11-2007-LIC-L4	SEL: VR6-BADV-F-L4	\$2,153.00		31%	\$1,485.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2007-LIC-L5	SEL: VR6-BADV-F-L5	\$2,054.00		31%	\$1,417.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2008-LIC	SEL: VR6-BENT-F	\$3,713.00		31%	\$2,561.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2008-LIC-L1	SEL: VR6-BENT-F-L1	\$3,527.00	K	31%	\$2,433.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2008-LIC-L2	SEL: VR6-BENT-F-L2	\$3,453.00		31%	\$2,382.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2008-LIC-L3	SEL: VR6-BENT-F-L3	\$3,341.00		31%	\$2,305.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2008-LIC-L4	SEL: VR6-BENT-F-L4	\$3,230.00		31%	\$2,228.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2008-LIC-L5 11-2009-LIC	SEL: VR6-BENT-F-L5 SEL: VR6-BSTD25-F	\$3,081.00 \$5,500.00		31% 31%	\$2,125.89 \$3,795.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) CARAHSOFT) CARAHSOFT
5	11-2009-LIC-L1	SEL: VR6-BSTD25-F-L1	\$5,225.00		31%	\$3,605.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2009-LIC-L2	SEL: VR6-BSTD25-F-L2	\$5,115.00		31%	\$3,529.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2009-LIC-L3	SEL: VR6-BSTD25-F-L3	\$4,950.00		31%	\$3,415.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2009-LIC-L4	SEL: VR6-BSTD25-F-L4	\$4,785.00		31%	\$3,301.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2009-LIC-L5	SEL: VR6-BSTD25-F-L5	\$4,565.00		31%	\$3,149.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2010-LIC	SEL: VR6-BSTD-BADV-UG-F	\$908.00		31%	\$626.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2011-LIC	SEL: VR6-BSTD-BENT-UG-F	\$2,272.00		31%	\$1,567.68	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2012-LIC	SEL: VR6-BADV-BENT-UG-F SEL: VR-CODE-OSI-F	\$1,364.00 \$1,375.00		31% 31%	\$941.16 \$948.75		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT
5	11-2013-LIC 11-2013-LIC-L1	SEL: VR-CODE-OSI-F SEL: VR-CODE-OSI-F-L1	\$1,375.00 \$1,306.00		31%	\$948.75 \$901.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00) CARAHSOFT) CARAHSOFT
5	11-2013-LIC-L2	SEL: VR-CODE-OSI-F-L1	\$1,279.00		31%	\$882.51	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2013-LIC-L3	SEL: VR-CODE-OSI-F-L3	\$1,238.00		31%	\$854.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2013-LIC-L4	SEL: VR-CODE-OSI-F-L4	\$1,196.00	к	31%	\$825.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2013-LIC-L5	SEL: VR-CODE-OSI-F-L5	\$1,141.00		31%	\$787.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2014-LIC	SEL: VR-CODE-CPU-F	\$8,250.00		31%	\$5,692.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2014-LIC-L1	SEL: VR-CODE-CPU-F-L1	\$7,838.00		31%	\$5,408.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2014-LIC-L2	SEL: VR-CODE-CPU-F-L2	\$7,673.00		31%	\$5,294.37	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		
5	11-2014-LIC-L3 11-2014-LIC-L4	SEL: VR-CODE-CPU-F-L3 SEL: VR-CODE-CPU-F-L4	\$7,425.00 \$7,178.00		31% 31%	\$5,123.25 \$4,952.82	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) CARAHSOFT) CARAHSOFT
5	11-2014-LIC-L4 11-2014-LIC-L5	SEL: VR-CODE-CPU-F-L4 SEL: VR-CODE-CPU-F-L5	\$6,848.00		31%	\$4,952.82		\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2015-LIC	SEL: HZ-FLX-10-F	\$2,750.00		31%	\$1,897.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2015-LIC-L1	SEL: HZ-FLX-10-F-L1	\$2,613.00		31%	\$1,802.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2015-LIC-L2	SEL: HZ-FLX-10-F-L2	\$2,558.00	K	31%	\$1,765.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2015-LIC-L3	SEL: HZ-FLX-10-F-L3	\$2,475.00	К	31%	\$1,707.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2015-LIC-L4	SEL: HZ-FLX-10-F-L4	\$2,393.00		31%	\$1,651.17	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2015-LIC-L5	SEL: HZ-FLX-10-F-L5	\$2,283.00		31%	\$1,575.27	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2016-LIC	SEL: HZ-FUSPL7-FLX-UG-F	\$110.00		31%	\$75.90		\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2016-LIC-L1	SEL: HZ-FUSPL7-FLX-UG-F-L1	\$105.00		31%	\$72.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		
5 5	11-2016-LIC-L2 11-2016-LIC-L3	SEL: HZ-FUSPL7-FLX-UG-F-L2 SEL: HZ-FUSPL7-FLX-UG-F-L3	\$102.00 \$99.00		31% 31%	\$70.38 \$68.31	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) CARAHSOFT) CARAHSOFT
5	11-2016-LIC-L3	SEL: HZ-FUSPL7-FLX-UG-F-L3 SEL: HZ-FUSPL7-FLX-UG-F-L4	\$99.00 \$96.00		31%	\$66.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2016-LIC-L4	SEL: HZ-FUSPL7-FLX-UG-F-L5	\$90.00		31%	\$62.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2017-LIC	SEL: HZ-FUS56-FLX-UG-F	\$198.00		31%	\$136.62	\$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		31%	\$129.72		\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAF	RANTY UPGRADE	E NET PRICE		
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	11-2017-LIC-L2	SEL: HZ-FUS56-FLX-UG-F-L2	\$184.00		31%	\$126.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2017-LIC-L3 11-2017-LIC-L4	SEL: HZ-FUS56-FLX-UG-F-L3 SEL: HZ-FUS56-FLX-UG-F-L4	\$178.00 \$172.00		31% 31%	\$122.82 \$118.68	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2017-LIC-L4	SEL: HZ-FUS56-FLX-UG-F-L4 SEL: HZ-FUS56-FLX-UG-F-L5	\$164.00		31%	\$113.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2019-M1G-LIC	SEL: VR8-ADV-XC-G-SAAS-F	\$57,200.00		31%	\$39,468.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2019-M1P-LIC	SEL: VR8-ADV-XC-P-SAAS-F	\$59,400.00		31%	\$40,986.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2019-M2G-LIC	SEL: VR8-ADV-XC-2G-SAAS-F	\$107,536.00		31%	\$74,199.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2019-M2P-LIC 11-2019-M3G-LIC	SEL: VR8-ADV-XC-2P-SAAS-F SEL: VR8-ADV-XC-3G-SAAS-F	\$111,672.00 \$151,008.00		31% 31%	\$77,053.68	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2019-M3D-LIC	SEL: VR8-ADV-XC-3B-SAAS-F	\$156,816.00		31%	\$104,195.52 \$108,203.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2020-M1G-LIC	SEL: VR8-ENT-XC-G-SAAS-F	\$57,200.00		31%	\$39,468.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2020-M1P-LIC	SEL: VR8-ENT-XC-P-SAAS-F	\$59,400.00		31%	\$40,986.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2020-M2G-LIC	SEL: VR8-ENT-XC-2G-SAAS-F	\$107,536.00		31%	\$74,199.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2020-M2P-LIC 11-2020-M3G-LIC	SEL: VR8-ENT-XC-2P-SAAS-F SEL: VR8-ENT-XC-3G-SAAS-F	\$111,672.00 \$151,008.00		31% 31%	\$77,053.68 \$104,195.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2020-M3G-LIC	SEL: VR8-ENT-XC-3P-SAAS-F	\$156,816.00		31%	\$108,203.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2021-M1G-LIC	SEL: VR8-ADV-ST-G-SAAS-F	\$7,150.00		31%	\$4,933.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2021-M1P-LIC	SEL: VR8-ADV-ST-P-SAAS-F	\$7,370.00	К	31%	\$5,085.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2021-M2G-LIC	SEL: VR8-ADV-ST-2G-SAAS-F	\$13,442.00		31%	\$9,274.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2021-M2P-LIC	SEL: VR8-ADV-ST-2P-SAAS-F	\$13,856.00		31%	\$9,560.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2021-M3G-LIC 11-2021-M3P-LIC	SEL: VR8-ADV-ST-3G-SAAS-F SEL: VR8-ADV-ST-3P-SAAS-F	\$18,876.00 \$19,457.00		31% 31%	\$13,024.44 \$13,425.33	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2022-M1G-LIC	SEL: VR8-ENT-ST-G-SAAS-F SEL: VR8-ENT-ST-G-SAAS-F	\$7,150.00		31%	\$4,933.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2022-M1P-LIC	SEL: VR8-ENT-ST-P-SAAS-F	\$7,370.00		31%	\$5,085.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2022-M2G-LIC	SEL: VR8-ENT-ST-2G-SAAS-F	\$13,442.00		31%	\$9,274.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2022-M2P-LIC	SEL: VR8-ENT-ST-2P-SAAS-F	\$13,856.00		31%	\$9,560.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2022-M3G-LIC 11-2022-M3P-LIC	SEL: VR8-ENT-ST-3G-SAAS-F SEL: VR8-ENT-ST-3P-SAAS-F	\$18,876.00 \$19,457.00		31% 31%	\$13,024.44 \$13,425.33	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2022-103F-LIC	SEL: EDU-SRMICM58-OE-F	\$1,815.00		31%	\$1,252.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2024-LIC	SEL: EDU-SRMICM58-OS-F	\$15,125.00		31%	\$10,436.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2025-LIC	SEL: EDU-SRMICM58-XP-F	\$1,514.00		31%	\$1,044.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2026-LIC	SEL: EDU-VSDW55-OE-F	\$2,965.00		31%	\$2,045.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2027-LIC 11-2028-LIC	SEL: EDU-VSDW55-OS-F SEL: EDU-VSDW55-XP-F	\$24,915.00 \$2,492.00		31% 31%	\$17,191.35 \$1,719.48	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2029-LIC	SEL: EDU-SDDC3-OE-F	\$6,892.00		31%	\$4,755.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2030-LIC	SEL: EDU-SDDC3-OS-F	\$58,135.00		31%	\$40,113.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2031-LIC	SEL: EDU-SDDC3-XP-F	\$5,814.00		31%	\$4,011.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2032-LIC	SEL: EDU-NSXFT6-OE-F	\$6,892.00		31%	\$4,755.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2033-LIC	SEL: EDU-NSXFT6-OS-F SEL: EDU-NSXFT6-XP-F	\$58,135.00		31% 31%	\$40,113.15	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT
5	11-2034-LIC 11-2035-LIC	SEL: EDU-MICM5-OE-F	\$5,814.00 \$2,475.00		31%	\$4,011.66 \$1,707.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT CARAHSOFT
5	11-2036-LIC	SEL: EDU-MICM5-OS-F	\$20,625.00		31%	\$14,231.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2037-LIC	SEL: EDU-MICM5-XP-F	\$2,063.00	К	31%	\$1,423.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2038-LIC	SEL: EDU-VSOS6-OE-F	\$4,538.00		31%	\$3,131.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2039-LIC 11-2040-LIC	SEL: EDU-VSOS6-OS-F SEL: EDU-VSOS6-XP-F	\$37,813.00		31% 31%	\$26,090.97 \$2,610.96	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00		CARAHSOFT
5 5	11-2040-LIC	SEL: EDU-VSOS6-XP-F SEL: EDU-VSICM6-OE-F	\$3,784.00 \$4,538.00		31%	\$2,010.96	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00		CARAHSOFT CARAHSOFT
5	11-2042-LIC	SEL: EDU-VSICM6-OS-F	\$37,813.00		31%	\$26,090.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2043-LIC	SEL: EDU-VSICM6-XP-F	\$3,784.00		31%	\$2,610.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2044-LIC	SEL: EDU-VSWN6-OE-F	\$1,815.00		31%	\$1,252.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2045-LIC	SEL: EDU-VSWN6-OS-F SEL: EDU-VSWN6-XP-F	\$15,125.00		31% 31%	\$10,436.25	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT
5 5	11-2046-LIC 11-2047-LIC	SEL: EDU-VSWN6-XP-F SEL: EDU-M5H6FT-OE-F	\$1,514.00 \$6,892.00		31%	\$1,044.66 \$4,755.48	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT CARAHSOFT
5	11-2048-LIC	SEL: EDU-M5H6FT-OS-F	\$58,135.00		31%	\$40,113.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2049-LIC	SEL: EDU-M5H6FT-XP-F	\$5,814.00	К	31%	\$4,011.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2050-LIC	SEL: EDU-ITBM8-OE-F	\$3,630.00		31%	\$2,504.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2051-LIC	SEL: EDU-ITBM8-OS-F SEL: EDU-ITBM8-XP-F	\$30,250.00		31% 31%	\$20,872.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2052-LIC 11-2053-LIC	SEL: EDU-ITBM8-XP-F SEL: VR-STE-ADV-F	\$3,027.00 \$18,563.00		31%	\$2,088.63 \$12,808.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2053-LIC-L1	SEL: VR-STE-ADV-F-L1	\$17,634.00		31%	\$12,167.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2053-LIC-L2	SEL: VR-STE-ADV-F-L2	\$17,263.00		31%	\$11,911.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2053-LIC-L3	SEL: VR-STE-ADV-F-L3	\$16,706.00		31%	\$11,527.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2053-LIC-L4	SEL: VR-STE-ADV-F-L4	\$16,149.00		31%	\$11,142.81	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2053-LIC-L5 11-2054-LIC	SEL: VR-STE-ADV-F-L5 SEL: VR-LIS-STEADV-UG-F	\$15,407.00 \$14,372.00		31% 31%	\$10,630.83 \$9,916.68	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5 5	11-2054-LIC 11-2054-LIC-L1	SEL: VR-LIS-STEADV-UG-F SEL: VR-LISSTEADV-UG-F-L1	\$14,372.00		31%	\$9,420.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2054-LIC-L2	SEL: VR-LISSTEADV-UG-F-L2	\$13,365.00		31%	\$9,221.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2054-LIC-L3	SEL: VR-LISSTEADV-UG-F-L3	\$12,934.00	К	31%	\$8,924.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2054-LIC-L4	SEL: VR-LISSTEADV-UG-F-L4	\$12,503.00		31%	\$8,627.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2054-LIC-L5	SEL: VR-LISSTEADV-UG-F-L5	\$11,928.00		31%	\$8,230.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2055-LIC 11-2055-LIC-L1	SEL: VR-CADV-STEADV-UG-F SEL: VR-CADVSTEADVUG-F-L1	\$8,322.00 \$7,905.00		31% 31%	\$5,742.18 \$5,454.45	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2055-LIC-L2	SEL: VR-CADVSTEADV0G-F-L1	\$7,739.00		31%	\$5,339.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2055-LIC-L3	SEL: VR-CADVSTEADVUG-F-L3	\$7,489.00	K	31%	\$5,167.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2055-LIC-L4	SEL: VR-CADVSTEADVUG-F-L4	\$7,240.00	к	31%	\$4,995.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAF	RANTY UPGRADE	NET PRICE		
BAND	sкu	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	11-2055-LIC-L5	SEL: VR-CADVSTEADVUG-F-L5	\$6,907.00		31%	\$4,765.83	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2056-LIC 11-2056-LIC-L1	SEL: VR-OSTD-STEADV-UG-F SEL: VR-OSTDSTEADVUG-F-L1	\$16,638.00 \$15,806.00		31% 31%	\$11,480.22 \$10,906.14	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2056-LIC-L2	SEL: VR-OSTDSTEADVUG-F-L1	\$15,473.00		31%	\$10,676.37	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2056-LIC-L3	SEL: VR-OSTDSTEADVUG-F-L3	\$14,974.00		31%	\$10,332.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2056-LIC-L4	SEL: VR-OSTDSTEADVUG-F-L4	\$14,475.00		31%	\$9,987.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2056-LIC-L5	SEL: VR-OSTDSTEADVUG-F-L5	\$13,809.00		31%	\$9,528.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2057-LIC	SEL: VR-OADV-STEADV-UG-F	\$12,100.00		31%	\$8,349.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2057-LIC-L1	SEL: VR-OADVSTEADVUG-F-L1	\$11,495.00		31%	\$7,931.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2057-LIC-L2	SEL: VR-OADVSTEADVUG-F-L2	\$11,253.00		31%	\$7,764.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2057-LIC-L3 11-2057-LIC-L4	SEL: VR-OADVSTEADVUG-F-L3 SEL: VR-OADVSTEADVUG-F-L4	\$10,890.00 \$10,527.00		31% 31%	\$7,514.10 \$7,263.63	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2057-LIC-L5	SEL: VR-OADVSTEADVUG-F-L5	\$10,043.00		31%	\$6,929.67	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2058-LIC	SEL: VR-STD-STEADV-UG-F	\$17,397.00		31%	\$12,003.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2058-LIC-L1	SEL: VR-STDSTEADV-UG-F-L1	\$16,527.00		31%	\$11,403.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2058-LIC-L2	SEL: VR-STDSTEADV-UG-F-L2	\$16,179.00		31%	\$11,163.51	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2058-LIC-L3	SEL: VR-STDSTEADV-UG-F-L3	\$15,657.00		31%	\$10,803.33	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2058-LIC-L4	SEL: VR-STDSTEADV-UG-F-L4	\$15,135.00		31%	\$10,443.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2058-LIC-L5	SEL: VR-STDSTEADV-UG-F-L5 SEL: VR-RADV-STEENT-UG-F	\$14,439.00		31% 31%	\$9,962.91	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT
5	11-2059-LIC 11-2059-LIC-L1	SEL: VR-RADV-STEENT-0G-F SEL: VR-RADVSTEENTUG-F-L1	\$9,680.00 \$9,196.00		31%	\$6,679.20 \$6,345.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT CARAHSOFT
5	11-2059-LIC-L2	SEL: VR-RADVSTEENTUG-F-L2	\$9,002.00		31%	\$6,211.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2059-LIC-L3	SEL: VR-RADVSTEENTUG-F-L3	\$8,712.00		31%	\$6,011.28	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2059-LIC-L4	SEL: VR-RADVSTEENTUG-F-L4	\$8,422.00		31%	\$5,811.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2059-LIC-L5	SEL: VR-RADVSTEENTUG-F-L5	\$8,034.00		31%	\$5,543.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2060-LIC	SEL: VR-RADV-STEADV-UG-F	\$12,100.00		31%	\$8,349.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2060-LIC-L1 11-2060-LIC-L2	SEL: VR-RADVSTEADVUG-F-L1 SEL: VR-RADVSTEADVUG-F-L2	\$11,495.00 \$11,253.00		31% 31%	\$7,931.55 \$7,764.57	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2060-LIC-L2	SEL: VR-RADVSTEADVUG-F-L2 SEL: VR-RADVSTEADVUG-F-L3	\$10,890.00		31%	\$7,514.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2060-LIC-L4	SEL: VR-RADVSTEADVUG-F-L4	\$10,527.00		31%	\$7,263.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2060-LIC-L5	SEL: VR-RADVSTEADVUG-F-L5	\$10,043.00		31%	\$6,929.67	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2061-LIC	SEL: VR-BOSTD-STEADV-UG-F	\$14,372.00	к	31%	\$9,916.68	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2061-LIC-L1	SEL: VR-BOSTDSTEADVUGF-L1	\$13,653.00		31%	\$9,420.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2061-LIC-L2	SEL: VR-BOSTDSTEADVUGF-L2	\$13,365.00		31%	\$9,221.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2061-LIC-L3 11-2061-LIC-L4	SEL: VR-BOSTDSTEADVUGF-L3 SEL: VR-BOSTDSTEADVUGF-L4	\$12,934.00 \$12,503.00		31% 31%	\$8,924.46 \$8,627.07	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2061-LIC-L4	SEL: VR-BOSTDSTEADVUGF-L4	\$12,503.00		31%	\$8,230.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2062-LIC	SEL: VR-RSTD-STEADV-UG-F	\$16,638.00		31%	\$11,480.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2062-LIC-L1	SEL: VR-RSTDSTEADVUG-F-L1	\$15,806.00		31%	\$10,906.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2062-LIC-L2	SEL: VR-RSTDSTEADVUG-F-L2	\$15,473.00		31%	\$10,676.37	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2062-LIC-L3	SEL: VR-RSTDSTEADVUG-F-L3	\$14,974.00		31%	\$10,332.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2062-LIC-L4	SEL: VR-RSTDSTEADVUG-F-L4	\$14,475.00		31%	\$9,987.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2062-LIC-L5 11-2063-LIC	SEL: VR-RSTDSTEADVUG-F-L5 SEL: HZ-PRA50-STD100-UG-F	\$13,809.00 \$13,750.00		31% 31%	\$9,528.21 \$9,487.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2063-LIC-L1	SEL: HZ-PRA50STD100UGF-L1	\$13,063.00		31%	\$9,013.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2063-LIC-L2	SEL: HZ-PRA50STD100UGF-L2	\$12,788.00		31%	\$8,823.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2063-LIC-L3	SEL: HZ-PRA50STD100UGF-L3	\$12,375.00		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		31%	\$8,254.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2063-LIC-L5	SEL: HZ-PRA50STD100UGF-L5	\$11,413.00		31%	\$7,874.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2064-LIC	SEL: EDU-VCOPICM6-OS-F	\$41,525.00		31%	\$28,652.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2065-LIC 11-2066-LIC	SEL: EDU-VCOPICM6-OE-F SEL: EDU-VCOPICM6-XP-F	\$4,945.00 \$4,153.00		31% 31%	\$3,412.05 \$2,865.57	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2067-LIC	SEL: MGP-10-F	\$1,650.00		31%	\$1,138.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2067-LIC-L1	SEL: MGP-10-F-L1	\$1,568.00	к	31%	\$1,081.92	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2067-LIC-L2	SEL: MGP-10-F-L2	\$1,535.00	к	31%	\$1,059.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2067-LIC-L3	SEL: MGP-10-F-L3	\$1,485.00		31%	\$1,024.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2067-LIC-L4	SEL: MGP-10-F-L4	\$1,436.00		31%	\$990.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2067-LIC-L5 11-2068-LIC	SEL: MGP-10-F-L5 SEL: MGP-100-F	\$1,370.00 \$16,500.00		31% 31%	\$945.30 \$11.385.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2068-LIC 11-2068-LIC-L1	SEL: MGP-100-F SEL: MGP-100-F-L1	\$16,500.00 \$15,675.00		31%	\$11,385.00 \$10,815.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2068-LIC-L2	SEL: MGP-100-F-L2	\$15,345.00		31%	\$10,588.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2068-LIC-L3	SEL: MGP-100-F-L3	\$14,850.00		31%	\$10,246.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2068-LIC-L4	SEL: MGP-100-F-L4	\$14,355.00		31%	\$9,904.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2068-LIC-L5	SEL: MGP-100-F-L5	\$13,695.00		31%	\$9,449.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2069-LIC	SEL: MW-MGP-10-F	\$1,210.00		31%	\$834.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2069-LIC-L1	SEL: MW-MGP-10-F-L1	\$1,150.00		31%	\$793.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2069-LIC-L2 11-2069-LIC-L3	SEL: MW-MGP-10-F-L2 SEL: MW-MGP-10-F-L3	\$1,125.00 \$1,089.00		31% 31%	\$776.25 \$751.41	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2069-LIC-L3	SEL: MW-MGP-10-F-L3	\$1,053.00		31%	\$726.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2069-LIC-L5	SEL: MW-MGP-10-F-L5	\$1,004.00		31%	\$692.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2070-LIC	SEL: MW-MGP-100-F	\$11,616.00	К	31%	\$8,015.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2070-LIC-L1	SEL: MW-MGP-100-F-L1	\$11,035.00		31%	\$7,614.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2070-LIC-L2	SEL: MW-MGP-100-F-L2	\$10,803.00		31%	\$7,454.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2070-LIC-L3 11-2070-LIC-L4	SEL: MW-MGP-100-F-L3 SEL: MW-MGP-100-F-L4	\$10,454.00 \$10,106.00		31% 31%	\$7,213.26 \$6,973.14	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5			φ10,100.00	~	0170	ψ0,070.14	ψ0.00	ψ0.00	ψ0.00	ψ0.00	ψ0.00	φ0.00	

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAR	RANTY UPGRADE	NET PRICE		
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	11-2070-LIC-L5	SEL: MW-MGP-100-F-L5	\$9,641.00		31%	\$6,652.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2071-LIC	SEL: HZ-MGP-ADVC-10-UG-F	\$3,025.00		31%	\$2,087.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00) CARAHSOFT) CARAHSOFT
5 5	11-2071-LIC-L1 11-2071-LIC-L2	SEL: HZ-MGP-ADVC10UG-F-L1 SEL: HZ-MGP-ADVC10UG-F-L2	\$2,874.00 \$2,813.00		31% 31%	\$1,983.06 \$1,940.97	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT
5	11-2071-LIC-L2	SEL: HZ-MGP-ADVC100G-F-L2 SEL: HZ-MGP-ADVC10UG-F-L3	\$2,723.00		31%	\$1,878.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2071-LIC-L4	SEL: HZ-MGP-ADVC10UG-F-L4	\$2,632.00		31%	\$1,816.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2071-LIC-L5	SEL: HZ-MGP-ADVC10UG-F-L5	\$2,511.00		31%	\$1,732.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2072-LIC	SEL: HZ-MGP-ADVC-100-UG-F	\$30,250.00	K	31%	\$20,872.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2072-LIC-L1	SEL: HZ-MGP-ADVC100UGF-L1	\$28,738.00		31%	\$19,829.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2072-LIC-L2	SEL: HZ-MGP-ADVC100UGF-L2	\$28,133.00		31%	\$19,411.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2072-LIC-L3	SEL: HZ-MGP-ADVC100UGF-L3	\$27,225.00		31%	\$18,785.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2072-LIC-L4 11-2072-LIC-L5	SEL: HZ-MGP-ADVC100UGF-L4 SEL: HZ-MGP-ADVC100UGF-L5	\$26,318.00		31% 31%	\$18,159.42 \$17,324.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) CARAHSOFT) CARAHSOFT
5	11-2072-LIC-LS	SEL: HZ-MGP-ADVC1000GF-LS SEL: HZ-MGP-ADVN-10-UG-F	\$25,108.00 \$1,210.00		31%	\$834.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2073-LIC-L1	SEL: HZ-MGPADVN10-UG-F-L1	\$1,150.00		31%	\$793.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2073-LIC-L2	SEL: HZ-MGPADVN10-UG-F-L2	\$1,125.00		31%	\$776.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2073-LIC-L3	SEL: HZ-MGPADVN10-UG-F-L3	\$1,089.00		31%	\$751.41	\$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		31%	\$726.57	\$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		31%	\$692.76	\$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		31%	\$8,349.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2074-LIC-L1	SEL: HZ-MGPADVN100UG-F-L1	\$11,495.00		31%	\$7,931.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2074-LIC-L2	SEL: HZ-MGPADVN100UG-F-L2	\$11,253.00		31%	\$7,764.57 \$7,514.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2074-LIC-L3 11-2074-LIC-L4	SEL: HZ-MGPADVN100UG-F-L3 SEL: HZ-MGPADVN100UG-F-L4	\$10,890.00 \$10,527.00		31% 31%	\$7,514.10 \$7,263.63	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) CARAHSOFT) CARAHSOFT
5	11-2074-LIC-L4 11-2074-LIC-L5	SEL: HZ-MGPADVN1000G-F-L4 SEL: HZ-MGPADVN100UG-F-L5	\$10,527.00 \$10,043.00		31%	\$7,263.63 \$6,929.67	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2075-LIC	SEL: WSP-STE-10-F	\$5,390.00		31%	\$3,719.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2076-LIC	SEL: WSP-STE-100-F	\$53,900.00		31%	\$37,191.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2112-LIC	SEL: ST6-VSAN-F	\$2,745.00		31%	\$1,894.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2112-LIC-L1	SEL: ST6-VSAN-F-L1	\$2,607.00	К	31%	\$1,798.83	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2112-LIC-L2	SEL: ST6-VSAN-F-L2	\$2,552.00	К	31%	\$1,760.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2112-LIC-L3	SEL: ST6-VSAN-F-L3	\$2,470.00		31%	\$1,704.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2112-LIC-L4	SEL: ST6-VSAN-F-L4	\$2,388.00		31%	\$1,647.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2113-LIC	SEL: ST6-VSA-VSAN-UG-F	\$12,623.00		31%	\$8,709.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2113-LIC-L1 11-2113-LIC-L2	SEL: ST6-VSA-VSAN-UG-F-L1 SEL: ST6-VSA-VSAN-UG-F-L2	\$11,991.00 \$11,739.00		31% 31%	\$8,273.79 \$8,099.91	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) CARAHSOFT) CARAHSOFT
5	11-2113-LIC-L2	SEL: ST6-VSA-VSAN-UG-F-L2 SEL: ST6-VSA-VSAN-UG-F-L3	\$11,360.00		31%	\$7,838.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2113-LIC-L3	SEL: ST6-VSA-VSAN-UG-F-L4	\$10,982.00		31%	\$7,577.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2114-LIC	SEL: ST6-VSDT100-F	\$5,500.00		31%	\$3,795.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2114-LIC-L1	SEL: ST6-VSDT100-F-L1	\$5,225.00		31%	\$3,605.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2114-LIC-L2	SEL: ST6-VSDT100-F-L2	\$5,115.00	К	31%	\$3,529.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2114-LIC-L3	SEL: ST6-VSDT100-F-L3	\$4,950.00		31%	\$3,415.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2114-LIC-L4	SEL: ST6-VSDT100-F-L4	\$4,785.00		31%	\$3,301.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2115-LIC	SEL: ST6-VSDT10-F	\$550.00		31%	\$379.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2115-LIC-L1 11-2115-LIC-L2	SEL: ST6-VSDT10-F-L1 SEL: ST6-VSDT10-F-L2	\$523.00 \$512.00		31% 31%	\$360.87 \$353.28	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) CARAHSOFT) CARAHSOFT
5	11-2115-LIC-L2	SEL: ST6-VSDT10-F-L2 SEL: ST6-VSDT10-F-L3	\$495.00		31%	\$333.28	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2115-LIC-L4	SEL: ST6-VSDT10-F-L4	\$479.00		31%	\$330.51	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2116-LIC	SEL: VCS6-FND-F	\$1,645.00		31%	\$1,135.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2116-LIC-L1	SEL: VCS6-FND-F-L1	\$1,562.00		31%	\$1,077.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2116-LIC-L2	SEL: VCS6-FND-F-L2	\$1,529.00		31%	\$1,055.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2116-LIC-L3	SEL: VCS6-FND-F-L3	\$1,480.00		31%	\$1,021.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2116-LIC-L4	SEL: VCS6-FND-F-L4	\$1,431.00		31%	\$987.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2117-LIC	SEL: VCS6-FND-STD-UG-F SEL: VCS6-FND-STD-UG-F-L1	\$4,235.00		31% 31%	\$2,922.15 \$2,775.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00		
5	11-2117-LIC-L1 11-2117-LIC-L2	SEL: VCS6-FND-STD-UG-F-L1 SEL: VCS6-FND-STD-UG-F-L2	\$4,023.00 \$3,939.00		31%	\$2,775.87 \$2,717.91	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00) CARAHSOFT) CARAHSOFT
5	11-2117-LIC-L2	SEL: VCS6-FND-STD-UG-F-L2 SEL: VCS6-FND-STD-UG-F-L3	\$3,839.00		31%	\$2,630.28	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2117-LIC-L4	SEL: VCS6-FND-STD-UG-F-L4	\$3,684.00		31%	\$2,541.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2118-LIC	SEL: VCS6-STD-F	\$5,495.00		31%	\$3,791.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2118-LIC-L1	SEL: VCS6-STD-F-L1	\$5,220.00		31%	\$3,601.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2118-LIC-L2	SEL: VCS6-STD-F-L2	\$5,110.00		31%	\$3,525.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2118-LIC-L3	SEL: VCS6-STD-F-L3	\$4,945.00		31%	\$3,412.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2118-LIC-L4	SEL: VCS6-STD-F-L4	\$4,780.00		31%	\$3,298.20	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2119-LIC	SEL: VC-SRM6-25E-F	\$13,613.00		31%	\$9,392.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2119-LIC-L1 11-2119-LIC-L2	SEL: VC-SRM6-25E-F-L1 SEL: VC-SRM6-25E-F-L2	\$12,932.00 \$12,660.00		31% 31%	\$8,923.08 \$8,735.40	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) CARAHSOFT) CARAHSOFT
5	11-2119-LIC-L2	SEL: VC-SRM6-25E-F-L2 SEL: VC-SRM6-25E-F-L3	\$12,000.00		31%	\$8,453.19	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00		CARAHSOFT
5	11-2119-LIC-L4	SEL: VC-SRM6-25E-F-L4	\$12,251.00		31%	\$8,171.67	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2120-LIC	SEL: VC-SRM6-25E-UG-F	\$9,075.00		31%	\$6,261.75		\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2120-LIC-L1	SEL: VC-SRM6-25E-UG-F-L1	\$8,621.00		31%	\$5,948.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2120-LIC-L2	SEL: VC-SRM6-25E-UG-F-L2	\$8,440.00		31%	\$5,823.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2120-LIC-L3	SEL: VC-SRM6-25E-UG-F-L3	\$8,168.00		31%	\$5,635.92	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2120-LIC-L4	SEL: VC-SRM6-25E-UG-F-L4	\$7,895.00		31%	\$5,447.55	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2121-LIC	SEL: VC-SRM6-25S-F	\$5,363.00		31%	\$3,700.47	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5 5	11-2121-LIC-L1 11-2121-LIC-L2	SEL: VC-SRM6-25S-F-L1 SEL: VC-SRM6-25S-F-L2	\$5,094.00		31%	\$3,514.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00) CARAHSOFT) CARAHSOFT
э	11-2121-LIU-LZ	JLL. VU-JRIVIU-200-F-LZ	\$4,987.00	n	31%	\$3,441.03	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	φυ.00	

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B 1	BAND	SKU	DESCRIPTION				NVP LEVEL 1 NET PRICE	ANNUAL		ANNUAL			RENEWAL	
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5 1	5	11-2181-LIC	SEL: V-VCB-PL-3USR-F	\$220.00	К	31%	\$151.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 1138 LC 51.138 LC 51.08 50.0	5													
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5 1	5	11-2202-LIC-L2	SEL: UEM-CCU-10-F-L2	\$512.00	К	31%	\$353.28	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
s 1 12221/C 81.000/0000 K 31% 81.000 80.0	5													
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5 11/220-10.1 SEL LEP-COLVIDF-1-J 543000 K 31% 50.00														
s 11.228-LL St.L. LBACCLI-USE-L-LA St.L. LBACCLI-USE-L-LA St.L. LBACLI-USE-LA St.L. LBAC														
5 11/220-10.1 Stat. Link Number Stat. B														
5 11/2004/L14 Bit LightMuthPi-L1 154 00 K 11/2004/L2 50 00 50.00	-													
5 11/2204-LCL SEL UBMAN-10-F1-L SD7.00 K 31% SD1.81 SD0.00 SD.00														
6 11/224/LCL4 SEL: URANI-10-F1-2 S2000 K 31% S2000 K000 S000 S000 <td< td=""><td>5</td><td></td><td></td><td></td><td></td><td>31%</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></td<>	5					31%								
5 11.220-LCL SEL LURAN-100-L-1 S3,200.00 K 91% S2.277.00 80.00 </td <td>5</td> <td>11-2204-LIC-L3</td> <td>SEL: UEM-NU-10-F-L3</td> <td>\$297.00</td> <td>К</td> <td>31%</td> <td>\$204.93</td> <td>\$0.00</td> <td>\$0.00</td> <td>\$0.00</td> <td>\$0.00</td> <td>\$0.00</td> <td>\$0.00</td> <td>CARAHSOFT</td>	5	11-2204-LIC-L3	SEL: UEM-NU-10-F-L3	\$297.00	К	31%	\$204.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 11/206/LCL SEL LUEN-NL-06-F-1 53,0490 K 37% 52,163,17 60,00 50,00 <td>5</td> <td>11-2204-LIC-L4</td> <td>SEL: UEM-NU-10-F-L4</td> <td>\$287.00</td> <td>К</td> <td>31%</td> <td>\$198.03</td> <td>\$0.00</td> <td>\$0.00</td> <td>\$0.00</td> <td>\$0.00</td> <td>\$0.00</td> <td>\$0.00</td> <td>CARAHSOFT</td>	5	11-2204-LIC-L4	SEL: UEM-NU-10-F-L4	\$287.00	К	31%	\$198.03	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 11.226.LCL2 85.LUEN.N1:06-FL2 53.2600 K 31% 52.117.61 80.00 <td>5</td> <td></td>	5													
5 11 28L UENNUTOF-L3 S2.071.00 K 31% 52.044.80 50.00														
5 11:226-LC4 SEL UENMUTO-P44 SER J00 K 31% S18039 50.00														
5 11-2206-LUC SEL: H2-UEMENTC-10-UGF-1 55,7500 K 31% 53,786.34 50.00 5														
5 11-2206-UI-L3 BEL-H2-UMENTC-10-UGF-L1 S5,460.00 K 31% S3,705.95 S0.00 S0.00 <t< td=""><td>-</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></t<>	-													
5 11-2206-LICL2 SEL H2_UMENT(-10-LIC)-L2 S3.71.00 K 31% S3.706.90 S0.00 S0.00 <t< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></t<>														
5 11:200E-UL-L4 SEL: H2-UMENT-G-10-UG-L4 SEL: H2-U														
5 11/227/4C SEL HZ/LHENTC-100/UGF-1 S47,750.00 K 37,750.00 K 37,750.00 K 37,750.00 K 37,750.00 K 37,750.00 S0,00 <	5													
5 11-2207-LIC-1 SEL-R2-UMENTC-100-UGF-L1 SFA 80.300 K 31% S77.855.2 50.00 50.00 S0.00	5	11-2206-LIC-L4	SEL: HZ-UMENTC-10-UGF-L4	\$5,024.00	K	31%	\$3,466.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 11-2207-LIC-1.3 SEL-R2-UMENTC-100-UGF-1.2 S53,708.00 K 31% S57,068.52 \$0,00 \$0,00 S0,00														
5 11:2207-LIC-3 SEL: HZ-UMENTC-100-UGF-1 \$51:97.00 K 31% \$53.862.75 \$0.00														
5 11/207/LIC/L SEL H2/LMENTC-100/LGF-L4 S02/A3.00 K 31% S34,667.67 S0.00 <														
5 11/200-LIC SEL: H2/UEMENTN-10/UG-F1 \$3,34/00 K 31% \$2,207.36 \$0.00 <td< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></td<>														
5 11-220-LIC-L SEL: H2-UMENTN-10-UGF-L1 \$3,34,00 K 31% \$2,293,06 \$0,00 <td< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></td<>														
5 11-2208-LIC-L2 SEL: H2-UMENTN-10-UGF-L2 \$3.74.00 K 31% \$2.290.66 \$0.00														
5 11-220+LIC SEL H2-LUMENTN-10-UGF-14 \$30,00.0 K 31% \$22,127.8 \$0,00 \$	5													
5 11-220+UC1 SEL: H2_UEMENTN-100-UGF-L1 \$33,400 K 31% \$24,288.00 \$0.00 <	5	11-2208-LIC-L3	SEL: HZ-UMENTN-10-UGF-L3	\$3,168.00	К	31%	\$2,185.92	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 11-2209-LICL SEL H2-UMENTN-100-UGF-L1 \$33,440.00 K 31% \$220,73.00 \$0.00														
5 11-2209-LIC-L2 SEL # ZUMENTN-100-UGF-L2 \$32,78.00 K 31% \$22,87.84 \$0.00														
5 11-220+L/CL-3 SEL: H2-WENTN-100-UGF-L4 \$31,680.00 K 31% \$21,859.20 \$0.00														
5 11-2201-L(L4 SEL: H2-VMENTM-100-UGF-L4 \$30,02 K 31% \$21,130,56 \$0,00 <th< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></th<>														
5 11-221-ULC SEL HZ-APMC-10F-L \$1880.0 K 31% \$1,366.20 \$0.00 <td></td>														
5 11-2210-L1 SEL: HZ-APMC-10F-L1 \$1,841.00 K 31% \$1,279.89 \$0.00														
5 11-2210-LIC-L2 SEL HZ-APMC-10-F-L2 \$1,84.00 K 31% \$1,220.29 \$0.00														
5 11-2210-LIC-L3 SEL: HZ-APMC-10F-L3 \$1,782.00 K 31% \$1,229.81 \$0.00 <td< td=""><td>5</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></td<>	5													
5 11-2211-LIC SEL: HZ-APMC-100-F \$19,800.00 K 31% \$13,662.00 \$0.00 \$	5				К									
5 11-2211-LIC-L1 SEL: HZ-APMC-100-F-L1 \$18,810.00 K 31% \$12,978.90 \$0.00	5													
5 11-2211-LIC-L2 SEL: HZ-APMC-100-F-L2 \$18,414.00 K 31% \$12,705.66 \$0.00														
5 11-2211-LIC-L3 SEL: HZ-APMC-100-F-L3 \$17,820.00 K 31% \$12,295.80 \$0.00	-													
5 11-2211-LIC-L4 SEL: HZ-APMC-100-F-L4 \$17,226.00 K 31% \$11,885.94 \$0.00	5													
5 11-2212-LIC SEL: HZ-APMN-10-F \$1,320.00 K 31% \$910.80 \$0.00<	5													
5 11-2212-LIC-L1 SEL: HZ-APMN-10-F-L1 \$1,254.00 K 31% \$865.26 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 CARAHSOFT 5 11-2212-LIC-L2 SEL: HZ-APMN-10-F-L2 \$1,228.00 K 31% \$847.32 \$0.00 <td< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></td<>														
5 11-2212-LIC-L2 SEL: HZ-APMN-10-F-L2 \$1,28.00 K 31% \$847.32 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 CARAHSOFT 5 11-2212-LIC-L3 SEL: HZ-APMN-10-F-L3 \$1,188.00 K 31% \$819.72 \$0.00														
5 11-2212-LIC-L3 SEL: HZ-APMN-10-F-L3 \$1,188.00 K 31% \$819.72 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 CARAHSOFT 5 11-2212-LIC-L4 SEL: HZ-APMN-10-F-L4 \$1,148.00 K 31% \$792.12 \$0.00 <td< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></td<>														
5 11-2212-LIC-L4 SEL: HZ-APMN-10-F-L4 \$1,148.00 K 31% \$792.12 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 CARAHSOFT 5 11-2213-LIC SEL: HZ-APMN-100-F \$13,200.00 K 31% \$9,108.00 \$0.00 \$														
5 11-2213-LIC SEL: HZ-APMN-100-F-L1 \$13,200.00 K 31% \$9,108.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 CARAHSOFT 5 11-2213-LIC-L1 SEL: HZ-APMN-100-F-L1 \$12,264.00 K 31% \$8,652.60 \$0.00														
5 11-2213-LIC-L2 SEL: HZ-APMN-100-F-L2 \$12,276.00 K 31% \$8,470.44 \$0.00	5	11-2213-LIC	SEL: HZ-APMN-100-F	\$13,200.00	К		\$9,108.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 11-2213-LIC-L3 SEL: HZ-APMN-100-F-L3 \$11,880.00 K 31% \$8,197.20 \$0.00	5													
5 11-2213-LIC-L4 SEL: HZ-APMN-100-F-L4 \$11,484.00 K 31% \$7,923.96 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 CARAHSOFT														
	-													
	5	11-22 1 4 -LIU	OLL. HZ-ALWI-LININ' 10-00-F	φ2,703.00	n n	5170	φ1, 3 20.27	φυ.00	φυ.00	φ0.00	φ0.00	φ0.00	φυ.00	

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAF	RANTY UPGRADE	ENET PRICE		
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	11-2214-LIC-L1	SEL: HZ-APMENTN-10-UGF-L1	\$2,644.00		31%	\$1,824.36	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5 5	11-2214-LIC-L2 11-2214-LIC-L3	SEL: HZ-APMENTN-10-UGF-L2 SEL: HZ-APMENTN-10-UGF-L3	\$2,588.00 \$2,505.00		31% 31%	\$1,785.72 \$1,728.45	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CARAHSOFT CARAHSOFT
5	11-2214-LIC-L3	SEL: HZ-APMENTN-10-UGF-L4	\$2,505.00		31%	\$1,670.49	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2215-LIC	SEL: HZ-APM-ENTN-100-UG-F	\$27,830.00		31%	\$19,202.70	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2215-LIC-L1	SEL: HZ-AMENTN-100-UGF-L1	\$26,439.00		31%	\$18,242.91	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2215-LIC-L2	SEL: HZ-AMENTN-100-UGF-L2	\$25,882.00		31%	\$17,858.58	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2215-LIC-L3	SEL: HZ-AMENTN-100-UGF-L3	\$25,047.00		31%	\$17,282.43	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2215-LIC-L4	SEL: HZ-AMENTN-100-UGF-L4	\$24,212.00		31%	\$16,706.28	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2216-LIC 11-2216-LIC-L1	SEL: HZ-APM-ENTC-10-UG-F SEL: HZ-APMENTC-10-UGF-L1	\$4,780.00 \$4,541.00		31% 31%	\$3,298.20 \$3,133.29	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CARAHSOFT CARAHSOFT
5	11-2216-LIC-L1	SEL: HZ-APMENTC-10-UGF-L2	\$4,445.00		31%	\$3,067.05	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2216-LIC-L3	SEL: HZ-APMENTC-10-UGF-L3	\$4,302.00		31%	\$2,968.38	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2216-LIC-L4	SEL: HZ-APMENTC-10-UGF-L4	\$4,158.00		31%	\$2,869.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2217-LIC	SEL: HZ-APM-ENTC-100-UG-F	\$47,795.00		31%	\$32,978.55	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2217-LIC-L1	SEL: HZ-AMENTC-100-UGF-L1	\$45,405.00		31%	\$31,329.45	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5 5	11-2217-LIC-L2 11-2217-LIC-L3	SEL: HZ-AMENTC-100-UGF-L2 SEL: HZ-AMENTC-100-UGF-L3	\$44,449.00 \$43,016.00		31% 31%	\$30,669.81 \$29,681.04	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CARAHSOFT CARAHSOFT
5	11-2217-LIC-L4	SEL: HZ-AMENTC-100-UGF-L4	\$41,582.00		31%	\$28,691.58	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2218-LIC	SEL: CN-ABD-F	\$99,000.00		31%	\$68,310.00	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2218-LIC-L1	SEL: CN-ABD-F-L1	\$94,050.00		31%	\$64,894.50	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2218-LIC-L2	SEL: CN-ABD-F-L2	\$92,070.00		31%	\$63,528.30	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2218-LIC-L3	SEL: CN-ABD-F-L3	\$89,100.00		31%	\$61,479.00	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5 5	11-2218-LIC-L4 11-2219-LIC	SEL: CN-ABD-F-L4 SEL: CN-CP-F	\$86,130.00 \$33,000.00		31% 31%	\$59,429.70 \$22,770.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CARAHSOFT CARAHSOFT
5	11-2219-LIC-L1	SEL: CN-CP-F-L1	\$31,350.00		31%	\$21,631.50	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2219-LIC-L2	SEL: CN-CP-F-L2	\$30,690.00		31%	\$21,176.10	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2219-LIC-L3	SEL: CN-CP-F-L3	\$29,700.00		31%	\$20,493.00	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2219-LIC-L4	SEL: CN-CP-F-L4	\$28,710.00		31%	\$19,809.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2220-LIC	SEL: CN-DR-F	\$16,500.00		31%	\$11,385.00	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2220-LIC-L1	SEL: CN-DR-F-L1	\$15,675.00		31%	\$10,815.75	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5 5	11-2220-LIC-L2 11-2220-LIC-L3	SEL: CN-DR-F-L2 SEL: CN-DR-F-L3	\$15,345.00 \$14,850.00		31% 31%	\$10,588.05 \$10,246.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CARAHSOFT CARAHSOFT
5	11-2220-LIC-L4	SEL: CN-DR-F-L4	\$14,355.00		31%	\$9,904.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2221-LIC	SEL: CN-RP-F	\$33,000.00		31%	\$22,770.00	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2221-LIC-L1	SEL: CN-RP-F-L1	\$31,350.00		31%	\$21,631.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2221-LIC-L2	SEL: CN-RP-F-L2	\$30,690.00		31%	\$21,176.10	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2221-LIC-L3	SEL: CN-RP-F-L3	\$29,700.00		31%	\$20,493.00	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5 5	11-2221-LIC-L4 11-2222-LIC	SEL: CN-RP-F-L4 SEL: CN-ABD-3P-TLSS-F	\$28,710.00 \$87,120.00		31% 31%	\$19,809.90 \$60,112.80	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CARAHSOFT CARAHSOFT
5	11-2223-LIC	SEL: CN-ABD-P-TLSS-F	\$33,000.00		31%	\$22,770.00	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2224-LIC	SEL: CN-CP-3P-TLSS-F	\$29,040.00		31%	\$20,037.60	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2225-LIC	SEL: CN-CP-P-TLSS-F	\$11,000.00		31%	\$7,590.00	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2226-LIC	SEL: CN-DR-3P-TLSS-F	\$14,520.00		31%	\$10,018.80	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2227-LIC	SEL: CN-DR-P-TLSS-F	\$5,500.00		31% 31%	\$3,795.00	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5 5	11-2228-LIC 11-2229-LIC	SEL: CN-RP-3P-TLSS-F SEL: CN-RP-P-TLSS-F	\$29,040.00 \$11,000.00		31%	\$20,037.60 \$7,590.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CARAHSOFT CARAHSOFT
5	11-2231-LIC	SEL: CON-HZN-PILOT-F	\$81,818.00		31%	\$56,454.42	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2236-LIC	SEL: WSP-ADVN-10-UG-F	\$1,980.00		31%	\$1,366.20	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2237-LIC	SEL: WSP-ADVN-100-UG-F	\$19,800.00		31%	\$13,662.00	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2238-LIC	SEL: WSP-STD-20-UG-F	\$8,470.00		31%	\$5,844.30	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5 5	11-2239-LIC 11-2240-LIC	SEL: WSP-STD-200-UG-F SEL: WSP-ENTC-20-UG-F	\$84,700.00 \$4,510.00		31% 31%	\$58,443.00 \$3,111.90	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CARAHSOFT CARAHSOFT
5	11-2240-LIC	SEL: WSP-ENTC-20-UG-F	\$45,100.00		31%	\$31,119.00	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2244-LIC	SEL: HZ-LXC-10-F	\$1,650.00		31%	\$1,138.50	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2244-LIC-L1	SEL: HZ-LXC-10-F-L1	\$1,568.00	К	31%	\$1,081.92	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2244-LIC-L2	SEL: HZ-LXC-10-F-L2	\$1,535.00		31%	\$1,059.15	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2244-LIC-L3	SEL: HZ-LXC-10-F-L3	\$1,485.00		31%	\$1,024.65	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5 5	11-2244-LIC-L4 11-2245-LIC	SEL: HZ-LXC-10-F-L4 SEL: HZ-LXC-100-F	\$1,436.00 \$16,500.00		31% 31%	\$990.84 \$11,385.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CARAHSOFT CARAHSOFT
5	11-2245-LIC 11-2245-LIC-L1	SEL: HZ-LXC-100-F SEL: HZ-LXC-100-F-L1	\$15,675.00		31%	\$10,815.75	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2245-LIC-L2	SEL: HZ-LXC-100-F-L2	\$15,345.00		31%	\$10,588.05	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2245-LIC-L3	SEL: HZ-LXC-100-F-L3	\$14,850.00	К	31%	\$10,246.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2245-LIC-L4	SEL: HZ-LXC-100-F-L4	\$14,355.00		31%	\$9,904.95	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2246-LIC	SEL: HZ-LXC-ENTC-10-UG-F	\$5,143.00		31%	\$3,548.67	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5 5	11-2246-LIC-L1 11-2246-LIC-L2	SEL: HZ-LXCENTC-10-UGF-L1 SEL: HZ-LXCENTC-10-UGF-L2	\$4,885.00 \$4,783.00		31% 31%	\$3,370.65 \$3,300.27	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CARAHSOFT CARAHSOFT
5	11-2246-LIC-L2 11-2246-LIC-L3	SEL: HZ-LXCENTC-10-UGF-L2 SEL: HZ-LXCENTC-10-UGF-L3	\$4,628.00		31%	\$3,193.32	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2246-LIC-L4	SEL: HZ-LXCENTC-10-UGF-L4	\$4,474.00		31%	\$3,087.06	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2247-LIC	SEL: HZ-LXC-ENTC-100-UG-F	\$51,425.00		31%	\$35,483.25	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2247-LIC-L1	SEL: HZ-LXCENTC-100-UGF-L1	\$48,854.00		31%	\$33,709.26	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2247-LIC-L2	SEL: HZ-LXCENTC-100-UGF-L2	\$47,825.00		31%	\$32,999.25	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2247-LIC-L3 11-2247-LIC-L4	SEL: HZ-LXCENTC-100-UGF-L3 SEL: HZ-LXCENTC-100-UGF-L4	\$46,283.00 \$44,740.00		31% 31%	\$31,935.27 \$30,870.60	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CARAHSOFT CARAHSOFT
5	11-2248-LIC	SEL: VR6-MEDI-F	\$66,000.00		31%	\$45,540.00	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
-			÷==,=50.00			÷ · · · · · · · · · · · · · · · · · · ·	<i>1</i>	\$2.00	<i>+30</i>	÷1100	\$3.00	÷::00	

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAR	RRANTY UPGRADE	E NET PRICE		1
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	11-2248-LIC-L1	SEL: VR6-MEDI-F-L1	\$62,700.00		31%	\$43,263.00	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2248-LIC-L2	SEL: VR6-MEDI-F-L2	\$61,380.00		31%	\$42,352.20	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5 5	11-2248-LIC-L3 11-2248-LIC-L4	SEL: VR6-MEDI-F-L3	\$59,400.00		31% 31%	\$40,986.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2248-LIC-L4 11-2251-LIC	SEL: VR6-MEDI-F-L4 SEL HZ-APMNE-10-FPRO	\$57,420.00 \$1,122.00		31%	\$39,619.80 \$774.18	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT
5	11-2251-LIC-L1	SEL HZ-APMNE-10-FPRO-L1	\$1,066.00		31%	\$735.54	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2251-LIC-L2	SEL HZ-APMNE-10-FPRO-L2	\$1,043.00		31%	\$719.67	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2251-LIC-L3	SEL HZ-APMNE-10-FPRO-L3	\$1,010.00		31%	\$696.90	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2251-LIC-L4	SEL HZ-APMNE-10-FPRO-L4	\$976.00		31%	\$673.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2251-LIC-L5	SEL HZ-APMNE-10-FPRO-L5	\$931.00		31%	\$642.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2252-LIC	SEL HZ-APMNE-100-FPRO	\$11,220.00		31%	\$7,741.80	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2252-LIC-L1	SEL HZ-APMNE-100-FPRO-L1	\$10,659.00		31%	\$7,354.71	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2252-LIC-L2	SEL HZ-APMNE-100-FPRO-L2	\$10,435.00		31%	\$7,200.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2252-LIC-L3 11-2252-LIC-L4	SEL HZ-APMNE-100-FPRO-L3 SEL HZ-APMNE-100-FPRO-L4	\$10,098.00 \$9,761.00		31% 31%	\$6,967.62 \$6,735.09	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT
5	11-2252-LIC-L4	SEL HZ-APMNE-100-FPRO-L5	\$9,313.00		31%	\$6,425.97	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	1601-LIC-L5	SEL 1601-LIC-L5 HZ-MRG-10-F-L5	\$1,370.00		31%	\$945.30	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	2063-LIC	SEL HZ-PRA50-STD100-UG-F	\$13,750.00		31%	\$9,487.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	2063-LIC-L1	SEL HZ-PRA50STD100UGF-L1	\$13,063.00		31%	\$9,013.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	2063-LIC-L2	SEL HZ-PRA50STD100UGF-L2	\$12,788.00		31%	\$8,823.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	2063-LIC-L3	SEL HZ-PRA50STD100UGF-L3	\$12,375.00		31%	\$8,538.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	2063-LIC-L4	SEL HZ-PRA50STD100UGF-L4	\$11,963.00	к	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		31%	\$7,874.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5		DLISEL: PS-SUPP-ENT-ADDL-F	\$13,200.00		31%	\$9,108.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	SM-AMGT-F	SELECT: SERV MGR AST MGT	\$33,000.00		31%	\$22,770.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	SM-CUSR-F	SELECT: SERV MGR CONCUSR	\$5,500.00		31%	\$3,795.00	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	SM-GND-F SM-IPLF-F	SELECT: SERV MGR FOUND	\$11,000.00		31%	\$7,590.00	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	SM-IPLF-F SM-KMGT-F	SELECT: SERV MGR INTPLAT SELECT: SERV MGR KNOWMGT	\$22,000.00		31% 31%	\$15,180.00 \$7,590.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT
5	SM-NUSR-F	SELECT: SERV MGR KNOWMGT SELECT: SERV MGR NMUSR	\$11,000.00 \$1,650.00		31%	\$1,138.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	SM-PORT-F	SELECT: SERV MGR PORTAL	\$11,000.00		31%	\$7,590.00	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	SM-SDSK-F	SELECT: SERV MGR SERVDSK	\$11,000.00		31%	\$7,590.00	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	SM-WFLW-F	SELECT: SERV MGR WRKFL	\$22,000.00		31%	\$15,180.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	ST6-ADVD100-F	SEL: ST6-ADVD100-F	\$11,000.00		31%	\$7,590.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	ST6-ADVD100-F-L	1 SEL: ST6-ADVD100-F-L1	\$10,450.00	к	31%	\$7,210.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	ST6-ADVD100-F-L2	2 SEL: ST6-ADVD100-F-L2	\$10,230.00	к	31%	\$7,058.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5		3 SEL: ST6-ADVD100-F-L3	\$9,900.00		31%	\$6,831.00	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5		4 SEL: ST6-ADVD100-F-L4	\$9,570.00		31%	\$6,603.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	ST6-ADVD10-F	SEL: ST6-ADVD10-F	\$1,100.00		31%	\$759.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5		SEL: ST6-ADVD10-F-L1	\$1,045.00		31%	\$721.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	ST6-ADVD10-F-L2		\$1,023.00		31%	\$705.87	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	ST6-ADVD10-F-L3 ST6-ADVD10-F-L4		\$990.00 \$957.00		31% 31%	\$683.10 \$660.33	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT
5	ST6-ADV-F	SEL: ST6-ADV-F	\$4,395.00	ĸ	31%	\$3,032.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	ST6-ADV-F-L1	SEL: ST6-ADV-F-L1	\$4,175.00		31%	\$2,880.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	ST6-ADV-F-L2	SEL: ST6-ADV-F-L2	\$4,087.00		31%	\$2,820.03	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	ST6-ADV-F-L3	SEL: ST6-ADV-F-L3	\$3,955.00		31%	\$2,728.95	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	ST6-ADV-F-L4	SEL: ST6-ADV-F-L4	\$3,823.00	К	31%	\$2,637.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	ST6-ADV-FPRO	SEL: ST6-ADV-FPRO	\$3,516.00	к	31%	\$2,426.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	ST6-RB-25VM-F	SEL: ST6-RB-25VM-F	\$13,750.00		31%	\$9,487.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5		SEL: ST6-RB-25VM-F-L1	\$13,063.00		31%	\$9,013.47	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5		2 SEL: ST6-RB-25VM-F-L2	\$12,788.00		31%	\$8,823.72	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5		SEL: ST6-RB-25VM-F-L3	\$12,375.00		31%	\$8,538.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5		\$ SEL: ST6-RB-25VM-F-L4 FL SEL: ST6-STDADVD100UGF-L1	\$11,963.00 \$5,748.00		31% 31%	\$8,254.47 \$3,966.12	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT
5		-LSEL: ST6-STDADVD1000GF-L1 FLSEL: ST6-STDADVD100UGF-L2	\$5,748.00		31%	\$3,882.63	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5		FL SEL: ST6-STDADVD1000GF-L2	\$5,445.00		31%	\$3,757.05	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5		FL SEL: ST6-STDADVD1000GF-L3	\$5,264.00		31%	\$3,632.16	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5		L1 SEL: ST6-STDADV-D10UGF-L1	\$575.00		31%	\$396.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5		L2 SEL: ST6-STDADV-D10UGF-L2	\$563.00	ĸ	31%	\$388.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5		L3 SEL: ST6-STDADV-D10UGF-L3	\$545.00	к	31%	\$376.05	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	ST6STDAD10UGFL	L4 SEL: ST6-STDADV-D10UGF-L4	\$526.00	к	31%	\$362.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5		JGSEL: ST6-STDADV-D100-UG-F	\$6,050.00		31%	\$4,174.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5		GFSEL: ST6-STDADV-D10-UG-F	\$605.00		31%	\$417.45	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5		F SEL: ST6-STD-ADV-UG-F	\$1,815.00		31%	\$1,252.35	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5		LISEL: ST6-STD-ADV-UG-F-L1	\$1,724.00		31%	\$1,189.56	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5		L2SEL: ST6-STD-ADV-UG-F-L2	\$1,688.00		31%	\$1,164.72		\$0.00	\$0.00	\$0.00			CARAHSOFT
5		L3SEL: ST6-STD-ADV-UG-F-L3	\$1,634.00		31%	\$1,127.46	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5 5		L4SEL: ST6-STD-ADV-UG-F-L4 R(SEL: ST6-STD-ADV-UG-FPRO	\$1,579.00 \$1,452.00		31% 31%	\$1,089.51 \$1,001.88	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CARAHSOFT
5	VC-ADM-F	SELECT: VC APDISCMGR INS	\$1,452.00		31%	\$1,001.88	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5 5	VC-ADMS-F	SELECT: VC APDISCMIGR INS SELECT: VC APDISCMIGR SRV	\$22,000.00		31%	\$15,180.00	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	VC-CM-F	SELECT: VC CFG MGR INST	\$22,000.00		31%	\$15,180.00	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	VC-CMSL-F	SELECT: VC CFG MGR SRV-L	\$875.00		31%	\$603.75	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	VC-CMSW-F	SELECT: VC CFG MGR SRV-W	\$875.00		31%	\$603.75	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAF	RRANTY UPGRADE	E NET PRICE		
BAND	sкu	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	VC-CMWW-F	SELECT: VC CFG MGR WS-W	\$44.00	ĸ	31%	\$30.36	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5 5		'ISEL: V-ECSBDCL-DEV1Y-F FSEL: V-ECSBOP-DEV1Y-F	\$40.00 \$13.00		31% 31%	\$27.60 \$8.97	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			CARAHSOFT
5		FSEL: V-ECSBSCL-DEV1Y-F	\$26.00		31%	\$17.94	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	VGSOMSBDCLDEV	1SEL: V-GS-OMSBDCL-DEV1Y-F	\$109.00	к	31%	\$75.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5		SEL: V-MAM-MF-SD-F	\$5.00	к	31%	\$3.45	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5		SEL: V-MAM-PL-SD-F	\$28.00		31%	\$19.32	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5		SEL: V-MBM-MF-AWB-F SEL: V-MBM-PL-AWB-F	\$4.00 \$22.00		31% 31%	\$2.76 \$15.18	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CARAHSOFT
5		SEL: V-MDM-MF-AEC-F	\$4.00		31%	\$2.76	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5		SEL: V-MDM-PL-AEC-F	\$22.00	к	31%	\$15.18	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5		SEL V-OMS-MF-3USR-F	\$31.00		31%	\$21.39	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5		SEL V-OMS-PL-3USR-F	\$154.00		31%	\$106.26	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5 5	V-PM-MF-F V-PM-PL-F	SEL: V-PM-MF-F SEL: V-PM-PL-F	\$5.00 \$28.00	К К	31% 31%	\$3.45 \$19.32	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CARAHSOFT
5		SEL: V-PS-CERT-TCP-F	\$1,100.00		31%	\$759.00	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5		SEL: V-PS-CERT-TOPE-F	\$1,100.00		31%	\$759.00	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5		SEL: V-PS-CERT-TP-F	\$1,100.00		31%	\$759.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5		SEL: V-PS-CONNECT-1-F	\$550.00		31%	\$379.50	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5 5		SEL: V-PS-GLD-CLD-SP-F SEL: V-PS-GLD-OP-SP-F	\$41,250.00 \$55,000.00		31% 31%	\$28,462.50 \$37,950.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CARAHSOFT
5		SEL: V-PS-GLD-OP-SP-F FSEL: V-PS-GSOMDCL-OS-SP-F	\$5,060.00 \$5,060.00		31%	\$3,491.40	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5		FSEL: V-PS-GS-OMS-DCL-SP-F	\$3,025.00		31%	\$2,087.25	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	V-PS-MBM-SP-F	SEL: V-PS-MBM-SP-F	\$1,100.00		31%	\$759.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5		SEL: V-PS-MCM-CLD-SP-F	\$2,750.00		31%	\$1,897.50	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5		F SEL: V-PS-MCM-OP-SP-F SEL: V-PS-MIG-ADV-SP-F	\$3,850.00		31%	\$2,656.50	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5 5		SEL: V-PS-MIG-ADV-SP-F F SEL: V-PS-MIG-BASIC-SP-F	\$8,250.00 \$2,750.00		31% 31%	\$5,692.50 \$1,897.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CARAHSOFT
5		SEL: V-PS-SLV-CLD-SP-F	\$22,000.00		31%	\$15,180.00	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5		SEL: V-PS-SLV-OP-SP-F	\$27,500.00		31%	\$18,975.00	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5		SEL: V-PS-SUPP-INC-F	\$1,100.00		31%	\$759.00	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5		SEL: V-PS-TRN-BTCMP-F	\$2,750.00		31%	\$1,897.50	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5		SEL: V-PS-TRN-EXP-F SEL: V-PS-TRN-GRP-F	\$1,100.00 \$16,500.00		31% 31%	\$759.00 \$11,385.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CARAHSOFT
5		SEL: V-PS-TRN-GRF-F	\$1,100.00		31%	\$759.00	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5		PSEL: V-PS-TRN-PU-BTCMP-F	\$2,750.00		31%	\$1,897.50	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5		VSEL: V-PS-TRN-PU-TCP-AW-F	\$1,100.00		31%	\$759.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5		SEL: V-PS-TRN-PU-TCP-F	\$2,200.00		31%	\$1,518.00	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5		NSEL: V-PS-TRN-PU-TOP-AW-F /fSEL: V-PS-TRN-PU-TP-AW-F	\$1,100.00 \$1,100.00		31% 31%	\$759.00 \$759.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CARAHSOFT
5		SEL: V-PS-TRN-PU-TP-F	\$2,200.00		31%	\$1,518.00	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5		SEL V-PS-UPG-GM-OM-SP-F	\$550.00		31%	\$379.50	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5		SEL V-PS-UPG-LI-OMS-SP-F	\$1,375.00		31%	\$948.75	\$0.00	\$0.00		\$0.00			CARAHSOFT
5		PISEL: V-PS-VMW-WKS-SP-F	\$27,500.00		31%	\$18,975.00	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5		FSEL: V-TCSBDCL-3US1Y-F FSEL: V-TCSBSCL-3US1Y-F	\$53.00 \$26.00	к К	31% 31%	\$36.57 \$17.94	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CARAHSOFT
5		SEL: V-UPG-OM2-PL-BMS-F	\$20.00		31%	\$16.56	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5		SEL: V-UPG-OM2-PL-YMS-F	\$73.00		31%	\$50.37	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5		SSEL: V-UPG-OM2-SB-CLBMS-F	\$18.00		31%	\$12.42	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5		SSEL: V-UPG-OM2-SB-CLYMS-F	\$61.00		31%	\$42.09	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5 5		ISEL: V-UPG-OM2-SB-OPBMS-F ISEL: V-UPG-OM2-SB-OPYMS-F	\$18.00 \$61.00		31% 31%	\$12.42 \$42.09	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CARAHSOFT
5		FSEL V-UPG-OMS-DC-US-F	\$87.00		31%	\$60.03	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	V-UPG-OMS-MF-US	FSEL V-UPG-OMS-MF-US-F	\$17.00	к	31%	\$11.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5		FSEL V-UPG-OMS-PL-US-F	\$85.00		31%	\$58.65	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5		FSEL V-UPG-OMS-SC-US-F	\$74.00	ĸ	31%	\$51.06	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5 5		FSEL: WS12-PLAY6-7-UGF SEL: WS12-PLAY-F	\$88.00 \$165.00		31% 31%	\$60.72 \$113.85	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CARAHSOFT
5		SEL: WS12-PLAY-UG-FE	\$105.00		31%	\$75.90	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5		KSEL: WS-PLAY-SUP-1PAK	\$33.00		31%	\$22.77	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5		KSEL: WS-PLAY-SUP-3PAK	\$88.00	к	31%	\$60.72	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5		KSEL: WS-PLAY-SUP-5PAK	\$134.00		31%	\$92.46	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5		SELECT CN-FLASH - COMPACT FLASH SEL 155M 622M IR 1310NM IR-1 X	\$74.00 \$486.00		31% 31%	\$51.06 \$335.34	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			CIENA
5		SEL 155/0 622/0 IR 1310/00 IR-1 X SEL 65K 9.1 SP-2 DUAL CPU 7/14/32 SLOT	\$4,911.00		31%	\$3,388.59	\$0.00	\$0.00	\$0.00	\$0.00			CIENA
5	NTZF06JG	SEL 65K 9.3 SHLF PROC SP-2 DUAL CPU KIT	\$4,911.00		31%	\$3,388.59	\$0.00	\$0.00	\$0.00	\$0.00			CIENA
5		SEL VF-DD2-25VM-C)	\$18,750.00	к	31%	\$12,937.50	\$0.00	\$0.00		\$0.00			CIENA
5		SEL Cloudera Basic 24x7 (100TB min)	\$283.00		31%	\$195.27	\$0.00	\$0.00		\$0.00			CLOUDERA
5 5		SEL Cloudera Basic 24x7 3Y (100TB min) SEL Cloudera Basic 8x5 (100TB min)	\$849.00 \$222.00		31% 31%	\$585.81 \$153.18	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			CLOUDERA
5		SEL Cloudera Basic 8x5 (1001B min) SEL Cloudera Basic 8x5 3Y (100TB min)	\$665.00		31%	\$458.85	\$0.00	\$0.00		\$0.00			CLOUDERA
5		SEL Cloudera Basic 24x7 Node (10 min)	\$2,836.00		31%	\$1,956.84	\$0.00	\$0.00		\$0.00			CLOUDERA
5	CEBN-247-I-3Y	SEL Cloudera Basic 24x7 Node 3Y (10 min)	\$8,507.00	к	31%	\$5,869.83	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CLOUDERA
5		SEL Cloudera DataHub 24x7 (100TB min)	\$882.00		31%	\$608.58	\$0.00	\$0.00		\$0.00			
5	CEDC-IS-247-3Y	SEL Cloudera DataHub 24x7 3Y (100TB min)	\$2,647.00	К	31%	\$1,826.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	φυ.00	CLOUDERA

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAF	RANTY UPGRADE	NET PRICE		
BAND	ѕки	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	CEDC-IS-247P	SEL Cloudera DataHub 24x7 Prem 100TB min	\$986.00		31%	\$680.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CLOUDERA
5 5	CEDC-IS-247P-3Y CEDC-IS-85	SEL Cloudera DHub 24x7 Prem 3Y 100TB min SEL Cloudera DataHub 8x5 (100TB min)	\$2,958.00 \$689.00		31% 31%	\$2,041.02 \$475.41	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CLOUDERA CLOUDERA
5	CEDC-IS-85-3Y	SEL Cloudera DataHub 8x5 (1001B min) SEL Cloudera DataHub 8x5 3Y (100TB min)	\$2,068.00		31%	\$1,426.92	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CLOUDERA
5	CEDN-247	SEL Cloudera DataHub 24x7 Node (10 min)	\$8,822.00		31%	\$6,087.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CLOUDERA
5	CEDN-247-3Y	SEL Cloudera DHub 24x7 Node 3Y (10 min)	\$26,466.00		31%	\$18,261.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CLOUDERA
5	CEFC-IS-247	SEL Cloudera Flex 24x7 (100TB min)	\$614.00		31%	\$423.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CLOUDERA
5 5	CEFC-IS-247-3Y CEFC-IS-247P	SEL Cloudera Flex 24x7 3Y (100TB min) SEL Cloudera Flex 24x7 Prem (100TB min)	\$1,842.00 \$687.00		31% 31%	\$1,270.98 \$474.03	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CLOUDERA CLOUDERA
5	CEFC-IS-247P CEFC-IS-247P-3Y	SEL Cloudera Flex 24x7 Prem (1001B min) SEL Cloudera Flex 24x7 Prem 3Y 100TB min	\$2,060.00		31%	\$1,421.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CLOUDERA
5	CEFC-IS-85	SEL Cloudera Flex 8x5 (100TB min)	\$480.00		31%	\$331.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CLOUDERA
5	CEFC-IS-85-3Y	SEL Cloudera Flex 8x5 3Y (100TB min)	\$1,440.00		31%	\$993.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CLOUDERA
5	456-110-957	Secure VM SecVM 1yr Term 25-99=IB	\$575.00		31%	\$396.75	\$132.25	\$0.00	\$0.00	\$0.00	\$0.00		CLOUDLINK
5 5	456-110-958 456-110-959	Secure VM SecVM 1yr Term 100-499=IB Secure VM SecVM 1yr Term 500-999=IB	\$470.00 \$405.00		31% 31%	\$324.30 \$279.45	\$108.10 \$93.15	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CLOUDLINK CLOUDLINK
5	456-110-959	Secure VM SecVM fyr Term 1000+=IB	\$310.00		31%	\$213.90	\$71.30	\$0.00	\$0.00	\$0.00	\$0.00		CLOUDLINK
5	456-110-961	Secure VM SecVM Perpetual 25-99=IB	\$1,425.00		31%	\$983.25	\$327.75	\$0.00	\$0.00	\$0.00	\$0.00		CLOUDLINK
5	456-110-962	Secure VM SecVM Perpetual 100-499=IB	\$1,175.00	к	31%	\$810.75	\$270.25	\$0.00	\$0.00	\$0.00	\$0.00		CLOUDLINK
5	456-110-963	Secure VM SecVM Perpetual 500-999=IB	\$1,010.00		31%	\$696.90	\$232.30	\$0.00	\$0.00	\$0.00	\$0.00		CLOUDLINK
5	456-110-964	Secure VM SecVM Perpetual 1000+=IB	\$775.00		31%	\$534.75	\$178.25	\$0.00	\$0.00	\$0.00	\$0.00		CLOUDLINK
5 5	458-000-999 458-001-000	Secure VM SecVM Term Secure VM SecVM Perpetual	\$0.00 \$0.00		31% 31%	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CLOUDLINK CLOUDLINK
5	458-001-000 IA100KPPY	SEL: PDFOPTIMIZER 100k PPY	\$0.00		31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CVISION
5	IA100KPPYO	SEL: PDFOPTIMIZER 100k PPY W/OCR	\$2,250.00		31%	\$1,552.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CVISION
5	IA10MPPY	SEL: PDFOPTIMIZER 10M PPY	\$42,500.00		31%	\$29,325.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CVISION
5	IA10MPPYO	SEL: PDFOPTIMIZER 10M PPY W/OCR	\$46,875.00		31%	\$32,343.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CVISION
5 5	IA1MPPY IA1MPPYO	SEL: PDFOPTIMIZER 1M PPY SEL: PDFOPTIMIZER 1M PPY W/OCR	\$8,500.00 \$9,375.00		31% 31%	\$5,865.00 \$6,468.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CVISION CVISION
5	IA1Y100K	SEL: PDFOPTIMIZER 1 YR - 100K PGS	\$325.00		31%	\$224.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CVISION
5	IA1Y100KO	SEL:PDFOPTIMIZER 1YR -100K PGS W/OCR	\$450.00		31%	\$310.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CVISION
5	IA20MPPY	SEL: PDFOPTIMIZER 20M PPY	\$80,000.00		31%	\$55,200.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CVISION
5	IA20MPPYO	SEL: PDFOPTIMIZER 20M PPY W/OCR	\$86,250.00		31%	\$59,512.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CVISION
5	IA40MPPY	SEL: PDFOPTIMIZER 40M PPY	\$113,750.00		31%	\$78,487.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CVISION
5 5	IA40MPPYO IASTE100KPPY	SEL: PDFOPTIMIZER 40M PPY W/OCR SEL: PDF OPTIMIZATION SUITE 100k PPY	\$123,750.00 \$3,825.00		31% 31%	\$85,387.50 \$2,639.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CVISION CVISION
5	IASTE100RPPY	SEL: PDF OPTIMIZATION SUITE 100 PPY	\$79,688.00		31%	\$54,984.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CVISION
5	IASTE1MPPY	SEL: PDF OPTIMIZATION SUITE 1M PPY	\$15,938.00		31%	\$10,997.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CVISION
5	IASTE1Y100K	SEL:PDF OPTIMIZATION SUITE 1YR-100k PGS			31%	\$527.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CVISION
5	IASTE20MPPY	SEL: PDF OPTIMIZATION SUITE 20M PPY	\$146,625.00		31%	\$101,171.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CVISION
5 5	IASTE40MPPY IASTEVP100K	SEL: PDF OPTIMIZATION SUITE 40M PPY SEL:PDF OPTIMIZ SUITE VOL PACK 100k PGS	\$210,375.00 \$2,125.00		31% 31%	\$145,158.75 \$1,466.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CVISION CVISION
5	IAVP100K	SEL: PDFOPTIMIZER VOL PACK; 100k PGS	\$2,125.00		31%	\$711.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CVISION
5	IAVP100KO	SEL:PDFOPTIMIZER VOL PACK 100k PGS W/O	\$1,250.00		31%	\$862.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CVISION
5	IOS100KPPY	SEL: IMAGEOPTIMIZATION SERVICES 100K PF	\$24,875.00		31%	\$17,163.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CVISION
5	IOS10MPPY	SEL: IMAGEOPTIMIZATION SERVICES 10M PP	\$67,375.00		31%	\$46,488.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CVISION
5	IOS1MPPY	SEL: IMAGEOPTIMIZATION SERVICES 1M PPY	\$37,375.00		31%	\$25,788.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CVISION
5 5	IOS20MPPY IOS40MPPY	SEL: IMAGEOPTIMIZATION SERVICES 20M PP SEL: IMAGEOPTIMIZATION SERVICES 40M PP	\$124,875.00 \$178,625.00		31% 31%	\$86,163.75 \$123,251.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CVISION CVISION
5	IOSSTE100KPPY	SEL: IO SVS w/PDF Optimiz Suite 100k PPY	\$42,288.00		31%	\$29,178.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CVISION
5	IOSSTE10MPPY	SEL: IO SVS w/PDF Optimiz Suite 10M PPY	\$114,538.00	к	31%	\$79,031.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CVISION
5	IOSSTE1MPPY	SEL: IO SVS w/PDF Optimiz Suite 1M PPY	\$63,538.00		31%	\$43,841.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CVISION
5 5	IOSSTE20MPPY IOSSTE40MPPY	SEL: IO SVS w/PDF Optimiz Ste 20M PPY SEL IO SVS w/PDF Optimiz Ste 40M PPY	\$212,288.00 \$303,663.00		31% 31%	\$146,478.72 \$209 527 47	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CVISION
5 5	IOSSTE40MPPY	SEL IO SVS W/PDF Optimiz Ste 40M PPY SEL IO SVS W/PDF Optimiz Ste VOL PK 100M	\$303,663.00 \$158,844.00		31%	\$209,527.47 \$109,602.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CVISION CVISION
5	IOSSTEVP1000	SEL IO SVS W/PDF Optimiz Ste VOL PK 100M	\$43,988.00		31%	\$30,351.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CVISION
5	IOSSTEVP200M	SEL IO SVS w/PDF Optimiz Ste VOL PK 200M	\$364,119.00	к	31%	\$251,242.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CVISION
5	IOSSTEVP25M	SEL IO SVS w/PDF Optimiz Ste VOL PK 25M	\$63,538.00		31%	\$43,841.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CVISION
5	IOSSTEVP500M	SEL IO SVS w/PDF Optimiz Ste VOL PK 500M	\$706,244.00		31%	\$487,308.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CVISION
5 5	IOSSTEVP50M IOSVP100M	SEL IO SVS w/PDF Optimiz Ste VOL PK 50M SEL IMAGEOPTIMIZATION SVC VOL PACK 100	\$90,419.00 \$93,438.00		31% 31%	\$62,389.11 \$64,472.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CVISION CVISION
5	IOSVP100M	SEL: IMAGEOPTIMIZATION SVC VOL PACK 100 SEL: IMAGEOPTIMIZATION SVC VOL PACK 101	\$25,875.00		31%	\$17,853.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CVISION
5	IOSVP200M	SEL IMAGEOPTIMIZATION SVC VOL PACK 200	\$214,188.00		31%	\$147,789.72	\$0.00	\$0.00	\$0.00	\$0.00			CVISION
5	IOSVP25M	SEL: IMAGEOPTIMIZATION SVC VOL PACK 25I	\$37,375.00		31%	\$25,788.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CVISION
5	IOSVP500M	SEL IMAGEOPTIMIZATION SVC VOL PACK 500	\$415,438.00		31%	\$286,652.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CVISION
5 5	IOSVP50M	SEL: IMAGEOPTIMIZATION SVC VOL PACK 501 SELECT: 30-DAY EVAL/DEMO LICENSE	\$53,188.00		31%	\$36,699.72	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00 \$0.00		CVISION
5	PDFO-EVAL TRF100KPPY	SELECT: 30-DAY EVAL/DEMO LICENSE SEL: Trapeze Forms for Captiva 100K PPY	\$0.00 \$20,790.00		31% 31%	\$0.00 \$14,345.10	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CVISION CVISION
5	TRF10MPPY	SEL: Trapeze Forms for Captiva 100K PPT	\$423,141.00		31%	\$291,967.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CVISION
5	TRF1MPPY	SEL: Trapeze Forms for Captiva 1M PPY	\$69,424.00		31%	\$47,902.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CVISION
5	TRF20MPPY	SEL: Trapeze Forms for Captiva 20M PPY	\$688,500.00	к	31%	\$475,065.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CVISION
5	TRF40MPPY	SEL: Trapeze Forms for Captiva 40M PPY	\$1,118,813.00		31%	\$771,980.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CVISION
5 5	DBMC-LIC-007 DBMC-LIC-008	SEL DOBIMINER LICENSE COMMERCIAL EDIT SEL DOBIMINER LICENSE DR EDITION	\$231.00 \$308.00		31% 31%	\$159.39 \$212.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		
5 5	DBMC-LIC-008 DBMC-LIC-009	SEL DOBIMINER LICENSE DR EDITION SEL DOBIMINER LICENSE COMPLIANCE EDITI	\$308.00 \$462.00		31%	\$212.52 \$318.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		DATA DOBI DATA DOBI
5	DBMC-LIC-000	SEL DOBIMINER LICENSE ENTERPRISE EDITI	\$538.00		31%	\$371.22		\$0.00	\$0.00	\$0.00			DATA DOBI

bot bot <th></th> <th></th> <th></th> <th></th> <th></th> <th>N</th> <th>VP LEVEL 1</th> <th></th> <th>NVP MAINTENA</th> <th>NCE AND WAF</th> <th>RRANTY UPGRADE</th> <th>E NET PRICE</th> <th></th> <th></th>						N	VP LEVEL 1		NVP MAINTENA	NCE AND WAF	RRANTY UPGRADE	E NET PRICE		
b D DUIL COM DAD DAD DAD <th>BAND</th> <th>SKU</th> <th>DESCRIPTION</th> <th></th> <th></th> <th></th> <th>NVP LEVEL 1 NET PRICE</th> <th>ANNUAL</th> <th></th> <th>ANNUAL</th> <th></th> <th></th> <th>RENEWAL</th> <th></th>	BAND	SKU	DESCRIPTION				NVP LEVEL 1 NET PRICE	ANNUAL		ANNUAL			RENEWAL	
5 6 9														
1 1														
5 PARL CUTC BLAR C														
5 Bit ACED, 20 St. 1 Bit ACED, 20 St. 2 Bit ACED, 20 Bit ACED														
D Description Bit Descrint Bit Description <t< td=""><td>5</td><td></td><td></td><td></td><td></td><td></td><td>\$29,220.12</td><td>\$0.00</td><td>\$0.00</td><td></td><td>\$0.00</td><td></td><td></td><td></td></t<>	5						\$29,220.12	\$0.00	\$0.00		\$0.00			
D DUMPNOCUTS BL Map NUM K OCK (* NM BL MAP A C BA PA A BL MAP A BOD														
b 1100000000000000000000000000000000000														
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S TOTAL SPL **********************************														
b CTRACE_CF, NH 1 Ext Subject Mays a Margine Prior Subject Mays a Margine Prior Subject Marging M		STORAGEX-76-DM	4 SEL StorageX DFS Mgmt 3 Yrs 2000 Users+			31%			\$0.00	\$0.00	\$0.00			
b Control Cont														
S STORAGE-72 SEA barget Mignets Trai Capacity 11 ALXO K 11 N F11 AB 810 800														
S CONVERSING Standbol K 11% Standbol 80.00 <t< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></t<>														
5 STOCKARDER-T BR. Dargely Migrace. Trait Capacity B12-00.00 K STOCKARDER B12-00.00 STOCKARDER B12-00.00														
S CTURNELPT ELS Damack Meightern FE Comment Structure														
5 CTPARLEP: THE BELBUNGAN Statement STPARLEP: THE STATEMENT <td></td>														
5 DETINDE G N1 State State <td>5</td> <td>STORAGEX-T6</td> <td>SEL StorageX Migration- Tier 6 Capacity</td> <td>\$27,569.00</td> <td>к</td> <td></td> <td>\$19,022.61</td> <td>\$0.00</td> <td></td> <td></td> <td>\$0.00</td> <td>\$0.00</td> <td>\$0.00</td> <td>DATA DYNAMICS</td>	5	STORAGEX-T6	SEL StorageX Migration- Tier 6 Capacity	\$27,569.00	к		\$19,022.61	\$0.00			\$0.00	\$0.00	\$0.00	DATA DYNAMICS
5 DETIONSE BELTUR JUL-RONT SOB PCP CPERTRES \$1,8600 \$1,860 \$0,00														
5 LINE TRUCK-G Sile Dud. Port Sign C, Parle E, Parle E														
5 LIFESDLE BLECT SNULLE-PORT BUT C PL EXPRESS 1 10000 K 31% ST2 10 5000 SU00														
5 LIPE 1005-6-0 ESE SMULE-PUTET. SOLPTINGE PTC PUTE-FED COVT \$1,000 K 3% \$1,12,21 \$0,00														
5 ILPERDORP 55. ILPERDORP 51. ILPERDORP 51. 50.00 <														
5 0 CCH 41028-LIME & BL, Darlier 1160 Livered CANNE Acpt \$ 20,04 \$ 20,00														
6 OCCH-11028-LKC BBL Das ^{Burn HCDD Linkers (NAMC No Opt M 1, 1, 1, 2, 0, 2, 0, 2, 0, 1, 1, 1, 1, 1, 1, 1, 1, 1, 1, 1, 1, 1,}	-													
S CYASEN-DIMI CYASEN-DIMI Strong CYHERSEVT CYH Than														
5 CYASRP.EXT. \$10,000 K 31% \$50,000 \$0,00 <td< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></td<>														
5 CYASRP-VGRAVU.SEL CYA Sharefreeowey Fielder Generalized State (Construction of Successes) \$0.00														
c YASRPX-HBOS SEL CYASRPX-HBOS SEL CYASRPX-HBOS <td></td>														
5 CYASPN-RRAM CYASPN-RRAM CYASPN-RRAM CYASPN-RRAM Stone St														
5 CYASERN-TERI CYASERN-TERI CYASERN-TERI S12,000 K 31% \$82,62.00 \$0.00	5	CYASRFN-HBPE	SEL CYA SR HOT Point-N-Time Bkup PE Db	\$20,000.00	к	31%	\$13,800.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ENCHOICE
5 CYHB-REPOSITORY SEL CYA HOTSakup CTM Repetiliony Lic \$12,50.00 K 31% \$12,60.00 \$0.00														
5 CYHB-SRV SEL CYA HOTSakup Server \$18,750.00 K 31% \$12,237.50 \$0.00 \$														
5 CYHB_SRVDEV SEL CYA HOTBacking Server for Development \$5,00,00 K 31% \$3,46,00 \$0,00 </td <td></td>														
5 CYSR-CONNE CYA Connector for DCTM \$10,000,00 K 31% \$8,000,00 \$														
5 CYSR-DIMZ CYA bata Integrity Module \$5,000,0 K 31% \$3,460,00 \$														
5 CYSR-GRANULAR SEL CYA SmannRecovery DCM Granular \$12,000,00 K 31% \$8,262,00 \$0,00 <td></td>														
5 CYSR-RRM2 CYA Records Retention Module \$5,000 \$1,000 \$0,000 <td></td>														
5 CYSR-SMBDASEI CYA SmartRecovery SMMR Reporting \$2,000 K 31% \$1,725,00 \$0,00														
5 CYS-SRViol-1 CYA SmartRecovery Server 200U/50/GB \$10,000 K 31% \$10,350.00 \$0.00														
5 CY8.SRV260-1 CYA.SmarRecovery Server 260U/100GB \$25,000.00 K 31% \$17,250.00 \$0.00 <td></td>														
5 CYSR-SRV-4 SEL CYA SMARTRECOVERY SERVER (14 CPL \$50,000 K 31% \$24,500.00 \$0.00														
5 CYSR-SRV60-1 CYA SmartRecovery, Server, 500U/50GB \$30,000 k 31% \$20,00 \$0,00														
5 CYSR-SRVH-A4 SEL CYA SmartRe: SRV HA/Cluster +4CPU \$45,000.00 K 31% \$31,050.00 \$0														
5 CYSR-SRVH-APLUSEL CYA SmartRes SRV HA/Cluster -ACPU \$65,000 K 31% \$44,850.00 \$0,00 \$0														
5 CVSR-TBR2 CVA Time Based Recovery Module \$12,500 K 31% \$8,625,00 \$0,00 <														
5 HIPPO-CNTENT-REFSEL HIPPO EMC CONTENT REPLICATION AM \$14,84.00 K 31% \$10,242.36 \$0.00 <th< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></th<>														
5 HIPPO-EMC-XP-PCKSEL HIPPO EMC EXPERIENCE AM \$12,910,0 K 31% \$89,506.11 \$0.00 \$0.0														
5 HIPPO-ENTR-FORM/SEL HIPPO EMC C ENTRERNES FORM AM \$14,844.00 K 31% \$10,242.36 \$0.00 <														
5 HIPPO-XP-SERVER SEL HIPPO EMC EXP SERVER AM \$18,750.00 K 31% \$12,937.50 \$0.00 \$0.	5	HIPPO-ENTR-FOR	M:SEL HIPPO EMC ENTRPRISE FORM AM	\$14,844.00	к	31%	\$10,242.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	HIPPO
5 HDF-JSS-6M SEL HDF Jumpstart Sub 32Cores-10 Edge 6M \$46, 154.00 K 31% \$31,846.26 \$0.00	-													
5 HDP-ENT-1Y SEL HDP Ent. 4 Nodes or 50TB Raw Stor \$12,308.00 K 31% \$8,492.52 \$0.00														
5 HDP-EPL-1Y SEL HDP Ent+ 4 Nodes or 50TB Raw Stor \$22,154.00 K 31% \$15,286.26 \$0.00 \$0.0														
5 HDP-JSS-6M SEL HDP Jumpstart Sub. 200TB- 6M sub. \$46, 154.00 K 31% \$31,846.26 \$0.00 \$0.	5													
5 BLEDTM SEL BLAZON ENTERPRISE \$7,500.00 K 31% \$5,175.00 \$0.00	5													
5 BP-AOC-B SEL BRAVA FOR CAD ASSET OPS 500-999 \$171.00 K 31% \$117.99 \$0.00			SEL BLAZON ENTERPRISE	\$7,500.00	к	31%	\$5,175.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	IGC BRAVA
5 BP-AOC-C SEL BRAVA FOR CAD ASSET OPS 1000-1499 \$162.00 K 31% \$111.78 \$0.00														
5 BP-AOC-D SEL BRAVA FOR CAD ASSET OPS 1000-1999 \$153.00 K 31% \$105.57 \$0.00														
5 BP-AOC-E SEL BRAVA FOR CAD ASSET OPS 2000-4999 \$144.00 K 31% \$99.36 \$0.00														
5 BP-AOC-F SEL BRAVA FOR CAD ASSET OPS 5000+ \$126.00 K 31% \$86.94 \$0.00 <t< td=""><td>-</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></t<>	-													
5 BP-AOI-A SEL BRAVA FOR DOCS ASSET OPS 25-499 \$75.00 K 31% \$51.75 \$0.00 <														
5 BP-AOI-B SEL BRAVA FOR DOCS ASSET OPS 500-999 \$71.00 K 31% \$48.99 \$0.00														
	5	BP-AOI-B	SEL BRAVA FOR DOCS ASSET OPS 500-999	\$71.00	к	31%	\$48.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	IGC BRAVA
5 BP-AUI-D SEL BRAVA FOR DOCS ASSET OPS 1500-1999 \$64.00 K 31% \$44.16 \$0.00 \$0														
	5	DP-AUI-D	SEL DRAVA FUR DUUS ASSET OPS 1500-1999	\$64.00	к	31%	\$44.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	IGU DRAVA

basis basis DESCRIPTION DESCRIPTION <thdescription< th=""> DESCRIPION <thdescript< th=""><th></th><th></th><th></th><th></th><th></th><th>N</th><th>VP LEVEL 1</th><th></th><th>NVP MAINTENA</th><th>NCE AND WAR</th><th>RANTY UPGRADE</th><th>NET PRICE</th><th></th><th></th></thdescript<></thdescription<>						N	VP LEVEL 1		NVP MAINTENA	NCE AND WAR	RANTY UPGRADE	NET PRICE		
S PhyCrit BL 2000 FED COCK ALE COUNCE ALE CONTROL OF A	BAND	SKU	DESCRIPTION				NVP LEVEL 1 NET PRICE	ANNUAL		ANNUAL			RENEWAL	THIRD PARTY PRODUCT PARTNER
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S BPCPAC SEBAUX CPR DEC SCHWAR PR1 (00.544) BARNA CPR DEC SCHWAR PR1 (00.544)														
S BFC7L* SEE BAVA FDROCC CAPT HIGH XXXX SEE AVA FDROCC APPA HIGH XXXX SEE AVA FDROCC APPA HIGH XXXXX SEE AVA FDROCC APPA HIGH XXXXXX SEE AVA FDROCC APPA HIGH XXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXX			SEL BRAVA FOR DOCS CAPITAL PRJ 1000-149											IGC BRAVA
S BPC-FL SLEWAY EPC COCS_CONTR_PROSEND SLEWAY														
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5 BFDCDE BERANA FOR CAC DE SONDOW 117.00 F 31% 117.00 BOD BO														
S B-C-C C S-C-C S-C-C </td <td></td>														
5 PR-CD-F BR-AUX-PR CAD 72 300-4400 114.00 X 31% 50.00 <td></td>														
5 BP END/F BP			SEL BRAVA FOR CAD D2 1500-1999				\$105.57							IGC BRAVA
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s b DS-D BL DAMA F TADA K TADA K TADA BL DAMA BL DAMA BL DAMA BL DAMA Control BL DAMA BL DAMA Control BL DAMA														
5 BP DDC SEL BANA FOR DCC 21 R00-909 SEL00 F BP DD BP DD BD DD </td <td></td>														
5 BP-DD 511 S11 S11 <th< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></th<>														
5 BP-ODF-R BSL BP-NAP FOR DCS 200/DF-UB 550.0 F 1% SSL SP 50.0 50.0 50.00 <td></td> <td>BP-D2I-D</td> <td>SEL BRAVA FOR DOCS D2 1500-1999</td> <td>\$64.00</td> <td>к</td> <td></td> <td>\$44.16</td> <td>\$0.00</td> <td>\$0.00</td> <td>\$0.00</td> <td>\$0.00</td> <td>\$0.00</td> <td>\$0.00</td> <td>IGC BRAVA</td>		BP-D2I-D	SEL BRAVA FOR DOCS D2 1500-1999	\$64.00	к		\$44.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	IGC BRAVA
5 BP-DTMC-A SB. Bine for CAC Webps, Dollar S100, 10 S100, 10, 00 S100, 10, 00<														
9 BP-DCTIC-26 BB-BROTINC-26 BB-BROTINC-26 BB-BROTINC-26 BB-BROTINC-27														
6 B + DCTMC-C SEL Bank for CAD Weberg 1000-1489 STA20 K 31% \$11.78 50.00 <	-													
5 BP-DCTMC-D2 SEL Bawk for CAU Webby 2000-1989 STAL 300 K 31% Sta0.57 50.00														
b BP-CTMCF SL Base loc CA Weiking S00- S12.00 K 31% S6.04 50.00<														
5 BP-CCTMLA SEL Brank for box Methog 22-499 \$75.00 K 31% \$31.75 \$0.00														
5 BP-CCTM-B 5LI. Braw for Doc. Wething: 500-649 \$71.00 K 31% \$44.89 \$0.00 <	-													
B B B C St. Barw for Dox Stells, Dox 1989 S0.00 K 31% 544.10 S0.00														
BP-CCTME SEL Enviro for Doci Weitnicg 2000-4899 \$80,00 K 31% \$34,40 \$0,00														
5 BP-CTMLF SEL Brank for Documents Wetley B000+ \$53.00 K 31% \$3.85.7 50.00 \$0.00 <	5	BP-DCTMI-D	SEL Brava for Docs Webtop 1500-1999	\$64.00	к	31%	\$44.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	IGC BRAVA
5 BP-DCTMS SELECT ADDITIONAL BRAVA SERVER \$3,79,00 K 37% \$2,877.50 \$0.00 <	-													
5 BR-SPTTM-CA SELE Brave for CAD ShamePoint 500-999 \$11.0 K 31% \$12.4.2.0 \$0.00 <td></td>														
S BP-SPTIMC-0 SEL Brav for CAD SharePoint 100-499 \$11.00 K 311/5 \$11.79 \$0.00														
S BP-SPTMC-C0 SEL Bravia for CAD SharePoint 1000-1499 \$162.00 K 31% \$111.76 \$0.00 </td <td></td>														
5 BP-SPDTMC-F SEL Brave for CAD SharePoint 2000-499 \$14.00 K 31% \$99.8 \$0.00														
5 BP-SPDTMAC SEL Brave for CAD ShamePoint 500-49 \$126.00 K 31% 586.49 \$0.00														
5 BP-SPTMH-A SEL Brave for Docs SharePoint 254-69 \$77.00 K 31% \$57.75 \$0.00														
5 BP-SPTIML SEL Braw for Docs SharePoint 100-499 \$71,00 K 31% \$48.99 \$0.00 <														
5 BP-SPDTMLC SEL Brava for Docs SharePrint 1000-1499 \$84.00 K 31% \$44.62 \$0.00														
5 BP-SPDTM-F SEL Brave for Doos SharePoint 5000+ \$\$3000 \$\$0.00 \$\$0	5													
5 BP-SPDTMF* SELE trava for Docs SharePoint 5000+ \$\$3.00 K 31% \$\$6.57 \$\$0.00 <td></td>														
5 BP-XCPC-A SEL Brave for CAD XCP 25:499 \$110.00 K 31% \$124.20 \$0.00 \$														
5 BP-XCPC-B SEL Brava for CAD XCP 500-999 \$171.00 K 31% \$171.99 \$0.00														
5 BP-XCPC-C SEL Brave for CAD xCP 1000-1499 \$152.00 K 31% \$111.78 \$0.00 <t< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></t<>														
5 BP-XCPC-E SEL Brava for CAD xCP 2000-4999 \$144.00 K 31% \$99.36 \$0.00 <th< td=""><td>5</td><td>BP-XCPC-C</td><td>SEL Brava for CAD xCP 1000-1499</td><td>\$162.00</td><td>к</td><td>31%</td><td>\$111.78</td><td>\$0.00</td><td>\$0.00</td><td>\$0.00</td><td>\$0.00</td><td>\$0.00</td><td>\$0.00</td><td>IGC BRAVA</td></th<>	5	BP-XCPC-C	SEL Brava for CAD xCP 1000-1499	\$162.00	к	31%	\$111.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	IGC BRAVA
5 BP-XCPL-F SEL Brava for CAD xCP 5000+ \$12.600 K 31% \$86.94 \$0.00 \$														
5 BP-XCPI-A SEL Brava for Docs XCP 25-499 \$75.00 K 31% \$51.75 \$0.00														
5 BP-XCPI-B SEL Brava for Docs xCP 500-999 \$71.00 K 31% \$48.99 \$0.00 <td< td=""><td>-</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></td<>	-													
5 BP-XCPI-C SEL Brava for Docs xCP 1000-1499 \$68.00 K 31% \$46.92 \$0.00 <														
5 BP-XCPI-E SEL Brava for Docs xCP 2000-4999 \$60.00 K 31% \$41.40 \$0.00 <														
5 BP-XCPI-F SEL Brava for Docs xCP 5000+ \$53.00 K 31% \$36.57 \$0.00 \$														
5 OCRDTM Select OCR for Biazon or Redact-It \$12,500.00 K 31% \$8,625.00 \$0.00	-				ĸ	0.10/	000 57							
5 PDFSCH SEL PDF SCHEDULER \$6,250.00 K 31% \$4,312.50 \$0.00 <td></td> <td></td> <td></td> <td></td> <td>ĸ</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>					ĸ									
5 RIEDTM SELECT REDACT-IT ENTERPRISE \$34,125.00 K 31% \$23,546.25 \$0.00 <th< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></th<>														
5 SUB-AOC SEL Subscription Brava for Asset Ops \$74.00 K 31% \$51.06 \$0.00													\$0.00	IGC BRAVA
5 SUB-CPC SEL Subscription Brava for Capital Prj \$74.00 K 31% \$51.06 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 IGC BRAVA 5 SUB-D2C SEL Subscription Brava for Vebtop \$74.00 K 31% \$51.06 \$0.00 \$0.00 \$0.00 \$0.00 IGC BRAVA 5 SUB-D2C SEL Subscription Brava for Vebtop \$74.00 K 31% \$51.06 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 IGC BRAVA 5 SUB-DCTMC SEL Subscription Addl Brava Server \$1,538.00 K 31% \$1,061.22 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 IGC BRAVA 5 SUB-RIEDTM SEL Subscription Addl Brava Server \$1,538.00 K 31% \$1,061.22 \$0.00 \$	-	SUB-AOC	SEL Subscription Brava for Asset Ops	\$74.00	к	31%	\$51.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	IGC BRAVA
5 SUB-D2C SEL Subscription Brava for D2 \$74.00 K 31% \$51.06 \$0.00 \$0.0														
5 SUB-DCTMC SEL Subscription Brava for Webtop \$74.00 K 31% \$51.06 \$0.00 <t< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></t<>														
5 SUB-DCTMS SEL Subscription Add/l Brava Server \$1,538.00 K 31% \$1,061.22 \$0.00														
5 SUB-RIEDTM SEL Subscription REDACT-IT \$14,350.00 K 31% \$9,901.50 \$0.00 <														
5 SUB-XCPC SEL Subscription Brava for xCP \$74.00 K 31% \$51.06 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 BRAVA			SEL Subscription REDACT-IT		к								\$0.00	IGC BRAVA
5 CSTLDVCCTUUZ SEL Dev image rust Client \$1,563.00 K 31% \$1,078.47 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 MAGE ACCESS				\$74.00	к									
	5	CSITDVCC1002	SEL Dev ImageTrust Client	\$1,563.00	К	31%	\$1,078.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	IMAGE ACCESS

					N	VP LEVEL 1		NVP MAINTENAI		RRANTY UPGRADE	E NET PRICE		
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	CSITDVD21002	SEL Dev ImageTrust for D2	\$1,563.00	ĸ	31%	\$1,078.47	\$0.00	\$0.00	\$0.00				IMAGE ACCESS
5 5	CSITDVHV1002 CSITDVOS1002	SEL Dev HV ImageTrust Client(-170ppm) SEL Dev ImageTrust OCR Server	\$5,625.00 \$3,125.00	к к	31% 31%	\$3,881.25 \$2,156.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				IMAGE ACCESS IMAGE ACCESS
5	CSITDVOS1002 CSITDVSR1002	SEL Dev ImageTrust OCK Server	\$1,250.00	ĸ	31%	\$862.50	\$0.00	\$0.00	\$0.00				IMAGE ACCESS
5	CSITDVTC1002	SEL Dev ImageTrust-Transactional Client	\$1,563.00	ĸ	31%	\$1,078.47	\$0.00	\$0.00	\$0.00				IMAGE ACCESS
5	CSITDVXC1002	SEL Dev ImageTrust for xCP	\$1,563.00	к	31%	\$1,078.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	IMAGE ACCESS
5	CSITPRCC1002	SEL ImageTrust Client	\$3,125.00	к	31%	\$2,156.25	\$0.00	\$0.00	\$0.00				IMAGE ACCESS
5	CSITPRD21002	SEL ImageTrust for D2	\$3,125.00	ĸ	31%	\$2,156.25	\$0.00	\$0.00	\$0.00				IMAGE ACCESS
5 5	CSITPRHV1002	SEL HV ImageTrust Client(-170ppm)	\$11,250.00	к К	31%	\$7,762.50	\$0.00	\$0.00	\$0.00				IMAGE ACCESS IMAGE ACCESS
5 5	CSITPRMO1002 CSITPROC1002	SEL ImageTrust Mobile (iOS, Android) SEL ImageTrust OCR Server (non SaaS/BPO)	\$100.00 \$6,250.00	ĸ	31% 31%	\$69.00 \$4,312.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				IMAGE ACCESS
5	CSITPROS1002	SEL ImageTrust OCR Server (SaaS/BPO)	\$16,250.00	к	31%	\$11,212.50	\$0.00	\$0.00	\$0.00				IMAGE ACCESS
5	CSITPRSR1002	SEL ImageTrust Server	\$2,500.00	ĸ	31%	\$1,725.00	\$0.00	\$0.00	\$0.00				IMAGE ACCESS
5	CSITPRTC1002	SEL ImageTrust-Transactional Client	\$3,125.00	к	31%	\$2,156.25	\$0.00	\$0.00	\$0.00	\$0.00			IMAGE ACCESS
5	CSITPRXC1002	SEL ImageTrust for xCP	\$3,125.00	к	31%	\$2,156.25	\$0.00	\$0.00	\$0.00				IMAGE ACCESS
5		SEL IE 10 1YR ADMIN USER LICENSES	\$19,231.00	ĸ	31%	\$13,269.39	\$0.00	\$0.00	\$0.00				INDEX ENGINES
5 5		SEL IE 20 1YR ADMIN USER LICENSES SEL IE 30 1YR ADMIN USER LICENSES	\$30,769.00 \$40,385.00	K K	31% 31%	\$21,230.61 \$27,865.65	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				INDEX ENGINES INDEX ENGINES
5		SEL IE 5 1YR ADMIN USER LICENSES	\$40,385.00	ĸ	31%	\$7,961.22	\$0.00	\$0.00	\$0.00				INDEX ENGINES
5		SEL IE 50 1YR ADMIN USER LICENSES	\$57,692.00	ĸ	31%	\$39,807.48	\$0.00	\$0.00	\$0.00				INDEX ENGINES
5		SEL IE 1000 1 YR DISK CATALOG INGEST	\$12,077.00	к	31%	\$8,333.13	\$0.00	\$0.00	\$0.00				INDEX ENGINES
5	1YR-DCI-00001500	SEL IE 1500 1 YR DISK CATALOG INGEST	\$16,038.00	к	31%	\$11,066.22	\$0.00	\$0.00	\$0.00			\$0.00	INDEX ENGINES
5		SEL IE 2000 1 YR DISK CATALOG INGEST	\$19,538.00	ĸ	31%	\$13,481.22	\$0.00	\$0.00	\$0.00				INDEX ENGINES
5		SEL IE 3000 1 YR DISK CATALOG INGEST	\$26,077.00	ĸ	31%	\$17,993.13	\$0.00	\$0.00	\$0.00				INDEX ENGINES
5 5		SEL IE 4000 1 YR DISK CATALOG INGEST SEL IE 5000 1 YR DISK CATALOG INGEST	\$31,692.00 \$37,308.00	к к	31% 31%	\$21,867.48 \$25,742.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				INDEX ENGINES INDEX ENGINES
5		SEL IE 5000 1 YR DISK CATALOG INGEST	\$42,462.00	ĸ	31%	\$29,298.78	\$0.00	\$0.00	\$0.00				INDEX ENGINES
5		SEL IE 7000 1 YR DISK CATALOG INGEST	\$46,846.00	ĸ	31%	\$32,323.74	\$0.00	\$0.00	\$0.00				INDEX ENGINES
5		SEL IE 8000 1 YR DISK CATALOG INGEST	\$51,692.00	к	31%	\$35,667.48	\$0.00	\$0.00	\$0.00				INDEX ENGINES
5		SEL IE 10000 1 YR DISK CATALOG INGEST	\$60,769.00	к	31%	\$41,930.61	\$0.00	\$0.00	\$0.00				INDEX ENGINES
5		SEL IE 12000 1 YR DISK CATALOG INGEST	\$68,308.00	ĸ	31%	\$47,132.52	\$0.00	\$0.00	\$0.00				INDEX ENGINES
5 5		SEL IE 15000 1 YR DISK CATALOG INGEST	\$80,769.00	K	31% 31%	\$55,730.61	\$0.00	\$0.00	\$0.00				INDEX ENGINES INDEX ENGINES
5		SEL IE 20000 1 YR DISK CATALOG INGEST SEL IE 25000 1 YR DISK CATALOG INGEST	\$98,462.00 \$115,385.00	к К	31%	\$67,938.78 \$79,615.65	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				INDEX ENGINES INDEX ENGINES
5		SEL IE 30000 1 YR DISK CATALOG INGEST	\$131,538.00		31%	\$90,761.22	\$0.00	\$0.00	\$0.00				INDEX ENGINES
5		SEL IE 40000 1 YR DISK CATALOG INGEST	\$160,000.00		31%	\$110,400.00	\$0.00	\$0.00	\$0.00				INDEX ENGINES
5	1YR-DCI-00050000	SEL IE 50000 1 YR DISK CATALOG INGEST	\$188,462.00	К	31%	\$130,038.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5		SEL IE 60000 1 YR DISK CATALOG INGEST	\$212,308.00		31%	\$146,492.52	\$0.00	\$0.00	\$0.00				INDEX ENGINES
5		SEL IE 70000 1 YR DISK CATALOG INGEST	\$236,923.00	к	31%	\$163,476.87	\$0.00	\$0.00	\$0.00				INDEX ENGINES
5 5		SEL IE 80000 1 YR DISK CATALOG INGEST SEL IE 90000 1 YR DISK CATALOG INGEST	\$258,462.00 \$283,846.00	к к	31% 31%	\$178,338.78 \$195,853.74	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				INDEX ENGINES INDEX ENGINES
5		SEL IE 100000 1 YR DISK CATALOG INGEST	\$203,840.00		31%	\$212,307.48	\$0.00	\$0.00	\$0.00				INDEX ENGINES
5		SEL IE 125000 1 YR DISK CATALOG INGEST	\$355,769.00	ĸ	31%	\$245,480.61	\$0.00	\$0.00	\$0.00				INDEX ENGINES
5	1YR-DCI-00150000	SEL IE 150000 1 YR DISK CATALOG INGEST	\$403,846.00	к	31%	\$278,653.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5		SEL IE 200000 1 YR DISK CATALOG INGEST	\$492,308.00		31%	\$339,692.52	\$0.00	\$0.00	\$0.00				INDEX ENGINES
5		SEL IE 250000 1 YR DISK CATALOG INGEST	\$576,923.00		31%	\$398,076.87	\$0.00	\$0.00	\$0.00				INDEX ENGINES
5 5		SEL IE 300000 1 YR DISK CATALOG INGEST SEL IE 350000 1 YR DISK CATALOG INGEST	\$669,231.00 \$726,923.00		31% 31%	\$461,769.39	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				INDEX ENGINES INDEX ENGINES
5		SEL IE 350000 1 YR DISK CATALOG INGEST	\$726,923.00 \$800,000.00		31%	\$501,576.87 \$552,000.00	\$0.00	\$0.00	\$0.00				INDEX ENGINES
5		SEL IE 500000 1 YR DISK CATALOG INGEST	\$961,538.00		31%	\$663,461.22	\$0.00	\$0.00	\$0.00				INDEX ENGINES
5		SEL IE 25TB 1 YR FILE METADATA INDEX	\$19,231.00	к	31%	\$13,269.39	\$0.00	\$0.00	\$0.00				INDEX ENGINES
5		SEL IE 50TB 1 YR FILE METADATA INDEX	\$31,731.00	к	31%	\$21,894.39	\$0.00	\$0.00	\$0.00			\$0.00	INDEX ENGINES
5		SEL IE 100TB 1 YR FILE METADATA INDEX	\$51,923.00	ĸ	31%	\$35,826.87	\$0.00	\$0.00	\$0.00				INDEX ENGINES
5		SEL IE 150TB 1 YR FILE METADATA INDEX	\$69,231.00	ĸ	31%	\$47,769.39	\$0.00	\$0.00	\$0.00				
5 5		SEL IE 200TB 1 YR FILE METADATA INDEX SEL IE 250TB 1 YR FILE METADATA INDEX	\$84,615.00 \$96,154.00	к к	31% 31%	\$58,384.35 \$66,346.26	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				INDEX ENGINES INDEX ENGINES
5		SEL IE 2501B 1 YR FILE METADATA INDEX SEL IE 300TB 1 YR FILE METADATA INDEX	\$96,154.00		31%	\$75,634.35	\$0.00	\$0.00	\$0.00				INDEX ENGINES
5		SEL IE 400TB 1 YR FILE METADATA INDEX	\$138,462.00		31%	\$95,538.78	\$0.00	\$0.00	\$0.00				INDEX ENGINES
5		SEL IE 500TB 1 YR FILE METADATA INDEX	\$163,462.00		31%	\$112,788.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 1000 1 YR TAPE CATALOG INGEST	\$12,077.00	к	31%	\$8,333.13	\$0.00	\$0.00	\$0.00				INDEX ENGINES
5		SEL IE 1500 1 YR TAPE CATALOG INGEST	\$16,038.00	ĸ	31%	\$11,066.22	\$0.00	\$0.00	\$0.00				INDEX ENGINES
5		SEL IE 2000 1 YR TAPE CATALOG INGEST	\$19,538.00 \$26,077,00	к К	31%	\$13,481.22	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00				
5		SEL IE 3000 1 YR TAPE CATALOG INGEST SEL IE 4000 1 YR TAPE CATALOG INGEST	\$26,077.00 \$31,692.00	ĸ	31% 31%	\$17,993.13 \$21,867.48	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00				INDEX ENGINES INDEX ENGINES
5		SEL IE 4000 1 YR TAPE CATALOG INGEST	\$37,308.00		31%	\$25,742.52	\$0.00	\$0.00	\$0.00				INDEX ENGINES
5		SEL IE 6000 1 YR TAPE CATALOG INGEST	\$42,462.00		31%	\$29,298.78	\$0.00	\$0.00	\$0.00				INDEX ENGINES
5	1YR-TCI-00007000	SEL IE 7000 1 YR TAPE CATALOG INGEST	\$46,846.00	к	31%	\$32,323.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5		SEL IE 8000 1 YR TAPE CATALOG INGEST	\$51,692.00	к	31%	\$35,667.48	\$0.00	\$0.00	\$0.00				INDEX ENGINES
5		SEL IE 10000 1 YR TAPE CATALOG INGEST	\$60,769.00		31%	\$41,930.61	\$0.00	\$0.00	\$0.00				INDEX ENGINES
5		SEL IE 12000 1 YR TAPE CATALOG INGEST SEL IE 15000 1 YR TAPE CATALOG INGEST	\$68,308.00		31%	\$47,132.52	\$0.00	\$0.00	\$0.00				
5 5		SELIE 15000 1 YR TAPE CATALOG INGEST SELIE 20000 1 YR TAPE CATALOG INGEST	\$80,769.00 \$98,462.00		31% 31%	\$55,730.61 \$67,938.78	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				INDEX ENGINES INDEX ENGINES
5		SEL IE 20000 1 YR TAPE CATALOG INGEST	\$96,462.00 \$115,385.00		31%	\$79,615.65	\$0.00	\$0.00	\$0.00				INDEX ENGINES
5		SEL IE 30000 1 YR TAPE CATALOG INGEST	\$131,538.00		31%	\$90,761.22	\$0.00	\$0.00	\$0.00				INDEX ENGINES
5	1YR-TCI-00040000	SEL IE 40000 1 YR TAPE CATALOG INGEST	\$160,000.00		31%	\$110,400.00	\$0.00	\$0.00	\$0.00				INDEX ENGINES

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAR	RRANTY UPGRADE	E NET PRICE		1
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5		SEL IE 50000 1 YR TAPE CATALOG INGEST	\$188,462.00		31%	\$130,038.78	\$0.00	\$0.00	\$0.00	\$0.00			INDEX ENGINES
5		SEL IE 60000 1 YR TAPE CATALOG INGEST	\$212,308.00		31%	\$146,492.52	\$0.00	\$0.00	\$0.00	\$0.00			INDEX ENGINES
5		SEL IE 70000 1 YR TAPE CATALOG INGEST	\$236,923.00		31%	\$163,476.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5		SEL IE 80000 1 YR TAPE CATALOG INGEST SEL IE 90000 1 YR TAPE CATALOG INGEST	\$258,462.00 \$283,846.00		31% 31%	\$178,338.78 \$195.853.74	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES
5		SEL IE 100000 1 YR TAPE CATALOG INGEST	\$307,692.00		31%	\$212,307.48	\$0.00	\$0.00	\$0.00	\$0.00			INDEX ENGINES
5		SEL IE 125000 1 YR TAPE CATALOG INGEST	\$355,769.00		31%	\$245,480.61	\$0.00	\$0.00	\$0.00	\$0.00			INDEX ENGINES
5		SEL IE 150000 1 YR TAPE CATALOG INGEST	\$403,846.00		31%	\$278,653.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5	1YR-TCI-00200000	SEL IE 200000 1 YR TAPE CATALOG INGEST	\$492,308.00	К	31%	\$339,692.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5		SEL IE 250000 1 YR TAPE CATALOG INGEST	\$576,923.00		31%	\$398,076.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 300000 1 YR TAPE CATALOG INGEST	\$669,231.00		31%	\$461,769.39	\$0.00	\$0.00	\$0.00	\$0.00			INDEX ENGINES
5		SEL IE 350000 1 YR TAPE CATALOG INGEST	\$726,923.00		31%	\$501,576.87	\$0.00	\$0.00	\$0.00	\$0.00			INDEX ENGINES
5 5		SEL IE 400000 1 YR TAPE CATALOG INGEST SEL IE 500000 1 YR TAPE CATALOG INGEST	\$800,000.00 \$961,538.00		31% 31%	\$552,000.00 \$663.461.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES
5		SEL IE 1000 1 YR TAPE CATALOG REBUILD	\$24,154.00		31%	\$16,666.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 1500 1 YR TAPE CATALOG REBUILD	\$32,077.00		31%	\$22,133.13	\$0.00	\$0.00	\$0.00	\$0.00			INDEX ENGINES
5		SEL IE 2000 1 YR TAPE CATALOG REBUILD	\$39,077.00		31%	\$26,963.13	\$0.00	\$0.00	\$0.00	\$0.00			INDEX ENGINES
5	1YR-TCR-00003000	SEL IE 3000 1 YR TAPE CATALOG REBUILD	\$52,154.00	к	31%	\$35,986.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5		SEL IE 4000 1 YR TAPE CATALOG REBUILD	\$63,385.00		31%	\$43,735.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 5000 1 YR TAPE CATALOG REBUILD	\$74,615.00		31%	\$51,484.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 6000 1 YR TAPE CATALOG REBUILD	\$84,923.00		31%	\$58,596.87	\$0.00	\$0.00	\$0.00	\$0.00			
5		SEL IE 7000 1 YR TAPE CATALOG REBUILD SEL IE 8000 1 YR TAPE CATALOG REBUILD	\$93,692.00 \$103,385.00		31% 31%	\$64,647.48 \$71,335.65	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES
5		SEL IE 10000 1 YR TAPE CATALOG REBUILD	\$121,538.00		31%	\$83,861.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 12000 1 YR TAPE CATALOG REBUILD	\$136,615.00		31%	\$94,264.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 15000 1 YR TAPE CATALOG REBUILD	\$161,538.00		31%	\$111,461.22	\$0.00	\$0.00	\$0.00	\$0.00			INDEX ENGINES
5	1YR-TCR-00020000	SEL IE 20000 1 YR TAPE CATALOG REBUILD	\$196,923.00		31%	\$135,876.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5	1YR-TCR-00025000	SEL IE 25000 1 YR TAPE CATALOG REBUILD	\$230,769.00		31%	\$159,230.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5		SEL IE 30000 1 YR TAPE CATALOG REBUILD	\$263,077.00		31%	\$181,523.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 40000 1 YR TAPE CATALOG REBUILD	\$320,000.00		31%	\$220,800.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 50000 1 YR TAPE CATALOG REBUILD SEL IE 60000 1 YR TAPE CATALOG REBUILD	\$376,923.00 \$424,615.00		31% 31%	\$260,076.87 \$292,984.35	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES
5		SEL IE 70000 1 YR TAPE CATALOG REBUILD	\$473,846.00		31%	\$292,984.35 \$326,953.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 80000 1 YR TAPE CATALOG REBUILD	\$516.923.00		31%	\$356,676.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 90000 1 YR TAPE CATALOG REBUILD	\$567,692.00		31%	\$391,707.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5	1YR-TCR-00100000	SEL IE 100000 1 YR TAPE CATALOG REBUILD	\$615,385.00	к	31%	\$424,615.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5		SEL IE 125000 1 YR TAPE CATALOG REBUILD			31%	\$490,961.22	\$0.00	\$0.00	\$0.00	\$0.00			INDEX ENGINES
5		SEL IE 150000 1 YR TAPE CATALOG REBUILD			31%	\$557,307.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 200000 1 YR TAPE CATALOG REBUILD	\$984,615.00	к	31%	\$679,384.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 250000 1 YR TAPE CATALOG REBUILD	\$1,153,846.00		31%	\$796,153.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		
5		SEL IE 300000 1 YR TAPE CATALOG REBUILD SEL IE 350000 1 YR TAPE CATALOG REBUILD			31% 31%	\$923,538.78 \$1,003,153.74	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			INDEX ENGINES
5		SEL IE 300000 1 YR TAPE CATALOG REBUILD			31%	\$1,104,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 500000 1 YR TAPE CATALOG REBUILD			31%	\$1,326,923.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 10 1YR TAPE METADATA INDEX	\$3,846.00		31%	\$2,653.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5	1YR-TMI-00000100	SEL IE 100 1YR TAPE METADATA INDEX	\$19,231.00	К	31%	\$13,269.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5		SEL IE 250 1YR TAPE METADATA INDEX	\$38,462.00		31%	\$26,538.78	\$0.00	\$0.00	\$0.00	\$0.00			INDEX ENGINES
5		SEL IE 500 1YR TAPE METADATA INDEX	\$61,538.00		31%	\$42,461.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 1000 1YR TAPE METADATA INDEX	\$96,615.00		31%	\$66,664.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5		SEL IE 1500 1YR TAPE METADATA INDEX SEL IE 2000 1YR TAPE METADATA INDEX	\$128,308.00 \$156,308.00		31% 31%	\$88,532.52 \$107,852.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES
5		SEL IE 2000 TYR TAPE METADATA INDEX	\$208,615.00		31%	\$107,852.52	\$0.00	\$0.00	\$0.00	\$0.00			INDEX ENGINES
5		SEL IE 4000 1YR TAPE METADATA INDEX	\$253,538.00		31%	\$174,941.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 5000 1YR TAPE METADATA INDEX	\$298,462.00		31%	\$205,938.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5	1YR-TMI-00006000	SEL IE 6000 1YR TAPE METADATA INDEX	\$339,692.00	к	31%	\$234,387.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 7000 1YR TAPE METADATA INDEX	\$374,769.00		31%	\$258,590.61	\$0.00	\$0.00	\$0.00	\$0.00			INDEX ENGINES
5		SEL IE 8000 1YR TAPE METADATA INDEX	\$413,538.00		31%	\$285,341.22	\$0.00	\$0.00	\$0.00	\$0.00			INDEX ENGINES
5		SEL IE 10000 1YR TAPE METADATA INDEX	\$486,154.00		31%	\$335,446.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		
5		SEL IE 12000 1YR TAPE METADATA INDEX SEL IE 15000 1YR TAPE METADATA INDEX	\$546,462.00 \$646,154.00		31%	\$377,058.78	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00		INDEX ENGINES
5		SEL IE 15000 1YR TAPE METADATA INDEX SEL IE 20000 1YR TAPE METADATA INDEX	\$646,154.00 \$787,692.00		31% 31%	\$445,846.26 \$543,507.48	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES
5		SEL IE 20000 1YR TAPE METADATA INDEX	\$923,077.00		31%	\$636,923.13	\$0.00	\$0.00	\$0.00	\$0.00			INDEX ENGINES
5		SEL IE 30000 1YR TAPE METADATA INDEX	\$1,052,308.00		31%	\$726,092.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 40000 1YR TAPE METADATA INDEX	\$1,280,000.00		31%	\$883,200.00	\$0.00	\$0.00	\$0.00	\$0.00			INDEX ENGINES
5		SEL IE 50000 1YR TAPE METADATA INDEX	\$1,507,692.00	к	31%	\$1,040,307.48	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	INDEX ENGINES
5		SEL IE 60000 1YR TAPE METADATA INDEX	\$1,698,462.00		31%	\$1,171,938.78	\$0.00	\$0.00	\$0.00	\$0.00			INDEX ENGINES
5		SEL IE 70000 1YR TAPE METADATA INDEX	\$1,895,385.00		31%	\$1,307,815.65	\$0.00	\$0.00	\$0.00	\$0.00			INDEX ENGINES
5		SEL IE 80000 1YR TAPE METADATA INDEX	\$2,067,692.00		31%	\$1,426,707.48	\$0.00	\$0.00	\$0.00	\$0.00			INDEX ENGINES
5 5		SEL IE 90000 1YR TAPE METADATA INDEX SEL IE 100000 1YR TAPE METADATA INDEX	\$2,270,769.00		31% 31%	\$1,566,830.61	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			
5		SEL IE 100000 1YR TAPE METADATA INDEX SEL IE 125000 1YR TAPE METADATA INDEX	\$2,461,538.00 \$2,846,154.00		31%	\$1,698,461.22 \$1,963,846.26	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00			INDEX ENGINES
5		SEL IE 123000 1YR TAPE METADATA INDEX	\$3,230,769.00		31%	\$2,229,230.61	\$0.00	\$0.00	\$0.00	\$0.00			INDEX ENGINES
5		SEL IE 200000 1YR TAPE METADATA INDEX	\$3,938,462.00		31%	\$2,717,538.78	\$0.00	\$0.00	\$0.00	\$0.00			INDEX ENGINES
5		SEL IE 250000 1YR TAPE METADATA INDEX	\$4,615,385.00		31%	\$3,184,615.65	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	INDEX ENGINES
5	1YR-TMI-00300000	SEL IE 300000 1YR TAPE METADATA INDEX	\$5,353,846.00		31%	\$3,694,153.74	\$0.00	\$0.00	\$0.00	\$0.00			INDEX ENGINES

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAI	RRANTY UPGRADE	E NET PRICE		
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5		SEL IE 350000 1YR TAPE METADATA INDEX	\$5,815,385.00	К	31%	\$4,012,615.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 400000 1YR TAPE METADATA INDEX	\$6,400,000.00		31%	\$4,416,000.00	\$0.00	\$0.00	\$0.00	\$0.00			INDEX ENGINES
5 5		SEL IE 500000 1YR TAPE METADATA INDEX SEL IE 10 3YR ADMIN USER LICENSES	\$7,692,308.00 \$51,923.00		31% 31%	\$5,307,692.52 \$35,826.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) INDEX ENGINES) INDEX ENGINES
5		SEL IE 20 3YR ADMIN USER LICENSES	\$83,077.00		31%	\$57,323.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 30 3YR ADMIN USER LICENSES	\$109,038.00		31%	\$75,236.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5	3YR-ADU-0000005	SEL IE 5 3YR ADMIN USER LICENSES	\$31,154.00		31%	\$21,496.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5		SEL IE 50 3YR ADMIN USER LICENSES	\$155,769.00		31%	\$107,480.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 1000 3YR DISK CATALOG INGEST	\$24,154.00		31%	\$16,666.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5		SEL IE 1500 3YR DISK CATALOG INGEST SEL IE 2000 3YR DISK CATALOG INGEST	\$32,077.00 \$39,077.00		31% 31%	\$22,133.13 \$26,963.13	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) INDEX ENGINES) INDEX ENGINES
5		SEL IE 2000 3YR DISK CATALOG INGEST	\$52,154.00		31%	\$35,986.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 4000 3YR DISK CATALOG INGEST	\$63,385.00		31%	\$43,735.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 5000 3YR DISK CATALOG INGEST	\$74,615.00		31%	\$51,484.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 6000 3YR DISK CATALOG INGEST	\$84,923.00		31%	\$58,596.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 7000 3YR DISK CATALOG INGEST	\$93,692.00		31%	\$64,647.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5		SEL IE 8000 3YR DISK CATALOG INGEST	\$103,385.00		31%	\$71,335.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		
5		SEL IE 10000 3YR DISK CATALOG INGEST SEL IE 12000 3YR DISK CATALOG INGEST	\$121,538.00 \$136,615.00	K K	31% 31%	\$83,861.22 \$94,264.35	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) INDEX ENGINES) INDEX ENGINES
5		SEL IE 15000 3YR DISK CATALOG INGEST	\$161,538.00	ĸ	31%	\$111,461.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 20000 3YR DISK CATALOG INGEST	\$196,923.00		31%	\$135,876.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5	3YR-DCI-00025000	SEL IE 25000 3YR DISK CATALOG INGEST	\$230,769.00	К	31%	\$159,230.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5		SEL IE 30000 3YR DISK CATALOG INGEST	\$263,077.00		31%	\$181,523.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 40000 3YR DISK CATALOG INGEST	\$320,000.00		31%	\$220,800.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5		SEL IE 50000 3YR DISK CATALOG INGEST SEL IE 60000 3YR DISK CATALOG INGEST	\$376,923.00 \$424,615.00		31% 31%	\$260,076.87 \$292,984.35	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) INDEX ENGINES) INDEX ENGINES
5		SEL IE 70000 3YR DISK CATALOG INGEST	\$473,846.00		31%	\$326,953.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 80000 3YR DISK CATALOG INGEST	\$516,923.00		31%	\$356,676.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 90000 3YR DISK CATALOG INGEST	\$567,692.00	К	31%	\$391,707.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5		SEL IE 100000 3YR DISK CATALOG INGEST	\$615,385.00	к	31%	\$424,615.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 125000 3YR DISK CATALOG INGEST	\$711,538.00		31%	\$490,961.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5		SEL IE 150000 3YR DISK CATALOG INGEST SEL IE 200000 3YR DISK CATALOG INGEST	\$807,692.00 \$984,615.00		31% 31%	\$557,307.48	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		
5		SEL IE 250000 3YR DISK CATALOG INGEST	\$984,615.00	ĸ	31%	\$679,384.35 \$796,153.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00) INDEX ENGINES) INDEX ENGINES
5		SEL IE 300000 3YR DISK CATALOG INGEST	\$1,338,462.00	ĸ	31%	\$923,538.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5	3YR-DCI-00350000	SEL IE 350000 3YR DISK CATALOG INGEST	\$1,453,846.00		31%	\$1,003,153.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 400000 3YR DISK CATALOG INGEST	\$1,600,000.00		31%	\$1,104,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 500000 3YR DISK CATALOG INGEST	\$1,923,077.00		31%	\$1,326,923.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 25TB 3 YR FILE METADATA INDEX	\$51,923.00		31%	\$35,826.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		
5 5		SEL IE 50TB 3 YR FILE METADATA INDEX SEL IE 100TB 3 YR FILE METADATA INDEX	\$85,673.00 \$140,192.00		31% 31%	\$59,114.37 \$96,732.48	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) INDEX ENGINES) INDEX ENGINES
5		SEL IE 150TB 3 YR FILE METADATA INDEX	\$186,923.00		31%	\$128,976.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 200TB 3 YR FILE METADATA INDEX	\$228,462.00		31%	\$157,638.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5	3YR-FSI-000250TB	SEL IE 250TB 3 YR FILE METADATA INDEX	\$259,615.00	К	31%	\$179,134.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5		SEL IE 300TB 3 YR FILE METADATA INDEX	\$295,962.00		31%	\$204,213.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 400TB 3 YR FILE METADATA INDEX	\$373,846.00		31%	\$257,953.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 500TB 3 YR FILE METADATA INDEX SEL IE 1000 3 YR TAPE CATALOG INGEST	\$441,346.00 \$24,154.00		31% 31%	\$304,528.74 \$16,666.26	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) INDEX ENGINES) INDEX ENGINES
5		SEL IE 1500 3 YR TAPE CATALOG INGEST	\$32,077.00		31%	\$22,133.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 2000 3 YR TAPE CATALOG INGEST	\$39,077.00		31%	\$26,963.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5	3YR-TCI-00003000	SEL IE 3000 3 YR TAPE CATALOG INGEST	\$52,154.00	к	31%	\$35,986.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5		SEL IE 4000 3 YR TAPE CATALOG INGEST	\$63,385.00		31%	\$43,735.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 5000 3 YR TAPE CATALOG INGEST	\$74,615.00		31%	\$51,484.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		
5 5		SEL IE 6000 3 YR TAPE CATALOG INGEST SEL IE 7000 3 YR TAPE CATALOG INGEST	\$84,923.00 \$93,692.00		31% 31%	\$58,596.87 \$64,647.48	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) INDEX ENGINES) INDEX ENGINES
5		SEL IE 7000 3 YR TAPE CATALOG INGEST	\$103,385.00		31%	\$71,335.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 10000 3 YR TAPE CATALOG INGEST	\$121,538.00		31%	\$83,861.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 12000 3 YR TAPE CATALOG INGEST	\$136,615.00	К	31%	\$94,264.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5		SEL IE 15000 3 YR TAPE CATALOG INGEST	\$161,538.00	К	31%	\$111,461.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 20000 3 YR TAPE CATALOG INGEST	\$196,923.00		31%	\$135,876.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		
5 5		SEL IE 25000 3 YR TAPE CATALOG INGEST SEL IE 30000 3 YR TAPE CATALOG INGEST	\$230,769.00 \$263.077.00		31% 31%	\$159,230.61 \$181.523.13	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) INDEX ENGINES) INDEX ENGINES
5		SEL IE 40000 3 YR TAPE CATALOG INGEST	\$203,077.00		31%	\$220,800.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 50000 3 YR TAPE CATALOG INGEST	\$376,923.00		31%	\$260,076.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5	3YR-TCI-00060000	SEL IE 60000 3 YR TAPE CATALOG INGEST	\$424,615.00	К	31%	\$292,984.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5		SEL IE 70000 3 YR TAPE CATALOG INGEST	\$473,846.00		31%	\$326,953.74	\$0.00	\$0.00	\$0.00	\$0.00			INDEX ENGINES
5		SEL IE 80000 3 YR TAPE CATALOG INGEST	\$516,923.00		31%	\$356,676.87	\$0.00	\$0.00	\$0.00	\$0.00			INDEX ENGINES
5 5		SEL IE 90000 3 YR TAPE CATALOG INGEST SEL IE 100000 3 YR TAPE CATALOG INGEST	\$567,692.00		31%	\$391,707.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		
5		SEL IE 100000 3 YR TAPE CATALOG INGEST	\$615,385.00 \$711,538.00		31% 31%	\$424,615.65 \$490,961.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) INDEX ENGINES) INDEX ENGINES
5		SEL IE 150000 3 YR TAPE CATALOG INGEST	\$807,692.00		31%	\$557,307.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 200000 3 YR TAPE CATALOG INGEST	\$984,615.00		31%	\$679,384.35	\$0.00	\$0.00	\$0.00	\$0.00			INDEX ENGINES
5		SEL IE 250000 3 YR TAPE CATALOG INGEST	\$1,153,846.00	К	31%	\$796,153.74	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	INDEX ENGINES
5		SEL IE 300000 3 YR TAPE CATALOG INGEST	\$1,338,462.00		31%	\$923,538.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5	31R-1CI-00350000	SEL IE 350000 3 YR TAPE CATALOG INGEST	\$1,453,846.00	К	31%	\$1,003,153.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAI	RRANTY UPGRADE	E NET PRICE		1
BAND	sкu	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5		SEL IE 400000 3 YR TAPE CATALOG INGEST	\$1,600,000.00		31%	\$1,104,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 500000 3 YR TAPE CATALOG INGEST	\$1,923,077.00		31%	\$1,326,923.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5		SEL IE 1000 3 YR TAPE CATALOG REBUILD SEL IE 1500 3 YR TAPE CATALOG REBUILD	\$36,231.00		31%	\$24,999.39	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00		INDEX ENGINES
5		SEL IE 1500 3 YR TAPE CATALOG REBUILD	\$48,115.00 \$58,615.00		31% 31%	\$33,199.35 \$40,444.35	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00		INDEX ENGINES
5		SEL IE 3000 3 YR TAPE CATALOG REBUILD	\$78,231.00		31%	\$53,979.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 4000 3 YR TAPE CATALOG REBUILD	\$95,077.00		31%	\$65,603.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 5000 3 YR TAPE CATALOG REBUILD	\$111,923.00		31%	\$77,226.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 6000 3 YR TAPE CATALOG REBUILD	\$127,385.00		31%	\$87,895.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 7000 3 YR TAPE CATALOG REBUILD	\$140,538.00		31%	\$96,971.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 8000 3 YR TAPE CATALOG REBUILD	\$155,077.00		31%	\$107,003.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5		SEL IE 10000 3 YR TAPE CATALOG REBUILD	\$182,308.00		31% 31%	\$125,792.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		
5		SEL IE 12000 3 YR TAPE CATALOG REBUILD SEL IE 15000 3 YR TAPE CATALOG REBUILD	\$204,923.00 \$242,308.00		31%	\$141,396.87 \$167,192.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 20000 3 YR TAPE CATALOG REBUILD	\$295,385.00		31%	\$203,815.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 25000 3 YR TAPE CATALOG REBUILD	\$346,154.00		31%	\$238,846.26	\$0.00	\$0.00	\$0.00	\$0.00			INDEX ENGINES
5		SEL IE 30000 3 YR TAPE CATALOG REBUILD	\$394,615.00		31%	\$272,284.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5	3YR-TCR-00040000	SEL IE 40000 3 YR TAPE CATALOG REBUILD	\$480,000.00	К	31%	\$331,200.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5		SEL IE 50000 3 YR TAPE CATALOG REBUILD	\$565,385.00		31%	\$390,115.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 60000 3 YR TAPE CATALOG REBUILD	\$636,923.00		31%	\$439,476.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 70000 3 YR TAPE CATALOG REBUILD	\$710,769.00		31%	\$490,430.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5		SEL IE 80000 3 YR TAPE CATALOG REBUILD	\$775,385.00		31% 31%	\$535,015.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		
5		SEL IE 90000 3 YR TAPE CATALOG REBUILD SEL IE 100000 3 YR TAPE CATALOG REBUILD	\$851,538.00			\$587,561.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		
5		SEL IE 100000 3 YR TAPE CATALOG REBUILD SEL IE 125000 3 YR TAPE CATALOG REBUILD	\$923,077.00 \$1,067,308.00		31% 31%	\$636,923.13 \$736,442.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES
5		SEL IE 120000 3 YR TAPE CATALOG REBUILD			31%	\$835,961.22	\$0.00	\$0.00	\$0.00	\$0.00			INDEX ENGINES
5		SEL IE 200000 3 YR TAPE CATALOG REBUILD			31%	\$1,019,076.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 250000 3 YR TAPE CATALOG REBUILD			31%	\$1,194,230.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 300000 3 YR TAPE CATALOG REBUILD	\$2,007,692.00		31%	\$1,385,307.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 350000 3 YR TAPE CATALOG REBUILD	\$2,180,769.00	К	31%	\$1,504,730.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5		SEL IE 400000 3 YR TAPE CATALOG REBUILD	\$2,400,000.00		31%	\$1,656,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 500000 3 YR TAPE CATALOG REBUILD			31%	\$1,990,384.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 100 3YR TAPE METADATA INDEX	\$25,000.00		31%	\$17,250.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 250 3YR TAPE METADATA INDEX	\$50,000.00		31%	\$34,500.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		
5 5		SEL IE 500 3YR TAPE METADATA INDEX SEL IE 1000 3YR TAPE METADATA INDEX	\$80,000.00		31% 31%	\$55,200.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		
5		SEL IE 1000 3YR TAPE METADATA INDEX	\$125,600.00 \$166.800.00		31%	\$86,664.00 \$115,092.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 2000 3YR TAPE METADATA INDEX	\$203,200.00		31%	\$140,208.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 3000 3YR TAPE METADATA INDEX	\$271,200.00		31%	\$187,128.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 4000 3YR TAPE METADATA INDEX	\$329,600.00		31%	\$227,424.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5	3YR-TMI-00005000	SEL IE 5000 3YR TAPE METADATA INDEX	\$388,000.00	К	31%	\$267,720.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5		SEL IE 6000 3YR TAPE METADATA INDEX	\$441,600.00		31%	\$304,704.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 7000 3YR TAPE METADATA INDEX	\$487,200.00		31%	\$336,168.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 8000 3YR TAPE METADATA INDEX	\$537,600.00		31%	\$370,944.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 10000 3YR TAPE METADATA INDEX	\$632,000.00		31%	\$436,080.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		
5		SEL IE 12000 3YR TAPE METADATA INDEX SEL IE 15000 3YR TAPE METADATA INDEX	\$710,400.00 \$840,000.00		31% 31%	\$490,176.00 \$579,600.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES
5		SEL IE 20000 3YR TAPE METADATA INDEX	\$1,024,000.00		31%	\$706,560.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 25000 3YR TAPE METADATA INDEX	\$1,200,000.00		31%	\$828,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 30000 3YR TAPE METADATA INDEX	\$1,368,000.00		31%	\$943,920.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 40000 3YR TAPE METADATA INDEX	\$1,664,000.00		31%	\$1,148,160.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 50000 3YR TAPE METADATA INDEX	\$1,960,000.00		31%	\$1,352,400.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 60000 3YR TAPE METADATA INDEX	\$2,208,000.00		31%	\$1,523,520.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 70000 3YR TAPE METADATA INDEX	\$2,464,000.00		31%	\$1,700,160.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 80000 3YR TAPE METADATA INDEX	\$2,688,000.00		31%	\$1,854,720.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		
5		SEL IE 90000 3YR TAPE METADATA INDEX SEL IE 100000 3YR TAPE METADATA INDEX	\$2,952,000.00 \$3,200.000.00		31% 31%	\$2,036,880.00 \$2,208,000.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES
5		SEL IE 100000 3YR TAPE METADATA INDEX SEL IE 125000 3YR TAPE METADATA INDEX	\$3,700,000.00		31%	\$2,553,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 120000 3YR TAPE METADATA INDEX	\$4,200,000.00		31%	\$2,898,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 200000 3YR TAPE METADATA INDEX	\$5,120,000.00		31%	\$3,532,800.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 250000 3YR TAPE METADATA INDEX	\$6,000,000.00		31%	\$4,140,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5	3YR-TMI-00300000	SEL IE 300000 3YR TAPE METADATA INDEX	\$6,960,000.00		31%	\$4,802,400.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 350000 3YR TAPE METADATA INDEX	\$7,560,000.00		31%	\$5,216,400.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5	3YR-TMI-00400000	SEL IE 400000 3YR TAPE METADATA INDEX	\$8,320,000.00		31%	\$5,740,800.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5		SEL IE 500000 3YR TAPE METADATA INDEX	\$10,000,000.00		31%	\$6,900,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 10 5YR ADMIN USER LICENSES	\$76,923.00		31%	\$53,076.87	\$0.00	\$0.00	\$0.00	\$0.00			INDEX ENGINES
5		SEL IE 20 5YR ADMIN USER LICENSES	\$123,077.00		31%	\$84,923.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		
5		SEL IE 30 5YR ADMIN USER LICENSES	\$161,538.00		31%	\$111,461.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5		SEL IE 5 5YR ADMIN USER LICENSES SEL IE 50 5YR ADMIN USER LICENSES	\$46,154.00 \$230,769.00		31% 31%	\$31,846.26 \$159,230.61	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES
5		SEL IE 1000 5 YR DISK CATALOG INGEST	\$36,231.00		31%	\$24,999.39	\$0.00	\$0.00	\$0.00	\$0.00			INDEX ENGINES
5		SEL IE 1500 5 YR DISK CATALOG INGEST	\$48,115.00		31%	\$33,199.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 2000 5 YR DISK CATALOG INGEST	\$58,615.00		31%	\$40,444.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 3000 5 YR DISK CATALOG INGEST	\$78,231.00		31%	\$53,979.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5	5YR-DCI-00004000	SEL IE 4000 5 YR DISK CATALOG INGEST	\$95,077.00		31%	\$65,603.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAR	RRANTY UPGRADE	ENET PRICE		
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5		SEL IE 5000 5 YR DISK CATALOG INGEST	\$111,923.00	К	31%	\$77,226.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 6000 5 YR DISK CATALOG INGEST	\$127,385.00		31%	\$87,895.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 7000 5 YR DISK CATALOG INGEST	\$140,538.00		31%	\$96,971.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5		SEL IE 8000 5 YR DISK CATALOG INGEST SEL IE 10000 5 YR DISK CATALOG INGEST	\$155,077.00 \$182,308.00		31%	\$107,003.13 \$125,792.52	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5		SEL IE 10000 5 YR DISK CATALOG INGEST	\$182,308.00 \$204,923.00		31% 31%	\$125,792.52 \$141,396.87	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 12000 5 YR DISK CATALOG INGEST	\$242,308.00		31%	\$167,192.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 20000 5 YR DISK CATALOG INGEST	\$295,385.00		31%	\$203,815.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 25000 5 YR DISK CATALOG INGEST	\$346,154.00		31%	\$238,846.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 30000 5 YR DISK CATALOG INGEST	\$394,615.00		31%	\$272,284.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 40000 5 YR DISK CATALOG INGEST	\$480,000.00		31%	\$331,200.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 50000 5 YR DISK CATALOG INGEST	\$565,385.00		31%	\$390,115.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5	5YR-DCI-00060000	SEL IE 60000 5 YR DISK CATALOG INGEST	\$636,923.00	К	31%	\$439,476.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5	5YR-DCI-00070000	SEL IE 70000 5 YR DISK CATALOG INGEST	\$710,769.00	К	31%	\$490,430.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5		SEL IE 80000 5 YR DISK CATALOG INGEST	\$775,385.00	К	31%	\$535,015.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5		SEL IE 90000 5 YR DISK CATALOG INGEST	\$851,538.00		31%	\$587,561.22	\$0.00	\$0.00	\$0.00	\$0.00			INDEX ENGINES
5		SEL IE 100000 5 YR DISK CATALOG INGEST	\$923,077.00		31%	\$636,923.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 125000 5 YR DISK CATALOG INGEST	\$1,067,308.00		31%	\$736,442.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 150000 5 YR DISK CATALOG INGEST	\$1,211,538.00		31%	\$835,961.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 200000 5 YR DISK CATALOG INGEST	\$1,476,923.00		31%	\$1,019,076.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 250000 5 YR DISK CATALOG INGEST	\$1,730,769.00		31%	\$1,194,230.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 300000 5 YR DISK CATALOG INGEST	\$2,007,692.00		31%	\$1,385,307.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		
5		SEL IE 350000 5 YR DISK CATALOG INGEST	\$2,180,769.00 \$2,400,000.00		31% 31%	\$1,504,730.61	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5		SEL IE 400000 5 YR DISK CATALOG INGEST SEL IE 500000 5 YR DISK CATALOG INGEST	\$2,884,615.00		31%	\$1,656,000.00 \$1,990,384.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 25TB 5 YR FILE METADATA INDEX	\$2,884,615.00 \$76,923.00		31%	\$53,076.87	\$0.00	\$0.00	\$0.00	\$0.00			INDEX ENGINES
5		SEL IE 50TB 5 YR FILE METADATA INDEX	\$126,923.00		31%	\$87,576.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 100TB 5 YR FILE METADATA INDEX	\$207,692.00		31%	\$143,307.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 150TB 5 YR FILE METADATA INDEX	\$276,923.00	к	31%	\$191,076.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 200TB 5 YR FILE METADATA INDEX	\$338,462.00		31%	\$233,538.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5	5YR-FSI-000250TB	SEL IE 250TB 5 YR FILE METADATA INDEX	\$384,615.00		31%	\$265,384.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5		SEL IE 300TB 5 YR FILE METADATA INDEX	\$438,462.00		31%	\$302,538.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5	5YR-FSI-000400TB	SEL IE 400TB 5 YR FILE METADATA INDEX	\$553,846.00	К	31%	\$382,153.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5	5YR-FSI-000500TB	SEL IE 500TB 5 YR FILE METADATA INDEX	\$653,846.00	К	31%	\$451,153.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5		SEL IE 1000 5 YR TAPE CATALOG INGEST	\$36,231.00		31%	\$24,999.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 1500 5 YR TAPE CATALOG INGEST	\$48,115.00		31%	\$33,199.35	\$0.00	\$0.00	\$0.00	\$0.00			INDEX ENGINES
5		SEL IE 2000 5 YR TAPE CATALOG INGEST	\$58,615.00		31%	\$40,444.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 3000 5 YR TAPE CATALOG INGEST	\$78,231.00		31%	\$53,979.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 4000 5 YR TAPE CATALOG INGEST	\$95,077.00	ĸ	31%	\$65,603.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 5000 5 YR TAPE CATALOG INGEST	\$111,923.00		31%	\$77,226.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 6000 5 YR TAPE CATALOG INGEST	\$127,385.00		31%	\$87,895.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		
5 5		SEL IE 7000 5 YR TAPE CATALOG INGEST SEL IE 8000 5 YR TAPE CATALOG INGEST	\$140,538.00 \$155,077.00		31% 31%	\$96,971.22 \$107,003.13	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5		SEL IE 10000 5 YR TAPE CATALOG INGEST	\$182,308.00		31%	\$125,792.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 12000 5 YR TAPE CATALOG INGEST	\$204,923.00		31%	\$141,396.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 15000 5 YR TAPE CATALOG INGEST	\$242,308.00		31%	\$167,192.52	\$0.00	\$0.00	\$0.00	\$0.00			INDEX ENGINES
5		SEL IE 20000 5 YR TAPE CATALOG INGEST	\$295,385.00		31%	\$203,815.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 25000 5 YR TAPE CATALOG INGEST	\$346,154.00		31%	\$238,846.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 30000 5 YR TAPE CATALOG INGEST	\$394,615.00		31%	\$272,284.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 40000 5 YR TAPE CATALOG INGEST	\$480,000.00		31%	\$331,200.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5	5YR-TCI-00050000	SEL IE 50000 5 YR TAPE CATALOG INGEST	\$565,385.00	к	31%	\$390,115.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5		SEL IE 60000 5 YR TAPE CATALOG INGEST	\$636,923.00		31%	\$439,476.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 70000 5 YR TAPE CATALOG INGEST	\$710,769.00		31%	\$490,430.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 80000 5 YR TAPE CATALOG INGEST	\$775,385.00		31%	\$535,015.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 90000 5 YR TAPE CATALOG INGEST	\$851,538.00		31%	\$587,561.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 100000 5 YR TAPE CATALOG INGEST	\$923,077.00		31%	\$636,923.13	\$0.00	\$0.00	\$0.00	\$0.00			INDEX ENGINES
5		SEL IE 125000 5 YR TAPE CATALOG INGEST	\$1,067,308.00		31%	\$736,442.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 150000 5 YR TAPE CATALOG INGEST	\$1,211,538.00		31%	\$835,961.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		
5 5		SEL IE 200000 5 YR TAPE CATALOG INGEST SEL IE 250000 5 YR TAPE CATALOG INGEST	\$1,476,923.00 \$1.730.769.00		31%	\$1,019,076.87 \$1 194 230 61	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00		
5		SEL IE 250000 5 YR TAPE CATALOG INGEST SEL IE 300000 5 YR TAPE CATALOG INGEST	\$1,730,769.00 \$2,007,692.00		31% 31%	\$1,194,230.61 \$1,385,307,48	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00		
5		SEL IE 300000 5 YR TAPE CATALOG INGEST SEL IE 350000 5 YR TAPE CATALOG INGEST	\$2,007,692.00		31%	\$1,385,307.48 \$1,504,730.61	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00		INDEX ENGINES INDEX ENGINES
5		SEL IE 350000 5 YR TAPE CATALOG INGEST SEL IE 400000 5 YR TAPE CATALOG INGEST	\$2,400,000.00	ĸ	31%	\$1,656,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 500000 5 YR TAPE CATALOG INGEST	\$2,884,615.00	K	31%	\$1,990,384.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 1000 5 YR TAPE CATALOG REBUILD	\$48,308.00		31%	\$33,332.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 1500 5 YR TAPE CATALOG REBUILD	\$64,154.00		31%	\$44,266.26	\$0.00	\$0.00	\$0.00	\$0.00			INDEX ENGINES
5		SEL IE 2000 5 YR TAPE CATALOG REBUILD	\$78,154.00		31%	\$53,926.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 3000 5 YR TAPE CATALOG REBUILD	\$104,308.00		31%	\$71,972.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 4000 5 YR TAPE CATALOG REBUILD	\$126,769.00		31%	\$87,470.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 5000 5 YR TAPE CATALOG REBUILD	\$149,231.00		31%	\$102,969.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 6000 5 YR TAPE CATALOG REBUILD	\$169,846.00		31%	\$117,193.74	\$0.00	\$0.00	\$0.00	\$0.00			INDEX ENGINES
5		SEL IE 7000 5 YR TAPE CATALOG REBUILD	\$187,385.00		31%	\$129,295.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5	5YR-TCR-00008000	SEL IE 8000 5 YR TAPE CATALOG REBUILD	\$206,769.00		31%	\$142,670.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 10000 5 YR TAPE CATALOG REBUILD	\$243,077.00		31%	\$167,723.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5	5YR-TCR-00012000	SEL IE 12000 5 YR TAPE CATALOG REBUILD	\$273,231.00	к	31%	\$188,529.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAF	RANTY UPGRADE	NET PRICE		
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5		SEL IE 15000 5 YR TAPE CATALOG REBUILD	\$323,077.00		31%	\$222,923.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 20000 5 YR TAPE CATALOG REBUILD	\$393,846.00		31%	\$271,753.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5		SEL IE 25000 5 YR TAPE CATALOG REBUILD	\$461,538.00		31%	\$318,461.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		
5		SEL IE 30000 5 YR TAPE CATALOG REBUILD SEL IE 40000 5 YR TAPE CATALOG REBUILD	\$526,154.00 \$640,000.00		31% 31%	\$363,046.26 \$441,600.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) INDEX ENGINES) INDEX ENGINES
5		SEL IE 50000 5 YR TAPE CATALOG REBUILD	\$753,846.00		31%	\$520,153.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 60000 5 YR TAPE CATALOG REBUILD	\$849,231.00		31%	\$585,969.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 70000 5 YR TAPE CATALOG REBUILD	\$947,692.00		31%	\$653,907.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5	5YR-TCR-00080000	SEL IE 80000 5 YR TAPE CATALOG REBUILD	\$1,033,846.00		31%	\$713,353.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5		SEL IE 90000 5 YR TAPE CATALOG REBUILD	\$1,135,385.00		31%	\$783,415.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 100000 5 YR TAPE CATALOG REBUILD			31%	\$849,230.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5		SEL IE 125000 5 YR TAPE CATALOG REBUILD			31%	\$981,923.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 150000 5 YR TAPE CATALOG REBUILD SEL IE 200000 5 YR TAPE CATALOG REBUILD			31% 31%	\$1,114,615.65 \$1,358,769.39	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) INDEX ENGINES) INDEX ENGINES
5		SEL IE 250000 5 YR TAPE CATALOG REBUILD			31%	\$1,592,307.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 300000 5 YR TAPE CATALOG REBUILD			31%	\$1,847,076.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5	5YR-TCR-00350000	SEL IE 350000 5 YR TAPE CATALOG REBUILD	\$2,907,692.00	к	31%	\$2,006,307.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5	5YR-TCR-00400000	SEL IE 400000 5 YR TAPE CATALOG REBUILD	\$3,200,000.00		31%	\$2,208,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 500000 5 YR TAPE CATALOG REBUILD			31%	\$2,653,846.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 100 5YR TAPE METADATA INDEX	\$29,808.00		31%	\$20,567.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 250 5YR TAPE METADATA INDEX	\$59,615.00		31%	\$41,134.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5		SEL IE 500 5YR TAPE METADATA INDEX SEL IE 1000 5YR TAPE METADATA INDEX	\$95,385.00 \$149,754.00		31% 31%	\$65,815.65 \$103,330.26	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) INDEX ENGINES) INDEX ENGINES
5		SEL IE 1500 5YR TAPE METADATA INDEX	\$198,877.00		31%	\$137,225.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 2000 5YR TAPE METADATA INDEX	\$242,277.00		31%	\$167,171.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5	5YR-TMI-00003000	SEL IE 3000 5YR TAPE METADATA INDEX	\$323,354.00		31%	\$223,114.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5	5YR-TMI-00004000	SEL IE 4000 5YR TAPE METADATA INDEX	\$392,985.00	К	31%	\$271,159.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5		SEL IE 5000 5YR TAPE METADATA INDEX	\$462,615.00		31%	\$319,204.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 6000 5YR TAPE METADATA INDEX	\$526,523.00		31%	\$363,300.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 7000 5YR TAPE METADATA INDEX	\$580,892.00		31%	\$400,815.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5		SEL IE 8000 5YR TAPE METADATA INDEX SEL IE 10000 5YR TAPE METADATA INDEX	\$640,985.00 \$753,538.00		31% 31%	\$442,279.65 \$519,941.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) INDEX ENGINES) INDEX ENGINES
5		SEL IE 10000 SYR TAPE METADATA INDEX	\$753,536.00 \$847.015.00		31%	\$584,440.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 15000 5YR TAPE METADATA INDEX	\$1,001,538.00		31%	\$691,061.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 20000 5YR TAPE METADATA INDEX	\$1,220,923.00		31%	\$842,436.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5	5YR-TMI-00025000	SEL IE 25000 5YR TAPE METADATA INDEX	\$1,430,769.00	к	31%	\$987,230.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5		SEL IE 30000 5YR TAPE METADATA INDEX	\$1,631,077.00		31%	\$1,125,443.13		\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 40000 5YR TAPE METADATA INDEX	\$1,984,000.00		31%	\$1,368,960.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 50000 5YR TAPE METADATA INDEX	\$2,336,923.00		31%	\$1,612,476.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5		SEL IE 60000 5YR TAPE METADATA INDEX SEL IE 70000 5YR TAPE METADATA INDEX	\$2,632,615.00		31% 31%	\$1,816,504.35	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) INDEX ENGINES) INDEX ENGINES
5		SEL IE 80000 SYR TAPE METADATA INDEX	\$2,937,846.00 \$3,204,923.00		31%	\$2,027,113.74 \$2,211,396.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 90000 5YR TAPE METADATA INDEX	\$3,519,692.00		31%	\$2,428,587.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 100000 5YR TAPE METADATA INDEX	\$3,815,385.00		31%	\$2,632,615.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 125000 5YR TAPE METADATA INDEX	\$4,411,538.00		31%	\$3,043,961.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5	5YR-TMI-00150000	SEL IE 150000 5YR TAPE METADATA INDEX	\$5,007,692.00		31%	\$3,455,307.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5		SEL IE 200000 5YR TAPE METADATA INDEX	\$6,104,615.00		31%	\$4,212,184.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 250000 5YR TAPE METADATA INDEX	\$7,153,846.00		31%	\$4,936,153.74		\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5		SEL IE 300000 5YR TAPE METADATA INDEX	\$8,298,462.00		31% 31%	\$5,725,938.78	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		
5		SEL IE 350000 5YR TAPE METADATA INDEX SEL IE 400000 5YR TAPE METADATA INDEX	\$9,013,846.00 \$9,920,000.00		31%	\$6,219,553.74 \$6,844,800.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00) INDEX ENGINES) INDEX ENGINES
5		SEL IE 500000 5YR TAPE METADATA INDEX	\$11,923,077.00		31%	\$8,226,923.13		\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5	IOM-SW-0-10	SEL IOMART SW 0-10	\$583.33		31%	\$402.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		IOMART
5	IOM-SW-1001+	SEL IOMART SW 1001+	\$198.33		31%	\$136.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		IOMART
5	IOM-SW-11-50	SEL IOMART SW 11-50	\$466.67	К	31%	\$322.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		IOMART
5	IOM-SW-151-250	SEL IOMART SW 151-250	\$350.00		31%	\$241.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		IOMART
5 5	IOM-SW-251-400	SEL IOMART SW 251-400	\$291.67		31%	\$201.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		IOMART
5	IOM-SW-401-600 IOM-SW-51-150	SEL IOMART SW 401-600 SEL IOMART SW 51-150	\$233.33 \$408.33	к к	31% 31%	\$161.00 \$281.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) IOMART) IOMART
5	IOM-SW-51-150 IOM-SW-601-1K	SEL IOMART SW 51-150 SEL IOMART SW 601-1000	\$408.33 \$210.00	ĸ	31%	\$281.75 \$144.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		IOMART IOMART
5	34585	STORCENTER IX4-100 6TB	\$1,875.00		31%	\$1,293.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		IOMEGA
5	HCC-FT-B-C1	SEL Blended Fill the Tank LIC 5	\$5.00		31%	\$3.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		J4CARE
5	HCC-FT-B-C2	SEL Blended Fill the Tank LIC 100	\$75.00	к	31%	\$51.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	J4CARE
5	HCC-FT-B-C3	SEL Blended Fill the Tank LIC 1k	\$750.00		31%	\$517.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		J4CARE
5	HCC-FT-B-C4	SEL Blended Fill the Tank LIC 10k	\$7,500.00		31%	\$5,175.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		J4CARE
5	HCC-FT-L-C1	SEL FILL THE TANK LIC 50K STY	\$103,655.00		31%	\$71,521.95		\$0.00	\$0.00	\$0.00	\$0.00		J4CARE
5	HCC-FT-L-C2	SEL FILL THE TANK LIC 100K STY	\$185,098.00		31%	\$127,717.62		\$0.00	\$0.00	\$0.00	\$0.00		J4CARE
5 5	HCC-FT-L-C3 HCC-FT-L-C4	SEL FILL THE TANK LIC 500K STY	\$362,791.00		31% 31%	\$250,325.79 \$416,358,42		\$0.00	\$0.00	\$0.00	\$0.00 \$0.00) J4CARE) J4CARE
5	HCC-FT-L-C4 HCC-FT-L-C5	SEL FILL THE TANK LIC 500K STY SEL FILL THE TANK LIC 750K STY	\$603,418.00 \$807,026.00		31%	\$416,358.42 \$556,847.94	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) J4CARE
5	HCC-FT-L-C6	SEL FILL THE TANK LIC 1M STY	\$973,614.00		31%	\$671,793.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		J4CARE
5	HCC-FT-L-C7	SEL FILL THE TANK LIC 2M STY	\$1,380,829.00		31%	\$952,772.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		J4CARE
5	HCC-FT-L-C8	SEL FILL THE TANK LIC 5M STY	\$2,491,414.00		31%	\$1,719,075.66		\$0.00	\$0.00	\$0.00	\$0.00		J4CARE
5	HCC-OTC-L-C1	SEL OTC LIC UP TO 50K STY P.A.	\$79,734.00	к	31%	\$55,016.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	J4CARE
5	HCC-OTC-L-C2	SEL OTC LIC UP TO 100K STY P.A.	\$142,383.00	к	31%	\$98,244.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	J4CARE

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAF	RANTY UPGRADE	NET PRICE		1
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	HCC-OTC-L-C3	SEL OTC LIC UP TO 250K STY P.A.	\$279,070.00		31%	\$192,558.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		J4CARE
5 5	HCC-OTC-L-C4 HCC-OTC-L-C5	SEL OTC LIC UP TO 500K STY P.A. SEL OTC LIC UP TO 750K STY P.A.	\$464,168.00 \$620,789.00		31% 31%	\$320,275.92 \$428,344.41	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		J4CARE J4CARE
5	HCC-OTC-L-C6	SEL OTC LIC UP TO 1M STY P.A.	\$748,934.00		31%	\$516,764.46		\$0.00	\$0.00	\$0.00	\$0.00		J4CARE
5	HCC-OTC-L-C7	SEL OTC LIC UP TO 2M STY P.A.	\$1,062,176.00		31%	\$732,901.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		J4CARE
5	HCC-OTC-L-C8	SEL OTC LIC UP TO 5M STY P.A.	\$1,916,473.00		31%	\$1,322,366.37	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		J4CARE
5	HCC-PS-C1	SEL APA LIC P1KSTY UP TO 50K STY P.A.	\$600.00		31%	\$414.00		\$0.00	\$0.00	\$0.00	\$0.00		J4CARE
5 5	HCC-PS-C2 HCC-PS-C3	SEL apa LIC p1kSTY 51k to 100k STY p.a. SEL apa LIC p1kSTY 101k to 250k STY p.a.	\$475.00 \$350.00		31% 31%	\$327.75 \$241.50		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		J4CARE
5	HCC-PS-C4	SEL apa LIC p1kSTY 251k to 500k STY p.a.	\$275.00		31%	\$241.50		\$0.00	\$0.00	\$0.00	\$0.00		J4CARE
5	HCC-PS-C5	SEL apa LIC p1kSTY 501k to 750k STY p.a.	\$225.00		31%	\$155.25		\$0.00	\$0.00	\$0.00	\$0.00		J4CARE
5	HCC-PS-C6	SEL apa LIC p1kSTY 751k to 1m STY p.a.	\$200.00		31%	\$138.00		\$0.00	\$0.00	\$0.00	\$0.00		J4CARE
5	HCC-PS-C7	SEL apa LIC p1kSTY 1.001m-1.25m STY p.a.	\$150.00		31%	\$103.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		J4CARE
5 5	HCC-PS-C8 90PCPSQLL1001	SEL apa LIC p1kSTY above 1.251m STY p.a. SEL PC Perp SQL License 1 Unit	\$100.00 \$882.00		31% 31%	\$69.00 \$608.58		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		J4CARE KROLL
5	90PCPSQLL1001	SEL PC Perp SQL License 2-5 Units	\$815.00		31%	\$562.35		\$0.00	\$0.00	\$0.00	\$0.00		KROLL
5	90PCPSQLL1003	SEL PC Perp SQL License 6-10 Units	\$681.00		31%	\$469.89		\$0.00	\$0.00	\$0.00	\$0.00		KROLL
5	90PCPSQLL1004	SEL PC Perp SQL License 11-20 Units	\$513.00		31%	\$353.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		KROLL
5	90PCPSQLL1005	SEL PC Perp SQL License 21-35 Units	\$373.00		31%	\$257.37	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		KROLL
5	90PCPSQLL1006	SEL PC Perp SQL License 36-50 Units	\$301.00		31%	\$207.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		KROLL
5 5	90PCPSQLL1007 90PCPSQLL1008	SEL PC Perp SQL License 51-100 Units SEL PC Perp SQL License 101-200 Units	\$196.00 \$147.00		31% 31%	\$135.24 \$101.43	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		KROLL
5	90PCPSQLL1008	SEL PC Perp SQL License 101-200 Units SEL PC Perp SQL License 201-300 Units	\$147.00		31%	\$83.49		\$0.00	\$0.00	\$0.00	\$0.00		KROLL
5	90PCPSQLL1010	SEL PC Perp SQL License 301-400 Units	\$105.00		31%	\$72.45		\$0.00	\$0.00	\$0.00	\$0.00		KROLL
5	90PCPSQLL1011	SEL PC Perp SQL License 401-500 Units	\$96.00	к	31%	\$66.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	KROLL
5	90PCPSQLL1012	SEL PC Perp SQL License 501-600 Units	\$87.00		31%	\$60.03		\$0.00	\$0.00	\$0.00	\$0.00		KROLL
5	90PCPSQLL1013	SEL PC Perp SQL License 601-700 Units	\$81.00		31%	\$55.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		KROLL
5 5	90PCPSQLL1014 90PCPSQLL1015	SEL PC Perp SQL License 701-800 Units SEL PC Perp SQL License 801-900 Units	\$77.00 \$71.00		31% 31%	\$53.13 \$48.99	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		KROLL
5	90PCPSQLL1015	SEL PC Perp SQL License 901-1000 Units	\$67.00		31%	\$46.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		KROLL
5	90PCPSQLL1017	SEL PC Perp SQL License 1001+ Units	\$58.00		31%	\$40.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		KROLL
5	90PCREX1035U	PC Perp EXPP License 11-35 Units	\$691.00		31%	\$476.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		KROLL
5	90PCREX1U	PC Perp EXPP License 1 Unit	\$1,797.00		31%	\$1,239.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		KROLL
5 5	90PCREX210U 90PCREX3650U	PC Perp EXPP License 2-10 Units PC Perp EXPP License 36-50 Units	\$1,048.00 \$520.00		31% 31%	\$723.12 \$358.80	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		KROLL
5	90PCREX51U	PC Perp EXPP License 51+ Units	\$439.00		31%	\$302.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		KROLL
5		S SEL PC Perp SP+RBS Lic 11-35 TBs	\$1,988.00		31%	\$1,371.72		\$0.00	\$0.00	\$0.00	\$0.00		KROLL
5	90PCRSP1URBS		\$4,055.00		31%	\$2,797.95		\$0.00	\$0.00	\$0.00	\$0.00		KROLL
5		SEL PC Perp SP+RBS Lic 2-10 TBs	\$2,839.00		31%	\$1,958.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		KROLL
5		S SEL PC Perp SP+RBS Lic 36-50 TBs	\$1,391.00		31%	\$959.79		\$0.00	\$0.00	\$0.00	\$0.00		KROLL
5 5	90PCRSP510RBS	SEL PC Perp SP+RBS Lic 51+ TBs PC Trial License	\$1,113.00 \$0.00		31% 31%	\$767.97 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		KROLL
5	SLP-0-TL-EE	SEL StoragePoint 30 day Trial Eval Copy	\$0.00		31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		METALOGIX
5	SLP-1-DR-EE	SEL StoragePoint EE DR Lic	\$7,995.00	к	31%	\$5,516.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		METALOGIX
5	SLP-1-NP-EE	SEL StoragePoint EE Non-Prod Lic	\$2,128.00		31%	\$1,468.32		\$0.00	\$0.00	\$0.00	\$0.00		METALOGIX
5	SLP-1-PL1-EE	SEL StoragePoint Lic. per WFE (1-5 WFE)	\$20,261.00		31%	\$13,980.09		\$0.00	\$0.00	\$0.00	\$0.00		METALOGIX
5 5	SLP-1-PL2-WFE NSS-AC-L	SEL StoragePoint Lic. per WFE (6+ WFE) SEL ADDED CAPACITY 5TB	\$17,221.00 \$5,077.00		31% 31%	\$11,882.49 \$3,503.13		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		METALOGIX NORTHERN PARKLIFE
5	NSS-AC-YF	SEL ADDED CAPACITY 5TB YRLY FEE LIC &SU			31%	\$1,592.52		\$0.00	\$0.00	\$0.00	\$0.00		NORTHERN PARKLIFE
5	NSS-AS-L	SEL Added Site 1	\$5,385.00	К	31%	\$3,715.65		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NORTHERN PARKLIFE
5	NSS-AS-YF	SEL Added Site 1 1yr Lic & Sup	\$2,046.00		31%	\$1,411.74		\$0.00	\$0.00	\$0.00	\$0.00		NORTHERN PARKLIFE
5	NSS-AU-YF	SEL ADDED USERS 1K 1YR LIC & SUP	\$1,538.00		31%	\$1,061.22		\$0.00	\$0.00	\$0.00	\$0.00		NORTHERN PARKLIFE
5 5	NSS-BL-L NSS-BL-YF	SEL Base Lic10TB/1K users/1 site/8hrs PS SEL BASE LIC-YRLY FEE LIC & SUP	\$31,250.00 \$15,385.00		31% 31%	\$21,562.50 \$10,615.65		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		NORTHERN PARKLIFE
5	NSS-MC-L	SEL MULTI-COMPANY LIC	\$156,250.00		31%	\$10,615.65		\$0.00	\$0.00	\$0.00	\$0.00		NORTHERN PARKLIFE
5	NSS-TRIAL	SELECT NSS Trial Software	\$0.00	к	31%	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		NORTHERN PARKLIFE
5	NSS-UC-L	SEL Added Users 1K	\$3,692.00		31%	\$2,547.48		\$0.00	\$0.00	\$0.00	\$0.00		NORTHERN PARKLIFE
5	ARCHVIPR250TB	SELECT 250TB VIPR ArchLic SrvPro	\$130,952.00		31%	\$90,356.88		\$0.00	\$0.00	\$0.00	\$0.00		NTP SOFTWARE
5 5	EMCMAEVAL EMCQFSEVAL	SEL 30Day Free Trial of NTP Software M-A SEL 30Day Free Trial of NTP Software QFS	\$0.00 \$0.00		31% 31%	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		NTP SOFTWARE
5	FABASE3PK	SEL 30Day Free Trial of NTP Software QFS SELECT NTPS FA Base License (3-Pack)	\$0.00 \$6,000.00		31%	\$0.00 \$4,140.00		\$0.00	\$0.00	\$0.00	\$0.00		NTP SOFTWARE
5	FABASE8PK	SELECT NTPS FA Base License (8-Pack)	\$12,000.00		31%	\$8,280.00		\$0.00	\$0.00	\$0.00	\$0.00		NTP SOFTWARE
5	FABASEUNL	SELECT NTPS FA Base License (Unlimited)	\$18,000.00	к	31%	\$12,420.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NTP SOFTWARE
5	FAEMCCELTB	SELECT NTPS FA EMC Celerra Terabyte Lic	\$960.00	К	31%	\$662.40		\$0.00	\$0.00	\$0.00	\$0.00		NTP SOFTWARE
5	FAEMCISLNTB	SELECT NTPS FA EMC ISILON TERABYTE LIC SELECT NTPS FA EMC VNX Terabyte License			31%	\$662.40		\$0.00	\$0.00	\$0.00	\$0.00		NTP SOFTWARE
5 5	FAEMCVNXTB FANATB	SELECT NTPS FA EMC VNX Terabyte License SELECT NTPS FA NetApp Terabyte License	\$960.00 \$960.00		31% 31%	\$662.40 \$662.40		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		NTP SOFTWARE
5	FAWINDASTB	SELECT NTPS FA NetApp Telabyte License SELECT NTPS FA WINDOWS DAS TERABYTE	\$960.00		31%	\$662.40		\$0.00	\$0.00	\$0.00	\$0.00		NTP SOFTWARE
5	FAWINSANTB	SELECT NTPS FA Windows SAN Terabyte Lic	\$960.00		31%	\$662.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		NTP SOFTWARE
5	FRBASE3PK	SELECT NTPS FR BASE LICENSE (3 PACK)	\$6,000.00	к	31%	\$4,140.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NTP SOFTWARE
5	FRBASE8PK	SELECT NTPS FR BASE LICENSE (8 PACK)	\$12,000.00		31%	\$8,280.00		\$0.00	\$0.00	\$0.00	\$0.00		NTP SOFTWARE
5	FRBASEUNL	SELECT NTPS FR BASE LICENSE (UNLIMITED			31%	\$12,420.00		\$0.00	\$0.00	\$0.00	\$0.00		NTP SOFTWARE
5 5	FREMCCELTB FREMCISLNTB	SELECT NTPS FR EMC CELERRA TERABYTE I SELECT NTPS FR EMC ISILON TERABYTE LIC			31% 31%	\$828.00 \$828.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		NTP SOFTWARE NTP SOFTWARE
5	FREMCVNXTB	SELECT NTPS FR EMC ISILON TERABITE LIC SELECT NTPS FR EMC VNX TERABYTE LICEN			31%	\$828.00		\$0.00	\$0.00	\$0.00	\$0.00		NTP SOFTWARE

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAR	RANTY UPGRADE	NET PRICE		
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	FRNATB	SELECT NTPS FR NETAPP TERABYTE LICENS			31%	\$662.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		NTP SOFTWARE
5 5	FRWINDASTB FRWINSANTB	SELECT NTPS FR WINDOWS DAS TERABYTE SELECT NTPS FR WINDOWS SAN TERABYTE	\$300.00 \$1,200.00		31% 31%	\$207.00 \$828.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		NTP SOFTWARE NTP SOFTWARE
5	NTPSFILEMGNT	SELECT NTPS FR WINDOWS SAN TERABITE	\$1,200.00		31%	\$82.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		NTP SOFTWARE
5	QFSBASE3PK	SELECT NTPS QFS BASE LICENSE (3 PACK)	\$6,000.00		31%	\$4,140.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		NTP SOFTWARE
5	QFSBASE8PK	SELECT NTPS QFS BASE LICENSE (8 PACK)	\$12,000.00		31%	\$8,280.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		NTP SOFTWARE
5	QFSBASEUNL	SELECT NTPS QFS BASE LICENSE (UNLIMITE	\$18,000.00		31%	\$12,420.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NTP SOFTWARE
5	QFSEMCCELTB	SELECT NTPS QFS EMC CELERRA TERABYTE			31%	\$828.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		NTP SOFTWARE
5	QFSEMCISLNTB	SELECT NTPS QFS EMC ISILON TERABYTE LI			31%	\$828.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		NTP SOFTWARE
5	QFSEMCVNXTB	SELECT NTPS QFS EMC VNX TERABYTE LICE			31%	\$828.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		NTP SOFTWARE
5	QFSNATB	SELECT NTPS QFS NETAPP TERABYTE LICEN SELECT NTPS QFS WIN DAS TERABYTE LICEI	\$960.00		31%	\$662.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		NTP SOFTWARE
5 5	QFSWINDASTB QFSWINSANTB	SELECT NTPS QFS WIN DAS TERABITE LICET			31% 31%	\$207.00 \$828.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		NTP SOFTWARE NTP SOFTWARE
5	U1000ECS	SELECT ECS U1000 VIPR Archiving License	\$52,279.00		31%	\$36,072.51	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		NTP SOFTWARE
5	U1500ECS	SELECT ECS U1500 ViPR Archiving License	\$69,707.00		31%	\$48,097.83	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		NTP SOFTWARE
5	U3000ECS	SELECT ECS U3000 ViPR Archiving License	\$139,403.00		31%	\$96,188.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		NTP SOFTWARE
5	U300ECS	SELECT ECS U300 ViPR Archiving License	\$32,829.00		31%	\$22,652.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NTP SOFTWARE
5	U700ECS	SELECT ECS U700 ViPR Archiving License	\$47,395.00		31%	\$32,702.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		NTP SOFTWARE
5	VFMATMOSTB	SELECT NTPS VFM ATMOS per TB	\$600.00		31%	\$414.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		NTP SOFTWARE
5	VFMCIFSTB	SELECT NTPS VFM CIFS per TB	\$600.00		31%	\$414.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		NTP SOFTWARE
5	VFMEMCCELHOST	SELECT NTPS VFM EMC Celerra Host Unitd	\$6,000.00		31%	\$4,140.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		NTP SOFTWARE
5 5	VFMEMCCELTB	SELECT NTPS VFM EMC Celerra per TB SELECT NTPS VFM EMC Isilon Host Unitd	\$600.00 \$6,000.00		31% 31%	\$414.00 \$4,140.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		NTP SOFTWARE NTP SOFTWARE
5		SELECT NTPS VFM EMC Isilon per TB	\$600.00		31%	\$414.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		NTP SOFTWARE
5		SELECT NTPS VFM EMC VNX Host Unltd	\$6,000.00		31%	\$4,140.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		NTP SOFTWARE
5	VFMEMCVNXTB	SELECT NTPS VFM EMC VNX per TB	\$600.00		31%	\$414.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		NTP SOFTWARE
5		SELECT NTPS VFM NetApp Host Unitd	\$6,000.00		31%	\$4,140.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		NTP SOFTWARE
5	VFMNETAPPTB	SELECT NTPS VFM NetApp per TB	\$600.00	К	31%	\$414.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NTP SOFTWARE
5		SELECT NTPS VFM Windows Svr Host Unltd	\$6,000.00		31%	\$4,140.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		NTP SOFTWARE
5	CQBEMC679	SEL VSPEX Branded Dyn Cab 600x1200	\$3,569.00		31%	\$2,462.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PANDUIT
5	CQSBEMC679	SEL VSPEX Branded Dyn Cab 600x1200	\$4,496.00		31%	\$3,102.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PANDUIT
5	CQSE1679	SEL VSPEX Branded 300VM 1 Dyn600x1200 1	\$11,545.00		31%	\$7,966.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PANDUIT
5	CQSE1G679 CQSE1GM679	SEL VSPEX Branded 300VM 1 Dyn600x1200 G SEL VSPEX Branded 300VM 1 Dyn600x1200 M	\$11,596.00 \$11,099.00		31% 31%	\$8,001.24 \$7,658.31	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		PANDUIT PANDUIT
5	CQSE22679	SEL VSPEX Branded 600VM 2 Dyn600x1200 M SEL VSPEX Branded 600VM 2 Dyn600x1200 2	\$19,695.00		31%	\$13,589.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PANDUIT
5	CQSE2679	SEL VSPEX Branded 300VM 1 Dyn600x1200 2 SEL VSPEX Branded 300VM 1 Dyn600x1200 2	\$12,824.00		31%	\$8,848.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PANDUIT
5	CQSE2G679	SEL VSPEX Branded 600VM 2 Dyn600x1200 G	\$19,807.00		31%	\$13,666.83	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PANDUIT
5	CQSE4679	SEL VSPEX Branded 1000VM 2 Dyn600x1200	\$21,830.00		31%	\$15,062.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PANDUIT
5	CQSEMCLB679	SEL VSPEX Branded 250VM BH 600x1200 Dyn	\$7,582.00		31%	\$5,231.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PANDUIT
5	CQSEMCLB679I	SEL VSPEX 250VM BROCADEIBM 600X1200 D'			31%	\$5,231.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PANDUIT
5	CQSEMCLC679	SEL VSPEX Branded 250VM CH 600x1200 Dyn	\$10,648.00		31%	\$7,347.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PANDUIT
5					31%	\$9,172.17	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PANDUIT
5 5					31%	\$8,225.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PANDUIT
5	CQSEMCM679 CQSEMCMB679	SEL VSPEX Branded 100VM 600x1200 Dyn Sol SEL VSPEX Branded 100VM BH 600x1200 Dyn	\$8,226.00 \$7,345.00		31% 31%	\$5,675.94 \$5,068.05	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		PANDUIT PANDUIT
5	CQSEMCMB679	SEL VSPEX 100VM BROCADEIBM 600X1200 D	\$7,345.00		31%	\$5,068.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PANDUIT
5	CQSEMCMC679	SEL VSPEX Branded 100VM CH 600x1200 Dyn	\$8,942.00		31%	\$6,169.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PANDUIT
5		SEL VSPEX 1000VDI BROCADEHP 600X1200 D			31%	\$8,406.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PANDUIT
5	CQSEMCMDCC679	SEL VSPEX CISCO 1000VDI 600X1200 DYN SO	\$11,139.00	К	31%	\$7,685.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PANDUIT
5	CQSEMCMP679	SEL VSPEX Branded 125VM 600x1200 Dyn Sol	\$8,867.00		31%	\$6,118.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PANDUIT
5		SEL VSPEX Branded 125VM BH 600x1200 Dyn	\$7,493.00		31%	\$5,170.17	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PANDUIT
5		SEL VSPEX 125VM BROCADEIBM 600X1200 D'			31%	\$5,170.17	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PANDUIT
5	CQSEMCMPC679 CQSEMCS6079	SEL VSPEX Branded 125VM CH 600x1200 Dyn SEL VSPEX Branded 50VM 600x1070 Dyn Sol	\$9,207.00 \$7,631.00		31% 31%	\$6,352.83 \$5,265.30	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		PANDUIT PANDUIT
5 5		SEL VSPEX Branded 50VM 600x1070 Dyn Sol SEL VSPEX Branded 50VM CH 600x1070 Dyn	\$7,631.00 \$7,775.00		31%	\$5,265.39 \$5,364.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PANDUIT
5		SEL VSPEX 500VDI BROCADEHP 600X1070 Dyn			31%	\$7,480.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PANDUIT
5		SEL VSPEX CISCO 500VDI 600X1200 DYN SOL			31%	\$6,497.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PANDUIT
5	CVPDUB	SEL SERVER CABINET PDU BRACKET KIT	\$150.00		31%	\$103.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PANDUIT
5		SEL NType 42RU SIDE PNLS POU BKT CSTRS	\$8,576.00	К	31%	\$5,917.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PANDUIT
5	PEV12	SEL 12 PATCHRUNNER ENHANCED VERTICAL			31%	\$581.67	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PANDUIT
5	PEV8	SEL 8 PATCHRUNNER ENHANCED VERTICAL	\$741.00		31%	\$511.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PANDUIT
5	PRD12	SEL PATCHRNR 12 DUAL HINGE DR FOR 84 R			31%	\$298.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PANDUIT
5) SEL Network PDU, VERT, 30A, 1P, 208V, L6-30P	\$1,717.00		31%	\$1,184.73		\$0.00	\$0.00	\$0.00	\$0.00		PANDUIT
5 5		0 SEL POU Vert 30A 3-Delta L15-30P 208V	\$1,832.00		31%	\$1,264.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PANDUIT
5		0 SEL Network PDU,VERT,30A,3P,208V,L21-30P 0 SEL POU Vert 32A 3-WYE IEC60309	\$1,858.00 \$3,819.00		31% 31%	\$1,282.02 \$2,635.11	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		PANDUIT PANDUIT
5		0 SEL POU Vert 32A 3-WYE IEC60309 0 SEL Network PDU,VERT,32A,1P,230V,60309	\$3,819.00 \$1,567.00		31%	\$2,635.11 \$1,081.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PANDUIT
5		SEL POU Vert 30A 3-DLTA L15-30P 200V JPN	\$2,626.00		31%	\$1,001.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PANDUIT
5	R4P36	SEL 36 DEEP 4 POST RACK	\$1,500.00		31%	\$1,035.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PANDUIT
5	ACUOSW-AUD	SEL Acuo Enterprise Software	\$1,406.00		31%	\$970.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PERCEPTIVE
5	ACUOSW-CAD	SEL Acuo Enterprise Software	\$1,406.00		31%	\$970.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PERCEPTIVE
5	ACUOSW-EUR	SEL Acuo Enterprise Software	\$1,406.00		31%	\$970.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PERCEPTIVE
5	ACUOSW-GBP	SEL Acuo Enterprise Software	\$1,406.00		31%	\$970.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PERCEPTIVE
5	ACUOSW-USD	SEL Acuo Enterprise Software	\$1,406.00		31%	\$970.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PERCEPTIVE
5	01032012699	SEL PREC D&S (1-50; US)LIC	\$6,533.00	к	31%	\$4,507.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PRECISE

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAF	RANTY UPGRADE	NET PRICE		
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	01032012799	SEL PREC D&S (1-50; US)T&D	\$3,267.00		31%	\$2,254.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRECISE
5	01032012899 01033012699	SEL PREC D&S (FAILOVER)LIC	\$0.00		31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRECISE
5 5	01033012699	SEL PREC D&S (51-200; US)LIC SEL PREC D&S (51-200; US)T&D	\$6,207.00 \$3,104.00		31% 31%	\$4,282.83 \$2,141.76	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		PRECISE
5	01034012699	SEL PREC D&S (200+; US)LIC	\$5,880.00		31%	\$4,057.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRECISE
5	01034012799	SEL PREC D&S (200+; US)T&D	\$2,940.00		31%	\$2,028.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRECISE
5	01035012699	SEL PREC D&S (1-50; INTL)LIC	\$8,167.00	к	31%	\$5,635.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PRECISE
5	01035012799	SEL PREC D&S (1-50; INTL)T&D	\$4,084.00		31%	\$2,817.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRECISE
5	01036012699	SEL PREC D&S (51-200 INTL)LIC	\$7,759.00		31%	\$5,353.71	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRECISE
5	01036012799	SEL PREC D&S (51-200 INTL)T&D	\$3,880.00		31%	\$2,677.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRECISE
5 5	01037012699 01037012799	SEL PREC D&S (200+; INTL)LIC SEL PREC D&S (200+; INTL)T&D	\$7,351.00 \$3,675.00		31% 31%	\$5,072.19 \$2,535.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		PRECISE
5	01038012699	SEL PREC APPS (1-50; US)LIC	\$8,400.00		31%	\$5,796.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRECISE
5	01038012799	SEL PREC APPS (1-50; US)T&D	\$4,200.00		31%	\$2,898.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRECISE
5	01038012899	SEL PREC APPS (FAILOVER)LIC	\$0.00		31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRECISE
5	01039012699	SEL PREC APPS (51-200; US)LIC	\$7,980.00	к	31%	\$5,506.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PRECISE
5	01039012799	SEL PREC APPS (51-200; US)T&D	\$3,991.00		31%	\$2,753.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRECISE
5	01040012699	SEL PREC APPS (200+; US)LIC	\$7,560.00		31%	\$5,216.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRECISE
5 5	01040012799 01041012699	SEL PREC APPS (200+; US)T&D SEL PREC APPS (1-50; INTL)LIC	\$3,780.00 \$10,500.00		31% 31%	\$2,608.20 \$7,245.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		PRECISE
5	01041012799	SEL PREC APPS (1-50; INTL)T&D	\$5,251.00		31%	\$3,623.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRECISE
5	01042012699	SEL PREC APPS (51-200; INTL)LIC	\$9,976.00		31%	\$6,883.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRECISE
5	01042012799	SEL PREC APPS (51-200; INTL)T&D	\$4,988.00		31%	\$3,441.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRECISE
5	01043012699	SEL PREC APPS (200+; INTL)LIC	\$9,451.00		31%	\$6,521.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRECISE
5	01043012799	SEL PREC APPS (200+; INTL)T&D	\$4,725.00		31%	\$3,260.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRECISE
5	01044012699	SEL PREC D&S-UPG DB (1-50; US)LIC	\$4,667.00		31%	\$3,220.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRECISE
5 5	01044012799 01045012699	SEL PREC D&S-UPG DB (1-50; US)T&D SEL PREC D&S-UPG DB (51-200; US)LIC	\$2,333.00 \$4,433.00		31% 31%	\$1,609.77 \$3,058.77	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		PRECISE
5	01045012099	SEL PREC D&S-UPG DB (51-200; US)T&D	\$2,217.00		31%	\$3,038.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRECISE
5	01046012699	SEL PREC D&S-UPG DB (200+; US)LIC	\$4,200.00		31%	\$2,898.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRECISE
5	01046012799	SEL PREC D&S-UPG DB (200+; US)T&D	\$2,100.00		31%	\$1,449.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PRECISE
5	01047012699	SEL PREC D&S-UPG DB (1-50; INTL)LIC	\$5,833.00		31%	\$4,024.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRECISE
5	01047012799	SEL PREC D&S-UPG DB (1-50; INTL)T&D	\$2,917.00		31%	\$2,012.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRECISE
5	01048012699 01048012799	SEL PREC D&S-UPG DB (51-200; INTL)LIC	\$5,541.00		31%	\$3,823.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRECISE
5 5	01048012799	SEL PREC D&S-UPG DB (51-200 INTL)T&D SEL PREC D&S-UPG DB (200+; INTL)LIC	\$2,771.00 \$5,251.00		31% 31%	\$1,911.99 \$3,623.19	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		PRECISE
5	01049012799	SEL PREC D&S-UPG DB(200+; INTL)T&D	\$2,625.00		31%	\$1,811.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRECISE
5	01060012699	SEL PREC D&S-UPG PREC STRG (US)LIC	\$747.00		31%	\$515.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRECISE
5	01060012799	SEL PREC D&S-UPG PREC STRG (US)T&D	\$373.00	К	31%	\$257.37	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PRECISE
5	01061012699	SEL PREC D&S-UPG PREC STRG (INTL)LIC	\$933.00		31%	\$643.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRECISE
5	01061012799	SEL PREC D&S-UPG PREC STRG (INTL)T&D	\$467.00		31%	\$322.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRECISE
5 5	99181992599 PR456-000-001	SELECT PRECISE 30 DAY TRIAL SELECT: PRIMEOCR ANY VERSION	\$0.00 \$0.00	K K	31% 31%	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		PRECISE PRIME OCR
5	PR456-000-399	SELECT: PRIMEOUR ANT VERSION SELECT: PRIMEVERIFYIA ANY VERSION	\$0.00	ĸ	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRIME OCR
5	PR456-010-394	SEL PRIMEOCR 1 CPU 3 OCR ENG IA5.3	\$16,250.00		31%	\$11,212.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRIME OCR
5	PR456-010-395	SEL PRIMEOCR 2 CPU 6 OCR ENG IA5.3	\$35,750.00		31%	\$24,667.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRIME OCR
5	PR456-010-396	SEL PRIMEOCR 4 CPU 6 OCR ENG 1A5.3	\$55,375.00		31%	\$38,208.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRIME OCR
5	PR456-010-397	SELECT: PRIMEOCR ASIAN OCR 1A5.3	\$20,500.00		31%	\$14,145.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRIME OCR
5	PR456-010-399	SELECT: PRIMEVERIFY IA5.3	\$4,875.00		31%	\$3,363.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRIME OCR
5 5	PR456-010-400 PR456-010-539	SEL PRIMEOCR 1 CPU 6 OCR ENG IA5.3 SEL PRIMEOCR 1 CPU 2 OCR ENG IA5.3	\$24,875.00 \$13,000.00		31% 31%	\$17,163.75 \$8,970.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		PRIME OCR PRIME OCR
5	PR456-100-394	SEL PRIMEOCR 1 CPU 3 OCR ENG IAS.3	\$16,250.00		31%	\$11,212.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRIME OCR
5	PR456-100-395	SEL PRIMEOCR 2 CPU 6 OCR ENG IA6	\$35,750.00		31%	\$24,667.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRIME OCR
5	PR456-100-396	SEL PRIMEOCR 4 CPU 6 OCR ENG IA6	\$55,375.00	к	31%	\$38,208.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRIME OCR
5	PR456-100-397	SELECT: PRIMEOCR ASIAN OCR IA6	\$20,500.00		31%	\$14,145.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRIME OCR
5	PR456-100-399	SELECT: PRIMEVERIFY IA6	\$4,875.00		31%	\$3,363.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRIME OCR
5 5	PR456-100-400 PR456-100-401	SEL PRIMEOCR 1 CPU 6 OCR ENG IA6 SELECT: PRIMEOCR RUSSIAN OCR IA6	\$24,875.00 \$20,500.00		31% 31%	\$17,163.75 \$14,145.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		PRIME OCR PRIME OCR
5	PR456-100-539	SEL PRIMEOCR 1 CPU 2 OCR ENG IA6	\$13,000.00		31%	\$14,145.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRIME OCR
5	PR456-650-394	SELECT: PRIMEOCR 1 CPU 3 OCR ENG V6.5	\$16,250.00		31%	\$11,212.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRIME OCR
5	PR456-650-395	SELECT: PRIMEOCR 2 CPU 6 OCR ENG V6.5	\$35,750.00		31%	\$24,667.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRIME OCR
5	PR456-650-396	SELECT: PRIMEOCR 4 CPU 6 OCR ENG V6.5	\$55,375.00		31%	\$38,208.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRIME OCR
5	PR456-650-397	SELECT: PRIMEOCR ASIAN OCR V6.5	\$20,500.00		31%	\$14,145.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRIME OCR
5	PR456-650-399	SELECT: PRIMEVERIFY V6.5	\$4,875.00		31%	\$3,363.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRIME OCR
5 5	PR456-650-400 PR456-650-401	SELECT: PRIMEOCR 1 CPU 6 OCR ENG V6.5 SELECT: PRIMEOCR RUSSIAN OCR V6.5	\$24,875.00 \$20,500.00		31% 31%	\$17,163.75 \$14,145.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		PRIME OCR PRIME OCR
5	PR456-650-539	SELECT: PRIMEOCR 1 CPU 2 OCR ENG V6.5	\$13,000.00		31%	\$14,145.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRIME OCR
5	PR456-700-394	SELECT: PRIMEOCR 1 CPU 2 OCR ENG V0.5 SELECT: PRIMEOCR 1 CPU 3 OCR ENG V7.0	\$16,250.00		31%	\$11,212.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRIME OCR
5	PR456-700-395	SELECT: PRIMEOCR 2 CPU 6 OCR ENG V7.0	\$35,750.00		31%	\$24,667.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRIME OCR
5	PR456-700-396	SELECT: PRIMEOCR 4 CPU 6 OCR ENG V7.0	\$55,375.00		31%	\$38,208.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRIME OCR
5	PR456-700-397	SELECT: PRIMEOCR ASIAN OCR V7.0	\$20,500.00		31%	\$14,145.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRIME OCR
5	PR456-700-398	SELECT: PRIMEOCR ASIAN OCR LEVEL 6 V7.0			31%	\$20,096.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRIME OCR
5	PR456-700-399	SELECT: PRIMEVERIFY V7.0	\$4,875.00		31%	\$3,363.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRIME OCR PRIME OCR
5	PR456-700-400 PR456-700-401	SELECT: PRIMEOCR 1 CPU 6 OCR ENG V7.0 SELECT: PRIMEOCR RUSSIAN OCR V7.0	\$24,875.00 \$20,500.00		31% 31%	\$17,163.75 \$14,145.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		PRIME OCR
0			\$20,000.00		0.70	φ, 140.00	\$3.00	40.00	<i>\.</i> 00	\$0.00	\$0.00	\$3.00	

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6 OFENDES Form Form <th< td=""><td>5</td><td>QLE2460-E-SP</td><td></td><td></td><td></td><td>31%</td><td></td><td>\$0.00</td><td>\$0.00</td><td>\$0.00</td><td>\$0.00</td><td>\$0.00</td><td></td><td></td></th<>	5	QLE2460-E-SP				31%		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		
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5 CLEMSCH_LE SELECT NGS SNLE PT CUFCDE # PCUF 11.4420. K 31% 51.04.31 Sto.0 50.00														
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5 CLEBAC-SR-E SELICIS DUL PRT OFF FOR XR POILE DVM S27:00 K 31% \$1,001 50.00	5		SEL 10GB SNGL PRT OPT FCOE X8 PCIE LC N	\$1,868.00	К	31%	\$1,288.92	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	QLOGIC
5 BAP-BAR SELECT: SNO 2-POVER SUPPLY FRU \$711:00 K 31% \$50.43 \$0.00 \$0														
S SHACKNT S11:0 K 31% S14:58 50.00<														
5 SPR8-SW-PK SELECT: ALGGE/PCK & SWWE SPP \$32.300 K 31% \$22.27 \$0.00 \$	-													
5 NPAK-COPP-03 SELECT. 1005 20 USTACKING CABLE \$376.00 K 376.40 \$259.44 \$0.00														
S PXPAK-COPP-09 SELECT 1058 PC USTACKING CABLE STR.00 K 31% S250.44 50.00	5	SFP8-SW-4PK	SELECT: QLOGIC 4PCK 8G SWAVE SFP	\$1,294.00	к	31%	\$892.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	QLOGIC
S XPAK-COPP-79 SELECT: 1056 75 CUSTACKING CABLE Still														
5 XPAK-LW-01 SELECT: (1) to G 310M XPAK OPTIC \$4.871.00 K 31% \$3,153.99 \$0.00	-													
S XPAK-SWOID SELECT: (1) 100 G850M XPAK OPTIC \$2,837.00 K 31% \$1,819.53 \$0.00														
5 HAS/KS-UPLIT SELECT 25% Prod Uplifs frik her with Strong \$10.00 K 31% \$5.80 \$0.00 <td></td>														
5 MCD-EPM-ISW SELECT EAR/LICU USERS \$7,500.00 K 37% \$5,750.00 \$0	5	HASVRS-UPLFT				31%			\$0.00	\$0.00	\$0.00	\$0.00		
5 MCD-RT1-KURS SELECT iook PPY PACK \$3,0000 K 31% \$5,22000 \$0,000 <	-													
5 MCIA-100KPPY SELECT 100K PPY PACK 520,00 K 31% \$345.00 \$0.00 </td <td></td>														
5 MCIA-10MPPY SELECT 10M PPY PACK \$28,000,00 K 31% \$19,320,00 \$0														
5 MCIA-IMPPY SELECT IM PPY PACK \$4,000.00 K 31% \$2,760.00 \$0,00<														
5 MCIART-RUSRS SELE 1,000 InfoArchive users \$8,000.00 K 31% \$5,200.00 \$0.00	5					31%		\$0.00		\$0.00	\$0.00	\$0.00		
5 MCX-LPM.1CRE SELECT EACH XPRES PROD SVR CORE \$7,500.00 K 31% \$5,175.00 \$0,00														
5 MCX-RT-ItUSR SELECT Each 500 LC USERS \$4,000.0 K 31% \$2,760.00 \$0.00 <th< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></th<>														
5 NONPROD-UPLF SELECT 10% Prod Uplift for Non-Prod \$10,00 K 31% \$6.90 \$0,00														
5 REVCOLL-RDBORCI SELE a DCTM Repository - Oracle DB \$9,000 K 31% \$6,210.00 \$					к									
5 REVCOLL-RDBSQL SELE a DCTM Reposition - SOL DB \$5,00000 K 31% \$3,450.00 \$0.														
5 REVCON-CAUC SELECT CA UNICENTER CONNECTOR \$7,500.00 K 31% \$5,175.00 \$0.00														
5 REVCON-HPOV SELECT HID OPENVIEW CONNECTOR \$7,500.00 K 31% \$5,175.00 \$0.00														
5 REVCON-IBMTIV SELECT IBM TIVOLI CONNECTOR \$7,500.00 K 31% \$5,175.00 \$0.00														
5 REVCON-MSFT SELECT MICROSOFT SCOM CONNECTOR \$2,00.0 K 31% \$1,725.00 \$0.00	-													
5 REVCORE-DCTM SEL ReveilleCore for Dctm Term Lic \$0.00 K 31% \$0.00	5	REVCON-MSFT	SELECT MICROSOFT SCOM CONNECTOR	\$2,500.00	к		\$1,725.00	\$0.00					\$0.00	REVEILLE
5 REVDIST-REVPLT SEL Distributed; Ea Reveille Platform \$10,000.00 K 31% \$6,900.00 \$	5													
5 REV-IARCH-1TB SELECT Mgmt Console InfoArchive Ea TB \$5,500.00 K 31% \$3,795.00 \$0.	5													
5 REVPLT-10SVR SEL Ea Reveille Base, up to 10 Svrs \$10,000.00 K 31% \$6,900.00 \$0.00	-													
5 REVPLT-ADDL10SVISEL 10 Svrs added to Reveille Platform \$8,000.00 K 31% \$5,520.00 \$0.00														
5 T-RE VSVRD SELECT RMCD TRIAL \$0.00 K 31% \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 REVEILLE 5 T-RE VSVR-IA SELECT RMCCI TRIAL \$0.00 K 31% \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 REVEILLE 5 AIXBMX-40 SEL AI Xpt BrwsrMetrix 10MPgViews-Month \$26,332.00 K 31% \$18,169.08 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 REVERBED 5 AIXBMX-50 SEL AI Xpt BrwsrMetrix 100MPgViews-Month \$223,871.00 K 31% \$164,470.99 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 REVERBED 5 AIXBMX-60 SEL AI Xpt BrwsrMetrix 10MPgViews-Month \$82,332.00 K 31% \$608,809.08 \$0.00 \$0.0		REVPLT-ADDL10SV	ISEL 10 Svrs added to Reveille Platform	\$8,000.00	К	31%	\$5,520.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	REVEILLE
5 T-REVSVR-IA SELECT RMCCI TRIAL \$0.00 K 31% \$0.00														
5 AIXBMX-40 SEL AI Xprt BrwsrMetrix 10MPgViews-Month \$26,332.00 K 31% \$18,169.08 \$0.00<	-													
5 AIXBMX-50 SEL AI XprtBrwsrMetrix 100MPgViews-Month \$223,871.00 K 31% \$154,470.99 \$0.00 \$0.0														
5 AIXBMX-60 SEL AI Xprt BrwsrMetrix 1BPgViews-Month \$882,332.00 K 31% \$608,809.08 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED 5 AIXBMX-70 SEL AI Xprt BrwsrMetrix 10BPgViews-Month \$1,846,148.00 K 31% \$1,273,842.12 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED														
		AIXBMX-60	SEL AI Xprt BrwsrMetrix 1BPgViews-Month						\$0.00		\$0.00	\$0.00	\$0.00	RIVERBED
5 AIXCUL SEL Appintemais Xpert Agent \$3,932.00 K 31% \$2,713.08 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED														
	5	AIXCOL	SEL Appinternals Xpert Agent	\$3,932.00	К	31%	\$2,713.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	KIVERBED

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAI	RRANTY UPGRADE	ENET PRICE		1
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	AIXCON	SEL AppInternals Xpert Management Server	\$34,455.00	К	31%	\$23,773.95	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	ARX-02200-B010	SEL AppResponse 2200	\$42,702.00		31%	\$29,464.38	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	ARX-03300-B010	SEL AppResponse 3300	\$66,455.00	к	31%	\$45,853.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	ARX-03800-B010 ARX-04300-B010	SEL AppResponse 3800 SEL AppResponse 4300	\$105,225.00 \$138,455.00		31% 31%	\$72,605.25 \$95,533.95	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED
5	ARX-05100-B010	SEL AppResponse 5100	\$177,225.00		31%	\$122,285.25	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	ARX-06000-B010	SEL AppResponse 6000	\$253,532.00		31%	\$174,937.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	ARXCXT10	SEL CX-Tracer - 10 Servers	\$19,686.00	ĸ	31%	\$13,583.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	ARXCXT100	SEL CX-Tracer - 100 Servers	\$131,686.00	к	31%	\$90,863.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	ARXCXT500	SEL CX-Tracer - 500 Servers	\$329,225.00	к	31%	\$227,165.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	ARXDB	SEL AppResponse DB Module	\$19,686.00	К	31%	\$13,583.34	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	ARX-DIR300-B010	SEL AppResponse Director	\$52,055.00	ĸ	31%	\$35,917.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	ARX-EXP300-B010 ARX-SM-3000	SEL AppResponse Expansion Chassis SEL Shark Module for AppResp 3000 series	\$68,302.00 \$12,302.00	к к	31% 31%	\$47,128.38 \$8,488.38	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED
5	ARX-SM-3000	SEL Shark Module for AppResp 3000 series	\$12,302.00	ĸ	31%	\$15,197.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	ARX-SM-5000	SEL Shark Module for AppResp 5000 series	\$26,455.00		31%	\$18,253.95	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	ARX-SM-6000	SEL Shark Module for AppResp 6000 series	\$42,332.00	к	31%	\$29,209.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	ARX-UCMM	SEL AppResponse UC Module	\$39,502.00	к	31%	\$27,256.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	ARX-V2000	SEL AppResponse v2000	\$32,855.00	к	31%	\$22,669.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	ARXVMON	SEL AppResponse VMon	\$14,517.00	к	31%	\$10,016.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	ARXVOI1K	SEL AppResp VoIP Module 1-1000 Calls	\$19,686.00		31%	\$13,583.34	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5 5	ARXVOI250 ARXVOI500	SEL AppResponse VoIP Module 1-250 Calls SEL AppResponse VoIP Module 1-500 Calls	\$7,871.00 \$13,163.00	K K	31% 31%	\$5,430.99 \$9,082.47	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED
5	ASENX	SEL AppResponse Voir Module 1-500 Calls SEL AppSensor Xpert	\$26,332.00	ĸ	31%	\$9,082.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	ASESNMP	SEL AppSensor SNMP Adapter Pack	\$6,154.00	К	31%	\$4,246.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	ATXP	SEL AppTransaction Plus	\$109,286.00		31%	\$75,407.34	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	ATXS	SEL AppTransaction Standard	\$77,655.00		31%	\$53,581.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	CMC-H-10-1	SELECT 10 PACK CMC LICENSES (QTY 0-4)	\$3,077.00	к	31%	\$2,123.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	CMC-H-10-2	SELECT 10 PACK CMC LICENSES (QTY 5-19)	\$2,462.00	ĸ	31%	\$1,698.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	CMC-H-10-3	SELECT 10 PACK CMC LICENSES (QTY 20-44)		ĸ	31%	\$1,019.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	CMC-H-10-4 CMC-H-10-5	SELECT 10 PACK CMC LICENSES (QTY 45-94) SELECT 10 PACK CMC LICENSES (QTY 95-194			31% 31%	\$764.52 \$636.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED
5	CMC-H-10-5 CMC-H-10-6	SELECT 10 PACK CMC LICENSES (QTF 95-194 SELECT 10 PACK CMC LICENSES (QTY 195+)	\$677.00	ĸ	31%	\$467.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	CMC-S-10-1	SELECT CMC-VE Licenses (Qty 0-9)	\$3,077.00	ĸ	31%	\$2,123.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	CMC-S-10-2	SELECT CMC-VE LICENSES (QTY 10-24)	\$2,462.00	ĸ	31%	\$1,698.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	CMC-S-10-3	SELECT CMC-VE LICENSES (QTY 24-29)	\$1,477.00	к	31%	\$1,019.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	CMC-S-10-4	SELECT CMC-VE LICENSES (QTY 50-99)	\$1,108.00	к	31%	\$764.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	CMC-S-10-5	SEL CMC-VE Licenses (Qty 100-199)	\$923.00	К	31%	\$636.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	CMC-S-10-6	SEL CMC-VE Licenses (Qty 200+)	\$677.00	к	31%	\$467.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	CMC-VE-INST	SEL VIRTUAL CMC LICENSE	\$1,846.00	ĸ	31% 31%	\$1,273.74	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED
5		1SEL SteelCentNetShkPckAnlyz1ConcLic(1-4) 2SEL SteelCentNetShkPckAnlyz1ConcLic(5-9)	\$5,532.00 \$4,425.00	к К	31%	\$3,817.08 \$3,053.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5		3SEL SteelCentNSharkPackAnaly1CncLic(3-9)	\$3,563.00	ĸ	31%	\$2,458.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5		4SEL SteelCentNetSharkPktAnlz1CncLic25 up	\$3,071.00	к	31%	\$2,118.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5		1 SEL Pilot Concurrent User 1-4	\$5,532.00	к	31%	\$3,817.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	CSP-CNC-LICUSR-2	2 SEL Pilot Concurrent User 5-9	\$4,425.00	к	31%	\$3,053.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5		3 SEL Pilot Concurrent User 10-24	\$3,563.00	к	31%	\$2,458.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5		4 SEL Pilot Concurrent User 25+	\$3,071.00	ĸ	31%	\$2,118.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	CSP-LIC-USR-1	SEL CASCADE PILOT 1 USER 1-2	\$3,686.00	ĸ	31%	\$2,543.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	CSP-LIC-USR-2 CSP-LIC-USR-3	SEL CASCADE PILOT 1 USER 3-4 SEL CASCADE PILOT 1 USER 5-9	\$3,563.00 \$2,938.00	к к	31% 31%	\$2,458.47 \$2,027.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	CSP-LIC-USR-3	SEL CASCADE PILOT 1 USER 5-9 SEL CASCADE PILOT 1 USER 10-24	\$2,938.00		31%	\$2,027.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	CSP-LIC-USR-5	SEL CASCADE PILOT 1 USER 10-24 SEL CASCADE PILOT 1 USER 25-49	\$2,651.00	ĸ	31%	\$1,829.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	CSP-LIC-USR-6	SEL CASCADE PILOT 1 USER 50-99	\$2,518.00		31%	\$1,737.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	CSP-LIC-USR-7	SEL CASCADE PILOT 1 USER 100-99999	\$2,140.00	к	31%	\$1,476.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	CSP-PE-LIC	SEL Cascade Pilot Personal Edition	\$1,594.00		31%	\$1,099.86	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	CX-255-B020	SEL SteelHead CX255B020 with RiOS (TAA)	\$2,209.00	ĸ	31%	\$1,524.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	CX-570-B020	SEL Steelhead CX570B20 w RiOS BMC Module SEL Steelhead CX770B20 w RiOS BMC Module	\$8,855.00	к К	31%	\$6,109.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		
5 5	CX-770-B020 FPS-003	SEL Steelhead CX770B20 w RIOS BMC Module SEL FIPS License (CX555/570/EX560)	\$14,400.00 \$3,077.00		31% 31%	\$9,936.00 \$2,123.13	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED
5	FPS-003	SEL FIPS License (CX555/570/EX560) SEL FIPS License (CX755/770/EX760)	\$4,431.00		31%	\$2,123.13	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	FPS-005	SELFIPS2050/1555/3070/EX/SFED21/22/3100	\$5,046.00	ĸ	31%	\$3,481.74	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	FPS-006	SEL FIPS 5050/6050/5055/5070/SFED32/5100	\$9,231.00	ĸ	31%	\$6,369.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	FPS-007	SEL FIPS License (SH7050/CX7055/CX7070)	\$18,462.00	к	31%	\$12,738.78	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	FSYNC-001	SEL FusionSync GCA2000	\$3,077.00		31%	\$2,123.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	FSYNC-002	SEL FusionSync GCA 3000	\$4,615.00		31%	\$3,184.35	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	FSYNC-003	SEL FusionSync VGC1000	\$1,846.00		31%	\$1,273.74	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	FSYNC-004	SEL FusionSync VGC1500	\$3,077.00		31%	\$2,123.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	FSYNC-005	SEL FusionSync SFCR3500	\$6,154.00	ĸ	31% 31%	\$4,246.26	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00 \$0.00		
5	HA-BUNDLE INT-09600-B010	SEL High Avail Bundle (25% ea adj LP) SEL SteelHead Interceptor 9600 Base	\$0.00 \$55,378.00	ĸ	31%	\$0.00 \$38,210.82	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	INT-09600-B010-C	SEL SteelHead Interceptor 9600 Base-C	\$55,378.00		31%	\$38,210.82	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	KIT-MEM1-1260	SEL MEMORY UPGR LIC KIT EX1260 (TO 32GE			31%	\$1,698.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	KIT-MEM2-1260	SEL MEMORY UPGR LIC KIT EX1260 (TO 64GE			31%	\$6,793.74	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	L-CAP2260-CAA	SEL CAS ANALYTICS LIC FOR CAP-2260-B010			31%	\$33,965.25	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAF	RANTY UPGRADE	E NET PRICE		1
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	L-CAP4260-CAA	SEL CAS ANALYTICS LICENSE FOR ENT PROP			31%	\$59,442.12	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5 5	LIC-ADD-100MB LIC-ARX2200	SEL License 100Mbps add on-VH only SEL AppResponse 2200 licenses	\$4,923.00 \$4,708.00		31% 31%	\$3,396.87 \$3,248.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			RIVERBED
5	LIC-ARX3300	SEL AppResponse 3300 licenses	\$7,385.00		31%	\$5,095.65	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	LIC-ARX3800	SEL AppResponse 3800 licenses	\$11,692.00		31%	\$8,067.48	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	LIC-ARX4300	SEL AppResponse 4300 licenses	\$15,385.00		31%	\$10,615.65	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	LIC-ARX5100	SEL AppResponse 5100 licenses	\$19,692.00	К	31%	\$13,587.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	LIC-ARX6000	SEL AppResponse 6000 licenses	\$28,314.00		31%	\$19,536.66	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	LIC-ARXDIR300	SEL AppResponse Director 300 licenses	\$5,785.00		31%	\$3,991.65	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5 5		SEL SDN Feature License for CAP-VE-100	\$6,148.00 \$2,455.00		31% 31%	\$4,242.12	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00		RIVERBED
5	LIC-CXA-255-H	SEL SDN Feature License for CAX-460 SEL License SteelHead CX255-H	\$2,455.00		31%	\$1,693.95 \$4,416.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	LIC-CXA-255-L	SEL License SteelHead CX255-L	\$1,477.00		31%	\$1,019.13	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	LIC-CXA-255-M	SEL License SteelHead CX255-M	\$3,938.00		31%	\$2,717.22	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	LIC-CXA-255-U	SEL License SteelHead CX255-U	\$246.00	К	31%	\$169.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	LIC-CXA-570-H	SEL Lic SteelHead CX570H 10Mbps 700conn	\$5,292.00		31%	\$3,651.48	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	LIC-CXA-570-L	SEL Lic SteelHead CX570L 10Mbps 275conn	\$985.00		31%	\$679.65	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	LIC-CXA-570-M	SEL Lic SteelHead CX570M 10Mbps 450conn	\$3,446.00		31%	\$2,377.74	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5 5	LIC-CXA-770-H LIC-CXA-770-L	SEL Lic SteelHead CX770H 30Mbps 2500conn SEL Lic SteelHead CX770L 20Mbps 1000conn	\$10,209.00 \$1,594.00		31% 31%	\$7,044.21 \$1,099.86	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	LIC-CXA-770-L	SEL Lic SteelHead CX770L 20Mbps 1000conn SEL Lic SteelHead CX770M 20Mbps 1500conn	\$4,055.00		31%	\$1,099.86	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	LIC-INT-09600	SEL License Steelhead INT-9600	\$6,154.00		31%	\$4,246.26	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	LIC-SCAN-02170	SEL SteelCentral NetShark 2170 license	\$4,923.00		31%	\$3,396.87	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	LIC-SCAN-04170	SEL SteelCentral NetShark 4170 license	\$9,231.00	к	31%	\$6,369.39	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	LIC-SCAN-06170	SEL SteelCentral NetShark 6170 license	\$12,308.00		31%	\$8,492.52	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL NetSharkVE SteelFusionEdge2100, 2200	\$2,209.00		31%	\$1,524.21	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL NetSharkVE SteelFusionEdge3100	\$3,194.00		31% 31%	\$2,203.86	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	LIC-SCC-1000	SEL NetSharkVE SteelFusionEdge3200, 5100 SELLic SCC1000incl bundled20 Appliances	\$6,148.00 \$1,108.00		31%	\$4,242.12 \$764.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			RIVERBED
5		SEL SteelCentralFlowGateway Lic 200K FPM	\$6,154.00		31%	\$4,246.26	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL SteelCentralFlowGateway Lic 400K FPM	\$27,077.00		31%	\$18,683.13	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL SteelCentralFlowGateway Lic 600K FPM	\$44,308.00		31%	\$30,572.52	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL SteelCentralFlowGateway Lic 800K FPM	\$59,077.00		31%	\$40,763.13	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL SteelCentral Flow Gateway Lic 1M FPM	\$72,615.00		31%	\$50,104.35	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5 5		SEL SteelCentral Flow Gateway Lic 2M FPM	\$121,846.00		31%	\$84,073.74	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	LIC-SCNE-470-F1 LIC-SCNE-470-F2	SEL SteelCentral NetExpress Lic 15K FPM SEL SteelCentral NetExpress Lic 30K FPM	\$2,462.00 \$18,462.00		31% 31%	\$1,698.78 \$12,738.78	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			RIVERBED
5		SEL SteelCentral NetExpress Lic 50K FPM	\$45,538.00		31%	\$31,421.22	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL SteelCentral NetExpress Lic 90K FPM	\$70,154.00		31%	\$48,406.26	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL SteelCentral NetExpress Lic 120K FPM	\$92,308.00		31%	\$63,692.52	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5		NSEL SteelCentral SDN License SCNEVE470	\$2,455.00		31%	\$1,693.95	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL SteelCentralNetProfilerEnterprUILic	\$4,923.00		31%	\$3,396.87	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL SteelCentralNetProfiler Lic 200K FPM	\$12,923.00		31%	\$8,916.87	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5 5		SEL SteelCentralNetProfiler Lic 400K FPM SEL SteelCentralNetProfiler Lic 600K FPM	\$65,846.00 \$105,231.00		31% 31%	\$45,433.74 \$72,609.39	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			RIVERBED
5		SEL SteelCentralNetProfiler Lic 800K FPM	\$139,692.00		31%	\$96,387.48	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL SteelCentral NetProfiler Lic 1M FPM	\$168,000.00		31%	\$115,920.00	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	LIC-SCNP2270-SDN	SEL SteelCentral SDN Lic SCNP-02270-B010	\$6,148.00	К	31%	\$4,242.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5		1 SEL SteelCentrNetProfilerEntANLic1MFPM	\$18,831.00		31%	\$12,993.39	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5		1 SEL SteelCentralNetProfilerEnterpr DBLic	\$7,877.00		31%	\$5,435.13	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5 5		1 SEL SteelCentralNetProfilerEnterpr DPLic	\$6,523.00		31%	\$4,500.87	\$0.00	\$0.00	\$0.00	\$0.00			
5		1 SEL SteelCentrNetProfilerEntEXLic1MFPM I SEL SteelCentralNetProfilerEnterprSDNLic	\$18,831.00 \$6,148.00		31% 31%	\$12,993.39 \$4,242.12	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			RIVERBED
5		SEL SDN License for SCNP-VE-SDN	\$6,148.00		31%	\$4,242.12	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	LIC-SCPS-002	SEL SCPS LICENSE ON 555 SERIES	\$2,455.00		31%	\$1,693.95	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	LIC-SCPS-004	SEL SCPS License on 755/770 Series	\$4,302.00	К	31%	\$2,968.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	LIC-SCPS-006	SEL SCPS Lic EX1160/SFED2100/2200	\$10,455.00		31%	\$7,213.95	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	LIC-SCPS-006E	SEL EVAL SCPS LICENSE ON 1160 SERIES	\$0.00		31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	LIC-SCPS-007	SEL SCPS Lic 1260/1360/SFED3100/3200 SEL SCPS License on 1555/3070 Series	\$15,378.00		31%	\$10,610.82	\$0.00	\$0.00	\$0.00	\$0.00			
5 5	LIC-SCPS-008 LIC-SCPS-009	SEL SCPS License on 1555/3070 Series SEL SCPS License on 5055/5070 Series	\$10,455.00 \$15,378.00		31% 31%	\$7,213.95 \$10,610.82	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED
5	LIC-SCPS-009	SEL SCPS License 7055/7070/DX8000 Series	\$40,609.00		31%	\$10,610.82	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL LIC SFCR3500, C1, 25TB, 150LUNs	\$9,225.00	ĸ	31%	\$6,365.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5		SEL LIC SFCR3500, C2, 50TB, 200 LUNs	\$19,071.00	к	31%	\$13,158.99	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL LIC SFCR3500, C3, 100 TB, 300 LUNs	\$46,148.00	к	31%	\$31,842.12	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	RIVERBED
5		SEL LIC SFED2100 W1 1500cxns, 20Mbps	\$6,154.00		31%	\$4,246.26	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL LIC SFED2100 W2 2500 cxns, 30Mbps	\$16,000.00		31%	\$11,040.00	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL LIC SFED2100 W3 5000 cxns, 50Mbps SEL LIC SFED2200 W1 1500cxns, 20Mbps	\$31,385.00		31%	\$21,655.65	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5 5		SEL LIC SFED2200 W1 1500cxns, 20Mbps SEL LIC SFED2200 W2 2500 cxns, 30Mbps	\$6,154.00 \$12,308.00		31% 31%	\$4,246.26 \$8,492.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			RIVERBED RIVERBED
5		SEL LIC SFED2200 W2 2500 Ckris, 50Mbps SEL LIC SFED2200 W3 5000 ckris, 50Mbps	\$30,769.00		31%	\$21,230.61	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL LIC SFED3100 W0 BlockStream 30Mbps	\$0.00		31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL LIC SFED3100 W1 2500 cxns, 30Mbps	\$12,308.00		31%	\$8,492.52	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL LIC SFED3100 W2 5000 cxns, 50Mbps	\$24,615.00	к	31%	\$16,984.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	LIC-SFED-3100-W3	SEL LIC SFED3100 W3 10000 cxns, 100Mbps	\$33,846.00	К	31%	\$23,353.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAR	RANTY UPGRADE	NET PRICE		1
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5		SEL LIC SFED3200 W0 BlockStream 30Mbps	\$0.00		31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5		SEL LIC SFED3200 W1 2500 cxns, 30Mbps SEL LIC SFED3200 W2 5000 cxns, 50Mbps	\$9,846.00 \$27,077.00		31% 31%	\$6,793.74 \$18,683.13	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) RIVERBED) RIVERBED
5		SEL LIC SFED3200 W2 5000 cxns, 5000ps SEL LIC SFED3200 W3 10000 cxns, 100Mbps	\$39,385.00		31%	\$27,175.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5		SEL LIC SFED5100 W0 BlockStream 50Mbps	\$0.00		31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5		SEL LIC SFED5100 W1 5000 cxns, 50Mbps	\$18,462.00		31%	\$12,738.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5		SEL LIC SFED5100 W2 10000 cxns, 100Mbps	\$30,769.00		31%	\$21,230.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5		SEL SupprtNSharkVE StFusionEdg2100, 2200	\$317.00		31%	\$218.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	NIC-001-2TX	SEL 2PORT1GBE TX COPPER NIC-VSH USE O			31%	\$1,268.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	NIC-002-4TX	SEL 4PORT1GBE TXCOPPER NIC EX560/760/V			31%	\$2,754.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	NIC-003-4TX NIC-003-4TX-C	SEL 4P 1GBE TX NIC CX;EX (SPARE)	\$3,992.00		31%	\$2,754.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	NIC-003-4TX-C NIC-003-4TXEC	SEL 4P1GBE TX COPPER NIC SEL EVAL 4-PORT 1GBE TX COPPER NIC	\$3,194.00 \$3,194.00		31% 31%	\$2,203.86 \$2,203.86	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) RIVERBED) RIVERBED
5	NIC-003-41XEC	SEL 4P 1GBE SX MULT MDE NIC-CX;EX(SPARI			31%	\$13,794.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	NIC-004-4SX-C	SEL 4-PORT 1GBE SX MULTI MODE FIBER NIC			31%	\$11,035.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	NIC-005-4LX	SEL 4P 1GBE LX SGLE MDE NIC-CX;EX(SPARE			31%	\$15,917.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	NIC-005-4LX-C	SEL 4-PORT 1GBE LX SINGLE MODE FIBER NI	\$18,455.00	к	31%	\$12,733.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	NIC-007-2LR	2-port 10GbE LR Fiber NIC- Gen 2 (Spare)	\$26,146.00		31%	\$18,040.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	NIC-007-2LR-C	SEL 2-port 10GbE LR Fiber NIC- Gen 2	\$20,917.00		31%	\$14,432.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	NIC-008-2SR	2P 10GbE SR MultiModeFiberNIC-Gen2(Spr)	\$20,762.00		31%	\$14,325.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	NIC-008-2SR-C	SEL 2P 10GbE SR Mult Mode Fiber NIC-Gen2	\$16,609.00		31%	\$11,460.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	NIC-009-2XF NIC-009-2XF-C	SEL 2P 10G FIBER (LR;SR) REQUIRES SFP'S SEL 2-PORT 10G FIBER (LR; SR) SFP+	\$19,992.00 \$15,994.00		31% 31%	\$13,794.48 \$11,035.86	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) RIVERBED) RIVERBED
5	NIC-01G-2LX	SEL 2-PORT 1GBE LX NIC (XX50) SPARE	\$7,495.00		31%	\$5,171.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	NIC-01G-2LX-C	SEL 2-PORT 1GBE LX NIC (XX50) ADD-ON	\$9,954.00		31%	\$6,868.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	NIC-01G-2SX	SEL 2-PORT 1GBE SX NIC (XX50) SPARE	\$6,495.00		31%	\$4,481.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	NIC-01G-2SX-C	SEL 2-PORT 1GBE SX NIC (XX50) ADD-ON	\$8,626.00		31%	\$5,951.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	NIC-01G-4LX	SEL 4-PORT 1GBE LX NIC (XX50) SPARE	\$14,995.00		31%	\$10,346.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	NIC-01G-4LX-C	SEL 4-PORT 1GBE LX NIC (XX50) ADD-ON	\$19,915.00		31%	\$13,741.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	NIC-01G-4SX	SEL 4-PORT 1GBE SX NIC (XX50) SPARE	\$12,495.00		31%	\$8,621.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	NIC-01G-4SX-C	SEL 4-PORT 1GBE SX NIC (XX50) ADD-ON	\$17,259.00		31%	\$11,908.71	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	NIC-01G-4TX NIC-01G-4TX-C	SEL 4-PORT 1GBE TX NIC (XX50) SPARE SEL 4-PORT 1GBE TX NIC (XX50) ADD-ON	\$2,595.00 \$3,446.00		31% 31%	\$1,790.55 \$2,377.74	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) RIVERBED) RIVERBED
5	NIC04-4SX-E-C	SEL EVAL 4P 1GBE SX MULT MODE FIBER NIC			31%	\$2,377.74 \$11,035.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	NIC05-4LX-E-C	SEL EVAL 4P 1GBE LX SINGLEMODE FIBER NIC			31%	\$12,733.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5		SEL Dual 1 GbE Fiber LX	\$9,225.00		31%	\$6,365.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5		SEL Dual 1 GbE Fiber SX	\$7,994.00		31%	\$5,515.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	NIC-1-001G-4LXBP	SEL Quad 1 GbE Fiber LX	\$18,455.00	к	31%	\$12,733.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	NIC1-001G-4SFP-C	SEL Quad 1 GbE Fiber SFP	\$10,455.00		31%	\$7,213.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5		SEL Quad 1 GbE Copper Base-T	\$2,086.00		31%	\$1,439.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5		SEL Quad 1 GbE Copper Base-T	\$2,702.00		31%	\$1,864.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5		SEL Quad 1 GbE Copper Base-T	\$2,086.00		31%	\$1,439.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5		SEL Dual 10 GbE Fiber LR SEL Dual 10 GbE Fiber SFP+	\$20,917.00 \$11,686.00		31% 31%	\$14,432.73 \$8,063.34	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) RIVERBED) RIVERBED
5		SEL Dual 10 GbE Fiber SFP+	\$11,686.00		31%	\$8,063.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5		SEL Dual 10 GbE Fiber SR	\$16,609.00		31%	\$11,460.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5		SEL Dual 10 GbE Copper Base-T	\$7,378.00		31%	\$5,090.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5		SEL Dual 10 GbE Copper Base-T	\$7,378.00		31%	\$5,090.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	NIC1-010G-4SFPPC	SEL Quad 10 GbE Fiber SFP+	\$17,840.00		31%	\$12,309.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5		SEL Quad 10 GbE Copper Base-T	\$6,148.00		31%	\$4,242.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5		SEL Quad 10 GbE Copper Base-T	\$6,148.00		31%	\$4,242.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	NIC-10G-2LR-C NIC-10G-2SR-C	SEL 2-PORT 10GBE LR NIC ADD ON SEL 2-PORT 10GBE SR MM NIC ADD ON	\$22,570.00 \$17,922.00		31% 31%	\$15,573.30 \$12,366.18	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) RIVERBED) RIVERBED
5	NIC-CSK210G-C	SEL 2PTOGBE FIBER NIC-CSK ADD ON-REQ SI			31%	\$12,300.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	NIC-CSK-2TX-C	SEL 2PORT 1GBE TX CAPTURE NIC-CSK ADD			31%	\$1,693.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	NIC-CSK-4TX-C	SEL 4PORT 1GBE TX CAPTURE NIC-CSK ADD	\$3,686.00		31%	\$2,543.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	PWS-001-C	SELECT ADD ON POWER SUPPLY FOR SH105			31%	\$276.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	SAN-001-C	SEL SAN ATTACHED STORAGE CONN (CAP;C		К	31%	\$12,733.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5		SEL 1U8TBBaseSteelCentNetSharkappl2170-C	\$25,846.00		31%	\$17,833.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5		SEL 2U32TB,BaseSteelCentNetShark4170cfg	\$89,231.00		31%	\$61,569.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5		SEL 2UBaseStlCentNetShark6170Creq1SCANSL			31%	\$55,200.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5		SEL Storage, 48TB SteelCentral NetShark SEL Storage, 72TB SteelCentral NetShark	\$61,538.00 \$122,077,00		31%	\$42,461.22	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00		
5		SEL Storage, 721B SteelCentral NetSnark SELSteelCentral Controller1000 Appliance	\$123,077.00 \$9,963.00		31% 31%	\$84,923.13 \$6,874.47	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00) RIVERBED) RIVERBED
5		1SEL SCC Add StHd Mgnt Lic 10-pack (1-4)	\$3,077.00		31%	\$2,123.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5		2SEL SCC Add Strid Mgnt Lic 10-pack (1-4)	\$2,462.00		31%	\$1,698.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5		3SEL SCC Add StHd Mgnt Lic 10-pk (20-44)	\$1,477.00		31%	\$1,019.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5		4SEL SCC Add StHd Mgnt Lic 10-pk (45-94)	\$1,108.00		31%	\$764.52		\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	SCC-HWA-MGT-10-	5SEL SCC Add StHd Mgnt Lic 10-pk (95-194)	\$923.00	К	31%	\$636.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5		6SEL SCC Add StHd Mgnt Lic 10-pk (195 up)	\$677.00		31%	\$467.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5		SEL SteelCentrl Flow Gatewy SCFG2270B010	\$24,609.00		31%	\$16,980.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	SCFG-VE-F1	SEL SteelCentralFlow GatewayVirEd,15KFPM	\$3,686.00		31%	\$2,543.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	SCFG-VE-F10 SCFG-VE-F2	SEL SteelCentrlFlow GatewayVirEdit,2MFPM SEL SteelCentralFlow GatewayVirEd,30KFPM	\$129,225.00		31%	\$89,165.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		
5 5	SCFG-VE-F2 SCFG-VE-F3	SEL SteelCentralFlow GatewayVirEd,30KFPM SEL SteelCentralFlow GatewayVirEd,60KFPM	\$7,378.00 \$12,302.00		31% 31%	\$5,090.82 \$8,488.38	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) RIVERBED) RIVERBED
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					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAF	RANTY UPGRADE	NET PRICE		
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	SCFG-VE-F4	SEL SteelCentralFlow GatewayVirEd,90KFPM	\$18,455.00		31%	\$12,733.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	SCFG-VE-F5 SCFG-VE-F6	SEL SteelCentralFlowGatewayVirEd,200KFPM SEL SteelCentralFlowGatewayVirEd,400KFPM	\$22,148.00 \$40,609.00		31% 31%	\$15,282.12 \$28,020.21	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) RIVERBED) RIVERBED
5	SCFG-VE-F6 SCFG-VE-F7	SEL SteelCentralFlowGatewayVirEd,400KFPM	\$59,071.00		31%	\$40,758.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	SCFG-VE-F8	SEL SteelCentralFlowGatewayVirEd,800KFPM	\$73,840.00		31%	\$50,949.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	SCFG-VE-F9	SEL SteelCentrlFlow GatewayVirEdit,1MFPM	\$86,148.00		31%	\$59,442.12		\$0.00		\$0.00	\$0.00		RIVERBED
5		SEL SteelCentral NetExpress SCNE470-B10C	\$27,071.00		31%	\$18,678.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	SCNE-VE-00470-F1	SEL SteelCentralNetExpressVirEdit,15KFPM	\$24,609.00		31%	\$16,980.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5		SEL SteelCentralNetExpressVirEdit,30KFPM	\$40,609.00		31%	\$28,020.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5		SEL SteelCentralNetExpressVirEdit,60KFPM	\$66,455.00		31%	\$45,853.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5		SEL SteelCentralNetExpressVirEdit,90KFPM	\$91,071.00		31%	\$62,838.99		\$0.00		\$0.00	\$0.00		RIVERBED
5 5		SEL SteelCentralNetExpressVirEd,120KFPM SEL SteelCentrl NetProfiler SCNP2270B010	\$108,302.00 \$116,302.00		31% 31%	\$74,728.38 \$80,248.38	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) RIVERBED) RIVERBED
5		SEL SteelCentralNetProfiler SCNP2270B010	\$116,302.00		31%	\$80,248.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5		SEL SteelCentrINetProfilrEnterprANModule	\$169.471.00		31%	\$116,934.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5		SEL SteelCentNetProf Ent AnalysisMod Cfg	\$169,471.00	к	31%	\$116,934.99		\$0.00		\$0.00	\$0.00		RIVERBED
5		SEL SteelCentrlNetProfilrEnterprDBModule	\$70,886.00		31%	\$48,911.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	SCNP-4270-DP-B50	SEL SteelCntl Dispatch Enterprise Profir	\$58,702.00		31%	\$40,504.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5		SEL SteelCentNetProfEntSCNP4270 Exp Mod	\$169,471.00		31%	\$116,934.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5		C SEL SteelCentNetPrfirEntSCNP4270ExpMdCfg	\$169,471.00		31%	\$116,934.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5		SEL SteelCentlNetProf Ent UI Module	\$52,917.00		31%	\$36,512.73		\$0.00		\$0.00			RIVERBED
5 5	SCNP-VE-F1 SCNP-VE-F10	SEL SteelCentrlNetProfilerVirEdit,15KFPM SEL SteelCentralNetProfilerVirEdit,2MFPM	\$11,071.00 \$406,148.00		31% 31%	\$7,638.99 \$280,242.12	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) RIVERBED) RIVERBED
5	SCNP-VE-F10 SCNP-VE-F2	SEL SteelCentraINetProfilerVirEdit,20KFPM	\$406,148.00 \$22,148.00		31%	\$280,242.12 \$15,282.12		\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	SCNP-VE-F2 SCNP-VE-F3	SEL SteelCentriNetProfilerVirEdit, 50KFPM	\$22,148.00		31%	\$28,869.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	SCNP-VE-F4	SEL SteelCentrINetProfilerVirEdit,90KFPM	\$60,302.00		31%	\$41,608.38		\$0.00		\$0.00	\$0.00		RIVERBED
5	SCNP-VE-F5	SEL SteelCentralNetProfilerVirEd,200KFPM	\$92,302.00		31%	\$63,688.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	SCNP-VE-F6	SEL SteelCentralNetProfilerVirEd,400KFPM	\$135,378.00	к	31%	\$93,410.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	SCNP-VE-F7	SEL SteelCentralNetProfilerVirEd,600KFPM	\$196,917.00	к	31%	\$135,872.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	SCNP-VE-F8	SEL SteelCentralNetProfilerVirEd,800KFPM	\$233,840.00		31%	\$161,349.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	SCNP-VE-F9	SEL SteelCentralNetProfilerVirEdit,1MFPM	\$270,763.00		31%	\$186,826.47	\$0.00	\$0.00		\$0.00	\$0.00		RIVERBED
5	SCPRTL-FNDTN	SEL SteelCentral Portal	\$61,532.00		31%	\$42,457.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	SCPS-001	SEL SCPS on Steelhead 250 Series SEL SCPS on Steelhead 2050 Series	\$1,225.00		31%	\$845.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	SCPS-004 SCPS-005	SEL SCPS on Steelhead 2050 Series	\$10,455.00 \$15,378.00		31% 31%	\$7,213.95 \$10,610.82	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) RIVERBED) RIVERBED
5	SCPS-006	SEL SCPS on Steelhead 6050 Series	\$30,148.00		31%	\$20,802.12		\$0.00		\$0.00	\$0.00		RIVERBED
5	SCPS-007	SEL SCPS on Steelhead 7050 Series	\$40,609.00		31%	\$28,020.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	SCPS-01A	SEL SCPS on Steelhead 150 Series	\$1,225.00		31%	\$845.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	SCPS-VCX-003	SEL SCPS on Virtual Steelhead 555 Series	\$2,455.00	К	31%	\$1,693.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	SCPS-VCX-004	SEL SCPS on Virtual Steelhead 755 Series	\$4,302.00		31%	\$2,968.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	SCPS-VCX-005	SEL SCPS on Virtual Steelhd 1555 Series	\$10,455.00		31%	\$7,213.95	\$0.00	\$0.00		\$0.00	\$0.00		RIVERBED
5	SCPS-VSH-001	SEL SCPS on Virtual Steelhead 250 Series	\$1,225.00		31%	\$845.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	SCPS-VSH-002	SEL SCPS on Virtual Steelhead 550 Series	\$2,455.00		31%	\$1,693.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	SCPS-VSH-003 SCPS-VSH-004	SEL SCPS on Virtual Steelhd 1050 Series SEL SCPS on Virtual Steelhd 2050 Series	\$4,302.00 \$10,455.00		31% 31%	\$2,968.38 \$7,213.95	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) RIVERBED) RIVERBED
5	SCPS-VSH-01A	SEL SCPS on Virtual Steelhead 150 Series	\$1,225.00		31%	\$845.25	\$0.00	\$0.00		\$0.00	\$0.00		RIVERBED
5	SFCR-3500-B010	SEL SteelFusion Core, SFCR3500	\$40,000.00		31%	\$27,600.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5		SEL SteelFusion Core, SFCR3500	\$40,000.00		31%	\$27,600.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	SFED-2100-B010	SEL SteelFusion Edge SFED 2100	\$24,609.00	к	31%	\$16,980.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5		SEL SteelFusion Edge SFED 2100-C	\$24,609.00		31%	\$16,980.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	SFED-2200-B010	SEL SteelFusion Edge SFED 2200	\$30,763.00		31%	\$21,226.47	\$0.00	\$0.00		\$0.00			RIVERBED
5 5		SEL SteelFusion Edge SFED 2200-C	\$30,763.00		31% 31%	\$21,226.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		
5	SFED-3100-B010 SEED-3100-B010-C	SEL SteelFusion Edge SFED 3100 SEL SteelFusion Edge SFED 3100-C	\$49,225.00 \$49,225.00		31%	\$33,965.25 \$33,965.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) RIVERBED) RIVERBED
5	SFED-3200-B010-C	SEL SteelFusion Edge SFED 3100-C	\$73,840.00		31%	\$50,949.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5		SEL SteelFusion Edge SFED 3100-C	\$73,840.00		31%	\$50,949.60		\$0.00		\$0.00	\$0.00		RIVERBED
5	SFED-5100-B010	SEL SteelFusion Edge SFED 5100	\$116,917.00		31%	\$80,672.73		\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5		SEL SteelFusion Edge SFED 5100-C	\$116,917.00		31%	\$80,672.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	SFP-003-LR	SEL Long Reach 10GbE SFP+ module	\$1,785.00	к	31%	\$1,231.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	SFP-004-SR	SEL Short Reach 10GbE SFP+ module	\$1,046.00		31%	\$721.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	SFP-005-TX	SEL Copper 1GbE SFP module	\$615.00		31%	\$424.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	SFP-006-LX	SEL Long haul 1GbE fiber SFP module	\$732.00	ĸ	31%	\$505.08	\$0.00	\$0.00		\$0.00	\$0.00		RIVERBED
5	SFP-007-SX	SEL Short haul 1GbE fiber SFP module	\$486.00	ĸ	31%	\$335.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		
5 5	SMC-U-10-1 SMC-U-10-10	SELECT 10 SH MOBILE USER LIC (0-1) SELECT 10 SH MOBILE USER LIC (1001-2000)	\$2,449.00 \$1,452.00		31% 31%	\$1,689.81 \$1,001.88	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) RIVERBED) RIVERBED
5	SMC-U-10-10 SMC-U-10-11	SELECT 10 SH MOBILE USER LIC (1001-2000) SELECT 10 SH MOBILE USER LIC (2001-5000)			31%	\$976.35		\$0.00		\$0.00	\$0.00		RIVERBED
5	SMC-U-10-2	SELECT 10 SH MOBILE USER LIC (2001-5000) SELECT 10 SH MOBILE USER LIC (2-3)	\$2,425.00		31%	\$1,673.25	\$0.00	\$0.00		\$0.00	\$0.00		RIVERBED
5	SMC-U-10-3	SELECT 10 SH MOBILE USER LIC (2-3)	\$2,400.00		31%	\$1,656.00	\$0.00	\$0.00		\$0.00	\$0.00		RIVERBED
5	SMC-U-10-4	SELECT 10 SH MOBILE USER LIC (11-25)	\$2,055.00		31%	\$1,417.95	\$0.00	\$0.00		\$0.00	\$0.00		RIVERBED
5	SMC-U-10-5	SELECT 10 SH MOBILE USER LIC (26-50)	\$2,031.00		31%	\$1,401.39		\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	SMC-U-10-6	SELECT 10 SH MOBILE USER LIC (51-100)	\$1,969.00		31%	\$1,358.61	\$0.00	\$0.00		\$0.00	\$0.00		RIVERBED
5	SMC-U-10-7	SELECT 10 SH MOBILE USER LIC (101-200)	\$1,908.00		31%	\$1,316.52		\$0.00		\$0.00	\$0.00		RIVERBED
5	SMC-U-10-8	SELECT 10 SH MOBILE USER LIC (201-500)	\$1,538.00		31%	\$1,061.22		\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	SMC-U-10-9 SMC-VRT-V100	SELECT 10 SH MOBILE USER LIC (501-1000) SEL VirtualSMC manage10 concurrent users	\$1,477.00 \$7,378.00		31% 31%	\$1,019.13 \$5,090.82	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) RIVERBED) RIVERBED
5	SING-VR1-V100	SEE VIItuaiSivio manage to concurrent users	φr,378.00	r.	3170	φ0,090.62	φ0.00	φ 0. 00	φυ.00	φ0.00	ф 0. 00	φ0.00	NIVERDED

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAF	RANTY UPGRADE	NET PRICE		
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5		SEL SFP - 1GbE LX	\$277.00		31%	\$191.13	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5 5		SEL 10GbE DAC Twinax SEL SFP+ - 10GbE LR	\$302.00 \$1,471.00		31% 31%	\$208.38 \$1,014.99	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			RIVERBED RIVERBED
5		SEL SFP+ - 10GbE LR SEL SFP+ - 10GbE LR	\$1,471.00		31%	\$1,014.99	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL SFP+ - 10GbE SR	\$855.00		31%	\$589.95	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL SFP+ - 10GbE SR	\$855.00		31%	\$589.95	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	TRC-1-SFP-SX-C		\$240.00		31%	\$165.60	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5 5		SEL Upgrade LIC-SFCR-03500-C1 to C2 SEL Upgrade LIC-SFCR-03500-C1 to C3	\$11,323.00 \$42,462.00		31% 31%	\$7,812.87 \$29,298.78	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			RIVERBED RIVERBED
5		SEL Upgrade LIC-SFCR-03500-C1 to C3	\$31,138.00		31%	\$29,290.78	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL Upgrade LIC-SFED-02100-W1 to W2	\$11,323.00		31%	\$7,812.87	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL Upgrade LIC-SFED-02100-W1 to W3	\$29,015.00		31%	\$20,020.35	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL Upgrade LIC-SFED-02100-W2 to W3	\$17,692.00		31%	\$12,207.48	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5 5		SEL Upgrade LIC-SFED-02200-W1 to W2	\$7,077.00 \$28,308.00		31% 31%	\$4,883.13 \$19,532.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			RIVERBED RIVERBED
5		SEL Upgrade LIC-SFED-02200-W1 to W3 SEL Upgrade LIC-SFED-02200-W2 to W3	\$21,231.00		31%	\$14,649.39	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL Upgrade LIC-SFED-03100-W0 to W1	\$14,154.00		31%	\$9,766.26	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL Upgrade LIC-SFED-03100-W0 to W2	\$28,308.00		31%	\$19,532.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5		SEL Upgrade LIC-SFED-03100-W0 to W3	\$38,923.00		31%	\$26,856.87	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL Upgrade LIC-SFED-03100-W1 to W2	\$14,154.00		31%	\$9,766.26	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5 5		SEL Upgrade LIC-SFED-03100-W1 to W3 SEL Upgrade LIC-SFED-03100-W2 to W3	\$24,769.00 \$10,615.00		31% 31%	\$17,090.61 \$7,324.35	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			RIVERBED RIVERBED
5		SEL Upgrade LIC-SFED-03100-W2 to W3	\$10,615.00 \$11,323.00		31%	\$7,324.35 \$7,812.87	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL Upgrade LIC-SFED-03200-W0 to W2	\$31,138.00		31%	\$21,485.22	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL Upgrade LIC-SFED-03200-W0 to W3	\$45,292.00	К	31%	\$31,251.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5		SEL Upgrade LIC-SFED-03200-W1 to W2	\$19,815.00		31%	\$13,672.35	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL Upgrade LIC-SFED-03200-W1 to W3	\$33,969.00		31%	\$23,438.61	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5 5		SEL Upgrade LIC-SFED-03200-W2 to W3 SEL Upgrade LIC-SFED-05100-W0 to W1	\$14,154.00 \$21,231.00		31% 31%	\$9,766.26 \$14,649.39	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			RIVERBED RIVERBED
5		SEL Upgrade LIC-SFED-05100-W0 to W1	\$35,385.00		31%	\$24,415.65	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL Upgrade LIC-SFED-05100-W1 to W2	\$14,154.00		31%	\$9,766.26	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	VCX-1555-H	SEL Virtual Steelhead 1555 High	\$42,825.00	к	31%	\$29,549.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5		SEL Virtual Steelhead 1555 Low	\$29,778.00		31%	\$20,546.82	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL Virtual Steelhead 1555 Mid	\$38,394.00		31%	\$26,491.86	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5 5		SEL Virtual Steelhead 5055 High SEL Virtual Steelhead 5055 Mid	\$113,225.00 \$73,594.00		31% 31%	\$78,125.25 \$50,779.86	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			RIVERBED RIVERBED
5		SEL Virtual Steelhead 555 High	\$12,917.00		31%	\$8,912.73	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL Virtual Steelhead 555 Mid	\$9,348.00		31%	\$6,450.12	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL Virtual Steelhead 7055 Low	\$147,194.00		31%	\$101,563.86	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL Virtual Steelhead 7055 Mid	\$203,809.00		31%	\$140,628.21	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5 5		SEL Virtual Steelhead 755 High SEL Virtual Steelhead 755 Low	\$22,763.00 \$14,517.00		31% 31%	\$15,706.47 \$10,016.73	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			RIVERBED RIVERBED
5		SEL Virtual Steelhead 755 Low	\$16,978.00		31%	\$11,714.82	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL Virtual SteelFusion Core VGC 1000-L	\$17,225.00		31%	\$11,885.25	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL Virtual SteelFusion Core VGC 1000-M	\$23,378.00		31%	\$16,130.82	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL Virtual SteelFusion Core VGC 1000-U	\$9,840.00		31%	\$6,789.60	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL Virtual SteelFusion Core VGC 1500-L SEL Virtual SteelFusion Core VGC 1500-M	\$29,532.00		31% 31%	\$20,377.08	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			RIVERBED RIVERBED
5		SEL Virtual Cascade Shark 50-50 GB Disk	\$40,609.00 \$1,471.00		31%	\$28,020.21 \$1,014.99	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL Virtual Cascade Shark 200-1 TB Disk	\$6,763.00		31%	\$4,666.47	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL Virtual Cascade Shark 400-2 TB Disk	\$12,302.00		31%	\$8,488.38	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL Long Reach 10GbE fiber XFP module	\$1,662.00		31%	\$1,146.78	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL Short Reach 10GbE fiber XFP module	\$1,169.00		31%	\$806.61	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5 5		SELECT:LICENSE PER TB (1-10TB) SELECT:LICENSE PER TB (11-20TB)	\$2,933.00 \$2,667.00		31% 31%	\$2,023.77 \$1,840.23	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SEVEN10 SEVEN10
5		SELECT: License Per TB (21-30TB)	\$2,400.00		31%	\$1,656.00	\$0.00	\$0.00	\$0.00	\$0.00			SEVEN10
5		SELECT: LICENSE PER TB (31-50TB)	\$2,133.00		31%	\$1,471.77	\$0.00	\$0.00	\$0.00	\$0.00			SEVEN10
5	ALTUS-LIC-N99	SELECT: License Per TB (51 or >TB's)	\$2,000.00	К	31%	\$1,380.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SEVEN10
5		SEL: 1-60TB migrated per TB	\$2,000.00		31%	\$1,380.00	\$0.00	\$0.00	\$0.00	\$0.00			SEVEN10
5		SEL: 1-60TB migrated per TB (1M+/TB)	\$2,500.00 \$1,700.00		31%	\$1,725.00	\$0.00	\$0.00	\$0.00	\$0.00			SEVEN10
5 5		SEL: 61-120TBmigrated per TB SEL: 61-120TBmigrated per TB (1M+/TB)	\$1,700.00 \$2,040.00		31% 31%	\$1,173.00 \$1,407.60	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SEVEN10 SEVEN10
5		SEL: 121-240TBmigrated per TB	\$2,040.00		31%	\$1,407.60	\$0.00	\$0.00	\$0.00	\$0.00			SEVEN10
5		SEL: 121-240TBmigrated per TB (1M+/TB)	\$1,611.00	к	31%	\$1,111.59	\$0.00	\$0.00	\$0.00	\$0.00			SEVEN10
5	MIG-LIC-360	SEL: 241-360TBmigrated per TB	\$1,213.00	к	31%	\$836.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SEVEN10
5		SEL: 241-360TBmigrated per TB (1M+/TB)	\$1,396.00		31%	\$963.24	\$0.00	\$0.00	\$0.00	\$0.00			SEVEN10
5		SEL: 361-500TBmigrated per TB	\$1,093.00		31%	\$754.17	\$0.00	\$0.00		\$0.00			SEVEN10
5 5		SEL: 361-500TBmigrated per TB (1M+/TB) SEL: Over 500TBmigrated per TB	\$1,257.00 \$1,000.00		31% 31%	\$867.33 \$690.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SEVEN10 SEVEN10
5		SEL: Over 500TBmigrated per TB (1M+/TB)	\$1,000.00		31%	\$794.19	\$0.00	\$0.00	\$0.00	\$0.00			SEVEN10
5		SEL: 1-60TB managed:Tiering+Sync	\$1,667.00		31%	\$1,150.23	\$0.00	\$0.00	\$0.00	\$0.00			SEVEN10
5	XAFS-LIC-120	SEL: 61-120TB managed:Tiering+Sync	\$1,500.00	К	31%	\$1,035.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SEVEN10
5		SEL: 121-240TB managed:Tiering+Sync	\$1,347.00		31%	\$929.43	\$0.00	\$0.00	\$0.00	\$0.00			SEVEN10
5 5		SEL: 241-360TB managed:Tiering+Sync SEL: 361-500 managed:Tiering+Sync	\$1,213.00 \$1,093.00		31% 31%	\$836.97 \$754.17	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SEVEN10 SEVEN10
5		CEL. COT OCO Managou. Heiling+Oyne	φ1,033.00	~	0170	ψι υ4.17	ψ0.00	φ0.00	ψ0.00	φ0.00	φ0.00	ψ0.00	

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAF	RANTY UPGRADE	NET PRICE		
BAND	sкu	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	XAFS-LIC-CLD	SEL: Cloud Archiving Gateway - 1Tier	\$1,000.00	ĸ	31%	\$690.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SEVEN10
5 5	XAFS-LIC-O5H 300068-001R	SEL: 501TB+ managed:Tiering+Sync SEL VX-1000 1 YR SUBSCRIPT RENEW INC MI	\$987.00 \$1,251.00	K K	31% 31%	\$681.03 \$863.19	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SEVEN10 SILVER PEAK
5	300069-001R	SEL VX-2000 1 YR SUBSCRIPT RENEW INC MI	\$5,013.00	ĸ	31%	\$3,458.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK
5	300070-001R	SEL VX-3000 1 YR SUBSCRIPT RENEW INC MM	\$10,031.00	ĸ	31%	\$6,921.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK
5	300071-001R	SEL VX-5000 1 YR SUBSCRIPT RENEW INC MM	\$14,420.00	к	31%	\$9,949.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK
5	300072-001R	SEL VRX-8 1 YR SUBSCRIPT RENEWAL INC M	\$43,895.00		31%	\$30,287.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK
5	300088-001	SEL VX-500 1 YR SUBSCRIPTION INC MNT	\$624.00	к	31%	\$430.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK
5	300088-001R	SEL VX-500 1 YR SUBSCRIPT RENEW INC MN	\$624.00	K K	31%	\$430.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK
5 5	300089-001 300089-001R	SEL VX-6000 1 YR SUBSCRIPTION INC MNT SEL VX-6000 1 YR SUBSCRIPT RENEW INC MI	\$20,691.00 \$20,691.00		31% 31%	\$14,276.79 \$14,276.79	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SILVER PEAK SILVER PEAK
5	300090-001	SEL VX-7000 1 YR SUBSCRIPTION INC MNT	\$30,097.00		31%	\$20,766.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK
5	300090-001R	SEL VX-7000 1 YR SUBSCRIPT RENEW INC MM	\$30,097.00	ĸ	31%	\$20,766.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK
5	300103-001	SEL VX-8000 1 YR SUBSCRIPTTION INC MNT	\$43,895.00	к	31%	\$30,287.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SILVER PEAK
5	300103-001R	SEL VX-8000 1 YR SUBSCRIPT RENEW INC MM	\$43,895.00	к	31%	\$30,287.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK
5	300104-001	SEL VX-9000 1 YR SUBSCRIPTION INC MNT	\$62,708.00	к	31%	\$43,268.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK
5 5	300104-001R	SEL VX-9000 1 YR SUBSCRIPT RENEW INC MN	\$62,708.00		31%	\$43,268.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK
5 5	300105-001 300105-001R	SEL VRX-2 1 YR SUBSCRIPTTION INC MNT SEL VRX-2 1 YR SUBSCRIPT RENEWAL INC M	\$3,133.00 \$3,133.00	к К	31% 31%	\$2,161.77 \$2,161.77	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SILVER PEAK SILVER PEAK
5	300106-001	SEL VRX-2 1 YR SUBSCRIPTION INC MNT	\$9,403.00	ĸ	31%	\$6,488.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK
5	300106-001R	SEL VRX-4 1 YR SUBSCRIPT RENEWAL INC M	\$9,403.00	ĸ	31%	\$6,488.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK
5	300121-001	SEL VRX-6 1 YR SUBSCRIPTION, INCL MAINT	\$20,691.00		31%	\$14,276.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK
5	300121-001R	SEL VRX-6 1 YR SUBSCRIPT RENEWAL INC M	\$20,691.00	к	31%	\$14,276.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SILVER PEAK
5	5000184-001	SEL USB GIGABIT BYPASS ADAPTER	\$504.00	к	31%	\$347.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK
5	500031-001	SELECT NX-1700 4MBPS WAN ACCL	\$3,961.00		31%	\$2,733.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK
5 5	500032-001 500039-001	SELECT NX-5700 50MBPS WAN ACCEL SELECT NX-8700 500MBPS WAN ACCL	\$30,594.00 \$147,328.00	к К	31% 31%	\$21,109.86	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SILVER PEAK SILVER PEAK
5	500040-001	SELECT NX-2700 10MBPS WAN ACCEL	\$13,028.00		31%	\$101,656.32 \$8,989.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK
5	500041-001	SELECT NX-3700 20MBPS WAN ACCEL	\$22,661.00	ĸ	31%	\$15,636.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK
5	500042-001	SELECT NX-7700 200MBPS WAN ACCEL	\$62,328.00	к	31%	\$43,006.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK
5	500043-001	SELECT NX-9700 1GBPS WAN ACCEL	\$203,994.00		31%	\$140,755.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK
5	500045-001	SELECT VX-5000; VIRTUAL; 50Mbps	\$29,127.00		31%	\$20,097.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK
5	500046-001	SELECT VX-1000; VIRTUAL; 4Mbps	\$2,261.00	ĸ	31%	\$1,560.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK
5 5	500048-001 500049-001	SELECT VX-3000; VIRTUAL; 20Mbps SELECT GMS-10 VIRTUAL WAN ACCL MNGT	\$20,260.00 \$5,661.00	к к	31% 31%	\$13,979.40 \$3,906.09	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SILVER PEAK SILVER PEAK
5	500049-100	SELECT UPGRD VIRTUAL GMS-10 TO GMS-25	\$11,333.00		31%	\$7,819.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK
5	500049-101	SELECT UPGRD VIRTUAL GMS-10 TO GMS-50	\$22,667.00		31%	\$15,640.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK
5	500070-001	SELECT VRX-8; VIRTUAL; 1GBPS; 1K FLOWS	\$79,328.00	к	31%	\$54,736.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK
5	500075-001	SEL NX-10700 2.5Gbps SSD 256K FLOWS FIBR		к	31%	\$234,595.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK
5	500101-001	SEL-FREE TRIAL SP 30-DAY VIRTUAL WAN OF		ĸ	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK
5	500113-001	SEL VX-500 VIRTUAL 2Mbps 8K FLOWS	\$1,128.00	ĸ	31%	\$778.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK
5 5	500114-001 500115-001	SEL VX-6000 VIRTUAL 100Mbps 128K FLOWS SEL VX-7000 VIRTUAL 200Mbps 128K FLOWS	\$37,394.00 \$54,394.00	К К	31% 31%	\$25,801.86 \$37,531.86	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SILVER PEAK SILVER PEAK
5	500137-001	SEL VX-8000 VIRTUAL, 622MBPS, 256K FLOWS	\$79,328.00	ĸ	31%	\$54,736.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK
5	500138-001	SEL VX-9000, VIRTUAL, 1GBPS, 256K FLOWS	\$113,328.00	ĸ	31%	\$78,196.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK
5	500139-001	SEL VRX-2, VELOCITY, 60GBPH	\$5,661.00	к	31%	\$3,906.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SILVER PEAK
5	500140-001	SEL VRX-4, VELOCITY, 300GBPH	\$16,994.00		31%	\$11,725.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK
5	500163-001	SEL NX-11700, 5Gbps SSD 512K FLOWS FIBER		ĸ	31%	\$312,796.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK
5 5	500172-001 500180-001	SEL NX-6700, 100Mbps, 128K FLOWS, 4PORT	\$43,061.00 \$37,394.00	K K	31% 31%	\$29,712.09	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00		
5 5	500180-001 500187-001	SEL VRX-6, VELOCITY, 300Mbps SEL UNITY CLOUD INTELLIGENCE	\$37,394.00 \$5,667.00	ĸ	31%	\$25,801.86 \$3,910.23	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00		SILVER PEAK SILVER PEAK
5	GA-10001B	SEL Spanning BU Google Base 10001-25000	\$18.00	ĸ	31%	\$12.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-10001B-2Y	SEL Span BU 2Y Google Base 10001-25000	\$32.00	к	31%	\$22.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	GA-10001B-3Y	SEL Spanning BU 3Y Goog Base 10001-25000	\$45.00	к	31%	\$31.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-10001B-4Y	SEL Span BU 4Y Google Base 10001-25000	\$54.00	ĸ	31%	\$37.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	GA-10001B-5Y GA-10001ES	SEL Spanning BU 5Y Goog Base 10001-25000 SEL SPANNING BU GOOGLE EDU STUD 10001	\$62.00 \$3.00	к К	31% 31%	\$42.78	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	GA-10001ES GA-10001ES-2Y	SEL SPANNING BU GOOGLE EDU STUD 10001 SEL SPANNING BU 2Y GOOGLE EDU STUD 10	\$3.00 \$6.00	ĸ	31%	\$2.07 \$4.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING SPANNING
5	GA-10001ES-3Y	SEL Spanning BU 3Y Google EDU Stud 10k+	\$8.00	ĸ	31%	\$5.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-10001ES-4Y	SEL Spanning BU 4Y Google EDU Stud 10k+	\$10.00	ĸ	31%	\$6.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-10001ES-5Y	SEL Spanning BU 5Y Google EDU Stud 10k+	\$11.00	к	31%	\$7.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-1001E-S	SEL SPANNING BU GOOGLE EDU STUD 1001-	\$6.00	к	31%	\$4.14	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	GA-1001E-S-2Y	SEL SPANNING BU 2Y GOOGLE EDU STD 1K-1	\$11.00		31%	\$7.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	GA-1001E-S-3Y GA-1001E-S-4Y	SEL Spanning BU 3Y Google EDU Std 1k-10k SEL Spanning BU 4Y Google EDU Std 1k-10k	\$15.00 \$19.00		31% 31%	\$10.35 \$13.11	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5 5	GA-1001E-S-41 GA-1001E-S-5Y	SEL Spanning BU 5Y Google EDU Std 1k-10k SEL Spanning BU 5Y Google EDU Std 1k-10k	\$19.00		31%	\$15.18	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	GA-18	SEL Spanning BU Google Base 1-500	\$40.00		31%	\$27.60	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	GA-1B-2Y	SEL SPANNING BU 2Y GOOGLE BASE 1-250	\$68.00		31%	\$46.92	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-1B-3Y	SEL Spanning BU 3Y Google Base 1-500	\$95.00	к	31%	\$65.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	GA-1B-4Y	SEL Spanning BU 4Y Google Base 1-500	\$118.00		31%	\$81.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-1B-5Y	SEL Spanning BU 5Y Google Base 1-500	\$140.00		31%	\$96.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	GA-1E-A GA-1E-A-2Y	SEL SPANNING BU GOOGLE EDU ADM 1-500 SEL SPANNING BU 2Y GOOGLE EDU ADM 1-5(\$15.00 \$26.00		31% 31%	\$10.35 \$17.94	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5 5	GA-1E-A-21 GA-1E-A-3Y	SEL SPANNING BU 21 GOOGLE EDU ADM 1-50 SEL Spanning BU 3Y Google EDU Adm 1-500	\$26.00		31%	\$17.94 \$25.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-1E-A-4Y	SEL Spanning BU 4Y Google EDU Adm 1-500	\$45.00		31%	\$31.05	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAR	RANTY UPGRADE	NET PRICE		
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	GA-1E-A-5Y	SEL Spanning BU 5Y Google EDU Adm 1-500	\$52.00		31%	\$35.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	GA-1E-S GA-1E-S-2Y	SEL SPANNING BU GOOGLE EDU STUD 1-100 SEL SPANNING BU 2Y GOOGLE EDU STUD 1-1			31% 31%	\$6.21 \$11.04	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING
5	GA-1E-S-3Y	SEL SPANNING BU 21 GOOGLE EDU STUD 1-1 SEL Spanning BU 3Y Google EDU Stud 1-1k	\$18.00		31%	\$11.04 \$15.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING SPANNING
5	GA-1E-S-4Y	SEL Spanning BU 4Y Google EDU Stud 1-1k	\$27.00		31%	\$18.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-1E-S-5Y	SEL Spanning BU 5Y Google EDU Stud 1-1k	\$32.00		31%	\$22.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-1GOV	SEL SPANNING BU GOOGLE GOV 1-500	\$34.00	К	31%	\$23.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	GA-1GOV-2Y	SEL SPANNING BU 2Y GOOGLE GOV 1-500	\$57.00		31%	\$39.33	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-1GOV-3Y	SEL Spanning BU 3Y Google Gov 1-500	\$80.00		31%	\$55.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-1GOV-4Y	SEL Spanning BU 4Y Google Gov 1-500	\$99.00		31%	\$68.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	GA-1GOV-5Y GA-1NP	SEL Spanning BU 5Y Google Gov 1-500 SEL SPANNING BU GOOGLE NON PROF 1-500	\$118.00 \$29.00		31% 31%	\$81.42 \$20.01	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	GA-1NP-2Y	SEL SPANNING BU 2Y GOOGLE NON PROF 1-300			31%	\$34.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-1NP-3Y	SEL Spanning BU 3Y Google Non Prof 1-500	\$71.00		31%	\$48.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-1NP-4Y	SEL Spanning BU 4Y Google Non Prof 1-500	\$87.00		31%	\$60.03	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-1NP-5Y	SEL Spanning BU 5Y Google Non Prof 1-500	\$102.00	к	31%	\$70.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	GA-25001B	SEL SPANNING BU GOOGLE BASE 25001+	\$14.00		31%	\$9.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-25001B-2Y	SEL SPANNING BU 2Y GOOGLE BASE 25001+	\$24.00		31%	\$16.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	GA-25001B-3Y GA-25001B-4Y	SEL Spanning BU 3Y Google Base 25001+	\$34.00 \$40.00		31% 31%	\$23.46 \$27.60	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	GA-25001B-41 GA-25001B-5Y	SEL Spanning BU 4Y Google Base 25001+ SEL Spanning BU 5Y Google Base 25001+	\$40.00		31%	\$27.60 \$31.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING SPANNING
5	GA-5001B	SEL Spanning BU Google Base 5001-10000	\$40.00		31%	\$15.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-5001B-2Y	SEL SPANNING BU 2Y GOOGLE BASE 5001-25			31%	\$26.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-5001B-3Y	SEL Spanning BU 3Y GoogleBase 5001-10000	\$55.00	к	31%	\$37.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	GA-5001B-4Y	SEL Span BU 4Y Google Base 5001-10000	\$68.00		31%	\$46.92	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-5001B-5Y	SEL Spanning BU 5Y GoogleBase 5001-10000	\$80.00		31%	\$55.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-5001E-A	SEL SPANNING BU GOOGLE EDU ADM 5001+	\$9.00		31%	\$6.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	GA-5001E-A-2Y GA-5001E-A-3Y	SEL SPANNING BU 2Y GOOGLE EDU ADM 500	\$16.00 \$22.00		31% 31%	\$11.04	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00		SPANNING
5	GA-5001E-A-31 GA-5001E-A-4Y	SEL Spanning BU 3Y Google EDU Adm 5001+ SEL Spanning BU 4Y Google EDU Adm 5001+	\$22.00		31%	\$15.18 \$18.63	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	GA-5001E-A-5Y	SEL Spanning BU 5Y Google EDU Adm 5001+	\$32.00		31%	\$22.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-5001GOV	SEL SPANNING BU GOOGLE GOV 5001+	\$22.00		31%	\$15.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-5001GOV-2Y	SEL SPANNING BU 2Y GOOGLE GOV 5001+	\$37.00		31%	\$25.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-5001GOV-3Y	SEL Spanning BU 3Y Google Gov 5001+	\$52.00		31%	\$35.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-5001GOV-4Y	SEL Spanning BU 4Y Google Gov 5001+	\$64.00		31%	\$44.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-5001GOV-5Y	SEL Spanning BU 5Y Google Gov 5001+	\$75.00		31%	\$51.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	GA-5001NP GA-5001NP-2Y	SEL SPANNING BU GOOGLE NON PROF 5001+ SEL SPANNING BU 2Y GOOGLE NON PROF 50			31% 31%	\$11.73 \$20.01	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	GA-5001NP-21 GA-5001NP-3Y	SEL SPANNING BU 21 GOUGLE NON PROF 50 SEL Spanning BU 3Y Google Non Prof 5001+	\$40.00		31%	\$20.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-5001NP-4Y	SEL Spanning BU 4Y Google Non Prof 5001+	\$49.00		31%	\$33.81	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-5001NP-5Y	SEL Spanning BU 5Y Google Non Prof 5001+	\$58.00		31%	\$40.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-501B	SEL Spanning BU Google Base 501-5000	\$31.00		31%	\$21.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-501B-2Y	SEL Spanning BU 2Y Google Base 501-5000	\$53.00		31%	\$36.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-501B-3Y	SEL Spanning BU 3Y Google Base 501-5000	\$74.00		31%	\$51.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-501B-4Y	SEL Spanning BU 4Y Google Base 501-5000	\$91.00		31%	\$62.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	GA-501B-5Y GA-501E-A	SEL Spanning BU 5Y Google Base 501-5000 SEL SPANNING BU GOOGLE EDU ADM 501-5K	\$108.00 \$12.00		31% 31%	\$74.52 \$8.28	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	GA-501E-A-2Y	SEL SPANNING BU 2Y GOOGLE EDU ADM 501-5K			31%	\$0.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-501E-A-3Y	SEL Spanning BU 3Y Google EDU Adm 501-5k	\$29.00		31%	\$20.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-501E-A-4Y	SEL Spanning BU 4Y Google EDU Adm 501-5k	\$36.00		31%	\$24.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-501E-A-5Y	SEL Spanning BU 5Y Google EDU Adm 501-5k	\$43.00		31%	\$29.67	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-501GOV	SEL SPANNING BU GOOGLE GOV 501-5000	\$28.00		31%	\$19.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-501GOV-2Y	SEL SPANNING BU 2Y GOOGLE GOV 501-5000			31%	\$32.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	GA-501GOV-3Y GA-501GOV-4Y	SEL Spanning BU 3Y Google Gov 501-5000 SEL Spanning BU 4Y Google Gov 501-5000	\$66.00 \$82.00		31% 31%	\$45.54 \$56.58	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	GA-501GOV-41 GA-501GOV-5Y	SEL Spanning BU 5Y Google Gov 501-5000 SEL Spanning BU 5Y Google Gov 501-5000	\$82.00		31%	\$66.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-501NP	SEL SPANNING BU GOOGLE NON PROF 501-5			31%	\$15.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-501NP-2Y	SEL SPANNING BU 2Y GOOGLE NON PRF 501			31%	\$26.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-501NP-3Y	SEL Spanning BU 3Y Google Non Prf 501-5k	\$55.00	к	31%	\$37.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	GA-501NP-4Y	SEL Spanning BU 4Y Google Non Prf 501-5k	\$68.00		31%	\$46.92	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-501NP-5Y	SEL Spanning BU 5Y Google Non Prf 501-5k	\$80.00		31%	\$55.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-ARCH10001B	SEL Span BU ARCH GAPP Base 10001-25000	\$5.00		31%	\$3.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5		SEL Span BU ARCH GAPP EDU Stud 10001+	\$1.00		31%	\$0.69	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00		SPANNING SPANNING
5	GA-ARCH1001E-S GA-ARCH-1B	SEL Span BU ARCH GAPP EDU Stud 1001-10k SEL Spanning BU ARCH GAPP Base 1-500	\$2.00 \$10.00		31% 31%	\$1.38 \$6.90	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	GA-ARCH-1E-A	SEL Spanning BU ARCH GAPP EDU Adm 1-500			31%	\$2.76	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	GA-ARCH-1E-S	SEL Span BU ARCH GAPP EDU Stud 1-1000	\$2.00		31%	\$1.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-ARCH-1GOV	SEL Spanning BU ARCH GAPP Gov 1-500	\$9.00		31%	\$6.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-ARCH-1NP	SEL Spanning BU ARCH GAPP Non Prof 1-500	\$7.00	к	31%	\$4.83	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	GA-ARCH25001B	SEL Spanning BU ARCH GAPP Base 25001+	\$4.00		31%	\$2.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-ARCH-5001B	SEL Span BU ARCH GAPP Base 5001-10000	\$6.00		31%	\$4.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	GA-ARCH5001E-A	SEL Spanning BU ARCH GAPP EDU Adm 5001+			31%	\$1.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5		SEL Spanning BU ARCH GAPP Gov 5001+ SEL Spanning BU ARCH GAPP Non Prof 5001+	\$6.00 \$4.00		31% 31%	\$4.14 \$2.76	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	GA-ARCH-501B	SEL Spanning BU ARCH GAPP Non Flor 50014 SEL Spanning BU ARCH GAPP Base 501-5000	\$4.00		31%	\$5.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
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					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAF	RANTY UPGRADE	NET PRICE		
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	GA-ARCH501E-A	SEL Spanning BU ARCH GAPP EDU Adm 501-5			31%	\$2.07	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5 5	GA-ARCH501GOV	SEL Spanning BU ARCH GAPP Gov 501-5000	\$7.00		31%	\$4.83	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5 5	GA-ARCH-501NP O365-10001B	SEL Span BU ARCH GAPP Non Prof 501-5000 SEL Spanning BU 0365 Base 10001-25000	\$6.00 \$22.00		31% 31%	\$4.14 \$15.18	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	O365-10001B-2Y	SEL Spanning BU 2Y O365 Base 10001-25000	\$37.00		31%	\$25.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	O365-10001B-3Y	SEL Spanning BU 3Y O365 Base 10001-25000	\$51.00		31%	\$35.19	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	O365-10001B-4Y	SEL Spanning BU 4Y O365 Base 10001-25000	\$63.00		31%	\$43.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	O365-10001B-5Y	SEL Spanning BU 5Y O365 Base 10001-25000	\$75.00		31%	\$51.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	O365-10001ES	SEL Spanning BU O365 EDU Stud 10001+	\$3.00		31%	\$2.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	O365-10001ES-2Y	SEL Spanning BU 2Y O365 EDU Stud 10k+	\$6.00		31%	\$4.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	O365-10001ES-3Y	SEL Spanning BU 3Y O365 EDU Stud 10k+	\$9.00		31%	\$6.21	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5 5	O365-10001ES-4Y O365-10001ES-5Y	SEL Spanning BU 4Y O365 EDU Stud 10k+ SEL Spanning BU 5Y O365 EDU Stud 10k+	\$11.00 \$12.00		31% 31%	\$7.59 \$8.28	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	O365-10001E-S	SEL Spanning BU 0365 EDU Stud 1001-10k	\$12.00		31%	\$5.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	O365-1001E-S-2Y	SEL Spanning BU 2Y O365 EDU Std 1k-10k	\$13.00		31%	\$8.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	O365-1001E-S-3Y	SEL Spanning BU 3Y O365 EDU Std 1k-10k	\$18.00		31%	\$12.42	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	O365-1001E-S-4Y	SEL Spanning BU 4Y O365 EDU Std 1k-10k	\$22.00		31%	\$15.18	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	O365-1001E-S-5Y	SEL Spanning BU 5Y O365 EDU Std 1k-10k	\$26.00		31%	\$17.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	O365-1B	SEL Spanning BU O365 Base 1-500	\$48.00		31%	\$33.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	O365-1B-2Y	SEL Spanning BU 2Y O365 Base 1-500	\$82.00		31%	\$56.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	O365-1B-3Y	SEL Spanning BU 3Y O365 Base 1-500	\$115.00		31%	\$79.35	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5 5	O365-1B-4Y O365-1B-5Y	SEL Spanning BU 4Y O365 Base 1-500 SEL Spanning BU 5Y O365 Base 1-500	\$142.00 \$168.00		31% 31%	\$97.98 \$115.92	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	O365-1E-A	SEL Spanning BU 0365 EDU Adm 1-500	\$188.00		31%	\$115.92 \$12.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	0365-1E-A-2Y	SEL Spanning BU 2Y O365 EDU Adm 1-500	\$32.00		31%	\$22.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	O365-1E-A-3Y	SEL Spanning BU 3Y O365 EDU Adm 1-500	\$45.00		31%	\$31.05	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	O365-1E-A-4Y	SEL Spanning BU 4Y O365 EDU Adm 1-500	\$55.00	К	31%	\$37.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	O365-1E-A-5Y	SEL Spanning BU 5Y O365 EDU Adm 1-500	\$65.00		31%	\$44.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	O365-1E-S	SEL Spanning BU 0365 EDU Stud 1-1000	\$11.00		31%	\$7.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	O365-1E-S-2Y	SEL Spanning BU 2Y O365 EDU Stud 1-1k	\$19.00		31%	\$13.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	O365-1E-S-3Y O365-1E-S-4Y	SEL Spanning BU 3Y O365 EDU Stud 1-1k SEL Spanning BU 4Y O365 EDU Stud 1-1k	\$26.00 \$32.00		31% 31%	\$17.94 \$22.08	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	0365-1E-S-5Y	SEL Spanning BU 5Y O365 EDU Stud 1-1k	\$32.00		31%	\$26.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	0365-1GOV	SEL Spanning BU O365 Gov 1-500	\$40.00		31%	\$27.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	0365-1GOV-2Y	SEL Spanning BU 2Y O365 Gov 1-500	\$69.00		31%	\$47.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	O365-1GOV-3Y	SEL Spanning BU 3Y O365 Gov 1-500	\$97.00	К	31%	\$66.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	O365-1GOV-4Y	SEL Spanning BU 4Y O365 Gov 1-500	\$120.00		31%	\$82.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	O365-1GOV-5Y	SEL Spanning BU 5Y O365 Gov 1-500	\$142.00		31%	\$97.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	0365-1NP	SEL Spanning BU 0365 Non Prof 1-500	\$35.00		31%	\$24.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	O365-1NP-2Y O365-1NP-3Y	SEL Spanning BU 2Y O365 Non Prof 1-500 SEL Spanning BU 3Y O365 Non Prof 1-500	\$59.00 \$83.00		31% 31%	\$40.71 \$57.27	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	O365-1NP-4Y	SEL Spanning BU 4Y O365 Non Prof 1-500	\$103.00		31%	\$71.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	0365-1NP-5Y	SEL Spanning BU 5Y O365 Non Prof 1-500	\$123.00		31%	\$84.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	O365-25001B	SEL Spanning BU O365 Base 25001+	\$15.00		31%	\$10.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	O365-25001B-2Y	SEL Spanning BU 2Y O365 Base 25001+	\$26.00		31%	\$17.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	O365-25001B-3Y	SEL Spanning BU 3Y O365 Base 25001+	\$37.00		31%	\$25.53	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	O365-25001B-4Y	SEL Spanning BU 4Y O365 Base 25001+	\$46.00		31%	\$31.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	O365-25001B-5Y	SEL Spanning BU 5Y O365 Base 25001+	\$54.00		31%	\$37.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	O365-5001B	SEL Spanning BU 0365 Base 5001-10000	\$28.00 \$47.00		31% 31%	\$19.32 \$32.43	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING
5	O365-5001B-2Y O365-5001B-3Y	SEL Spanning BU 2Y O365 Base 5001-10000 SEL Spanning BU 3Y O365 Base 5001-10000	\$66.00		31%	\$32.43 \$45.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING SPANNING
5	O365-5001B-4Y	SEL Spanning BU 4Y O365 Base 5001-10000	\$82.00		31%	\$56.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	O365-5001B-5Y	SEL Spanning BU 5Y O365 Base 5001-10000	\$97.00		31%	\$66.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	O365-5001E-A	SEL Spanning BU O365 EDU Adm 5001+	\$11.00	к	31%	\$7.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	O365-5001E-A-2Y	SEL Spanning BU 2Y O365 EDU Adm 5001+	\$19.00		31%	\$13.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	O365-5001E-A-3Y	SEL Spanning BU 3Y O365 EDU Adm 5001+	\$26.00		31%	\$17.94	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	O365-5001E-A-4Y	SEL Spanning BU 4Y O365 EDU Adm 5001+	\$32.00		31%	\$22.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	O365-5001E-A-5Y	SEL Spanning BU 5Y O365 EDU Adm 5001+	\$38.00		31%	\$26.22 \$17.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	0365-5001GOV	SEL Spanning BU O365 Gov 5001+ SEL Spanning BU 2Y O365 Gov 5001+	\$26.00 \$44.00		31% 31%	\$17.94 \$30.36	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5		SEL Spanning BU 3Y O365 Gov 5001+	\$62.00		31%	\$30.36	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5		SEL Spanning BU 4Y O365 Gov 5001+	\$77.00		31%	\$53.13	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	O365-5001GOV-5Y	SEL Spanning BU 5Y O365 Gov 5001+	\$91.00		31%	\$62.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	O365-5001NP	SEL Spanning BU O365 Non Prof 5001+	\$20.00		31%	\$13.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	O365-5001NP-2Y	SEL Spanning BU 2Y O365 Non Prof 5001+	\$35.00	к	31%	\$24.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	O365-5001NP-3Y	SEL Spanning BU 3Y O365 Non Prof 5001+	\$49.00		31%	\$33.81	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	O365-5001NP-4Y	SEL Spanning BU 4Y O365 Non Prof 5001+	\$60.00		31%	\$41.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	O365-5001NP-5Y	SEL Spanning BU 5Y O365 Non Prof 5001+	\$71.00		31%	\$48.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	O365-501B O365-501B-2Y	SEL Spanning BU O365 Base 501-5000 SEL Spanning BU 2Y O365 Base 501-5000	\$37.00 \$63.00		31% 31%	\$25.53 \$43.47	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	O365-501B-21 O365-501B-3Y	SEL Spanning BU 3Y O365 Base 501-5000 SEL Spanning BU 3Y O365 Base 501-5000	\$89.00		31%	\$43.47 \$61.41	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	O365-501B-4Y	SEL Spanning BU 4Y O365 Base 501-5000	\$109.00		31%	\$75.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	O365-501B-5Y	SEL Spanning BU 5Y O365 Base 501-5000	\$129.00		31%	\$89.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	O365-501E-A	SEL Spanning BU O365 EDU Adm 501-5k	\$15.00	к	31%	\$10.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	O365-501E-A-2Y	SEL Spanning BU 2Y O365 EDU Adm 501-5k	\$25.00	к	31%	\$17.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAF	RANTY UPGRADE	NET PRICE		
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	O365-501E-A-3Y	SEL Spanning BU 3Y O365 EDU Adm 501-5k	\$35.00		31%	\$24.15		\$0.00	\$0.00	\$0.00			SPANNING
5 5	O365-501E-A-4Y O365-501E-A-5Y	SEL Spanning BU 4Y O365 EDU Adm 501-5k SEL Spanning BU 5Y O365 EDU Adm 501-5k	\$44.00 \$52.00		31% 31%	\$30.36 \$35.88	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPANNING SPANNING
5	0365-501GOV	SEL Spanning BU 0365 Gov 501-5000	\$34.00		31%	\$35.66	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	O365-501GOV-2Y	SEL Spanning BU 2Y 0365 Gov 501-5000	\$57.00		31%	\$39.33	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	O365-501GOV-3Y	SEL Spanning BU 3Y O365 Gov 501-5000	\$80.00	к	31%	\$55.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	O365-501GOV-4Y	SEL Spanning BU 4Y O365 Gov 501-5000	\$99.00		31%	\$68.31	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	O365-501GOV-5Y	SEL Spanning BU 5Y O365 Gov 501-5000	\$117.00		31%	\$80.73	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	O365-501NP	SEL Spanning BU 0365 Non Prof 501-5000	\$28.00		31%	\$19.32	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5 5	O365-501NP-2Y O365-501NP-3Y	SEL Spanning BU 2Y O365 Non Prf 501-5k SEL Spanning BU 3Y O365 Non Prf 501-5k	\$47.00 \$66.00		31% 31%	\$32.43 \$45.54	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPANNING SPANNING
5	O365-501NP-4Y	SEL Spanning BU 4Y O365 Non Prf 501-5k	\$82.00		31%	\$56.58	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	O365-501NP-5Y	SEL Spanning BU 5Y O365 Non Prf 501-5k	\$97.00		31%	\$66.93	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5		3 SEL Spanning ARCH O365 Base 10001-25000	\$6.00		31%	\$4.14		\$0.00	\$0.00	\$0.00			SPANNING
5	O365-ARCH-1B	SEL Spanning ARCH O365 Base 1-500	\$12.00		31%	\$8.28	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	O365-ARCH-1E-A	SEL Spanning ARCH O365 EDU Adm 1-500	\$5.00		31%	\$3.45		\$0.00	\$0.00	\$0.00			SPANNING
5	O365-ARCH-1E-S	SEL Spanning ARCH 0365 EDU Stud 1-1000	\$3.00		31%	\$2.07	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	O365-ARCH-1GOV		\$10.00		31%	\$6.90	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5 5	O365-ARCH-1NP O365-ARCH-25001E	SEL Spanning ARCH O365 Non Prof 1-500 3 SEL Spanning ARCH O365 Base 25001+	\$9.00 \$4.00		31% 31%	\$6.21 \$2.76	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPANNING SPANNING
5		SEL Spanning ARCH 0365 Base 25001+ SEL Spanning ARCH 0365 Base 5001-10000	\$4.00		31%	\$4.83	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5		P SEL Spanning ARCH 0365 Non Prof 5001+	\$5.00		31%	\$3.45	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5		SEL Spanning ARCH O365 Base 501-5000	\$9.00	К	31%	\$6.21	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	O365-ARCH-501E-A	A SEL Spanning ARCH O365 EDU Adm 501-5k	\$4.00		31%	\$2.76		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5		VSEL Spanning ARCH O365 Gov 501-5000	\$9.00		31%	\$6.21	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5		SEL Spanning ARCH 0365 Non Prof 501-5000	\$7.00		31%	\$4.83		\$0.00	\$0.00	\$0.00			SPANNING
5 5	SFDC-1 SFDC-1001	SEL Spanning BU Salesforce 1-50 SEL Spanning BU Salesforce 1001-5000	\$48.00 \$28.00		31% 31%	\$33.12 \$19.32	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPANNING SPANNING
5	SFDC-1001-3Y	SEL Spanning BU 3Y Salesforce 1001-5000	\$28.00		31%	\$45.54	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	SFDC-1001-5Y	SEL Spanning BU 5Y Salesforce 1001-5000	\$97.00		31%	\$66.93	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	SFDC-1-3Y	SEL Spanning BU 3Y Salesforce 1-50	\$111.00		31%	\$76.59		\$0.00	\$0.00	\$0.00			SPANNING
5	SFDC-1-5Y	SEL Spanning BU 5Y Salesforce 1-50	\$162.00		31%	\$111.78		\$0.00	\$0.00	\$0.00			SPANNING
5	SFDC-201	SEL Spanning BU Salesforce 201-1000	\$32.00		31%	\$22.08	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	SFDC-201-3Y	SEL Spanning BU 3Y Salesforce 201-1000	\$77.00		31%	\$53.13		\$0.00	\$0.00	\$0.00			SPANNING
5	SFDC-201-5Y	SEL Spanning BU 5Y Salesforce 201-1000	\$112.00		31%	\$77.28	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5 5	SFDC-5001 SFDC-5001-3Y	SEL Spanning BU Salesforce 5001+ SEL Spanning BU 3Y Salesforce 5001+	\$23.00 \$55.00		31% 31%	\$15.87 \$37.95	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPANNING SPANNING
5	SFDC-5001-5Y	SEL Spanning BU 5Y Salesforce 5001+	\$82.00		31%	\$56.58	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	SFDC-51	SEL Spanning BU Salesforce 51-200	\$37.00		31%	\$25.53	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	SFDC-51-3Y	SEL Spanning BU 3Y Salesforce 51-200	\$89.00	к	31%	\$61.41	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	SFDC-51-5Y	SEL Spanning BU 5Y Salesforce 51-200	\$131.00	К	31%	\$90.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SFDC-ORG-1Y	SEL Spanning BU 1Y Salesforce Org Unlmtd	\$230,769.00		31%	\$159,230.61	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	SFDC-ORG-2Y	SEL Span BU 2Y Salesforce Org Unlimited	\$346,154.00		31%	\$238,846.26	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5 5	SFDC-ORG-3Y SFDC-ORG-4Y	SEL Spanning BU 3Y Salesforce Org Unlmtd SEL Span BU 4Y Salesforce Org Unlimited	\$461,538.00 \$576,923.00		31% 31%	\$318,461.22 \$398,076.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPANNING SPANNING
5	SFDC-ORG-5Y	SEL Spanning BU 5Y Salesforce Org Unlmtd	\$692,308.00		31%	\$477,692.52		\$0.00	\$0.00	\$0.00			SPANNING
5	SFDC-ORG-SB-1Y	SEL Spanning BU 1Y SF Org Sandbox Unlimt	\$69,231.00		31%	\$47,769.39	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	SFDC-ORG-SB-2Y	SEL Span BU 2Y SF Org Sandbox Unlimited	\$103,847.00		31%	\$71,654.43	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	SFDC-ORG-SB-3Y	SEL Spanning BU 3Y SF Org Sandbox Unlimt	\$138,462.00		31%	\$95,538.78	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	SFDC-ORG-SB-4Y	SEL Span BU 4Y SF Org Sandbox Unlimited	\$173,077.00		31%	\$119,423.13		\$0.00	\$0.00	\$0.00			SPANNING
5	SFDC-ORG-SB-5Y	SEL Spanning BU 5Y SF Org Sandbox Unlimt	\$207,692.00		31%	\$143,307.48		\$0.00	\$0.00	\$0.00			SPANNING
5 5	SPANNING-GOOGL SPANNING-0365	ESEL Spanning Backup for Google Apps SEL Spanning Backup for Office 365	\$40.00 \$48.00		31% 31%	\$27.60 \$33.12	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPANNING SPANNING
5 5	SPANNING-SFDC	SEL Spanning Backup for Salesforce	\$48.00		31%	\$33.12		\$0.00	\$0.00	\$0.00			SPANNING
5	3136SL	SEL: CORD, PWR, N5-15 C13, 18AWG, 6FT	\$48.00		31%	\$3.45		\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	5500SL	SEL: CORD SET, 4.5M, NEMA L6-20P	\$84.00		31%	\$57.96		\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	6349	SEL: CABLE;OPTICAL;50U;SC-LC;10M	\$208.00	К	31%	\$143.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	6803SL	SEL: CORD, POWER, 220V, AUSTRALIA	\$37.00		31%	\$25.53		\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	6804SL	SEL: CORD, POWER, 220V, S.AFRICA-INDIA	\$55.00		31%	\$37.95	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	6805SL	SEL: CORD, POWER, 220V, UK	\$46.00 \$25.00		31% 31%	\$31.74	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00			SPECTRALOGIC
5 5	6806SL 6807SL	SEL: CORD,POWER,220V,ISRAEL SEL: CORD,POWER,220V,JAPAN	\$35.00 \$81.00		31% 31%	\$24.15 \$55.89		\$0.00	\$0.00 \$0.00	\$0.00			SPECTRALOGIC SPECTRALOGIC
5	6808SL	SEL: CORD, POWER, 220V, JAPAN SEL: CORD, POWER, 220V, EUROPE	\$36.00		31%	\$24.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	7029SL	SEL: CORD SET,4.5M,NEMA L6-30P	\$74.00		31%	\$51.06		\$0.00		\$0.00			SPECTRALOGIC
5	7741SL	SEL: CORD, POWER, S. AFRICA	\$20.00		31%	\$13.80	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	8147SL	SEL: CORD SET, 2.5M, NEMA5-15, IEC C19	\$76.00		31%	\$52.44	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	8289SL	SEL: CORD, PWR, N5-15 C13, 14AWG, 2M	\$9.00		31%	\$6.21	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	8296SL	SEL: CORD, POWER, C14-C13, 16AWG, 6FT	\$6.00		31%	\$4.14	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	8297SL	SEL: CORD,POWER,C14-C19,14AWG,6FT SEL: CORD.POWER.60309-C19.15FT	\$21.00		31%	\$14.49	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	8665SL		\$109.00 \$194.00		31% 31%	\$75.21 \$133.86	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00			
5 5	8840SL 90879028	SEL: CABLE;EX;SAS;SFF8088-SF8088;2M SEL: FRU;TAPE;CLEAN;LTO;W-BARCODE	\$194.00 \$56.00		31% 31%	\$133.86 \$38.64	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90940740	SEL: RAMP, PYTHON, ADJUSTABLE	\$1.00		31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949024	SEL: FRU;LTO TERAPK COVER;NO MEDIA	\$395.00		31%	\$272.55	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949024-A	SEL: FRU;TRPK-ACCS;W-COVER;NO MEDIA	\$0.00		31%	\$0.00		\$0.00	\$0.00	\$0.00			SPECTRALOGIC

5 909 5	SKU 0949030-F 0949030-FIN-D 0949030FIN-D 0949030FIN-F 0949030T380J-F 0949030T380J-F 0949030T380J-F 0949030T580-J-F 0949030TFIN-J 0949030TFIN-J 0949030TFIN-J-F 0949030FIN-J-F 0949030FIN-J-F	DESCRIPTION SEL: PYTHON;CHAMBER-SLOT KEY ENABLE SEL: PYTHON;CHAMBER-SLOT KEY ENABLE SEL: CHAMBER-SLOT KEY;DICOUNT;TFIN SEL: CHAMBS-SLOT KEY;DIS;TFIN;ENT SEL: CHAMB/SLOT KEY;T380,ENT SEL: UPG,CHAMB/SLOT KEY,T380,ENT SEL: CHAMB/SLOT KEY ENABLE,T50 ENT SEL: UPG,CHAMB/SLOT KEY T380,ENT SEL: CHAMB/SLOT KEY ENABLE,TFIN SEL: CHAMB/SLOT KEY ENABLE,TFIN SEL: CHAMB-SLOT KEY ENABLE,TFIN SEL: CHAMB-SLOT KEY ENABLE,TFIN ENT	EMC LIST PRICE USD \$1,308.00 \$1,112.00 \$1,112.00 \$1,635.00 \$1,635.00 \$1,635.00 \$1,635.00	К К К К	NVP LEVEL 1 DISCOUNT % 31% 31% 31% 31%	NVP LEVEL 1 NET PRICE \$902.52 \$902.52	LP MNT ANNUAL (PREMIUM) \$0.00	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 909 5	9349030-F 9349030FIN-D 9349030FIN-F 93490307-IN-F 93490307-380J 93490307380J-F 93490307580-J-F 93490307FIN-J 93490307FIN-J 93490307FIN-J-F 9349048 9349039-F	SEL: PYTHON;CHAMBER-SLOT KEY ENABLE SEL: CHAMBER-SLOT KEY;DICOUNT;TFIN SEL: CHAMBER-SLOT KEY;DIS;TFIN;ENT SEL: CHAMB-SLOT KEY;DIS;TFIN;ENT SEL: CHAMB/SLOT KEY TAB.0ENT SEL: UPG,CHAMB/SLOT KEY,TAB.0ENT SEL: UPG,CHAMB/SLOT KEY,TAB.0ENT SEL: UPG,CHAMB/SLOT KEY TABLE,TFIN SEL: CHAMB-SLOT KEY ENABLE,TFIN SEL: CHAMB-SLOT KEY ENABLE,TFIN ENT	\$1,308.00 \$1,112.00 \$1,308.00 \$1,112.00 \$1,635.00 \$1,635.00 \$1,635.00	к к к к	31% 31%	\$902.52		\$0.00	\$0.00				
5 909 5 909	9949030FIN-D 9949030FIN-F 9949030-I-D 9949030T380J- 9949030T380J-F 9949030T950-J 9949030T950-J- 9949030TFIN-J 9949030TFIN-J 9949030TFIN-J-F 9949048 9949099-F	SEL: CHAMBER-SLOT KEY;DICOUNT;TFIN SEL: CHAMBER-SLOT;UPG;KEYENABLE;FIN SEL: CHAMB-SLOT KEY;DIS;TFIN;ENT SEL: CHAMB/SLOT KEY ENABLE;T380 ENT SEL: CHAMB/SLOT KEY ENABLE;T380 ENT SEL: CHAMB/SLOT KEY ENABLE;T950 ENT SEL: UPG,CHAMB/SLOT KEY ENABLE;TFIN SEL: CHAMBER-SLOT KEY ENABLE;TFIN SEL: CHAMB-SLOT KEY ENABLE;TFIN	\$1,112.00 \$1,308.00 \$1,112.00 \$1,635.00 \$1,635.00 \$1,635.00	К К К К	31%			\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 909 5 909	0949030FIN-F 1949030C-J-D 0949030T380J 0949030T380J-F 0949030T950-J 0949030T950-J-F 0949030TFIN-J 0949030TFIN-J 0949030TFIN-J-F 0949048 0949099-F	SEL: CHAMBER-SLOT;UPG;KEYENABLE;FIN SEL: CHAMB-SLOT KEY;DIS;TFIN;ENT SEL: CHAMB/SLOT KEY;DIS;TFIN;ENT SEL: UPG;CHAMB/SLOT KEY,TA30,ENT SEL: UPG;CHAMB/SLOT KEY,T330,ENT SEL: CHAMB/SLOT KEY ENABLE,T550 ENT SEL: CHAMB-SLOT KEY ENABLE;TFIN SEL: CHAMB-SLOT KEY ENABLE,TFIN ENT	\$1,308.00 \$1,112.00 \$1,635.00 \$1,635.00 \$1,635.00	к к к		\$767.28	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
$\begin{array}{cccccccccccccccccccccccccccccccccccc$)949030-J-D)949030T380J-F)949030T380J-F)949030T950-J)949030T950-J-F)949030TFIN-J)949030TFIN-J-F)949030TFIN-J-F)949048)949099-F	SEL: CHAMB-SLOT KEY;DIS;TFIN;ENT SEL: CHAMB/SLOT KEY ENABLE,T380 ENT SEL: UPG,CHAMB/SLOT KEY,T380,ENT SEL: CHAMB/SLOT KEY,T380,ENT SEL: CHAMB/SLOT KEY ENABLE,T950 ENT SEL: CHAMBER-SLOT KEY ENABLE,TFIN SEL: CHAMBER-SLOT KEY ENABLE,TFIN ENT	\$1,112.00 \$1,635.00 \$1,635.00 \$1,635.00	к к		\$767.28 \$902.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 909 5 909	0949030T380J 1949030T380J-F 0949030T950-J 0949030T950-J-F 1949030TFIN 0949030TFIN-J 1949030TFIN-J 1949030TFIN-J-F 0949099 0949099-F	SEL: CHAMB/SLOT KEY ENABLE, T380 ENT SEL: UPG, CHAMB/SLOT KEY, T380, ENT SEL: CHAMB/SLOT KEY ENABLE, T950 ENT SEL: UPG, CHAMB/SLOT KEY, T950, ENT SEL: UPG, CHAMB-SLOT KEY ENABLE, TFIN SEL: CHAMB-SLOT KEY ENABLE, TFIN ENT	\$1,635.00 \$1,635.00 \$1,635.00	к	31%	\$767.28	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
$\begin{array}{cccccccccccccccccccccccccccccccccccc$	0949030T950-J 0949030T950-J-F 0949030TFIN 0949030TFIN-J 0949030TFIN-J-F 0949030TFIN-J-F 0949048 0949099 0949099-F	SEL: CHAMB/SLOT KEY ENABLE, T950 ENT SEL: UPG, CHAMB/SLOT KEY, T950, ENT SEL: CHAMBER-SLOT KEY ENABLE; TFIN SEL: CHAMB-SLOT KEY ENABLE; TFIN ENT	\$1,635.00		31%	\$1,128.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 909 5	0949030T950-J-F 0949030TFIN 0949030TFIN-J 0949030TFIN-J-F 0949030TFIN-J-F 0949048 0949099 0949099-F	SEL: UPG,CHAMB/SLOT KEY,T950,ENT SEL: CHAMBER-SLOT KEY ENABLE;TFIN SEL: CHAMB-SLOT KEY ENABLE,TFIN ENT		K	31%	\$1,128.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
$\begin{array}{cccccccccccccccccccccccccccccccccccc$	0949030TFIN 0949030TFIN-J 0949030TFIN-J-F 0949030TFIN-J-F 0949048 0949099 0949099-F	SEL: CHAMBER-SLOT KEY ENABLE;TFIN SEL: CHAMB-SLOT KEY ENABLE,TFIN ENT			31%	\$1,128.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
$\begin{array}{cccccccccccccccccccccccccccccccccccc$	0949030TFIN-J 0949030TFIN-J-F 0949048 0949099 0949099-F	SEL: CHAMB-SLOT KEY ENABLE, TFIN ENT	\$1,635.00	ĸ	31%	\$1,128.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
$\begin{array}{cccccccccccccccccccccccccccccccccccc$	0949030TFIN-J-F 0949048 0949099 0949099-F		\$1,308.00	K	31%	\$902.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
$\begin{array}{cccccccccccccccccccccccccccccccccccc$)949048)949099)949099-F	SEL: UPG,CHAMB-SLOT KEY,TFIN,ENT	\$1,635.00 \$1,635.00	K K	31% 31%	\$1,128.15 \$1,128.15	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
$\begin{array}{cccccccccccccccccccccccccccccccccccc$)949099)949099-F	SEL: FRU;TERAPACK W-O COVER;LTO	\$368.00		31%	\$253.92	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
$\begin{array}{cccccccccccccccccccccccccccccccccccc$		SEL: T950;ENCRYPTION;PROFESSIONAL	\$6,538.00	ĸ	31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
$\begin{array}{cccccccccccccccccccccccccccccccccccc$		SEL: T950;ENCRYPTION;PROFESSIONAL	\$6,538.00	к	31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 909 5)949099FIN-F	SEL: TFIN;UPG;ENCRYPT;PROFESSIONAL	\$6,538.00	к	31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
$\begin{array}{cccccccccccccccccccccccccccccccccccc$	0949099TFIN	SEL: TFIN;ENCRYPTION;PROFESSIONAL	\$6,538.00	ĸ	31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
$\begin{array}{cccccccccccccccccccccccccccccccccccc$	0949106	SEL: FRU;TAPE;CLEAN;LTO;W-BCOD;CUST	\$56.00	K	31%	\$38.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
$\begin{array}{cccccccccccccccccccccccccccccccccccc$	0949112T200 0949112T380	SEL: FRU;5-12V PWR SUPPLY;ROHS;T200 SEL: FRU;5-12V PWR SUPPLY;ROHS;T380	\$3,877.00 \$3,877.00	K K	31% 31%	\$2,675.13 \$2,675.13	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
$\begin{array}{cccccccccccccccccccccccccccccccccccc$)949112T680	SEL: FRU;5-12V PWR SUPPLY;ROHS;T680	\$3,877.00		31%	\$2,675.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
$\begin{array}{cccccccccccccccccccccccccccccccccccc$)949112T68-F	SEL: FRU;5-12V PWR SUPPLY;ROHS;T680	\$3,877.00	ĸ	31%	\$2,675.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
$\begin{array}{cccccccccccccccccccccccccccccccccccc$	0949118	SEL: FRU, TRANSPORTER, PYTH	\$19,615.00	к	31%	\$13,534.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
$\begin{array}{cccccccccccccccccccccccccccccccccccc$	0949120	SEL: FRU;DBA;PYTHON;ROHS ONLY	\$6,148.00	к	31%	\$4,242.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
$\begin{array}{cccccccccccccccccccccccccccccccccccc$)949120T68-F	SEL: FRU;DBA;ROHS ONLY;T680	\$6,092.00	к	31%	\$4,203.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 909 5 900 5	0949132	SEL: FRU;N 1 PWR SUPPLIES;ROHS ONLY	\$9,138.00		31%	\$6,305.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
$\begin{array}{cccccccccccccccccccccccccccccccccccc$)949135)949156SL	SEL: TAPES;TERAPACK;CUST;LTO-4 SEL: CLN TPS X5,W TPK,BCD,CERT	\$522.00 \$328.00	к к	31% 31%	\$360.18 \$226.32	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5 909 5 909)949157SL	SEL: CLN TPS X10,W TPK,BCD,CERT	\$596.00	ĸ	31%	\$411.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 909 5 909 5 909 5 909 5 909 5 909 5 909 5 909 5 909 5 909 5 909 5 909 5 909 5 909 5 909 5 909 5 909 5 909 5 909 5 909	0949166	SEL: FRU;5-12V PWRSUP;8AMP;ROHS	\$3,877.00	ĸ	31%	\$2,675.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 909 5 909 5 909 5 909 5 909 5 909 5 909 5 909 5 909 5 909 5 909 5 909 5 909 5 909 5 909 5 909 5 909	0949166-F	SEL: FRU;5-12V PWRSUP;8AMPFUSE;ROHS	\$3,877.00		31%	\$2,675.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 909 5 909	949166FIN-F	SEL: FRU;UP;5-12VPWRSUP;8AP;ROH;FIN	\$3,877.00	к	31%	\$2,675.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 909 5 909	0949166TFIN	SEL: FRU;5-12VPWRSUP;8AMP;ROHS;TFIN	\$3,877.00	к	31%	\$2,675.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 909 5 909 5 909 5 909 5 909 5 909 5 909 5 909 5 909	0949170SL	SEL: FRU,MAINT TAPES, 10-TPK,CERT	\$596.00	ĸ	31%	\$411.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 909 5 909 5 909 5 909 5 909 5 909 5 909 5 909	0949171SL 0949175SL	SEL: FRU,MAINT TAPES, 10-TPK,CUST	\$596.00	к к	31%	\$411.24	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00		SPECTRALOGIC
5 909 5 909 5 909 5 909 5 909 5 909 5 909)9491755L	SEL: FRU,MAINT TAPES,5-TPK,CERT SEL: TAPES:20:WO-TPK:CUST:LTO-4	\$328.00 \$997.00		31% 31%	\$226.32 \$687.93	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00		SPECTRALOGIC SPECTRALOGIC
5 909 5 909 5 909 5 909 5 909 5 909	0949219	SEL: TAPES;20;WO-TPK;CERT;LTO-5	\$922.00		31%	\$636.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 909 5 909 5 909	0949221	SEL: TAPES;TERAPACK;CERT;LTO-5	\$495.00	к	31%	\$341.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 909 5 909)949222	SEL: TAPES;TERAPACK;CUST;LTO-5	\$495.00	к	31%	\$341.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 909	0949258	SEL: FRU;VAX;BUMPER;T950	\$55.00	к	31%	\$37.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
	0949259	SEL: SLS;SW KEY;DIRECT-CON;T950	\$6,538.00	ĸ	31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
)949259-F	SEL: FRU;SLS SW-KEY;DIRECT-CON;T950	\$6,538.00	к к	31% 31%	\$4,511.22	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00		SPECTRALOGIC SPECTRALOGIC
)949261)949264	SEL: FRU;TAPE;LTO-5;CERTIFIED SEL: TAPES;TRPK;CERT;LTO5 WORM;T950	\$48.00 \$588.00	ĸ	31%	\$33.12 \$405.72	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC
	0949266	SEL: TAPES;TRPK;CUST;LTO5 WORM;T950	\$588.00		31%	\$405.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
	0949294	SEL: TAPES;TPK;CERT;3592 JC	\$3,005.00	к	31%	\$2,073.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 909	949295	SEL: TAPES;TPK;CUST;3592 JC	\$3,005.00	к	31%	\$2,073.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
	0949298	SEL: FRU HP TRANSPORTER	\$32,692.00	ĸ	31%	\$22,557.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
	0949305-A	SEL: ACCESS TPK;W-O CVR;NO MED;3592	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
	0949310SPL 0949311SPL	SEL: FRU,MAINT TPk, 9-TPS,CERT,3592 SEL: FRU,MAINT TPK, 9-TPS,CUST,3592	\$2,382.00 \$2,382.00	K K	31% 31%	\$1,643.58 \$1,643.58	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
)949311SPL	SEL: FRU,MAINT TPK, 9-TPS,CUST,3592 SEL: FRU,MAINT TPS, 5-TPK,CERT,3592	\$2,382.00 \$1,352.00	ĸĸ	31%	\$1,643.58 \$932.88	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00		SPECTRALOGIC
	0949334	SEL: FRU,TRANSPORTER,ENT	\$19,615.00	ĸ	31%	\$13,534.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
	0949349	SEL: TAPES;TPK;NO CVR;CERT;LTO-5	\$489.00	ĸ	31%	\$337.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 909	0949350	SEL: TAPES;TPK;NO CVR;CUST;LTO-5	\$489.00	к	31%	\$337.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
	0949357	SEL: FRU;UPG;SPECTRA LS;GEN III	\$11,077.00	ĸ	31%	\$7,643.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
	0949371	SEL: FRU,CABLES,T950,EXP,UPGRADE	\$1.00		31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
	0949374SL 0949375SL	SEL: TAPES,LTO5,CUST,10,CASE,NOTPK SEL: TAPES,LTO5,10,CERT,CASE,NOTPK	\$501.00 \$501.00	к к	31% 31%	\$345.69 \$345.69	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
)9493755L)949382-F	SEL: TAPES,LTO5,10,CERT,CASE,NOTPK SEL: FRU,UPG,LTO-6,FC,FH,T950	\$23,906.00		31%	\$345.69 \$16,495.14	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00		SPECTRALOGIC
)949382T20-F	SEL: FRU,UPG,LTO-6,FC,FH,T200	\$23,906.00	ĸ	31%	\$16,495.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
=)949382T38-F	SEL: FRU,UPG,LTO-6,FC,FH,T380	\$23,906.00	ĸ	31%	\$16,495.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 909)949382T68-F	SEL: FRU,UPG,LTO-6,FC,FH,T680	\$23,906.00	к	31%	\$16,495.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
	0949382TFI-F	SEL: FRU,UPG,LTO-6,FC,FH,TFIN	\$24,781.00		31%	\$17,098.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
	0949396	SEL: TAPES, TERAPACK, CERT, LTO-6	\$791.00		31%	\$545.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
	0949397	SEL: TAPES, TERAPACK, CUST, LTO-6	\$791.00		31%	\$545.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
)949398)949399	SEL: TAPES,TPK,NO CVR,CERT,LTO-6 SEL: TAPES,TPK,NO CVR,CUST,LTO-6	\$784.00 \$784.00	к к	31% 31%	\$540.96 \$540.96	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00		SPECTRALOGIC SPECTRALOGIC
)949399)949404	SEL: TAPES, TPK, NO CVR, CUST, LTO-6 SEL: TAPES, 20 TERAPACKS, CERT, LTO-6	\$784.00 \$15,815.00		31%	\$540.96 \$10,912.35	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00		SPECTRALOGIC
		SEL: TAPES,20 TERAPACKS,CUST,LTO-6	\$15,815.00		31%	\$10,912.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
)949405	SEL: TAPES,20 TPKS,NO CVR,CERT,LTO6	\$15,681.00		31%	\$10,819.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
)949405)949406	SEL: TAPES,20,WO-TPK,CERT,LTO-6	\$1,515.00		31%	\$1,045.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
			\$78.00	К	31%	\$53.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 909)949406)949408)949410	SEL: FRU,TAPE,LTO-6,CERTIFIED SEL: TAPES.LTO6.10.CERT.CASE.NOTPK	\$78.00		31%	\$531.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAF	RANTY UPGRADE	E NET PRICE		
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	90949414SL	SEL: TAPES, TRPK, CUST, LTO6 WORM, T950	\$954.00		31%	\$658.26	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5 5	90949415SL 90949437	SEL: TAPES,TRPK,CERT,LTO6 WORM,T950 SEL: FRU,SPECTRA LS,TFIN	\$954.00 \$6,538.00		31% 31%	\$658.26 \$4,511.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90949439	SEL: FRU,EDBA,PYTHON	\$6,148.00		31%	\$4,242.12	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949439TFIN	SEL: FRU,EDBA,TFIN	\$6,092.00	к	31%	\$4,203.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949442	SEL FRU,LTO-6,FC,FH,IMPACT	\$23,906.00		31%	\$16,495.14	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5 5	90949442-F 90949442T200	SEL UPG,FRU,LTO-6,FC,FH,IMPACT SEL FRU,LTO-6,T200,FC,FH,IMPACT	\$23,906.00 \$23,906.00		31% 31%	\$16,495.14 \$16,495.14	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90949442T20-F	SEL UPG,LTO-6,T200,FC,FH,IMPACT	\$23,906.00		31%	\$16,495.14	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949442T380	SEL FRU,LTO-6,T380,FC,FH,IMPACT	\$23,906.00		31%	\$16,495.14	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949442T38-F	SEL UPG,LTO-6,T380,FC,FH,IMPACT	\$23,906.00		31%	\$16,495.14	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949442T680	SEL FRU,LTO-6,T680,FC,FH,IMPACT	\$23,906.00		31%	\$16,495.14	\$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	\$23,906.00 \$24,781.00		31% 31%	\$16,495.14 \$17,098.89	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90949442TFIN	SEL FRU,LTO-6,TFIN,FC,FH,IMPACT	\$23,906.00		31%	\$16,495.14	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949468	SEL: TAPES, TERAPACK, CERT, LTO-6, MP	\$751.00		31%	\$518.19	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949469	SEL: TAPES, TERAPACK, CUST, LTO-6, MP	\$751.00		31%	\$518.19	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949470	SEL: TPS,TPK,NOCVR,CERT,LTO-6,MP	\$744.00		31%	\$513.36	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5 5	90949472 90949476	SEL: TAPES,20 TPKS,CERT,LTO-6,MP SEL: TAPES,20,WO-TP,CERT,LTO-6,MP	\$15,008.00 \$1,434.00		31% 31%	\$10,355.52 \$989.46	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90949488	SEL: SLS,SW-KEY,QIP-CON,T950	\$6,538.00		31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949488-F	SEL: UPG,SLS,SW-KEY,QIP-CON,T950	\$6,538.00	к	31%	\$4,511.22	\$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		31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5 5	90949489-F	SEL: UPG,SLS,SW-KEY,QIP-CON,TFIN SEL: FRU,IP CAMERA,GN2,DRV-FR,T950B	\$6,538.00 \$4,154.00		31% 31%	\$4,511.22 \$2,866.26	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90949538-F 90949538TFIN	SEL: FRU,IP CAMERA,GN2,DRV-FR,T950B	\$4,154.00		31%	\$2,866.26	\$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		31%	\$2,866.26	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949539-F	SEL: FRU, IP CAMERA, GEN2, MED-FR, T950B	\$4,154.00		31%	\$2,866.26	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949539TFIN	SEL: FRU, IP CAMERA, GEN2, MED-FR, TFIN	\$4,154.00		31%	\$2,866.26	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5 5	90949539TFIN-F 90949553	SEL: FRU,IP CAMERA,GEN2,MED-FR,TFIN SEL: FRU LS SD CARD IND TFIN	\$4,154.00 \$1.00		31% 31%	\$2,866.26 \$0.69	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90949554	SEL: FRU LS SD CARD IND THIN SEL: FRU LS SD CARD IND T-SERIES	\$1.00		31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949558T2	SEL: FRU,TS1150,DRV,T950,IMPACT,T2	\$49,846.00		31%	\$34,393.74	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949558T2-F	SEL: FRU,TS1150,DRV,T950,IMPACT,T2	\$49,846.00		31%	\$34,393.74	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5 5	90949558T380T2	SEL: FRU,TS1150,DRV,T380,IMPACT,T2 SEL: FRU,TS1150,DRV,T380,IMPACT,T2	\$49,846.00 \$49,846.00		31% 31%	\$34,393.74	\$0.00 \$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		31%	\$34,393.74 \$34,393.74	\$0.00	\$0.00		\$0.00			SPECTRALOGIC
5		SEL: UPG,TS1150,DRV,TFIN,IMPACT,T2	\$49,846.00		31%	\$34,393.74	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5		SEL: FRU,TS1150,DRIVE,TFIN,ENT,T2	\$49,846.00		31%	\$34,393.74	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949565	SEL: TAPES,20 TPK,CUST,3592 JD	\$93,692.00		31%	\$64,647.48	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5 5	90949566 90949567	SEL: TAPES,TPK,CERT,3592 JD SEL: TAPES,TPK,CUST,3592 JD	\$4,685.00 \$4,685.00		31% 31%	\$3,232.65 \$3,232.65	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90949578	SEL: FRU,RIM2,T950	\$12,462.00		31%	\$8,598.78	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949578-F	SEL: FRU,RIM2,T950	\$12,462.00	к	31%	\$8,598.78	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	SPECTRALOGIC
5	90949578T200	SEL: FRU,RIM2,T200	\$12,462.00		31%	\$8,598.78	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5 5	90949578T200-F 90949578T380	SEL: FRU,RIM2,T200 SEL: FRU,RIM2,T380	\$12,462.00 \$12,462.00		31% 31%	\$8,598.78 \$8,598.78	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90949578T380-F	SEL: FRU,RIM2,T380 SEL: FRU,RIM2,T380	\$12,462.00		31%	\$8,598.78	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949578T680	SEL: FRU,RIM2,T680	\$12,462.00		31%	\$8,598.78	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949578T680-F	SEL: FRU,RIM2,T680	\$12,462.00		31%	\$8,598.78	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949578TFIN	SEL: FRU,RIM2,TFIN	\$12,462.00		31%	\$8,598.78	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5 5	90949578TFIN-F 90949581	SEL: FRU,RIM2,TFIN SEL:PREPUR,NEW,LTO-7,FC,T950	\$12,462.00 \$6,231.00		31% 31%	\$8,598.78 \$4,299.39	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90949582	SEL:PREPUR,NEW,LTO-7,FC,TFIN	\$6,231.00		31%	\$4,299.39	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949584	SEL:PREPUR,UPG,LTO-7,FC,ADAPT,T950	\$6,231.00		31%	\$4,299.39	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949585	SEL:PREPUR,UPG,LTO-7,FC,ADAPT,TFIN	\$6,231.00		31%	\$4,299.39	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5 5	90949613 90949614	SEL: TAPES,TERAPACK,CERT,LTO-7 SEL: TAPES,TERAPACK,CUST,LTO-7	\$2,518.00 \$2,518.00		31% 31%	\$1,737.42 \$1,737.42	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90949615-F	SEL: FRU,UPG,LTO-7,FC,FH,T950	\$24,600.00		31%	\$16,974.00	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949615T200-F	SEL: FRU,UPG,LTO-7,FC,FH,T200	\$24,600.00	к	31%	\$16,974.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949615T380-F	SEL: FRU,UPG,LTO-7,FC,FH,T380	\$24,600.00		31%	\$16,974.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949615T680-F	SEL: FRU,UPG,LTO-7,FC,FH,T680	\$24,600.00		31%	\$16,974.00	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949615TFIN-F 90949616	SEL: FRU,UPG,LTO-7,FC,FH,TFIN SEL: FRU,LTO-7,FC,FH,IMPACT,T950	\$24,600.00 \$24,600.00		31% 31%	\$16,974.00 \$16,974.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90949616-F	SEL: UPG,LTO-7,FC,FH,IMPACT,T950	\$24,600.00		31%	\$16,974.00	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949616T200	SEL: FRU,LTO-7,FC,FH,IMPACT,T200	\$24,600.00	к	31%	\$16,974.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949616T200-F	SEL: UPG,LTO-7,FC,FH,IMPACT,T200	\$24,600.00		31%	\$16,974.00	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949616T380 90949616T380-F	SEL: FRU,LTO-7,FC,FH,IMPACT,T380 SEL: UPG,LTO-7,FC,FH,IMPACT,T380	\$24,600.00 \$24,600.00		31% 31%	\$16,974.00 \$16,974.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90949616T680	SEL: FRU,LTO-7,FC,FH,IMPACT,T680	\$24,600.00 \$24,600.00		31%	\$16,974.00	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949616T680-F	SEL: UPG,LTO-7,FC,FH,IMPACT,T680	\$24,600.00		31%	\$16,974.00	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949616TFIN	SEL: FRU,LTO-7,FC,FH,IMPACT,TFIN	\$24,600.00		31%	\$16,974.00	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5 5	90949616TFIN-F	SEL: UPG,LTO-7,FC,FH,IMPACT,TFIN	\$24,600.00		31%	\$16,974.00	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC SPECTRALOGIC
5 5	90949621 90949625	SEL: FRU,BRUSHES,TFIN,CARBON SEL: FRU,MAIN,PWR RAILS,G2,UPG KIT	\$1.00 \$1.00		31% 31%	\$0.69 \$0.69	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC
Ŭ			\$1.00		0.70	φ0.00	\$3.00	40.00	\$5.00	\$0.00	\$0.00	\$3.00	

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAF	RANTY UPGRADE	NET PRICE		
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	90949626	SEL: FRU,LSB,PWR RAILS,G2,UPG KIT	\$1.00	к	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949627	SEL: FRU,RSB,PWR RAILS,G2,UPG KIT	\$1.00		31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	90949628 90949629	SEL: FRU,DRV,PWR RAILS,G2,UPG KIT SEL: FRU,MEDIA,PWR RAILS,G2,UPG KIT	\$1.00 \$1.00	к к	31% 31%	\$0.69 \$0.69	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949635	SEL: TPK,LTO-7,CERT,NCVR	\$2,511.00		31%	\$1,732.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949636	SEL: TPK,LTO-7,CUST,NCVR	\$2,511.00		31%	\$1,732.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949637	SEL: 20TPK,LTO-7,CERT	\$50,341.00		31%	\$34,735.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949638	SEL: 20TPK,LTO-7,CUST	\$50,341.00	К	31%	\$34,735.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949639	SEL: 20TPK,LTO-7,CERT,NCVR	\$50,077.00		31%	\$34,553.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949640	SEL: 20TPK,LTO-7,CUST,NCVR	\$50,077.00		31%	\$34,553.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949641	SEL: TAPES,LTO-7,CERT,CLAM20	\$4,971.00		31%	\$3,429.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	90949642	SEL: TAPES,LTO-7,CUST,CLAM20 SEL: FRU.TAPE.LTO-7,CERT	\$4,971.00 \$251.00		31% 31%	\$3,429.99	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949643 90949644	SEL: FRU,TAPE,LTO-7,CUST	\$251.00		31%	\$173.19 \$173.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949645	SEL: TAPES,LTO-7,CERT,CASE10	\$2,492.00		31%	\$1,719.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949646	SEL: TAPES,LTO-7,CUST,CASE10	\$2,492.00		31%	\$1,719.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90959034	SEL: FRU;T120;COD;5 SLOT KEY	\$647.00		31%	\$446.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90959034-F	SEL: FRU;T120;COD;5 SLOT KEY	\$647.00	К	31%	\$446.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90959042	SEL: FRU;SLS;SOFTWARE;DIRECT;T120	\$6,538.00		31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90959042-F	SEL: FRU;SLS;SOFTWARE;DIRECT;T120	\$6,538.00		31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90959209	SEL: T120;ENCRYPTION;PROFESSIONAL	\$6,538.00		31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	90959209-F 90959226	SEL: T120;ENCRYPTION;PROFESSIONAL SEL: FRU;N 1 POWER PACK;ROHS ONLY	\$6,538.00 \$2,769.00		31% 31%	\$4,511.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90959220	SEL: FRU;DRIVE SHELF;HH;T120	\$2,769.00		31%	\$1,910.61 \$16.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90959240	SEL: TAPES;TERAPACK;CERT;LTO-5;T120	\$452.00		31%	\$311.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90959245	SEL: TAPES;TERAPACK;CUST;LTO-5;T120	\$452.00		31%	\$311.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90959257	SEL: TAPES;TPK;NOCVR;CERT;LTO5;T120	\$446.00		31%	\$307.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90959261	SEL: FRU,LTO-6,HH,FC,T120	\$18,822.00	к	31%	\$12,987.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90959261-F	SEL: FRU,LTO-6,HH,FC,UPGRD,T120	\$18,822.00	К	31%	\$12,987.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90959262	SEL: FRU,LTO-6,HH,SAS,T120	\$17,662.00	ĸ	31%	\$12,186.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90959262-F	SEL: FRU,LTO-6,HH,SAS,UPGRD,T120	\$17,662.00		31%	\$12,186.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	90959268 90959272	SEL: TAPES,TPK,NOCVR,CERT,LTO6,T120 SEL: TAPES.TERAPACK.CERT.LTO-6,T120	\$684.00 \$691.00		31% 31%	\$471.96 \$476.79	\$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	\$658.00		31%	\$454.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90959276	SEL: TPK,NOCVR,CERT,LTO6,T120,MP	\$651.00		31%	\$449.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90959289	SEL:PREPUR,LTO-7,FC,HH,T120	\$5,077.00		31%	\$3,503.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90959290	SEL:PREPUR,LTO-7,SAS,HH,T120	\$5,000.00	К	31%	\$3,450.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90959295	SEL: FRU,LTO-7,HH,FC,T120	\$19,428.00		31%	\$13,405.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90959295-F	SEL: UPG,LTO-7,HH,FC,T120	\$19,554.00	ĸ	31%	\$13,492.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90959296	SEL: FRU,LTO-7,HH,SAS,T120	\$17,535.00	к	31%	\$12,099.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	90959296-F	SEL: UPG,LTO-7,HH,SAS,T120	\$17,535.00 \$2,062.00		31%	\$12,099.15	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00		SPECTRALOGIC
5	90959297 90959298	SEL: TPK,LTO-7,CERT,120,NCVR SEL: TPK,LTO-7,CUST,120,NCVR	\$2,062.00		31% 31%	\$1,422.78 \$1,422.78	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00		SPECTRALOGIC SPECTRALOGIC
5	90959301	SEL: TPK,LTO-7,CERT,120	\$2,069.00		31%	\$1,427.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90959302	SEL: TPK,LTO-7,CUST,120	\$2,069.00		31%	\$1,427.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90979018	SEL: FRU;SLS;SOFTWARE;DIRECT;T50E	\$3,269.00		31%	\$2,255.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90979018-F	SEL: FRU;SLS;SOFTWARE;UPGRADE;T50E	\$3,269.00	К	31%	\$2,255.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90979438	SEL: T50,ENCRYPTION,PROFESSIONAL	\$6,538.00		31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90979438-F	SEL: T50;ENCRYPTION;PROFESSIONAL	\$6,538.00		31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90979471	SEL: FRU; POWER SUPPLY; T50E	\$1,149.00		31%	\$792.81	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	90979471-F 90979473	SEL: FRU;UPGRD;POWER SUPPLY;T50E SEL: FRU;SLOT CARTRIDGE SLED;T50E	\$1,149.00 \$0.00		31% 31%	\$792.81 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90979476	SEL: COD-KEY;5 SLOT;T50E	\$647.00		31%	\$446.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90979476U-F	SEL: FRU,COD-KEY,5 SLOT,T50E	\$647.00		31%	\$446.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90979478	SEL: COD-KEY;1 SLOT;T50E	\$129.00		31%	\$89.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90979478-F	SEL: FRU;COD-KEY;1 SLOT;T50E	\$129.00		31%	\$89.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90979510	SEL: FRU,LTO-6,FC,HH,T50E	\$9,796.00		31%	\$6,759.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90979510-F	SEL: FRU,UPG,LTO-6,FC,HH,T50E	\$9,796.00		31%	\$6,759.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90979511 90070511 E	SEL: FRU,LTO-6,SAS,HH,T50E	\$8,578.00	ĸ	31%	\$5,918.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	90979511-F 90979519	SEL: FRU,UPG,LTO-6,SAS,HH,T50E SEL:PREPUR.LTO-7.SAS.HH.T50E	\$8,578.00 \$4,615.00		31% 31%	\$5,918.82 \$3,184.35	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90979520	SEL:PREPUR,LTO-7,SAS,HH,T50E	\$4,923.00		31%	\$3,396.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90979523	SEL: FRU,LTO-7,FC,HH,T50E	\$10,975.00		31%	\$7,572.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90979523-F	SEL: UPG,LTO-7,HH,FC,T50E	\$10,975.00		31%	\$7,572.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90979524	SEL: FRU,LTO-7,SAS,HH,T50E	\$10,092.00		31%	\$6,963.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90979524-F	SEL: UPG,LTO-7,HH,SAS,T50E	\$10,092.00		31%	\$6,963.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	91019814T200	SEL: CHAMBER-SLOT KEY ENABLE;T200	\$1,308.00	к	31%	\$902.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	91019814T20-F	SEL: CHAMBER-SLOT KEY ENABLE;T200	\$1,308.00		31%	\$902.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	91019814T380	SEL: CHAMBER-SLOT KEY ENABLE;T380	\$1,308.00		31%	\$902.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	91019814T38-F	SEL: FRU;CHAMBER-SLOT KEY;T380	\$1,308.00		31%	\$902.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00		SPECTRALOGIC
5 5	91019814T680 91019814T68-F	SEL: CHAMBER-SLOT KEY ENABLE;T680 SEL: FRU;CHAMBER-SLOT KEY;T680	\$1,308.00 \$1,308.00		31% 31%	\$902.52 \$902.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	91019814166-F	SEL: ENCRYPTION;PRO;T200-380-680	\$6,538.00		31%	\$902.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	91019816-F	SEL: FRU;ENCRYPTON;PRO;T200-380-680	\$6,538.00		31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	91019817	SEL: SLS SFTWR KEY;QIP-RIM-CONN;BOA	\$6,538.00		31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAF	RANTY UPGRADE	NET PRICE		1
BAND	sкu	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	91019817-F	SEL: FRU;SLS SFTWR-KEY;QIP-RIM;BOA	\$6,538.00		31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	91019818	SEL: SLS SFTWR KEY;DIRECT-CONN;T200	\$6,538.00		31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	91019818-F	SEL: FRU;SLS SFTWR-KEY;DIRECT;T200	\$6,538.00		31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	91019824 91019832	SEL: RACK;STANDARD 19 INCH SEL: SLS SW KEY;DIRECTCONN;T380-680	\$4,015.00 \$6,538.00		31% 31%	\$2,770.35 \$4,511.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC
5	91019832-F	SEL: FRU:SLS SW-KEY:DIRECT:T380-680	\$6,538.00		31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	91019873	SEL:PREPUR,NEW,LTO-7,FC,BOA	\$6,231.00		31%	\$4,299.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	91019874	SEL:PREPUR,UPG,LTO-7,FC,ADAPT,BOA	\$6,231.00		31%	\$4,299.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	9198	SEL: CNTR,SFP,8GB,850NM,OPTICAL	\$263.00		31%	\$181.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	9313	SEL: CABLEOPTICAL50ULC-LC10M	\$187.00		31%	\$129.03	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	9314	SEL: CABLE, OPTICAL, 50U, LC-LC, 20M	\$235.00		31%	\$162.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	9594SL	SEL: CORD,4.5M,L6-20P / LOCKING C19	\$75.00		31%	\$51.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	T120-6-H-A-2-30 T120-6HA-2-50	SEL: T120BUNDLE 2 LTO-6 HH SAS 30S SEL: T120BUNDLE,2 LTO-6,HH,SAS,50S	\$37,890.00 \$39,198.00		31% 31%	\$26,144.10 \$27,046.62	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	T120-6HA-2-50	SEL: T120BUNDLE,3 LTO-6,HH,SAS,50S	\$50,019.00		31%	\$34,513.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	T120-6HA-4-50	SEL: T120BUNDLE.4 LTO-6.HH.SAS.50S	\$61,788.00		31%	\$42,633.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	T120-6-H-F-2-30	SEL: T120BUNDLE 2 LTO-6 HH FC 30S	\$43,088.00		31%	\$29,730.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	T120-6HF-2-50	SEL: T120BUNDLE,2 LTO-6,HH,FC,50S	\$44,396.00		31%	\$30,633.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	T120-6HF-3-50	SEL: T120BUNDLE,3 LTO-6,HH,FC,50S	\$56,198.00		31%	\$38,776.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	T120-6HF-4-50	SEL: T120BUNDLE,4 LTO-6,HH,FC,50S	\$68,556.00		31%	\$47,303.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	T120-7-H-A-2-30	SEL: T120BUNDLE,2 LTO-7,HH,SAS,30S	\$39,885.00		31%	\$27,520.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	T120-7-H-A-2-50 T120-7-H-A-3-50	SEL: T120BUNDLE,2 LTO-7,HH,SAS,50S SEL: T120BUNDLE,3 LTO-7,HH,SAS,50S	\$39,885.00 \$52,177.00		31% 31%	\$27,520.65 \$36,002.13	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC
5	T120-7-H-A-3-50 T120-7-H-A-4-50	SEL: T120BUNDLE,3 LT0-7,HH,SAS,50S SEL: T120BUNDLE,4 LT0-7,HH,SAS,50S	\$52,177.00 \$63,423.00		31%	\$36,002.13 \$43,761.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	T120-7-H-F-2-30	SEL: T120BUNDLE,2 LTO-7,HH,FC,30S	\$45,638.00		31%	\$31,490.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	T120-7-H-F-2-50	SEL: T120BUNDLE,2 LTO-7,HH,FC,50S	\$45,769.00		31%	\$31,580.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	T120-7-H-F-3-50	SEL: T120BUNDLE,3 LTO-7,HH,FC,50S	\$58,192.00		31%	\$40,152.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	T120-7-H-F-4-50	SEL: T120BUNDLE,4 LTO-7,HH,FC,50S	\$70,485.00		31%	\$48,634.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	T200-DBA-1	SEL: T200;BASE UNIT W- 1 DBA	\$47,574.00		31%	\$32,826.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	T200-DBA-2	SEL: T200;BASE UNIT W- 2 DBA	\$54,112.00		31%	\$37,337.28	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	T380-DBA-1	SEL: T380;BASE UNIT W-1 DBA SEL: T380:BASE UNIT W- 2 DBA	\$67,189.00		31%	\$46,360.41	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00		SPECTRALOGIC SPECTRALOGIC
5	T380-DBA-2 T380-DBA-3	SEL: T380;BASE UNIT W- 2 DBA SEL: T380;BASE UNIT W- 3 DBA	\$73,074.00 \$78,958.00		31% 31%	\$50,421.06 \$54,481.02	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC
5	T380-J-DBA-1	SEL: T380 ENT,BASE UNIT W-3 DBA	\$67,189.00		31%	\$46,360.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	T380-J-DBA-2	SEL: T380 ENT,BASE UNIT W- 2 DBA	\$73,074.00		31%	\$50,421.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	T380-J-DBA-3	SEL: T380 ENT, BASE UNIT W- 3 DBA	\$78,958.00		31%	\$54,481.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	T50E-7-H-A-1-10	SEL: T50E,LTO-7,HH,SAS,1DR,10S	\$16,346.00	к	31%	\$11,278.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	T50E-7-H-A-2-25	SEL: T50E,LTO-7,HH,SAS,2DR,25S	\$24,715.00		31%	\$17,053.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	T50E-7-H-F-1-10	SEL: T50E,LTO-7,HH,FIBRE,1DR,10S	\$20,269.00		31%	\$13,985.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	T50E-7-H-F-2-25	SEL: T50E,LTO-7,HH,FIBRE,2DR,25S	\$28,769.00		31%	\$19,850.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	T680-DBA-1 T680-DBA-2	SEL: T680;BASE UNIT W- 1 DBA SEL: T680;BASE UNIT W- 2 DBA	\$102,366.00		31% 31%	\$70,632.54 \$74,693.19	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	T680-DBA-2	SEL: T680;BASE UNIT W- 2 DBA	\$108,251.00 \$114,135.00		31%	\$78,753.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	T9502FRMEXP	SEL: T950 2 FRAME HAX EXPANSION KIT	\$0.00		31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	T9503FRMEXP	SEL: T950 3 FRAME HAX EXPANSION KIT	\$0.00		31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	T9504FRMEXP	SEL: T950 4 FRM HAX EXPANSION KIT	\$0.00	к	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	T9505FRMEXP	SEL: T950 5 FRAME HAX EXPANSION KIT	\$0.00		31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	T9506FRMEXP	SEL: T950 6 FRAME HAX EXPANSION KIT	\$0.00		31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	T9508FRMEXP	SEL: T950 8 FRAME HAX EXPANSION KIT	\$0.00 \$112,658,00		31%	\$0.00 \$77 724 02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		
5 5	T950B1D T950B3D3T	SEL: T950B WITH 1 DBA SEL: T950 W-3 DBA'S & 3 TBA'S	\$112,658.00 \$112,658.00		31% 31%	\$77,734.02 \$77,734.02	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	T950B3D3TDVXP	SEL: T950 W-3 DBA S & 3 TBA S SEL: T950 DRV EXP 3D 3T	\$112,658.00		31%	\$34,333.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	T950B3D3TDX-F	SEL: T950 DRV EXP 3D 3T	\$49,758.00		31%	\$34,333.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	T950B6D0DVXP	SEL: T950 DRV EXP 6D 0T	\$63,292.00		31%	\$43,671.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	T950B6D0T	SEL: T950 W- 6 DBA'S & 0 TBA'S	\$128,808.00	к	31%	\$88,877.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	T950B6D0TDX-F	SEL: T950 DRV EXP 6D 0T	\$63,292.00		31%	\$43,671.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	T950B-J-1D	SEL: T950B ENT 1 DBA	\$112,658.00		31%	\$77,734.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	T950B-J-3D	SEL: T950B ENT 3 DBA	\$112,658.00		31%	\$77,734.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	T950B-J3DDVXP T950BJ3DDVXPF	SEL: T950B ENT DRV EXP 3DBA	\$49,758.00 \$49,758.00		31%	\$34,333.02	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00 \$0.00		
5	T950BJ3DDVXPF T950B-J-6D	SEL: FRU,T950B ENT DRV EXP 3DBA SEL: T950B ENT 6 DBA	\$49,758.00 \$128,808.00		31% 31%	\$34,333.02 \$88,877.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC
5	T950B-J6DDVXP	SEL: T950B ENT 0 DBA SEL: T950B ENT DRV EXP 6DBA	\$63,292.00		31%	\$43,671.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	T950BJ6DDVXPF	SEL: FRU, T950B ENT DRV EXP 6DBA	\$63,292.00		31%	\$43,671.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	T950B-JMEDEXF	SEL: FRU, T950 ENT MEDIA EXP FRAME	\$26,023.00		31%	\$17,955.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	T950BJMEDIAEX	SEL: T950B ENT MEDIA EXP	\$26,023.00	к	31%	\$17,955.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	T950BJMULTI1D	SEL: T950B ENT,MULTI,1 DBA	\$112,658.00		31%	\$77,734.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	T950BJMULTI3D	SEL: T950B ENT,MULTI,3 DBA	\$112,658.00		31%	\$77,734.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	T950BJMULTI6D	SEL: T950B ENT,MULTI,6 DBA	\$128,808.00		31%	\$88,877.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	T950BMEDBLJ-F	SEL: T950B ENT BULK TAP	\$45,769.00		31%	\$31,580.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		
5 5	T950BMEDBLK-F T950BMEDBULK	SEL: T950,LEFT,MED,EX,FR,W-BULK,UPG SEL: T950,LEFT,MED,EX,FRAME,W-BULK	\$45,769.00 \$45,769.00		31% 31%	\$31,580.61 \$31,580.61	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	T950BMEDEX-F	SEL: T950,LEFT,MED,EX,FRAME,W-BOLK SEL: T950 MEDIA ONLY EXPANSN FRAME	\$45,769.00 \$26,023.00		31%	\$17,955.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	T950BMEDIAEXP	SEL: T950 MEDIA ONLY EXPANSN FRAME	\$26,023.00		31%	\$17,955.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	T950BMEDLBLKJ	SEL: T950B ENT BULK TAP	\$45,769.00		31%	\$31,580.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	T950BMULT1D	SEL: T950,MULTI,WITH 1 DBA	\$112,658.00		31%	\$77,734.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAR	RRANTY UPGRADE	NET PRICE		
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	T950BMULT3D3T	SEL: T950,MULTI,W-3 DBA'S & 3 TBA'S	\$112,658.00	К	31%	\$77,734.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	T950BMULT6D0T	SEL: T950,MULTI,W-6DBA'S & 0TBA'S	\$128,808.00	ĸ	31%	\$88,877.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	TFIN3D3T TFIN3D3TDVX-F	SEL: TFIN W- 3 DBA'S & 3 TBA'S SEL: TFIN;UPG;DRV EXP 3D 3T	\$122,923.00 \$57,538.00	к к	31% 31%	\$84,816.87 \$39,701.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	TFIN3D3TDVXP	SEL: TFIN DRV EXP 3D 3T	\$57,538.00	ĸ	31%	\$39,701.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	TFIN6D0T	SEL: TFIN W- 6 DBA'S & 0 TBA'S	\$142,538.00	к	31%	\$98,351.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	TFIN6D0TDVX-F	SEL: TFIN;UPG;DRV EXP 6D 0T	\$73,231.00	к	31%	\$50,529.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	TFIN6D0TDVXP	SEL: TFIN DRV EXP 6D 0T	\$73,231.00	К	31%	\$50,529.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	TFINBSB-LEFT	SEL: TFIN BULK SERV BAY;LEFT	\$58,846.00	к	31%	\$40,603.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	TFINBSBLFT-F	SEL: FRU;TFIN BULK SV BAY;LEFT	\$58,846.00	к	31%	\$40,603.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	TFINBSBRGT-F	SEL: FRU;TFIN BULK SV BAY;RIGHT	\$58,846.00	ĸ	31%	\$40,603.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	TFIN-BSB-RIGHT TFIN-J3D3S	SEL: TFIN BULK SERV BAY, RIGHT WITH ROBC SEL: TFIN ENT 3D 3S		K K	31% 31%	\$63,161.22 \$84,816.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC
5	TFINJ3D3SDVXP	SEL: TFIN ENT 3D 3S SEL: TFIN ENT DRV EXP 3D 3S	\$122,923.00 \$57,538.00	ĸ	31%	\$39,701.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC SPECTRALOGIC
5	TFINJ3D3SDX-F	SEL: FRU;TFIN ENT DRV EXP 3D 3S	\$57,538.00	ĸ	31%	\$39,701.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	TFIN-J6D0S	SEL: TFIN ENT 6D 0S	\$142,538.00	к	31%	\$98,351.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	TFINJ6D0SDVXP	SEL: TFIN ENT DRV EXP 6D 0S	\$73,231.00	к	31%	\$50,529.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	TFINJ6D0SDX-F	SEL: FRU;TFIN ENT DRV EXP 6D 0S	\$73,231.00	к	31%	\$50,529.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	TFINJBSBLEFT	SEL: TFIN ENT BULK SERV BAY;LEFT	\$58,846.00	к	31%	\$40,603.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	TFINJBSBLFT-F	SEL: FRU;TFIN ENT BULK SV BAY;LEFT	\$58,846.00	ĸ	31%	\$40,603.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	TFINJBSBRGT-F	SEL: FRU;TFIN ENT BULK SV BAY;RIGHT	\$58,846.00	ĸ	31%	\$40,603.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	TFIN-J-BSB-RIGHT TFINJMEDEX-F	SEL: TFIN ENT BULK SERV BAY, RGT W/ROBO SEL: FRU; TFIN 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		SPECTRALOGIC SPECTRALOGIC
5	TFINJMEDIAEXP	SEL: TFIN ENT MEDIA EXP	\$26,154.00	ĸ	31%	\$18,046.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	TFINJSBLEFT	SEL: TFIN ENT SERV BAY;LEFT	\$45,769.00	ĸ	31%	\$31,580.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	TFINJSBLEFT-F	SEL: FRU;TFIN ENT SERV BAY;LEFT	\$45,769.00	ĸ	31%	\$31,580.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	TFINJSBRGT-F	SEL: FRU;TFIN ENT SERV BAY;RIGHT	\$45,769.00	к	31%	\$31,580.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	TFIN-J-SB-RIGHT	SEL: TFIN ENT SERV BAY, RIGHT WITH ROBOT		к	31%	\$54,138.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	TFINMEDEX-F	SEL: TFIN;UPG;MEDIA EXP	\$26,154.00	ĸ	31%	\$18,046.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	TFINMEDIAEXP	SEL: TFIN MEDIA EXP	\$26,154.00	ĸ	31%	\$18,046.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	TFINSB-LEFT TFINSBLEFT-F	SEL: TFIN SERV BAY;LEFT	\$45,769.00	ĸ	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		SPECTRALOGIC
5	TFIN-SB-RIGHT	SEL: TFIN;UPG;SERV BAY;LEFT SEL: TFIN SERV BAY,RIGHT, WITH ROBOT	\$45,769.00 \$78,462.00	K K	31%	\$31,580.61 \$54,138.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC SPECTRALOGIC
5	TFINSBRIGHT-F	SEL: TFIN;UPG;SERV BAY;RIGHT	\$45,769.00	ĸ	31%	\$31,580.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5		SEL Hunk TermL w/Ent Sup 10 Nodes US	\$34,615.00	ĸ	31%	\$23,884.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	HU-T-LIC-ESUP100	SEL Hunk TermL w/Ent Sup 100 Nodes US	\$304,615.00	К	31%	\$210,184.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5		SEL Hunk TermL w/Ent Sup 25 Nodes US	\$83,077.00	к	31%	\$57,323.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5		SEL Hunk TermL w/Ent Sup 250 Nodes US	\$692,308.00	ĸ	31%	\$477,692.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5		SEL Hunk TermL w/Ent Sup 50 Nodes US	\$159,231.00	ĸ	31%	\$109,869.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5 5		SEL Hunk TermL w/Ent Sup 500 Nodes US SEL Hunk TermL w/Global Sup 10 Nodes US	\$1,211,538.00 \$38,942.00	к к	31% 31%	\$835,961.22 \$26,869.98	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5		SEL Hunk TermL w/Global Sup 10 Nodes US	\$342,692.00	ĸ	31%	\$236,457.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5		SEL Hunk TermL w/Global Sup 25 Nodes US	\$93,462.00	ĸ	31%	\$64,488.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5		SEL Hunk TermL w/Global Sup 250 Nodes US	\$778,846.00	к	31%	\$537,403.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	HU-T-LIC-GSUP50	SEL Hunk TermL w/Global Sup 50 Nodes US	\$179,135.00	к	31%	\$123,603.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5		SEL Hunk TermL w/Global Sup 500 Nodes US	\$1,361,538.00	К	31%	\$939,461.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	SE-P-LIC-100	SEL Splunk Ent Perp Lic 100GB/day US	\$173,077.00	ĸ	31%	\$119,423.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5 5	SE-P-LIC-1T	SEL Splunk Ent Perp Lic 1TB/day US	\$1,384,615.00	ĸ	31%	\$955,384.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	SE-P-LIC-200 SE-P-LIC-50	SEL Splunk Ent Perp Lic 200GB/day US SEL Splunk Ent Perp Lic 50GB/day US	\$323,077.00 \$109,615.00	K K	31% 31%	\$222,923.13 \$75,634.35	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	SE-P-LIC-500	SEL Splunk Ent Perp Lic 500GB/day US	\$750,000.00	ĸ	31%	\$517,500.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5		SEL Splunk Ent TermL w/ESUP 100GB/day US	\$92,308.00		31%	\$63,692.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	SE-T-LIC-ESUP1T	SEL Splunk Ent TermL w/ESUP 1TB/day US	\$738,462.00	к	31%	\$509,538.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5		SEL Splunk Ent TermL w/ESUP 200GB/day US	\$172,308.00	к	31%	\$118,892.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5		SEL Splunk Ent TermL w/ESUP 50GB/day US	\$58,462.00	к	31%	\$40,338.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5 5		SEL Splunk Ent TermL w/ESUP 500GB/day US SEL Splunk Ent TermL w/GSUP 100GB/day US	\$400,000.00	ĸ	31%	\$276,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5		SEL Splunk Ent TermL w/GSUP 100GB/day US SEL Splunk Ent TermL w/GSUP 1TB/day US	\$103,846.00 \$830,769.00	К К	31% 31%	\$71,653.74 \$573,230.61	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5		SEL Splunk Ent TermL w/GSUP 200GB/day US	\$193,846.00	ĸ	31%	\$133,753.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5		SEL Splunk Ent TermL w/GSUP 500GB/day US	\$450,000.00	ĸ	31%	\$310,500.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	EGL-0032PE14-I	SEL Eyeglass 2 Cluster Kit Ent-Installed	\$14,031.00	ĸ	31%	\$9,681.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SUPERNA
5		SEL IGLS Isilon Automation Kit v1	\$6,410.00	к	31%	\$4,422.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SUPERNA
5		SEL IsilonSD Edge node VAPP-v2	\$282.00	К	31%	\$194.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SUPERNA
5		C SEL EYEGLASS DR MANAGER Enterprise VAPF		ĸ	31%	\$389.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SUPERNA
5		SEL Eyeglass ADV to ENT Upgrade 2 Pack	\$3,718.00	ĸ	31%	\$2,565.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SUPERNA
5 5	EYEGLASS-003E EYEGLASS-005	SEL EyeGlass DR Single Cluster License SEL EyeGlass VM Management	\$5,477.00 \$21.00		31% 31%	\$3,779.13	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SUPERNA SUPERNA
5	EYEGLASS-005 EYEGLASS-010	SEL EyeGlass VM Management SEL EyeGlass Vblock Ent 1 Pack	\$21.00 \$6,410.00		31%	\$14.49 \$4,422.90	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00		SUPERNA
5	EYEGLASS-010	SEL EyeGlass vCinck Ent 1 Fack	\$754.00		31%	\$520.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SUPERNA
5	IGL-CA-009	SEL Eyeglass Isilon Probe-Basic	\$1,795.00		31%	\$1,238.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SUPERNA
5	SYNCCD-STG-1Y	SEL Sync EE CLD Storage 100GB 1 yr	\$206.00	к	31%	\$142.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SYNCPLICITY
5	SYNCCD-STG-2Y	SEL Sync EE CLD Storage 100GB 2 yr	\$392.00		31%	\$270.48	\$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		31%	\$382.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SYNCPLICITY
5 5	SYNC-EE-T1-1Y SYNC-EE-T1-2Y	SEL Sync EE 25-1,000 sts 1 yr SEL Sync EE 25-1,000 sts 2 yr	\$150.00 \$286.00		31% 31%	\$103.50 \$197.34	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SYNCPLICITY SYNCPLICITY
5	01110-LL-11-21	022 0yno 22 20 1,000 313 2 yr	φ200.00	IX.	5170	ψ197.34	φ0.00	φ0.00	ψ0.00	ψ0.00	\$0.00	ψ0.00	

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAI	RRANTY UPGRADE	E NET PRICE		
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	SYNC-EE-T1-3Y	SEL Sync EE 25-1,000 sts 3 yr	\$405.00	К	31%	\$279.45	\$0.00	\$0.00	\$0.00	\$0.00			SYNCPLICITY
5 5	SYNC-EE-T2-1Y SYNC-EE-T2-2Y	SEL Sync EE 1,001-5,000 sts 1 yr SEL Sync EE 1,001-5,000 sts 2 yr	\$120.00 \$228.00		31% 31%	\$82.80 \$157.32	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SYNCPLICITY SYNCPLICITY
5	SYNC-EE-T2-3Y	SEL Sync EE 1,001-5,000 sts 2 yr	\$324.00		31%	\$223.56	\$0.00	\$0.00	\$0.00	\$0.00			SYNCPLICITY
5	SYNC-EE-T3-1Y	SEL Sync EE 5,001-10,000 sts 1 yr	\$96.00		31%	\$66.24	\$0.00	\$0.00	\$0.00	\$0.00			SYNCPLICITY
5	SYNC-EE-T3-2Y	SEL Sync EE 5,001-10,000 sts 2 yr	\$182.00		31%	\$125.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5	SYNC-EE-T3-3Y	SEL Sync EE 5,001-10,000 sts 3 yr	\$258.00		31%	\$178.02	\$0.00	\$0.00	\$0.00	\$0.00			SYNCPLICITY
5 5	SYNC-EE-T4-1Y SYNC-EE-T4-2Y	SEL Sync EE 10,001+ sts 1 yr SEL Sync EE 10,001+ sts 2 yr	\$85.00 \$160.00	к К	31% 31%	\$58.65 \$110.40	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SYNCPLICITY SYNCPLICITY
5	SYNC-EE-T4-3Y	SEL Sync EE 10,001+ sts 2 yr	\$225.00	ĸ	31%	\$155.25	\$0.00	\$0.00	\$0.00	\$0.00			SYNCPLICITY
5	SYNC-S1-DE-1Y	SEL Sync DE 1-10TB 1 yr	\$9,500.00		31%	\$6,555.00	\$0.00	\$0.00	\$0.00	\$0.00			SYNCPLICITY
5	SYNC-S1-DE-2Y	SEL Sync DE 1-10TB 2 yr	\$18,100.00		31%	\$12,489.00	\$0.00	\$0.00	\$0.00	\$0.00			SYNCPLICITY
5	SYNC-S1-DE-3Y	SEL Sync DE 1-10TB 3 yr	\$25,900.00		31%	\$17,871.00	\$0.00	\$0.00	\$0.00	\$0.00			SYNCPLICITY
5 5	SYNC-S1-EE-1Y SYNC-S1-EE-2Y	SEL Sync EE 1-10TB 1 yr SEL Sync EE 1-10TB 2 yr	\$26,125.00 \$49,775.00		31% 31%	\$18,026.25 \$34,344.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SYNCPLICITY SYNCPLICITY
5	SYNC-S1-EE-3Y	SEL Sync EE 1-10TB 3 yr	\$71,225.00		31%	\$49,145.25	\$0.00	\$0.00	\$0.00	\$0.00			SYNCPLICITY
5	SYNC-S2-DE-1Y	SEL Sync DE 11-25TB 1 yr	\$7,700.00		31%	\$5,313.00	\$0.00	\$0.00	\$0.00	\$0.00			SYNCPLICITY
5	SYNC-S2-DE-2Y	SEL Sync DE 11-25TB 2 yr	\$14,700.00	к	31%	\$10,143.00	\$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			SYNCPLICITY
5 5	SYNC-S2-EE-1Y	SEL Sync EE 11-25TB 1 yr	\$21,175.00		31%	\$14,610.75	\$0.00	\$0.00	\$0.00	\$0.00			SYNCPLICITY
5	SYNC-S2-EE-2Y SYNC-S2-EE-3Y	SEL Sync EE 11-25TB 2 yr SEL Sync EE 11-25TB 3 yr	\$40,425.00 \$57,750.00		31% 31%	\$27,893.25 \$39,847.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SYNCPLICITY SYNCPLICITY
5	SYNC-S3-DE-1Y	SEL Sync DE 26-50TB 1 yr	\$7,200.00		31%	\$4,968.00	\$0.00	\$0.00	\$0.00	\$0.00			SYNCPLICITY
5	SYNC-S3-DE-2Y	SEL Sync DE 26-50TB 2 yr	\$13,800.00		31%	\$9,522.00	\$0.00	\$0.00	\$0.00	\$0.00			SYNCPLICITY
5	SYNC-S3-DE-3Y	SEL Sync DE 26-50TB 3 yr	\$19,700.00		31%	\$13,593.00	\$0.00	\$0.00	\$0.00	\$0.00			SYNCPLICITY
5	SYNC-S3-EE-1Y	SEL Sync EE 26-50TB 1 yr	\$19,800.00		31%	\$13,662.00	\$0.00	\$0.00	\$0.00	\$0.00			SYNCPLICITY
5 5	SYNC-S3-EE-2Y SYNC-S3-EE-3Y	SEL Sync EE 26-50TB 2 yr	\$37,950.00		31% 31%	\$26,185.50 \$37,380.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SYNCPLICITY
5 5	SYNC-S4-DE-1Y	SEL Sync EE 26-50TB 3 yr SEL Sync DE 51TB + 1 yr	\$54,175.00 \$6,600.00	ĸ	31%	\$4,554.00	\$0.00	\$0.00	\$0.00	\$0.00			SYNCPLICITY SYNCPLICITY
5	SYNC-S4-DE-2Y	SEL Sync DE 51TB + 2 yr	\$12,700.00		31%	\$8,763.00	\$0.00	\$0.00	\$0.00	\$0.00			SYNCPLICITY
5	SYNC-S4-DE-3Y	SEL Sync DE 51TB + 3 yr	\$18,100.00		31%	\$12,489.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SYNCPLICITY
5	SYNC-S4-EE-1Y	SEL Sync EE 51TB + 1 yr	\$18,150.00		31%	\$12,523.50	\$0.00	\$0.00	\$0.00	\$0.00			SYNCPLICITY
5	SYNC-S4-EE-2Y	SEL Sync EE 51TB + 2yr	\$34,925.00		31%	\$24,098.25	\$0.00	\$0.00	\$0.00	\$0.00			SYNCPLICITY
5 5	SYNC-S4-EE-3Y SYNC-T1-DE-1Y	SEL Sync EE 51TB + 3yr SEL Sync DE 1 yr	\$49,775.00 \$60.00		31% 31%	\$34,344.75 \$41.40	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SYNCPLICITY SYNCPLICITY
5	SYNC-T1-DE-2Y	SEL Sync DE 2 yr	\$114.00		31%	\$78.66	\$0.00	\$0.00	\$0.00	\$0.00			SYNCPLICITY
5	SYNC-T1-DE-3Y	SEL Sync DE 3 yr	\$162.00		31%	\$111.78	\$0.00	\$0.00	\$0.00	\$0.00			SYNCPLICITY
5	SMOB10001	SEL Synapse Mobility (1 Unit)	\$1,538.00	к	31%	\$1,061.22	\$0.00	\$0.00	\$0.00	\$0.00			TERAMEDICA
5	SVCXT10001	SEL Synapse VNA Connext (1 Unit)	\$1,538.00	ĸ	31%	\$1,061.22	\$0.00	\$0.00	\$0.00	\$0.00			TERAMEDICA
5 5	100DCODSSP-1	SEL IDUClasFrwkODr 100 +SS⋑ 1year T SEL IDUClasFrwkODr 100 +SS⋑ 12mt	\$12,853.00		31% 31%	\$8,868.57	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS
5	100DCSOSSP-12M	SEL IDUCIASFT SPOn 100 +SS⋑ 12m	\$6,429.00 \$12,853.00		31%	\$4,436.01 \$8,868.57	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS VARONIS
5		T SEL IDUCIasFr SPOn 100 +SS⋑ 12mth	\$6,429.00		31%	\$4,436.01	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	100DCSSP-1	SEL IDUClassFr 100 + SS⋑ 1year	\$12,853.00	К	31%	\$8,868.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	100DCUSSP-1	SEL IDUClasFrwkUx100 + SS⋑ 1yr	\$12,853.00		31%	\$8,868.57	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	100DLSSP-2	SEL DL for 100 + SS and Sup 1st yr	\$6,630.00		31%	\$4,574.70	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	100DLXSSP 100DPSSSP	SEL DLX for 100 +SS⋑ 1yr SEL DP SP for 100 + SS ⋑ 1st yr	\$4,786.00 \$8,705.00		31% 31%	\$3,302.34 \$6,006.45	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	100DTSSP	SEL DTE 100 users + SS + Support 1st yr	\$13,260.00		31%	\$9,149.40	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5		SEL DWSP100use+1Pb/Col 50SL+SS&Sup1st yr			31%	\$15,249.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5		SEL DWWin100use+1Pb/Coll50SL+SS&Sup1sty			31%	\$15,249.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	100ECLO1PRSSP	SEL DAExOnL 100+1DAPb/Col 50SL+SS&Sup1y			31%	\$7,624.50	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	100ECLO1PRSSP1: 100ODL1PRSSP	2 SEL DAExOnL100+1DAPb/Col50SL+SS&Sup12r SEL DAODLite100+1DAPb/Col50SL+ SS&Sup1y		к к	31% 31%	\$3,813.63 \$7,624.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5		MSEL DAODLite100+1DAPb/Col50SL+SS&Sup12		ĸ	31%	\$3,813.63	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5		SEL DASPOnLite100+1DAPb/Col50SL+SS⋑			31%	\$7,624.50	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5		2ISEL DASPOnLite100+1DAPb/Col50SL+SS⋑			31%	\$3,813.63	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	250DCODSSP-1	SEL IDUClasFrwkODr 250 +SS⋑ 1year	\$19,810.00		31%	\$13,668.90	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	250DCODSSP-12M 250DCSOSSP-1	T SEL IDUClasFrwkODr 250 +SS⋑ 12mt ISEL DUClasFr SPOn 250 +SS⋑ 1yr	\$9,909.00 \$19,810.00		31% 31%	\$6,837.21 \$13,668.90	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5 5		T SEL IDUCIASET SPON 250 +SS⋑ 12mth	\$9,909.00		31%	\$6,837.21	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	250DCSSP-1	SEL IDUClassFr 250 + SS⋑ 1year	\$19,810.00		31%	\$13,668.90	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	250DCUSSP-1	SEL IDUClasFrwkUx250 + SS⋑ 1yr	\$19,810.00	к	31%	\$13,668.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	250DLSSP-2	SEL DL for 250 + SS and Sup 1st yr	\$10,238.00	к	31%	\$7,064.22	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	250DLXSSP	SEL DLX for 250 +SS⋑ 1yr	\$7,391.00 \$12,416.00		31%	\$5,099.79	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	250DPSSSP 250DTSSP	SEL DP for 250 + SS ⋑ 1st yr SEL DTE 250 users + SS + Support 1st yr	\$13,416.00 \$20,475.00		31% 31%	\$9,257.04 \$14,127.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5		SEL DVSP250user+1Pb/Col50SL+SS⋑ 1styr			31%	\$14,127.75 \$23,546.25	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5		SEL DWWin250use+1Pb/Coll50SL+SS&Sup1styl			31%	\$23,546.25	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5		SEL DAExOnL250+1DAPb/Col 50SL+SS&Sup1y	r \$17,063.00	к	31%	\$11,773.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5		2 SEL DAExOnL250+1DAPb/Col50SL+SS&Sup12r			31%	\$5,889.15	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5		SEL SELDAODLite250+1DAPb/Col50SL+SS&Su MSEL DAODLite250+1DAPb/Col50SL+SS&Sup12r			31%	\$11,773.47	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5		SEL DAODLite250+1DAPb/Col50SL+SS&Sup12r SEL DASPOnLite250+1DAPb/Col50SL+SS⋑			31% 31%	\$5,889.15 \$11,773.47	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5		2ISEL DASPONLite250+1DAPb/Col50SL+SS⋑			31%	\$5,889.15	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAF	RANTY UPGRADE	NET PRICE		1
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	25DCODSSP-1	SEL IDUClasFrwkODr 25 +SS⋑ 1year	\$6,065.00	К	31%	\$4,184.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	25DCODSSP-12MT- 25DCSOSSP-1	-1SEL IDUClasFrwkODr 25 +SS⋑ 12mt SELIDUClasFr SPOn 25 +SS⋑ 1vr	\$3,034.00 \$6,065.00		31% 31%	\$2,093.46 \$4,184.85	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS
5		1SEL IDUCIASFI SPON 25 +SS⋑ 12mth	\$3,034.00		31%	\$2,093.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	25DCSSP-1	SEL IDUCIassFr 25 + SS⋑ 1year	\$6,065.00		31%	\$4,184.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	25DCUSSP-1	SEL IDUClasFrwkUx25 + SS⋑ 1yr	\$6,065.00		31%	\$4,184.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	25DLSSP-2	SEL DL for 25 + SS and Sup 1st yr	\$3,120.00		31%	\$2,152.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	25DLXSSP	SEL DLX for 25 +SS⋑ 1yr	\$2,252.00		31%	\$1,553.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	25DPSSSP	SEL DP SP for 25 + SS ⋑ 1st yr	\$4,108.00		31%	\$2,834.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	25DTSSP 25DWS1PRSSP-1	SEL DTE 25 users + SS and Support 1st yr	\$6,240.00		31%	\$4,305.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	25DWS1PRSSP-1 25DWW1PRSSP-1	SEL DWSP25user+1Pb/Col50SL+SS&Supp1styr SEL DWWin25use&1Pb/Colle50SL+SS&Sup1styr	\$10,400.00 \$10,400.00		31% 31%	\$7,176.00 \$7,176.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS
5	25ECLO1PRSSP	SEL DAExOnL25+1 DA Pb/Col 50SL+SS&Sup1sty			31%	\$3,588.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5		MSEL DAExOnL25+1DAPb/Col50SL+SS&Sup12mi	\$2,601.00		31%	\$1,794.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	250DL1PRSSP	SEL DAODLite25+1DAPb/Col50SL+SS&Sup1yr	\$5,200.00		31%	\$3,588.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	250DL1PRSSP12M	SEL DAODLite25+1DA Pb/Col50SL+SS&Sup12rr	\$2,601.00	к	31%	\$1,794.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	25SPLO1PRSSP	SEL DASPOnLite25+1DAPb/Col50SL+SS&Sup1y	\$5,200.00		31%	\$3,588.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5		MSEL DASPOnLite25+1DAPb/Col 50SL+SS&Sup1	\$2,601.00		31%	\$1,794.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	25UX1PRSSP 50DA1PRSSP	SEL DATADVIDUUX 25 1DAPROBE50SL SS SU SEL DATADVANT50 1 PROBE 1YSS SP	\$10,400.00 \$15,600.00		31% 31%	\$7,176.00 \$10,764.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS
5	50DCODSSP-1	SEL IDUClasFrwkODr 50 +SS⋑ 1year	\$9,099.00		31%	\$6,278.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5		ISEL IDUCIasFrwkODr 50 +SS⋑ 12mt	\$4,551.00		31%	\$3,140.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	50DCSOSSP-1	SEL IDUClasFr SPOn 50 +SS⋑ 1yr	\$9,099.00	к	31%	\$6,278.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5		1SEL IDUClasFr SPOn 50 +SS⋑ 12mth	\$4,551.00		31%	\$3,140.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	50DCSSP-1	SEL IDUClassFr 50 + SS⋑ 1year	\$9,099.00		31%	\$6,278.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	50DCUSSP-1	SEL IDUClasFrwkUx50 + SS⋑ 1yr	\$9,099.00		31%	\$6,278.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	50DLSSP-2 50DLXSSP	SEL DL for 50 + SS and Sup 1st yr SEL DLX for 50 +SS⋑ 1yr	\$4,680.00 \$3,379.00		31% 31%	\$3,229.20 \$2,331.51	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS
5	50DPSSSP	SEL DP SP for 50 + SS ⋑ 1st yr	\$6,162.00		31%	\$4,251.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	50DTSSP	SEL DTE 50 users + SS and Support 1st yr	\$9,360.00		31%	\$6,458.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	50DWS1PRSSP-1	SEL DWSP50use+1Pb/Coll50SL+SS⋑ 1st yr	\$15,600.00		31%	\$10,764.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	50DWW1PRSSP-1	SEL DWWin50use+1Pb/Colle50SL+SS&Sup1styr	\$15,600.00		31%	\$10,764.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	50ECLO1PRSSP	SEL DAExOnL 50+1DAPb/Col50SL+SS&Sup1yr	\$7,800.00		31%	\$5,382.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	50ECLO1PRSSP120 50ODL1PRSSP	MSEL DAExOnL50+1DAPb/Col50SL+SS&Sup12mi	\$3,902.00		31% 31%	\$2,692.38	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS
5		SEL DAODLite50+1DAPb/Col50SL+ SS&Sup1yr SEL DAODLite50+1DAPb/Col50SL+SS&Sup12m	\$7,800.00 \$3,902.00		31%	\$5,382.00 \$2,692.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	50SPLO1PRSSP	SEL DASPOnLite50+1DAPb/Col50SL+SS&Sup1	\$7,800.00		31%	\$5,382.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5		MSEL DA SPOnLite50+1DAPb/Col50SL+SS&Sup1	\$3,902.00		31%	\$2,692.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	ADD-DA	SEL ADD-ON DATADVANTAGEANALYTICS EN(31%	\$8,970.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DA-100KL	SEL DATADVANT100000	\$3,900,000.00		31%	\$2,691,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DA-10KL	SEL DATADVANT10000	\$436,800.00		31%	\$301,392.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DA-1500L DA-150KL	SEL DATADVANT1500 SEL DATADVANT150000	\$98,280.00 \$5,733,000.00		31% 31%	\$67,813.20 \$3,955,770.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS
5	DA-15KL	SEL DATADVANTIS0000 SEL DATADVANTIS000	\$655,200.00		31%	\$452,088.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DA-1KL	SEL DATADVANT1000	\$73,710.00		31%	\$50,859.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DA-20KL	SEL DATADVANT20000	\$829,920.00		31%	\$572,644.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DA-2500L	SEL DATADVANT2500	\$141,050.00		31%	\$97,324.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DA-25KL	SEL DATADVANT25000	\$1,037,400.00		31%	\$715,806.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DA-2KL	SEL DATADVANT2000	\$118,300.00		31% 31%	\$81,627.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS
5 5	DA-3500L DA-35KL	SEL DATADVANT3500 SEL DATADVANT35000	\$197,470.00 \$1,430,000.00		31%	\$136,254.30 \$986,700.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DA-3KL	SEL DATADVANT3000	\$169,260.00		31%	\$116,789.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DA-4500L	SEL DATADVANT4500	\$245,700.00		31%	\$169,533.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DA-4KL	SEL DATADVANT4000	\$218,400.00		31%	\$150,696.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DA-500L	SEL DATADVANT500	\$40,950.00		31%	\$28,255.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DA-50KL	SEL DATADVANT50000	\$2,015,000.00		31%	\$1,390,350.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DA-5KL DA-6KL	SEL DATADVANT5000 SEL DATADVANT6000	\$273,000.00 \$289,380.00		31% 31%	\$188,370.00 \$199,672.20	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS
5	DA-6KL DA-750L	SEL DATADVANT6000 SEL DATADVANT750	\$58,500.00		31%	\$40,365.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DA-7KL	SEL DATADVANT7000	\$337,610.00		31%	\$232,950.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DA-8KL	SEL DATADVANT8000	\$364,000.00		31%	\$251,160.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DA-9KL	SEL DATADVANT9000	\$409,500.00	к	31%	\$282,555.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DAL-100KL	SEL DATADVANTAGEIDUANALYTICSLITE1000		К	31%	\$1,345,500.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DAL-10KL	SEL DATADVANTAGEIDUANALYTICSLITE 1000			31%	\$150,696.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DAL-1500L	SEL DATADVANTAGEIDUANALYTICSLITE 1500			31%	\$33,906.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DAL-150KL DAL-15KL	SEL DATADVANTAGEIDUANALYTICSLITE1500 SEL DATADVANTAGEIDUANALYTICSLITE 1500			31% 31%	\$1,977,885.00 \$226,044.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS
5	DAL-15KL DAL-1KL	SEL DATADVANTAGEIDUANALYTICSLITE 1500 SEL DATADVANTAGEIDUANALYTICSLITE 1000			31%	\$226,044.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DAL-20KL	SEL DATADVANTAGEIDUANALYTICSLITE 2000			31%	\$286,322.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DAL-2500L	SEL DATADVANTAGEIDUANALYTICSLITE 2500			31%	\$48,662.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DAL-25KL	SEL DATADVANTAGEIDUANALYTICSLITE 2500	\$518,700.00	к	31%	\$357,903.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DAL-2KL	SEL DATADVANTAGEIDUANALYTICSLITE 2000			31%	\$40,813.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DAL-3500L	SEL DATADVANTAGEIDUANALYTICSLITE 3500			31%	\$68,127.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DAL-35KL DAL-3KL	SEL DATADVANTAGEIDUANALYTICSLITE 3500 SEL DATADVANTAGEIDUANALYTICSLITE 3000			31% 31%	\$493,350.00 \$58,394.70	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
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					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAF	RRANTY UPGRADE	E NET PRICE		
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	DAL-4500L	SEL DATADVANTAGEIDUANALYTICSLITE 4500			31%	\$84,766.50	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DAL-4KL	SEL DATADVANTAGEIDUANALYTICSLITE 4000			31%	\$75,348.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DAL-500L	SEL DATADVANTAGEIDUANALYTICSLITE 500 SEL DATADVANTAGEIDUANALYTICSLITE 5000	\$20,475.00		31%	\$14,127.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DAL-50KL DAL-5KL	SEL DATADVANTAGEIDUANALYTICSLITE 5000			31% 31%	\$695,175.00 \$94,185.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DAL-6KL	SEL DATADVANTAGEIDUANALYTICSLITE 6000			31%	\$99,836.10	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DAL-750L	SEL DATADVANTAGEIDUANALYTICSLITE 750	\$29,250.00		31%	\$20,182.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DAL-7KL	SEL DATADVANTAGEIDUANALYTICSLITE 7000			31%	\$116,475.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DAL-8KL	SEL DATADVANTAGEIDUANALYTICSLITE 8000			31%	\$125,580.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DAL-9KL	SEL DATADVANTAGEIDUANALYTICSLITE 9000			31%	\$141,277.50	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DAPR-10P	SEL 10 DATADVANTPROBES	\$40,950.00		31%	\$28,255.50	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DAPR-15P DAPR-1P	SEL 15 DATADVANTPROBES	\$55,283.00		31% 31%	\$38,145.27	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00		VARONIS
5 5	DAPR-20P	SEL 1 DATADVANTPROBE SEL 20 DATADVANTPROBES	\$9,100.00 \$66,339.00		31%	\$6,279.00 \$45,773.91	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00		VARONIS VARONIS
5	DAPR-5P	SEL 5 DATADVANTPROBES	\$31,850.00		31%	\$21,976.50	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DC-1000L-1	SEL IDUClassFrwk1000 users	\$53,071.00		31%	\$36,618.99	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DC-100KL-1	SEL IDUClassFrwk100000 users	\$2,808,000.00		31%	\$1,937,520.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DC-10KL-1	SEL IDUClassFrwk10000 users	\$314,496.00	К	31%	\$217,002.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DC-1500L-1	SEL IDUClassFrwk1500 users	\$70,762.00		31%	\$48,825.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DC-150KL-1	SEL IDUClassFrwk150000 users	\$4,127,760.00		31%	\$2,848,154.40	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DC-15KL-1	SEL IDUClassFrwk15000 users	\$471,744.00		31%	\$325,503.36	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	DC-2000L-1 DC-20KL-1	SEL IDUClassFrwk2000 users	\$85,176.00 \$597,542.00		31% 31%	\$58,771.44 \$412,303,98	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS
5	DC-20KL-1 DC-2500L-1	SEL IDUClassFrwk20000 users SEL IDUClassFrwk2500 users	\$597,542.00 \$101,556.00		31%	\$412,303.98 \$70,073.64	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00		VARONIS VARONIS
5	DC-25KL-1	SEL IDUCIASSFrwk25000 users	\$746,928.00		31%	\$515,380.32	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DC-3000L-1	SEL IDUCIassFrwk3000 users	\$121,867.00		31%	\$84,088.23	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DC-3500L-1	SEL IDUClassFrwk3500 users	\$142,178.00		31%	\$98,102.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DC-35KL-1	SEL IDUClassFrwk35000 users	\$1,029,600.00	К	31%	\$710,424.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DC-4000L-1	SEL IDUClassFrwk4000 users	\$157,248.00		31%	\$108,501.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DC-4500L-1	SEL IDUClassFrwk4500 users	\$176,904.00		31%	\$122,063.76	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	DC-5000L-1 DC-500L-1	SEL IDUClassFrwk5000 users SEL IDUClassFrwk500 users	\$196,560.00 \$29,484.00		31% 31%	\$135,626.40 \$20,343.96	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DC-500L-1 DC-50KL-1	SEL IDUCIASSF1Wk5000 users	\$29,484.00		31%	\$20,343.96 \$1,001,052.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DC-6000L-1	SEL IDUCIassFrwk6000 users	\$208,354.00		31%	\$143,764.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DC-7000L-1	SEL IDUClassFrwk7000 users	\$243,079.00		31%	\$167,724.51	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DC-750L-1	SEL IDUClassFrwk750 users	\$42,120.00	к	31%	\$29,062.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DC-8000L-1	SEL IDUClassFrwk8000 users	\$262,080.00		31%	\$180,835.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DC-9000L-1	SEL IDUClassFrwk9000 users	\$294,840.00		31%	\$203,439.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DCOD-1000L-1	SEL IDU ClassFr ODr 1000 users	\$53,071.00		31%	\$36,618.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5		1 SEL IDU ClassFr ODr for 1000 12mth	\$21,228.00		31%	\$14,647.32	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	DCOD-100KL-1 DCOD-100KL-12MT	SEL IDU ClassFr ODr 100000 users 1 SEL IDU ClassFr ODr for 100000 12mth	\$2,808,000.00 \$1,123,200.00		31% 31%	\$1,937,520.00 \$775,008.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCOD-10KL-1	SEL IDU ClassFr ODr 100000 users	\$314,496.00		31%	\$217,002.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5		SEL IDU ClassFr ODr for 10000 12mth	\$125,798.00		31%	\$86,800.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DCOD-1500L-1	SEL IDU ClassFr ODr 1500 users	\$70,762.00		31%	\$48,825.78	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DCOD-1500L-12MT1	1 SEL IDU ClassFr ODr for 1500 12mth	\$28,305.00	К	31%	\$19,530.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DCOD-150KL-1	SEL IDU ClassFr ODr 150000 users	\$4,127,760.00		31%	\$2,848,154.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5		1 SEL IDU ClassFr ODr for 150000 12mth	\$1,651,104.00		31%	\$1,139,261.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DCOD-15KL-1	SEL IDU ClassFr ODr 15000 users	\$471,744.00		31%	\$325,503.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DCOD-15KL-12MT1 DCOD-2000L-1	SEL IDU ClassFr ODr for 15000 12mth SEL IDU ClassFr ODr 2000 users	\$188,698.00 \$85,176.00		31% 31%	\$130,201.62 \$58,771.44	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5		1 SEL IDU ClassFr ODr 2000 users	\$34,070.00		31%	\$23,508.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DCOD-20KL-1	SEL IDU ClassFr ODr 20000 users	\$597,542.00		31%	\$412,303.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5		SEL IDU ClassFr ODr for 20000 12mth	\$239,017.00		31%	\$164,921.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DCOD-2500L-1	SEL IDU ClassFr ODr 2500 users	\$101,556.00		31%	\$70,073.64	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5		1 SEL IDU ClassFr ODr for 2500 12mth	\$40,622.00		31%	\$28,029.18		\$0.00	\$0.00	\$0.00			VARONIS
5	DCOD-25KL-1	SEL IDU ClassFr ODr 25000 users	\$746,928.00		31%	\$515,380.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5		SEL IDU ClassFr ODr for 25000 12mth	\$298,771.00		31%	\$206,151.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		
5 5	DCOD-3000L-1 DCOD-3000L-12MT1	SEL IDU ClassFr ODr 3000 users 1 SEL IDU ClassFr ODr for 3000 12mth	\$121,867.00 \$48,747.00		31% 31%	\$84,088.23 \$33,635.43	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCOD-3500L-12M11	SEL IDU ClassFr ODI 101 3000 12mm	\$48,747.00		31%	\$98,102.82	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5		1 SEL IDU ClassFr ODr for 3500 12mth	\$56,871.00		31%	\$39,240.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DCOD-35KL-1	SEL IDU ClassFr ODr 35000 users	\$1,029,600.00	ĸ	31%	\$710,424.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5		SEL IDU ClassFr ODr for 35000 12mth	\$411,840.00		31%	\$284,169.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DCOD-4000L-1	SEL IDU ClassFr ODr 4000 users	\$157,248.00		31%	\$108,501.12		\$0.00	\$0.00	\$0.00			VARONIS
5		1 SEL IDU ClassFr ODr for 4000 12mth	\$62,899.00		31%	\$43,400.31	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DCOD-4500L-1	SEL IDU ClassFr ODr 4500 users	\$176,904.00		31%	\$122,063.76		\$0.00	\$0.00	\$0.00			VARONIS
5		1 SEL IDU ClassFr ODr for 4500 12mth	\$70,762.00		31%	\$48,825.78	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	DCOD-5000L-1 DCOD-5000L-12MT1	SEL IDU ClassFr ODr 5000 users 1 SEL IDU ClassFr ODr for 5000 12mth	\$196,560.00 \$78,624.00		31% 31%	\$135,626.40 \$54,250.56	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCOD-5000L-12M11	SEL IDU ClassFr ODI for 5000 12mm	\$78,624.00		31%	\$20,343.96		\$0.00	\$0.00	\$0.00			VARONIS
5		SEL IDU ClassFr ODr 500 users	\$11,794.00		31%	\$8,137.86	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DCOD-50KL-1	SEL IDU ClassFr ODr 50000 users	\$1,450,800.00		31%	\$1,001,052.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DCOD-50KL-12MT1	SEL IDU ClassFr ODr for 50000 12mth	\$580,320.00	к	31%	\$400,420.80	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	VARONIS
5	DCOD-6000L-1	SEL IDU ClassFr ODr 6000 users	\$208,354.00		31%	\$143,764.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAR	RRANTY UPGRADE	E NET PRICE		
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5		SEL IDU ClassFr ODr for 6000 12mth	\$83,341.00	K	31%	\$57,505.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5		SEL IDU ClassFr ODr 7000 users	\$243,079.00		31%	\$167,724.51	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5		SEL IDU ClassFr ODr for 7000 12mth SEL IDU ClassFr ODr 750 users	\$97,232.00		31%	\$67,090.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00		VARONIS
5	DCOD-750L-1 DCOD-750L-12MT1	SEL IDU ClassFr ODF 750 dsers	\$42,120.00 \$16,848.00		31% 31%	\$29,062.80 \$11,625.12	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00		VARONIS VARONIS
5		SEL IDU ClassFr ODr 8000 users	\$262,080.00		31%	\$180,835.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5		SEL IDU ClassFr ODr for 8000 12mth	\$104,832.00		31%	\$72,334.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5		SEL IDU ClassFr ODr 9000 users	\$294,840.00		31%	\$203,439.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DCOD-9000L-12MT1	SEL IDU ClassFr ODr for 9000 12mth	\$117,936.00		31%	\$81,375.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5		SEL IDU ClasFrwkShPtOn 1000 users	\$53,071.00		31%	\$36,618.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5		SEL IDUClassFrwkShPtOn1000 12mth	\$21,228.00		31%	\$14,647.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5		SEL IDU ClassFrwkShPtOn 100000 users	\$2,808,000.00 \$1.123.200.00		31%	\$1,937,520.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DCSO-100KL-12M11	I SEL IDUClassFrwkShPtOn100000 12mth SEL IDU ClasFrwkShPtOn 10000 users	\$1,123,200.00		31% 31%	\$775,008.00 \$217,002.24	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5		SEL IDUCIassFrwkShPtOn10000 12mth	\$125,798.00		31%	\$86,800.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DCSO-1500L-1	SEL IDU ClasFrwkShPtOn 1500 users	\$70,762.00		31%	\$48,825.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DCSO-1500L-12MT1	SEL IDUClassFrwkShPtOn1500 12mth	\$28,305.00		31%	\$19,530.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DCSO-150KL-1	SEL IDU ClasFrwkShPtOn 150000 users	\$4,127,760.00		31%	\$2,848,154.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5		I SEL IDUClassFrwkShPtOn150000 12mth	\$1,651,104.00		31%	\$1,139,261.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DCSO-15KL-1	SEL IDU ClasFrwkShPtOn 15000 users	\$471,744.00		31%	\$325,503.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5		SEL IDUCIassFrwkShPtOn15000 12mth	\$188,698.00		31%	\$130,201.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5		SEL IDU ClasFrwkShPtOn 2000 users SEL IDUClassFrwkShPtOn2000 12mth	\$85,176.00 \$34,070.00		31% 31%	\$58,771.44 \$23,508.30	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCSO-2000L-12011	SEL IDU ClassFrwkShPtOn 20000 users	\$597,542.00		31%	\$412,303.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5		SEL IDUClassFrwkShPtOn20000 12mth	\$239,017.00		31%	\$164,921.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DCSO-2500L-1	SEL IDU ClasFrwkShPtOn 2500 users	\$101,556.00		31%	\$70,073.64	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DCSO-2500L-12MT1	SEL IDUClassFrwkShPtOn2500 12mth	\$40,622.00	K	31%	\$28,029.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DCSO-25KL-1	SEL IDU ClasFrwkShPtOn 25000 users	\$746,928.00		31%	\$515,380.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5		SEL IDUClassFrwkShPtOn25000 12mth	\$298,771.00		31%	\$206,151.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5		SEL IDU ClasFrwkShPtOn 3000 users SEL IDUClassFrwkShPtOn3000 12mth	\$121,867.00		31%	\$84,088.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5		SEL IDUCIASSFRWKShPtOn3000 12mth SEL IDU ClasFrwkShPtOn 3500 users	\$48,747.00 \$142,178.00		31% 31%	\$33,635.43 \$98,102.82	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5		SEL IDUClassFrwkShPtOn3500 12mth	\$56,871.00		31%	\$39,240.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DCSO-35KL-1	SEL IDU ClasFrwkShPtOn 35000 users	\$1,029,600.00		31%	\$710,424.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5		SEL IDUClassFrwkShPtOn35000 12mth	\$411,840.00		31%	\$284,169.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DCSO-4000L-1	SEL IDU ClasFrwkShPtOn 4000 users	\$157,248.00	К	31%	\$108,501.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5		SEL IDUClassFrwkShPtOn4000 12mth	\$62,899.00		31%	\$43,400.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DCSO-4500L-1	SEL IDU ClasFrwkShPtOn 4500 users	\$176,904.00		31%	\$122,063.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5		SEL IDUClassFrwkShPtOn4500 12mth	\$70,762.00		31%	\$48,825.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5		SEL IDU ClasFrwkShPtOn 5000 users SEL IDUClassFrwkShPtOn5000 12mth	\$196,560.00 \$78,624.00		31% 31%	\$135,626.40 \$54,250.56	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCSO-500L-12M11	SEL IDUCIASSFWKShFtOn 500 users	\$29,484.00		31%	\$20,343.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5		SEL IDUClassFrwkShPtOn500_12mth	\$11,794.00		31%	\$8,137.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DCSO-50KL-1	SEL IDU ClasFrwkShPtOn 50000 users	\$1,450,800.00		31%	\$1,001,052.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DCSO-50KL-12MT1	SEL IDUClassFrwkShPtOn50000 12mth	\$580,320.00		31%	\$400,420.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DCSO-6000L-1	SEL IDU ClasFrwkShPtOn 6000 users	\$208,354.00	К	31%	\$143,764.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5		SEL IDUClassFrwkShPtOn6000 12mth	\$83,341.00		31%	\$57,505.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DCSO-7000L-1	SEL IDU ClasFrwkShPtOn 7000 users	\$243,079.00		31%	\$167,724.51	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5		SEL IDUCIassFrwkShPtOn7000 12mth	\$97,232.00 \$42,120.00		31%	\$67,090.08 \$29,062,80	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00		VARONIS
5	DCSO-750L-1 DCSO-750L-12MT1	SEL IDU ClasFrwkShPtOn 750 users SEL IDUClassFrwkShPtOn750 12mth	\$42,120.00 \$16,848.00		31% 31%	\$29,062.80 \$11,625.12	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCSO-8000L-1	SEL IDU ClassFrwkShPtOn 8000 users	\$262,080.00		31%	\$180,835.20	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5		SEL IDUClassFrwkShPtOn8000 12mth	\$104,832.00		31%	\$72,334.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DCSO-9000L-1	SEL IDU ClasFrwkShPtOn 9000 users	\$294,840.00	К	31%	\$203,439.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5		SEL IDUClassFrwkShPtOn9000 12mth	\$117,936.00		31%	\$81,375.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DCU-1000L-1	SEL IDUClasFrwkUx 1000 users	\$53,071.00		31%	\$36,618.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DCU-100KL-1	SEL IDUCIasFrwkUx 100000 users	\$2,808,000.00		31%	\$1,937,520.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	DCU-10KL-1	SEL IDUCIasFrwkUx 10000 users	\$314,496.00		31% 31%	\$217,002.24	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS
5	DCU-1500L-1 DCU-150KL-1	SEL IDUClasFrwkUx 1500 users SEL IDUClasFrwkUx 150000 users	\$70,762.00 \$4,127,760.00		31% 31%	\$48,825.78 \$2,848,154.40	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00		VARONIS VARONIS
5	DCU-15KL-1	SEL IDUCIASFIWRUX 150000 users	\$471,744.00		31%	\$325,503.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DCU-2000L-1	SEL IDUCIasFrwkUx 2000 users	\$85,176.00		31%	\$58,771.44	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DCU-20KL-1	SEL IDUClasFrwkUx 20000 users	\$597,542.00		31%	\$412,303.98	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DCU-2500L-1	SEL IDUClasFrwkUx 2500 users	\$101,556.00	К	31%	\$70,073.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DCU-25KL-1	SEL IDUClasFrwkUx 25000 users	\$746,928.00		31%	\$515,380.32	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DCU-3000L-1	SEL IDUClasFrwkUx 3000 users	\$121,867.00		31%	\$84,088.23	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DCU-3500L-1	SEL IDUCIasFrwkUx 3500 users	\$142,178.00		31%	\$98,102.82	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	DCU-35KL-1 DCU-4000L-1	SEL IDUCIasFrwkUx 35000 users	\$1,029,600.00		31%	\$710,424.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DCU-4000L-1 DCU-4500L-1	SEL IDUClasFrwkUx 4000 users SEL IDUClasFrwkUx 4500 users	\$157,248.00 \$176,904.00		31% 31%	\$108,501.12 \$122,063.76	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCU-5000L-1	SEL IDUCIASFIWRUX 4500 users	\$196,560.00		31%	\$135,626.40	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DCU-500L-1	SEL IDUCIASI TWKOX 5000 users	\$29,484.00		31%	\$20,343.96	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DCU-50KL-1	SEL IDUCIASFrwkUx 50000 users	\$1,450,800.00		31%	\$1,001,052.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DCU-6000L-1	SEL IDUClasFrwkUx 6000 users	\$208,354.00	К	31%	\$143,764.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DCU-7000L-1	SEL IDUClasFrwkUx 7000 users	\$243,079.00	к	31%	\$167,724.51	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAI	RRANTY UPGRADE	E NET PRICE		1
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUC PARTNER
5	DCU-750L-1	SEL IDUClasFrwkUx 750 users	\$42,120.00		31%	\$29,062.80	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DCU-8000L-1	SEL IDUCIasFrwkUx 8000 users	\$262,080.00		31%	\$180,835.20	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	DCU-9000L-1 DL-1000L-2	SEL IDUClasFrwkUx 9000 users SEL DatAlert for 1000 users	\$294,840.00 \$22,113.00		31% 31%	\$203,439.60	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS
5	DL-1000L-2 DL-100KL-2	SEL DatAlert for 10000 users	\$22,113.00		31%	\$15,257.97 \$807,300.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DL-10KL-2	SEL DatAlert for 10000 users	\$131,040.00		31%	\$90,417.60	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DL-1500L-2	SEL DatAlert for 1500 users	\$29,484.00		31%	\$20,343.96	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DL-150KL-2	SEL DatAlert for 150000 users	\$1,719,900.00		31%	\$1,186,731.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DL-15KL-2	SEL DatAlert for 15000 users	\$196,560.00	К	31%	\$135,626.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DL-2000L-2	SEL DatAlert for 2000 users	\$35,490.00		31%	\$24,488.10	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DL-20KL-2	SEL DatAlert for 20000 users	\$248,976.00		31%	\$171,793.44	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	DL-2500L-2 DL-25KL-2	SEL DatAlert for 2500 users SEL DatAlert for 25000 users	\$42,315.00		31% 31%	\$29,197.35 \$214,741.80	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS
5	DL-25KL-2 DL-3000L-2	SEL DatAlert for 3000 users	\$311,220.00 \$50,778.00		31%	\$214,741.80	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DL-3500L-2	SEL DatAlert for 3500 users	\$59,241.00		31%	\$40,876.29	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DL-35KL-2	SEL DatAlert for 35000 users	\$429,000.00		31%	\$296,010.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DL-4000L-2	SEL DatAlert for 4000 users	\$65,520.00		31%	\$45,208.80	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DL-4500L-2	SEL DatAlert for 4500 users	\$73,710.00	к	31%	\$50,859.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DL-5000L-2	SEL DatAlert for 5000 users	\$81,900.00		31%	\$56,511.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DL-500L-2	SEL DatAlert for 500 users	\$12,285.00		31%	\$8,476.65	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DL-50KL-2	SEL DatAlert for 50000 users	\$604,500.00		31%	\$417,105.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	DL-6000L-2	SEL DatAlert for 6000 users	\$86,814.00		31%	\$59,901.66	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	DL-7000L-2 DL-750L-2	SEL DatAlert for 7000 users SEL DatAlert for 750 users	\$101,283.00 \$17,550.00		31% 31%	\$69,885.27 \$12,109,50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS
5	DL-750L-2 DL-8000L-2	SEL DatAlert for 750 users SEL DatAlert for 8000 users	\$17,550.00 \$109,200.00		31% 31%	\$12,109.50 \$75,348.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00			VARONIS
5	DL-9000L-2	SEL DatAlert for 9000 users	\$109,200.00		31%	\$84,766.50	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DLX-1000L	SEL DatAlert Analytics for 1000 users	\$14,742.00		31%	\$10,171.98	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DLX-100KL	SEL DatAlert Analytics 100000 users	\$780,000.00		31%	\$538,200.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DLX-10KL	SEL DatAlert Analytics for 10000 users	\$87,360.00		31%	\$60,278.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DLX-1500L	SEL DatAlert Analytics for 1500 users	\$19,656.00		31%	\$13,562.64	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DLX-150KL	SEL DatAlert Analytics 150000 users	\$1,146,600.00		31%	\$791,154.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DLX-15KL	SEL DatAlert Analytics for 15000 users	\$131,040.00		31%	\$90,417.60	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DLX-2000L	SEL DatAlert Analytics for 2000 users	\$23,660.00		31%	\$16,325.40	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	DLX-20KL DLX-2500L	SEL DatAlert Analytics for 20000 users SEL DatAlert Analytics for 2500 users	\$165,984.00 \$28,210.00		31% 31%	\$114,528.96 \$19,464.90	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS
5	DLX-25KL	SEL DatAlert Analytics for 2500 users	\$207,480.00		31%	\$19,404.90	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DLX-3000L	SEL DatAlert Analytics for 3000 users	\$33,852.00		31%	\$23,357.88	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DLX-3500L	SEL DatAlert Analytics for 3500 users	\$39,494.00		31%	\$27,250.86	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DLX-35KL	SEL DatAlert Analytics for 35000 users	\$286,000.00		31%	\$197,340.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DLX-4000L	SEL DatAlert Analytics for 4000 users	\$43,680.00		31%	\$30,139.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DLX-4500L	SEL DatAlert Analytics for 4500 users	\$49,140.00	к	31%	\$33,906.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DLX-5000L	SEL DatAlert Analytics for 5000 users	\$54,600.00		31%	\$37,674.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DLX-500L	SELDatAlert Analytics for 500 users	\$8,190.00		31%	\$5,651.10	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DLX-50KL	SEL DatAlert Analytics for 50000 users	\$403,000.00		31%	\$278,070.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	DLX-6000L DLX-7000L	SEL DatAlert Analytics for 6000 users	\$57,876.00 \$67,522.00		31% 31%	\$39,934.44	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS
5	DLX-750L	SEL DatAlert Analytics for 7000 users SEL DatAlert Analytics for 750 users	\$11,700.00		31%	\$46,590.18 \$8,073.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DLX-8000L	SEL DatAlert Analytics for 8000 users	\$72,800.00		31%	\$50,232.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DLX-9000L	SEL DatAlert Analytics for 9000 users	\$81,900.00		31%	\$56,511.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DNME-1L	SEL DatAnywhere Mobile Editor for 1 user	\$13.00		31%	\$8.97	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DP-100KL	SEL DATAPRIVILEGE 100000	\$1,893,840.00		31%	\$1,306,749.60	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DP-10KL	SEL DATAPRIVILEGE 10000	\$212,160.00		31%	\$146,390.40	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DP-1500L	SEL DATAPRIVILEGE 1500	\$47,736.00		31%	\$32,937.84	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DP-150KL	SEL DATAPRIVILEGE 150000 USERS	\$2,783,945.00		31%	\$1,920,922.05	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	DP-15KL DP-1KL	SEL DATAPRIVILEGE 15000 SEL DATAPRIVILEGE 1000	\$318,240.00 \$35,880.00		31% 31%	\$219,585.60 \$24,757.20	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS
5	DP-1KL DP-20KL	SEL DATAPRIVILEGE 1000 SEL DATAPRIVILEGE 20000	\$35,880.00		31%	\$24,757.20 \$278.141.76	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DP-2500L	SEL DATAPRIVILEGE 2500	\$68,484.00		31%	\$47,253.96	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DP-25KL	SEL DATAPRIVILEGE 25000	\$503,880.00		31%	\$347,677.20	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DP-2KL	SEL DATAPRIVILEGE 2000	\$57,408.00		31%	\$39,611.52	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DP-3500L	SEL DATAPRIVILEGE 3500	\$95,940.00		31%	\$66,198.60	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DP-35KL	SEL DATAPRIVILEGE 35000	\$694,200.00	к	31%	\$478,998.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DP-3KL	SEL DATAPRIVILEGE 3000	\$82,212.00	к	31%	\$56,726.28	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DP-4500L	SEL DATAPRIVILEGE 4500	\$119,340.00		31%	\$82,344.60	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DP-4KL	SEL DATAPRIVILEGE 4000	\$106,080.00		31%	\$73,195.20 \$13,777.02	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	DP-500L DP-50KL	SEL DATAPRIVILEGE 500 SEL DATAPRIVILEGE 50000	\$19,968.00 \$978.483.00		31% 31%	\$13,777.92 \$675 153 27	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS
5 5	DP-50KL DP-5KL	SEL DATAPRIVILEGE 50000 SEL DATAPRIVILEGE 5000	\$978,483.00 \$132,600.00		31% 31%	\$675,153.27 \$91,494.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00			VARONIS
5	DP-5KL DP-6KL	SEL DATAPRIVILEGE 5000	\$132,600.00		31%	\$96,983.64	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DP-750L	SEL DATAPRIVILEGE 750	\$28,080.00		31%	\$19,375.20	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DP-7KL	SEL DATAPRIVILEGE 7000	\$163,956.00		31%	\$113,129.64	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DP-8KL	SEL DATAPRIVILEGE 8000	\$176,748.00		31%	\$121,956.12	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DP-9KL	SEL DATAPRIVILEGE 9000	\$198,900.00		31%	\$137,241.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DPS-1000L	SEL DP SP 1000	\$35,880.00		31%	\$24,757.20	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DPS-100KL	SEL DP SP 100000	\$1,893,840.00	К	31%	\$1,306,749.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAF	RRANTY UPGRADE	E NET PRICE		
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	DPS-10KL	SEL DP SP 10000	\$212,160.00	к	31%	\$146,390.40	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DPS-1500L	SEL DP SP 1500	\$47,736.00	ĸ	31%	\$32,937.84	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	DPS-150KL DPS-15KL	SEL DP SP 150000 SEL DP SP 15000	\$2,783,945.00 \$318,240.00	к К	31% 31%	\$1,920,922.05	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DPS-15KL DPS-2000L	SEL DP SP 15000 SEL DP SP 2000	\$57,408.00	ĸ	31%	\$219,585.60 \$39,611.52	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DPS-20KL	SEL DP SP 20000	\$403,104.00	ĸ	31%	\$278,141.76	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DPS-25KL	SEL DP SP 25000	\$503,880.00	ĸ	31%	\$347,677.20	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DPS-35KL	SEL DP SP 35000	\$694,200.00	к	31%	\$478,998.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DPS-4000L	SEL DP SP 4000	\$106,080.00	к	31%	\$73,195.20	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DPS-500L	SEL DP SP 500	\$19,968.00	К	31%	\$13,777.92	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DPS-50KL	SEL DP SP 50000	\$978,483.00	ĸ	31%	\$675,153.27	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	DPS-6000L DPS-750L	SEL DP SP 6000 SEL DP SP 750	\$140,556.00	K	31% 31%	\$96,983.64	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DPS-8000L	SEL DP SP 750 SEL DP SP 8000	\$28,080.00 \$176,748.00	K K	31%	\$19,375.20 \$121,956.12	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DS-100KL	SEL DATADVANTAGEDIRECTORYSERVICES1		ĸ	31%	\$1.076.400.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DS-10KL	SEL DATADVANTAGEDIRECTORYSERVICES1		к	31%	\$120,556.80	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DS-1500L	SEL DATADVANTAGEDIRECTORYSERVICES1		ĸ	31%	\$27,125.28	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DS-150KL	SEL DATADVANTAGEDIRECTORYSERVICES1	\$2,293,200.00	К	31%	\$1,582,308.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DS-15KL	SEL DATADVANTAGEDIRECTORYSERVICES1		к	31%	\$180,835.20	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DS-1KL	SEL DATADVANTAGEDIRECTORYSERVICES1		ĸ	31%	\$20,343.96	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DS-20KL	SEL DATADVANTAGEDIRECTORYSERVICES2		ĸ	31%	\$229,057.92	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DS-2500L	SEL DATADVANTAGEDIRECTORYSERVICES2		ĸ	31%	\$38,929.80	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	DS-25KL DS-2KL	SEL DATADVANTAGEDIRECTORYSERVICES2: SEL DATADVANTAGEDIRECTORYSERVICES2:		к К	31% 31%	\$286,322.40 \$32,650.80	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DS-2KL DS-3500L	SEL DATADVANTAGEDIRECTORYSERVICES3		ĸ	31%	\$32,650.80 \$54,501.72	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DS-35KL	SEL DATADVANTAGEDIRECTOR (SERVICESS: SEL DATADVANTAGEDIRECTORYSERVICESS:		ĸ	31%	\$394,680.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DS-3KL	SEL DATADVANTAGEDIRECTORYSERVICES3		к	31%	\$46,715.76	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DS-4500L	SEL DATADVANTAGEDIRECTORYSERVICES4		ĸ	31%	\$67,813.20	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DS-4KL	SEL DATADVANTAGEDIRECTORYSERVICES4		к	31%	\$60,278.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DS-500L	SEL DATADVANTAGEDIRECTORYSERVICES5		к	31%	\$11,302.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DS-50KL	SEL DATADVANTAGEDIRECTORYSERVICES5		К	31%	\$556,140.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DS-5KL	SEL DATADVANTAGEDIRECTORYSERVICES5		ĸ	31%	\$75,348.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DS-6KL	SEL DATADVANTAGEDIRECTORYSERVICES6		ĸ	31%	\$79,868.88	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	DS-750L DS-7KL	SEL DATADVANTAGEDIRECTORYSERVICES7 SEL DATADVANTAGEDIRECTORYSERVICES7		K K	31% 31%	\$16,146.00 \$93,180.36	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DS-8KL	SEL DATADVANTAGEDIRECTOR (SERVICES)	* /	ĸ	31%	\$100,464.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DS-9KL	SEL DATADVANTAGEDIRECTORYSERVICES9		ĸ	31%	\$100,404.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DT-1000L	SEL DTE 1000 users	\$44,226.00	ĸ	31%	\$30,515.94	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DT-100KL	SEL DTE 100000 users	\$2,340,000.00	к	31%	\$1,614,600.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DT-10KL	SEL DTE 10000 users	\$262,080.00	К	31%	\$180,835.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DT-1500L	SEL DTE 1500 users	\$58,968.00	к	31%	\$40,687.92	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DT-150KL	SEL DTE 150000 users	\$3,439,800.00	к	31%	\$2,373,462.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DT-15KL	SEL DTE 15000 users	\$393,120.00	K	31%	\$271,252.80	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DT-2000L	SEL DTE 2000 users	\$70,980.00	ĸ	31%	\$48,976.20	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	DT-20KL DT-2500L	SEL DTE 20000 users SEL DTE 2500 users	\$497,952.00 \$84,630.00	K K	31% 31%	\$343,586.88 \$58,394.70	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DT-2560L DT-25KL	SEL DTE 25000 users	\$622,440.00	ĸ	31%	\$429,483.60	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DT-3000L	SEL DTE 3000 users	\$101,556.00	ĸ	31%	\$70,073.64	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DT-3500L	SEL DTE 3500 users	\$118,482.00	ĸ	31%	\$81,752.58	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DT-35KL	SEL DTE 35000 users	\$858,000.00	к	31%	\$592,020.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DT-4000L	SEL DTE 4000 users	\$131,040.00	к	31%	\$90,417.60	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DT-4500L	SEL DTE 4500 users	\$147,420.00	к	31%	\$101,719.80	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DT-5000L	SEL DTE 5000 users	\$163,800.00	ĸ	31%	\$113,022.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	DT-500L DT-50KL	SEL DTE 500 users SEL DTE 50000 users	\$24,570.00 \$1,209,000.00	K K	31% 31%	\$16,953.30 \$834,210.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DT-6000L	SEL DTE 50000 users	\$1,209,000.00	ĸ	31%	\$119,803.32	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DT-7000L	SEL DTE 7000 users	\$202,566.00	ĸ	31%	\$139,770.54	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DT-750L	SEL DTE 750 users	\$35,100.00	ĸ	31%	\$24,219.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DT-8000L	SEL DTE 8000 users	\$218,400.00	ĸ	31%	\$150,696.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DT-9000L	SEL DTE 9000 users	\$245,700.00	к	31%	\$169,533.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DWS-1000L-1	SEL DW for SharePoint 1000 users	\$73,710.00	к	31%	\$50,859.90	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DWS-100KL-1	SEL DW for SharePoint 100000 users	\$3,900,000.00	ĸ	31%	\$2,691,000.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DWS-10KL-1	SEL DW for SharePoint 10000 users	\$436,800.00	К	31%	\$301,392.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DWS-1500L-1 DWS-150KL-1	SEL DW for SharePoint 1500 users	\$98,280.00	ĸ	31%	\$67,813.20 \$2,055,770.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	DWS-150KL-1 DWS-15KL-1	SEL DW for SharePoint 150000 users SEL DW for SharePoint 15000 users	\$5,733,000.00 \$655,200.00	K K	31% 31%	\$3,955,770.00 \$452,088.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DWS-15KL-1 DWS-2000L-1	SEL DW for SharePoint 15000 users SEL DW for SharePoint 2000 users	\$655,200.00	ĸ	31%	\$452,088.00 \$81,627.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00			VARONIS
5	DWS-2000L-1 DWS-20KL-1	SEL DW for SharePoint 2000 users	\$829,920.00	ĸ	31%	\$572,644.80	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DWS-2500L-1	SEL DW for SharePoint 2500 users	\$141,050.00	ĸ	31%	\$97,324.50	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DWS-25KL-1	SEL DW for SharePoint 25000 users	\$1,037,400.00	ĸ	31%	\$715,806.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DWS-3000L-1	SEL DW for SharePoint 3000 users	\$169,260.00	ĸ	31%	\$116,789.40	\$0.00	\$0.00		\$0.00			VARONIS
5	DWS-3500L-1	SEL DW for SharePoint 3500 users	\$197,470.00	к	31%	\$136,254.30	\$0.00	\$0.00		\$0.00		\$0.00	VARONIS
5	DWS-35KL-1	SEL DW for SharePoint 35000 users	\$1,430,000.00	к	31%	\$986,700.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DWS-4000L-1	SEL DW for SharePoint 4000 users	\$218,400.00	ĸ	31%	\$150,696.00	\$0.00	\$0.00		\$0.00			VARONIS
5	DWS-4500L-1	SEL DW for SharePoint 4500 users	\$245,700.00	к	31%	\$169,533.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAI	RRANTY UPGRADE	E NET PRICE		
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	DWS-5000L-1	SEL DW for SharePoint 5000 users	\$273,000.00		31%	\$188,370.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DWS-500L-1	SEL DW for SharePoint 500 users SEL DW for SharePoint 50000 users	\$40,950.00		31%	\$28,255.50	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS VARONIS
5 5	DWS-50KL-1	SEL DW for SharePoint 50000 users SEL DW for SharePoint 6000 users	\$2,015,000.00		31% 31%	\$1,390,350.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS
5	DWS-6000L-1 DWS-7000L-1	SEL DW for SharePoint 7000 users	\$289,380.00 \$337,610.00		31%	\$199,672.20 \$232,950.90	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DWS-750L-1	SEL DW for SharePoint 750 users	\$58,500.00		31%	\$40,365.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DWS-8000L-1	SEL DW for SharePoint 8000 users	\$364,000.00		31%	\$251,160.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DWS-9000L-1	SEL DW for SharePoint 9000 users	\$409,500.00		31%	\$282,555.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DWW-1000L-1	SEL DW for Windows for 1000 users	\$73,710.00		31%	\$50,859.90	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DWW-100KL-1	SEL DW for Windows for 100000 users	\$3,900,000.00		31%	\$2,691,000.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DWW-10KL-1	SEL DW for Windows for 10000 users	\$436,800.00		31%	\$301,392.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DWW-1500L-1	SEL DW for Windows for 1500 users	\$98,280.00		31%	\$67,813.20	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DWW-150KL-1	SEL DW for Windows for 150000 users	\$5,733,000.00	К	31%	\$3,955,770.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DWW-15KL-1	SEL DW for Windows for 15000 users	\$655,200.00		31%	\$452,088.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DWW-2000L-1	SEL DW for Windows for 2000 users	\$118,300.00		31%	\$81,627.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DWW-20KL-1	SEL DW for Windows for 20000 users	\$829,920.00		31%	\$572,644.80	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DWW-2500L-1	SEL DW for Windows for 2500 users	\$141,050.00		31%	\$97,324.50	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DWW-25KL-1	SEL DW for Windows for 25000 users	\$1,037,400.00		31%	\$715,806.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DWW-3000L-1	SEL DW for Windows for 3000 users	\$169,260.00		31%	\$116,789.40	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DWW-3500L-1	SEL DW for Windows for 3500 users	\$197,470.00		31%	\$136,254.30	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DWW-35KL-1	SEL DW for Windows for 35000 users	\$1,430,000.00		31%	\$986,700.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	DWW-4000L-1 DWW-4500L-1	SEL DW for Windows for 4000 users SEL DW for Windows for 4500 users	\$218,400.00 \$245,700.00		31% 31%	\$150,696.00 \$169,533.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
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5 5	DWW-5000L-1 DWW-500L-1	SEL DW for Windows for 5000 users SEL DW for Windows for 500 users	\$273,000.00 \$40,950.00		31% 31%	\$188,370.00 \$28,255.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DWW-50KL-1	SEL DW for Windows for 50000 users	\$2,015,000.00		31%	\$1,390,350.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DWW-6000L-1	SEL DW for Windows for 6000 users	\$289,380.00		31%	\$199,672.20	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DWW-7000L-1	SEL DW for Windows for 7000 users	\$337,610.00		31%	\$232,950.90	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DWW-750L-1	SEL DW for Windows for 750 users	\$58,500.00		31%	\$40,365.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DWW-8000L-1	SEL DW for Windows for 8000 users	\$364.000.00		31%	\$251,160.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DWW-9000L-1	SEL DW for Windows for 9000 users	\$409,500.00		31%	\$282,555.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	EC-1000L	SEL DATADVATAGEEXC 1000	\$73,710.00		31%	\$50,859.90	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	EC-100KL	SEL DATADVATAGEEXC 100000	\$3,900,000.00		31%	\$2,691,000.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	EC-10KL	SEL DATADVATAGEEXC 10000	\$436,800.00		31%	\$301,392.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	EC-1500L	SEL DATADVATAGEEXC 1500	\$98,280.00	к	31%	\$67,813.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	EC-150KL	SEL DATADVATAGEEXC 150000	\$5,733,000.00	К	31%	\$3,955,770.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	EC-15KL	SEL DATADVATAGEEXC 15000	\$655,200.00	К	31%	\$452,088.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	EC-2000L	SEL DATADVATAGEEXC 2000	\$118,300.00		31%	\$81,627.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	EC-20KL	SELECT DATADVATAGEEXC 20000	\$829,920.00		31%	\$572,644.80	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	EC-2500L	SEL DATADVATAGEEXC 2500	\$141,050.00		31%	\$97,324.50	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	EC-25KL	SEL DATADVATAGEEXC 25000	\$1,037,400.00		31%	\$715,806.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	EC-3000L	SEL DATADVATAGEEXC 3000	\$169,260.00		31%	\$116,789.40	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	EC-3500L	SEL DATADVATAGEEXC 3500	\$197,470.00		31%	\$136,254.30	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	EC-35KL	SEL DATADVATAGEEXC 35000	\$1,430,000.00		31%	\$986,700.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	EC-4000L	SEL DATADVATAGEEXC 4000	\$218,400.00		31%	\$150,696.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	EC-4500L	SEL DATADVATAGEEXC 4500	\$245,700.00		31%	\$169,533.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	EC-5000L EC-500L	SEL DATADVATAGEEXC 5000 SELECT DATADVATAGEEXC 500	\$273,000.00 \$40,950.00		31% 31%	\$188,370.00 \$28,255.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	EC-50KL	SEL DATADVATAGEEXC 5000	\$2,015,000.00		31%	\$28,255.50 \$1,390,350.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	EC-6000L	SEL DATADVATAGEEXC 50000 SEL DATADVATAGEEXC 6000	\$2,015,000.00		31%	\$1,390,350.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	EC-7000L	SEL DATADVATAGEEXC 0000 SEL DATADVATAGEEXC 7000	\$337,610.00		31%	\$232,950.90	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	EC-750L	SEL DATADVATAGEEXC 750	\$58,500.00		31%	\$40,365.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	EC-8000L	SEL DATADVATAGEEXC 8000	\$364,000.00		31%	\$251,160.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	EC-9000L	SEL DATADVATAGEEXC 9000	\$409,500.00		31%	\$282,555.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	ECLO-1000L	SEL DA ExOnL 1000 users	\$36,855.00		31%	\$25,429.95	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	ECLO-1000L-12MT	SEL DA ExOnL 1000 12mth	\$14,742.00	к	31%	\$10,171.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	ECLO-100KL	SEL DA ExOnL 100000 users	\$1,950,000.00		31%	\$1,345,500.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5		SEL DA ExOnL 100000 12mth	\$780,000.00		31%	\$538,200.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	ECLO-10KL	SEL DA ExOnL 10000 users	\$218,400.00		31%	\$150,696.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	ECLO-10KL-12MT	SEL DA ExOnL 10000 12mth	\$87,360.00		31%	\$60,278.40	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	ECLO-1500L	SEL DA ExOnL 1500 users	\$49,140.00		31%	\$33,906.60	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	ECLO-1500L-12MT	SEL DA ExOnL 1500 12mth	\$19,656.00		31%	\$13,562.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	ECLO-150KL	SEL DA ExOnL 150000 users	\$2,866,500.00		31%	\$1,977,885.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5		SEL DA ExOnL 150000 12mth	\$1,146,600.00		31%	\$791,154.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	ECLO-15KL	SEL DA ExOnL 15000 users	\$327,600.00		31%	\$226,044.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5		SEL DA ExOnL 15000 12mth	\$131,040.00		31%	\$90,417.60	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	ECLO-2000L	SEL DA ExOnL 2000 users	\$59,150.00		31%	\$40,813.50	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5		SEL DA ExOnL 2000 12mth	\$23,660.00		31%	\$16,325.40	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	ECLO-20KL	SEL DA ExOnL 20000 users	\$414,960.00		31%	\$286,322.40	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	ECLO-20KL-12MT	SEL DA ExOnL 20000 12mth	\$165,984.00		31%	\$114,528.96	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	ECLO-25KL	SEL DA ExOnL 25000 users SEL DA ExOnL 25000 12mth	\$518,700.00		31%	\$357,903.00 \$143.161.20	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS VARONIS
5 5	ECLO-25KL-12MT ECLO-3000L	SEL DA EXONL 25000 12mth SEL DA EXONL 3000 users	\$207,480.00 \$84,630.00		31%		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00			VARONIS
5		SEL DA EXONL 3000 users SEL DA EXONL 3000 12mth	\$84,630.00 \$33,852.00		31%	\$58,394.70 \$23,357,88	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00			VARONIS
5	ECLO-3000L-12MT ECLO-35KL	SEL DA EXONL 3000 12mm	\$33,852.00 \$715,000.00		31% 31%	\$23,357.88 \$493,350.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS
0			÷. 10,000.00		2.70	÷100,000.00	\$5.50	\$3.00	ψ0.00	\$5.00	\$5.00	\$5.00	

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAI	RRANTY UPGRADE	ENET PRICE		
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
	ECLO-35KL-12MT	SEL DA ExOnL 35000 12mth	\$286,000.00	к	31%	\$197,340.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
	ECLO-4000L	SEL DA ExOnL 4000 users	\$109,200.00	K	31% 31%	\$75,348.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00			VARONIS
-	ECLO-4000L-12MT ECLO-500L	SEL DA ExOnL 4000 12mth SEL DA ExOnL 500 users	\$43,680.00 \$20,475.00	к к	31%	\$30,139.20 \$14,127.75	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00			VARONIS VARONIS
		SEL DA EXONE 500 Users	\$8,190.00	ĸ	31%	\$5,651.10	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
	ECLO-50KL	SEL DA ExOnL 50000 users	\$1,007,500.00	к	31%	\$695,175.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	ECLO-50KL-12MT	SEL DA ExOnL 50000 12mth	\$403,000.00	к	31%	\$278,070.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
	ECLO-6000L	SEL DA ExOnL 6000 users	\$144,690.00	к	31%	\$99,836.10	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
		SEL DA ExOnL 6000 12mth	\$57,876.00	K	31%	\$39,934.44	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
	ECLO-750L ECLO-750L-12MT	SEL DA ExOnL 750 users SEL DA ExOnL 750 12mth	\$29,250.00 \$11,700.00	к к	31% 31%	\$20,182.50 \$8,073.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
	ECLO-8000L	SEL DA EXONE 750 12mm	\$182,000.00	ĸ	31%	\$125,580.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
-	ECLO-8000L-12MT	SEL DA ExOnL 8000 12mth	\$72,800.00	ĸ	31%	\$50,232.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	FC-100KL	SEL IDUFRAMEWORKCONNECTOR 100000	\$1,755,000.00	к	31%	\$1,210,950.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
	FC-10KL	SEL IDUFRAMEWORKCONNECTOR 10000	\$196,560.00	к	31%	\$135,626.40	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
	FC-1500L	SEL IDUFRAMEWORKCONNECTOR1500	\$44,226.00	к	31%	\$30,515.94	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
	FC-150KL	SEL IDUFRAMEWORKCONNECTOR 150000	\$2,579,850.00	K	31%	\$1,780,096.50	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
-	FC-15KL FC-1KL	SEL IDUFRAMEWORKCONNECTOR 15000 SEL IDUFRAMEWORKCONNECTOR 1000	\$294,840.00 \$33,170.00	к к	31% 31%	\$203,439.60 \$22,887.30	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
	FC-20KL	SEL IDUFRAMEWORKCONNECTOR 1000	\$373,464.00	ĸ	31%	\$257,690.16	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
	FC-2500L	SEL IDUFRAMEWORKCONNECTOR 2500	\$63,473.00	ĸ	31%	\$43,796.37	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
	FC-25KL	SEL IDUFRAMEWORKCONNECTOR 25000	\$466,830.00	ĸ	31%	\$322,112.70	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	FC-2KL	SEL IDUFRAMEWORKCONNECTOR 2000	\$53,235.00	к	31%	\$36,732.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
	FC-3500L	SEL IDUFRAMEWORKCONNECTOR 3500	\$88,862.00	к	31%	\$61,314.78	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
	FC-35KL	SEL IDUFRAMEWORKCONNECTOR 35000	\$643,500.00	ĸ	31%	\$444,015.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
	FC-3KL FC-4500L	SEL IDUFRAMEWORKCONNECTOR 3000 SEL IDUFRAMEWORKCONNECTOR 4500	\$76,167.00 \$110,565.00	к к	31% 31%	\$52,555.23 \$76,289.85	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
	FC-4KL	SEL IDUFRAMEWORKCONNECTOR 4500	\$110,565.00	ĸ	31%	\$67,813.20	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
	FC-500L	SEL IDUFRAMEWORKCONNECTOR 500	\$18,428.00	к	31%	\$12,715.32	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
	FC-50KL	SEL IDUFRAMEWORKCONNECTOR 50000	\$906,750.00	ĸ	31%	\$625,657.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	FC-5KL	SEL IDUFRAMEWORKCONNECTOR 5000	\$122,850.00	к	31%	\$84,766.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
	FC-6KL	SEL IDUFRAMEWORKCONNECTOR 6000	\$130,221.00	к	31%	\$89,852.49	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
	FC-750L	SEL IDUFRAMEWORKCONNECTOR 750	\$26,325.00	ĸ	31%	\$18,164.25	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
	FC-7KL FC-8KL	SEL IDUFRAMEWORKCONNECTOR 7000 SEL IDUFRAMEWORKCONNECTOR 8000	\$151,925.00 \$163,800.00	к к	31% 31%	\$104,828.25 \$113,022.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
	FC-9KL	SEL IDUFRAMEWORKCONNECTOR 8000	\$184,275.00		31%	\$113,022.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
	ODL-1000L	SEL DA ODLite 1000	\$36,855.00	ĸ	31%	\$25,429.95	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
-	ODL-1000L-12MT	SEL DA ODLite 1000 12 mth term	\$14,742.00	ĸ	31%	\$10,171.98	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	ODL-100KL	SEL DA ODLite 100000	\$1,950,000.00	к	31%	\$1,345,500.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
	ODL-100KL-12MT	SEL DA ODLite 100000 12 mth term	\$780,000.00	к	31%	\$538,200.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
	ODL-10KL	SEL DA ODLite 10000	\$218,400.00	к	31%	\$150,696.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
	ODL-10KL-12MT	SEL DA ODLite 10000 12 mth term	\$87,360.00	K	31%	\$60,278.40	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
-	ODL-1500L ODL-1500L-12MT	SEL DA ODLite 1500 SEL DA ODLite 1500 12 mth term	\$49,140.00 \$19,656.00	к к	31% 31%	\$33,906.60 \$13,562.64	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
	ODL-150KL	SEL DA ODLite 150000	\$2,866,500.00	ĸ	31%	\$1,977,885.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
	ODL-150KL-12MT	SEL DA ODLite 150000 12 mth term	\$1,146,600.00	ĸ	31%	\$791,154.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	ODL-15KL	SEL DA ODLite 15000	\$327,600.00	к	31%	\$226,044.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
	ODL-15KL-12MT	SEL DA ODLite 15000 12 mth term	\$131,040.00	к	31%	\$90,417.60	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
	ODL-2000L	SEL DA ODLite 2000	\$59,150.00	ĸ	31%	\$40,813.50	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
	ODL-2000L-12MT	SEL DA ODLite 2000 12 mth term	\$23,660.00	K	31%	\$16,325.40	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
	ODL-20KL ODL-20KL-12MT	SEL DA ODLite 20000 SEL DA ODLite 20000 12 mth term	\$414,960.00 \$165,984.00	к к	31% 31%	\$286,322.40 \$114,528.96	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
	ODL-25KL	SEL DA ODLite 20000 12 militerin	\$518,700.00	ĸ	31%	\$357,903.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
	ODL-25KL-12MT	SEL DA ODLite 25000 12 mth term	\$207,480.00		31%	\$143,161.20	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	ODL-3000L	SEL DA ODLite 3000	\$84,630.00	к	31%	\$58,394.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
	ODL-3000L-12MT	SEL DA ODLite 3000 12 mth term	\$33,852.00	к	31%	\$23,357.88	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
	ODL-35KL	SEL DA ODLite 35000	\$715,000.00	K	31%	\$493,350.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
	ODL-35KL-12MT	SEL DA ODLite 35000 12 mth term	\$286,000.00	к К	31% 31%	\$197,340.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS
	ODL-4000L ODL-4000L-12MT	SEL DA ODLite 4000 SEL DA ODLite 4000 12 mth term	\$109,200.00 \$43,680.00	ĸ	31%	\$75,348.00 \$30,139.20	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00		VARONIS VARONIS
	ODL-500L	SEL DA ODLite 500	\$20,475.00	ĸ	31%	\$14,127.75	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
	ODL-500L-12MT	SEL DA ODLite 500 12 mth term	\$8,190.00	ĸ	31%	\$5,651.10	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	ODL-50KL	SEL DA ODLite 50000	\$1,007,500.00	к	31%	\$695,175.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
	ODL-50KL-12MT	SEL DA ODLite 50000 12 mth term	\$403,000.00	к	31%	\$278,070.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
	ODL-6000L	SEL DA ODLite 6000	\$144,690.00		31%	\$99,836.10	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
	ODL-6000L-12MT	SEL DA ODLite 6000 12 mth term	\$57,876.00		31%	\$39,934.44	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
	ODL-750L ODL-750L-12MT	SEL DA ODLite 750 SEL DA ODLite 750 12 mth term	\$29,250.00 \$11,700.00		31% 31%	\$20,182.50 \$8,073.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
-	ODL-8000L	SEL DA ODLite 8000	\$182,000.00		31%	\$6,073.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
	ODL-8000L-12MT	SEL DA ODLite 8000 12 mth term	\$72,800.00	ĸ	31%	\$50,232.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
	SP-100KL	SEL DATADSPOINT100000	\$3,900,000.00		31%	\$2,691,000.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
		SEL DATADSPOINT10000	\$436,800.00		31%	\$301,392.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	SP-10KL								* **	* **	* ****	* 0.00	
5	SP-1500L	SEL DATADSPOINT1500	\$98,280.00		31%	\$67,813.20	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5				к	31% 31% 31%	\$67,813.20 \$3,955,770.00 \$452,088.00	\$0.00 \$0.00 \$0.00	\$0.00 \$0.00 \$0.00	\$0.00 \$0.00 \$0.00	\$0.00 \$0.00 \$0.00	\$0.00	\$0.00	VARONIS VARONIS VARONIS

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAI	RRANTY UPGRADE	E NET PRICE		
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	SP-1KL	SEL DATADSPOINT1000	\$73,710.00		31%	\$50,859.90	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	SP-20KL	SEL DATADSPOINT20000	\$829,920.00		31%	\$572,644.80	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	SP-2500L	SEL DATADSPOINT2500	\$141,050.00		31%	\$97,324.50	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	SP-25KL SP-2KL	SEL DATADSPOINT25000 SEL DATADSPOINT2000	\$1,037,400.00 \$118,300.00		31% 31%	\$715,806.00 \$81,627.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	SP-3500L	SEL DATADSPOINT3500	\$197,470.00		31%	\$136,254.30	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	SP-35KL	SEL DATADSPOINT35000	\$1,430,000.00		31%	\$986,700.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	SP-3KL	SEL DATADSPOINT3000	\$169,260.00		31%	\$116,789.40	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	SP-4500L	SEL DATADSPOINT4500	\$245,700.00		31%	\$169,533.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	SP-4KL	SEL DATADSPOINT4000	\$218,400.00		31%	\$150,696.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	SP-500L	SEL DATADSPOINT500	\$40,950.00		31%	\$28,255.50	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	SP-50KL SP-5KL	SEL DATADSPOINT50000 SEL DATADSPOINT5000	\$2,015,000.00 \$273.000.00		31% 31%	\$1,390,350.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	SP-6KL	SEL DATADSPOINT5000 SEL DATADSPOINT6000	\$289,380.00		31%	\$188,370.00 \$199,672.20	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	SP-750L	SEL DATADSPOINT750	\$58,500.00		31%	\$40,365.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	SP-7KL	SEL DATADSPOINT7000	\$337,610.00		31%	\$232,950.90	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	SP-8KL	SEL DATADSPOINT8000	\$364,000.00		31%	\$251,160.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	SP-9KL	SEL DATADSPOINT9000	\$409,500.00		31%	\$282,555.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	SPLO-1000L	SEL DA SPOnILite 1000 users	\$36,855.00		31%	\$25,429.95	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5		SEL DA SPOnLite 1000 12mths	\$14,742.00		31%	\$10,171.98	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	SPLO-100KL	SEL DA SPONILite 100000 users	\$1,950,000.00		31%	\$1,345,500.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	SPLO-100KL-12MT SPLO-10KL	SEL DA SPOnLite 100000 12mths SEL DA SPOnLite 10000 users	\$780,000.00 \$218,400.00		31% 31%	\$538,200.00 \$150,696.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5		SEL DA SPONLite 10000 12mths	\$87,360.00		31%	\$60,278.40	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	SPLO-1500L	SEL DA SPONILite 1500 users	\$49,140.00		31%	\$33,906.60	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	SPLO-1500L-12MT	SEL DA SPOnLite 1500 12mths	\$19,656.00		31%	\$13,562.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	SPLO-150KL	SEL DA SPOnILite 150000 users	\$2,866,500.00	К	31%	\$1,977,885.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5		SEL DA SPOnLite 150000 12mths	\$1,146,600.00		31%	\$791,154.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	SPLO-15KL	SEL DA SPOnILite 15000 users	\$327,600.00		31%	\$226,044.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5		SEL DA SPOnLite 15000 12mths	\$131,040.00		31%	\$90,417.60	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	SPLO-2000L SPLO-2000L-12MT	SEL DA SPOnLite 2000 users SEL DA SPOnLite 2000 12mths	\$59,150.00 \$23,660.00		31% 31%	\$40,813.50 \$16,325.40	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	SPLO-2000L-12MIT	SEL DA SPONLITE 2000 Users	\$414,960.00		31%	\$286,322.40	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5		SEL DA SPOnLite 20000 12mths	\$165,984.00		31%	\$114,528.96	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	SPLO-25KL	SEL DA SPOnILite 25000 users	\$518,700.00		31%	\$357,903.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	SPLO-25KL-12MT	SEL DA SPOnLite 25000 12mths	\$207,480.00	К	31%	\$143,161.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	SPLO-3000L	SEL DA SPOnILite 3000 users	\$84,630.00		31%	\$58,394.70	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5		SEL DA SPOnLite 3000 12mths	\$33,852.00		31%	\$23,357.88	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	SPLO-35KL	SEL DA SPONLite 35000 users	\$715,000.00		31%	\$493,350.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00			VARONIS
5	SPLO-35KL-12MT SPLO-4000L	SEL DA SPOnLite 35000 12mths SEL DA SPOnlLite 4000 users	\$286,000.00 \$109,200.00		31% 31%	\$197,340.00 \$75,348.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	SPLO-4000L-12MT	SEL DA SPOnLite 4000 12mths	\$43,680.00		31%	\$30,139.20	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	SPLO-500L	SEL DA SPONILite 500 users	\$20,475.00		31%	\$14,127.75	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	SPLO-500L-12MT	SEL DA SPOnLite 500 12mths	\$8,190.00		31%	\$5,651.10	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	SPLO-50KL	SEL DA SPOnILite 50000 users	\$1,007,500.00	К	31%	\$695,175.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5		SEL DA SPOnLite 50000 12mths	\$403,000.00		31%	\$278,070.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	SPLO-6000L	SEL DA SPOnILite 6000 users	\$144,690.00		31%	\$99,836.10	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5		SEL DA SPOnLite 6000 12mths	\$57,876.00		31%	\$39,934.44	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	SPLO-750L SPLO-750L-12MT	SEL DA SPOnLite 750 users SEL DA SPOnLite 750 12mths	\$29,250.00 \$11,700.00		31% 31%	\$20,182.50 \$8,073.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	SPLO-750L-12011 SPLO-8000L	SEL DA SPONLILE 750 12mins SEL DA SPONLILE 8000 users	\$182,000.00		31%	\$8,073.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	SPLO-8000L-12MT	SEL DA SPOnLite 8000 12mths	\$72,800.00		31%	\$50,232.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	UX-100KL	SEL DATADVANTAGE UNIX FOR 100000 USER			31%	\$2,691,000.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	UX-10KL	SEL DATADVANTAGE UNIX FOR 10000 USERS			31%	\$301,392.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	UX-1500L	SEL DATADVANTAGE UNIX FOR 1500 USERS	\$98,280.00		31%	\$67,813.20	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	UX-150KL	SEL DATADVANTAGE UNIX FOR 150000 USER			31%	\$3,955,770.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	UX-15KL UX-1KL	SEL DATADVANTAGE UNIX FOR 15000 USERS SEL DATADVANTAGE UNIX FOR 1000 USERS	\$655,200.00 \$73,710.00		31% 31%	\$452,088.00 \$50,859.90	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5 5	UX-20KL	SEL DATADVANTAGE UNIX FOR 1000 USERS			31%	\$572,644.80	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	UX-2500L	SEL DATADVANTAGE UNIX FOR 20000 USERS	\$141,050.00		31%	\$97,324.50	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	UX-25KL	SEL DATADVANTAGE UNIX FOR 25000 USERS			31%	\$715,806.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	UX-2KL	SEL DATADVANTAGE UNIX FOR 2000 USERS	\$118,300.00		31%	\$81,627.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	UX-3500L	SEL DATADVANTAGE UNIX FOR 3500 USERS	\$197,470.00		31%	\$136,254.30	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	UX-35KL	SEL DATADVANTAGE UNIX FOR 35000 USERS			31%	\$986,700.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	UX-3KL	SEL DATADVANTAGE UNIX FOR 3000 USERS	\$169,260.00		31%	\$116,789.40	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	UX-4500L	SEL DATADVANTAGE UNIX FOR 4500 USERS	\$245,700.00		31%	\$169,533.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	UX-4KL UX-500L	SEL DATADVANTAGE UNIX FOR 4000 USERS SEL DATADVANTAGE UNIX FOR 500 USERS	\$218,400.00 \$40,950.00		31% 31%	\$150,696.00 \$28,255.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5 5	UX-50KL	SEL DATADVANTAGE UNIX FOR 500 USERS			31%	\$28,255.50 \$1,390,350.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	UX-5KL	SEL DATADVANTAGE UNIX FOR 50000 USERS	\$273,000.00		31%	\$188,370.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	UX-6KL	SEL DATADVANTAGE UNIX FOR 6000 USERS	\$289,380.00		31%	\$199,672.20	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	UX-750L	SEL DATADVANTAGE UNIX FOR 750 USERS	\$58,500.00		31%	\$40,365.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	UX-7KL	SEL DATADVANTAGE UNIX FOR 7000 USERS	\$337,610.00	К	31%	\$232,950.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	UX-8KL	SEL DATADVANTAGE UNIX FOR 8000 USERS	\$364,000.00		31%	\$251,160.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	UX-9KL	SEL DATADVANTAGE UNIX FOR 9000 USERS	\$409,500.00	К	31%	\$282,555.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAF	RANTY UPGRADE	NET PRICE		
BAND	sкu	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	VARONIS-30DAY	SEL VARONIS DATADVANTAGE 30DAY FREET		к	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	100-100198 100-100199	SEL SW VWisdom Server Ent Lic SEL SW VWisdom Server Dept Lic	\$40,000.00 \$21,538.00	к к	31% 31%	\$27,600.00 \$14,861.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS
5	100-100199 100-100206-AA	SEL AS ProbeSW-024 Lic Ann'l	\$258.00	ĸ	31%	\$178.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-100207-AA	SEL AS ProbeSW-032 Lic Ann'l	\$351.00	ĸ	31%	\$242.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-100208-AA	SEL AS ProbeSW-192 Lic Ann'l	\$2,123.00	ĸ	31%	\$1,464.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-100209-AA	SEL AS ProbeSW-256 Lic Ann'l	\$2,843.00		31%	\$1,961.67	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-100210-AA	SEL AS ProbeSW-336 Lic Ann'l	\$3,729.00	к	31%	\$2,573.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-100211-AA	SEL AS ProbeSW-384 Lic Ann'l	\$4,246.00	к	31%	\$2,929.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-100212-AA	SEL AS ProbeSW-528 Lic Ann'l	\$5,852.00	к	31%	\$4,037.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-100213	SEL SW ProbeVM-001 vSphere Lic	\$1,523.00	ĸ	31%	\$1,050.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5 5	100-100213-AA 100-100214-AA	SEL AS vSphere-001 Lic Ann I SEL AS ProbeVM-010 Lic Ann'l	\$148.00 \$1,477.00	K K	31% 31%	\$102.12 \$1,019.13	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS
5	100-100215-AA	SEL AS ProbeVM-050 Lic Ann'l	\$7,385.00	ĸ	31%	\$5,095.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-100216	SEL SW ProbeVM-100 vSphere Lic	\$152,308.00	ĸ	31%	\$105,092.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-100216-AA	SEL AS vSphere-100 Lic Ann I	\$14,769.00	к	31%	\$10,190.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-100217-AA	SEL AS ProbeVM-500 Lic Ann'l	\$73,846.00	к	31%	\$50,953.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-100276	SEL HW PCbI OM3 2F LC-LC 2M	\$62.00	К	31%	\$42.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-100278	SEL HW PCbI OM3 2F LC-LC 3M	\$69.00	ĸ	31%	\$47.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-100280	SEL HW PCbI OM3 2F LC-LC 5M	\$77.00	к	31%	\$53.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-100288	SEL HW TCV-008LFLFLF-57-RP Cass	\$1,692.00	ĸ	31% 31%	\$1,167.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5 5	100-100290 100-100292	SEL HW TCV-012LRLFLF-57-RP Cass SEL HW TCV-012MRLFLF-57-OB Cass	\$2,538.00 \$2,538.00	K K	31%	\$1,751.22 \$1,751.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS
5	100-100293	SEL HW TCV-024MRLFMR-57-OB Cass	\$5,077.00	ĸ	31%	\$3,503.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-100300	SEL HW TPS-01OF TCV TAP Shelf 1U	\$285.00	ĸ	31%	\$196.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-100301	SEL HW TPS-01OS TCV TAP Shelf 1U	\$192.00	к	31%	\$132.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-100346	SEL HW ProbeFC8 8G MM	\$36,923.00	к	31%	\$25,476.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-100602	SEL SW FC8-0802 2 Link Lic	\$21,538.00	К	31%	\$14,861.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-100602-AA	SEL AS ProbeFC8-0802 Lic Ann'l	\$2,031.00	к	31%	\$1,401.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5 5	100-100603	SEL SW FC8-0808 8 Link Lic	\$86,154.00	ĸ	31% 31%	\$59,446.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		
5 5	100-100603-AA 100-100617-AA	SEL AS ProbeFC8-0808 Lic Ann'l SEL AS ProbeSWAG-24 Lic Ann'l	\$8,031.00 \$37.00		31%	\$5,541.39 \$25.53	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS
5	100-100618-AA	SEL AS ProbeSWAG-192 Lic Ann'l	\$351.00	ĸ	31%	\$242.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-100619-AA	SEL AS ProbeSWAG-528 Lic Ann'l	\$978.00	ĸ	31%	\$674.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-100837	SEL HW ProbeFC8/-HD FRU Pwr Sup	\$846.00	к	31%	\$583.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-101019	SEL HW Mob Rack Cab Probe	\$17,308.00		31%	\$11,942.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-101048	SEL HW Pwr Cord C19-515 15A 15FT	\$62.00		31%	\$42.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-101049	SEL HW Pwr Cord C19-520 20A 15FT	\$92.00	ĸ	31%	\$63.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-101050	SEL HW Pwr Cord C19-620 20A 15FT	\$85.00	ĸ	31%	\$58.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5 5	100-101051 100-101052	SEL HW Pwr Cord C19-615 15A 15FT SEL HW Pwr Cord C13-515 18IN x2	\$85.00 \$11.00	к к	31% 31%	\$58.65 \$7.59	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS
5	100-101052	SEL HW Pwr Cord C13-515 6FT x2	\$17.00		31%	\$11.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-101054	SEL HW Pwr Cord C13-C14 6FT x2	\$23.00	ĸ	31%	\$15.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-101055	SEL HW Pwr Cord C13-C14 18IN x2	\$14.00	ĸ	31%	\$9.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-101056	SEL HW Pwr Cord C13-CEE77 2M x2	\$20.00	к	31%	\$13.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-101057	SEL HW Pwr Cord C13-1363 2M x2	\$31.00		31%	\$21.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-101058	SEL HW Pwr Cord C13-C14 3FT x2	\$17.00		31%	\$11.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-101085	SEL HW PCbl OM3 12F MPOf-LC 2M	\$462.00	к	31%	\$318.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5 5	100-101216	SEL HW PCbI OM3 2F LC-LC 10M	\$100.00 \$100.00	к к	31% 31%	\$69.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00		
5	100-101228 100-101231	SEL HW PCbI OM3 2F LC-LC 15M SEL HW ProbeFC8-HD 8G MM	\$52,308.00		31%	\$69.00 \$36,092.52	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-101281	SEL HW Fibles CIT Kit MPO Addon	\$4,462.00		31%	\$3,078.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-101309	SEL HW Fiblins CIT Kit Refill	\$2,231.00	ĸ	31%	\$1,539.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-101310	SEL HW FibIns CIT MPO Refill	\$538.00	к	31%	\$371.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-101311	SEL HW TCbI OM3 1F LCLC 2M x2	\$208.00	к	31%	\$143.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-101312	SEL HW TCbl OM3 12F MPOfLC 2M x2	\$885.00		31%	\$610.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-101313	SEL HW TCbl OM3 1F LCSC 2M x2	\$208.00		31%	\$143.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-101314	SEL HW TCbl OM3 1F LCMU 2M x2	\$231.00		31%	\$159.39 \$610.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		
5 5	100-101315 100-101318	SEL HW TCbl OM3 12F MPOmLC 2M x2 SEL HW Ship Rack Cab 2 Probe	\$885.00 \$9,231.00	K K	31% 31%	\$610.65 \$6,369.39	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS
5 5	100-101318	SEL HW Ship Rack Cab 2 Probe	\$9,231.00		31%	\$5,042.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-101319	SEL HW ProbeFC8/-HD FRU Fan	\$577.00		31%	\$398.13		\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-101324	SEL HW Rack Shelf 1U 20	\$485.00	ĸ	31%	\$334.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-101325	SEL HW Rack Shelf 1U 24	\$577.00	к	31%	\$398.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-101343	SEL SW FC8HD-0816 16 Link Lic	\$120,000.00		31%	\$82,800.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-101343-AA	SEL AS ProbeFC8-0816 Lic Ann'l	\$11,077.00		31%	\$7,643.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-101348	SEL HW Pwr Cord C19-C14 15A 15FT	\$108.00		31%	\$74.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-101566	SEL HW SFP 8GFC 850NM MM HS x16	\$7,308.00		31%	\$5,042.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5 5	100-101570	SEL HW FibIns Cass Refill SEL HW FibIns MPO Cass Refill	\$615.00 \$692.00		31%	\$424.35 \$477.48	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS
5 5	100-101571 100-101753	SEL HW FIBINS MPO Cass Refill SEL SW VWisdom Srvr Ent DR Lic	\$692.00 \$20,000.00		31% 31%	\$477.48 \$13,800.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00		VIRTUAL INSTRUMENTS
5 5	100-101753	SEL HW ProbeFC8-HD48 8G MM	\$20,000.00		31%	\$13,800.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-101854	SEL HW Fibles CIT Adv Kit	\$22,308.00		31%	\$15,392.52		\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-101855	SEL HW Pwr Cord C13-C20 6FT x2	\$31.00		31%	\$21.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-101925	SEL HW TCV-012MRLFLF-57-EB Cass	\$2,538.00		31%	\$1,751.22		\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAF	RRANTY UPGRADE	NET PRICE		
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	100-102044	SEL HW ProbeFC8-HD48 FRU Fan	\$1,115.00		31%	\$769.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5 5	100-102045	SEL HW ProbeFC8-HD48 FRU Pwr Sup SEL SW FC8HD48-0848 48 Link Lic	\$923.00 \$242.077.00		31% 31%	\$636.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5 5	100-102046 100-102046-AA	SEL SV FC6HD46-0646 46 LINK LIC SEL AS ProbeFC8-0848 Lic Ann'l	\$243,077.00 \$23,077.00		31%	\$167,723.13 \$15,923.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102064	SEL HW TCV-024MRLFMR-57-EB Cass	\$5,077.00		31%	\$3,503.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102065	SEL SW FC8HD48-0824 24 Link Lic	\$156,923.00		31%	\$108,276.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102065-AA	SEL AS ProbeFC8-0824 Lic Ann'l	\$14,677.00		31%	\$10,127.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102069	SEL HW VWisdom Pltfrm Appl 4210	\$60,000.00		31%	\$41,400.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102070	SEL SW VWisdom Mgmt Ent Ed	\$67,692.00		31%	\$46,707.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102071	SEL SW VWisdom Mgmt Virt Ed	\$36,923.00		31%	\$25,476.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102072	SEL SW VWisdom Mgmt Ent DR Ed	\$33,846.00		31%	\$23,353.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5 5	100-102073 100-102074	SEL HW PA 4210 FRU Pwr Sup SEL HW PA 4210 FRU Data Drv 1TB	\$538.00 \$346.00		31% 31%	\$371.22 \$238.74	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102075	SEL HW PA 4210 FRU Sys Drv 80GB	\$385.00		31%	\$265.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102076	SEL HW PA 4210 Shllw Mnt Kit	\$115.00		31%	\$79.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102077	SEL HW PA 4210 FRU Bezel/Keys	\$69.00		31%	\$47.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102091	SEL HW ProbeFC8-HD Chass	\$40,000.00		31%	\$27,600.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102092	SEL HW ProbeFC8-HD48 Chass	\$110,769.00		31%	\$76,430.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102094	SEL HW ProbeFC8-HD48 Recess Mnt	\$308.00		31%	\$212.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102267	SEL SW ProbeSW-010 Port Lic	\$1,138.00		31%	\$785.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102267-AA	SEL AS ProbeSW-010 Lic Ann'l	\$111.00		31%	\$76.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5 5	100-102268 100-102268-AA	SEL SW ProbeSW-100 Port Lic SEL AS ProbeSW-100 Lic Ann'l	\$11,385.00 \$1,108.00		31% 31%	\$7,855.65 \$764.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102269	SEL SW ProbeSWAG-010 Port Lic	\$569.00		31%	\$392.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102269-AA	SEL AS ProbeSWAG-010 Lic Ann'l	\$18.00		31%	\$12.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102270	SEL SW ProbeSWAG-100 Port Lic	\$5,692.00		31%	\$3,927.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102270-AA	SEL AS ProbeSWAG-100 Lic Ann'l	\$185.00		31%	\$127.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102271	SEL SW ProbeNTAP-001 Node Lic	\$1,769.00		31%	\$1,220.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102271-AA	SEL AS ProbeNTAP-001 Lic Ann'l	\$166.00		31%	\$114.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102272	SEL SW ProbeNTAP-100 Node Lic	\$176,923.00		31%	\$122,076.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102272-AA	SEL AS ProbeNTAP-100 Lic Ann'l	\$16,615.00		31%	\$11,464.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102301	SEL HW PA 4210 Std Mnt Kit	\$115.00		31%	\$79.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5 5	100-102341 100-102375	SEL HW TCV Blank Plate Kit x3 SEL HW ProbeFC-16G-24 Chass	\$38.00 \$76,923.00		31% 31%	\$26.22 \$53,076.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS
5	100-102375	SEL HW ProbeFC8/All Shllw Mnt Kit	\$115.00		31%	\$79.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102456	SEL HW ProbeFC8/All Std Mnt Kit	\$115.00		31%	\$79.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102457	SEL HW ProbeFC8/All Rk Adpt 1U35	\$115.00		31%	\$79.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102458	SEL HW PA-4210 Rk Adpt 2U35	\$115.00		31%	\$79.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102490	SEL HW TCV-008LFLFLF-58-RP Cass	\$1,846.00		31%	\$1,273.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102491	SEL HW TCV-012LRLFLF-58-RP Cass	\$2,769.00		31%	\$1,910.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102500	SEL HW TCV-012LRLFLF-97-RP Cass	\$2,169.00		31%	\$1,496.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102579	SEL HW SFP 4-Link Kit 8G MM HS	\$3,077.00		31%	\$2,123.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5 5	100-102580	SEL HW SFP 4-Link Kit 8G SM SR	\$4,308.00		31% 31%	\$2,972.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5 5	100-102581 100-102581-AA	SEL SW Link Lic 8G 4-Link Kit SEL AS LnkLic 8G 4Lnk Kit Ann'l	\$24,615.00 \$2,215.00		31%	\$16,984.35 \$1,528.35	\$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	\$203,077.00		31%	\$140,123.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102582-AA	SEL AS LnkLic 8G FC8-HD48 Ann'l	\$23,077.00		31%	\$15,923.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102583	SEL SW Link Lic 8G Full FC16G24	\$100,000.00		31%	\$69,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102583-AA	SEL AS LnkLic 8G FC16G24 Ann'l	\$13,292.00	к	31%	\$9,171.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102584	SEL SW Link Lic 8G Full FC8-HD	\$86,154.00		31%	\$59,446.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102584-AA	SEL AS LnkLic 8G FC8-HD Ann'l	\$8,862.00		31%	\$6,114.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102595	SEL SW Link Lic 16G 4-Link Kit	\$36,923.00		31%	\$25,476.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5 5	100-102595-AA 100-102596	SEL AS LnkLic 16G 4Lnk Kit Ann'l SEL SW Link Lic 16G FullFC16G24	\$2,954.00 \$138,462.00		31% 31%	\$2,038.26 \$95,538.78	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5 5	100-102596 100-102596-AA	SEL SV LINK LIC 16G FUIFC 16G24 SEL AS LnkLic 16G FC16G24 Ann'l	\$138,462.00		31%	\$95,536.76 \$12,228.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102614	SEL HW SFP 4-Link Kit 16G MM UHS	\$6,154.00		31%	\$4,246.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102615	SEL HW SFP 4-Link Kit 16G SM SR	\$7,385.00		31%	\$5,095.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102618	SEL HW SFP 16GFC 1310NM SM LR	\$922.00		31%	\$636.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102624	SEL Opt patch cable 50m OM4 MM LC-LC 2M	\$88.00		31%	\$60.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102625	SEL Opt patch cable 50um OM4 MM LC-LC 3M	\$92.00		31%	\$63.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102626	SEL Opt patch cable 50um OM4 MM LC-LC 5M	\$102.00		31%	\$70.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102627	SEL Opt patch cable 50um OM4 MM LCLC 10M	\$129.00		31%	\$89.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102645	SEL SW ProbeVM-001 HyperV Lic	\$754.00		31%	\$520.26	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5 5	100-102645-AA 100-102646	SEL AS ProbeVM-001 Hyper-V Ann'l SEL SW ProbeVM-100 HyperV Lic	\$74.00 \$75,385.00		31% 31%	\$51.06 \$52,015.65	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5 5	100-102646 100-102646-AA	SEL SV ProbeVM-100 Hyper-V Ann'l	\$7,385.00		31%	\$5,095.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102647	SEL SW ProbeVM-001 PowerVM Lic	\$762.00		31%	\$525.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102647-AA	SEL AS ProbeVM-001 PowerVM Ann'l	\$74.00		31%	\$51.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102648	SEL SW ProbeVM-100 PowerVM Lic	\$76,154.00		31%	\$52,546.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102648-AA	SEL AS ProbeVM-100 PowerVM Ann'l	\$7,385.00		31%	\$5,095.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102697	SEL HW ProbeFC-16G-12 Chass	\$40,000.00		31%	\$27,600.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102698	SEL HW ProbeNAS-10G-16 Chass	\$107,692.00		31%	\$74,307.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102700	SEL CABLE OM4 MM MTP MALE - LC B	\$392.00		31%	\$270.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102701	SEL CABLE OM4 MM MTP FEMALE2M12F	\$374.00		31%	\$258.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102702	SEL CABLE OS2 SM MTP MALE 2M12F	\$263.00	n	31%	\$181.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	φ 0.0 0	VIRTUAL INSTRUMENTS

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAF	RRANTY UPGRADE	NET PRICE		
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	100-102703	SEL CABLE OS2 SM MTP FEMALE2M12F	\$245.00		31%	\$169.05	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5 5	100-102739 100-102740	SEL HW PCbI OM4 12F MTPmLC 3M SEL HW PCbI OM4 12F MTPfLC 3M	\$471.00 \$449.00		31% 31%	\$324.99 \$309.81	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS
5	100-102740	SEL HW PCbl OM4 12F MTPILC 3M SEL HW PCbl OM4 12F MTPILC 5M	\$523.00		31%	\$360.87	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102742	SEL HW PCbl OM4 12F MTPfLC 5M	\$497.00		31%	\$342.93	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102743	SEL HW PCbl OM4 12F MTPmLC 10M	\$649.00		31%	\$447.81	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102744	SEL HW PCbl OM4 12F MTPfLC 10M	\$623.00		31%	\$429.87	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102745	SEL HW PCbI OS2 SM 12F MTPmLC 3M	\$309.00		31%	\$213.21	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102746	SEL HW PCbl OS2 SM 12F MTPfLC 3M	\$283.00		31%	\$195.27	\$0.00	\$0.00		\$0.00	\$0.00		
5 5	100-102747 100-102748	SEL HW PCbI OS2 SM 12F MTPmLC 5M SEL HW PCbI OS2 SM 12F MTPfLC 5M	\$318.00 \$298.00		31% 31%	\$219.42 \$205.62	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS
5	100-102749	SEL HW PCbl OS2 SM 12F MTPhLC10M	\$351.00		31%	\$242.19	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102750	SEL HW PCbl OS2 SM 12F MTPfLC10M	\$329.00		31%	\$227.01	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102751	SEL HW TCV-008LFLFLF-97-RP Cass	\$2,358.00	к	31%	\$1,627.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102752	SEL HW TCV-012MRLFLF-97-OB Cass	\$3,448.00		31%	\$2,379.12	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102753	SEL HW TCV-012MRLFLF-97-EB Cass	\$3,448.00		31%	\$2,379.12	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102754	SEL HW TCV-024MRLFMR-97-OB Cass	\$6,894.00		31%	\$4,756.86	\$0.00	\$0.00		\$0.00	\$0.00		
5 5	100-102755 100-102791	SEL HW TCV-024MRLFMR-97-EB Cass SEL SW Link Lic NAS 10G 1Active	\$6,894.00 \$6,923.00		31% 31%	\$4,756.86 \$4,776.87	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		
5	100-102791-AA	SEL AS LINKLIC NAS TOG TACINE SEL AS LINKLIC 10G 1LINK Actv Annl	\$738.00		31%	\$509.22	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102792	SEL SW Link Lic NAS 10G 1Passive	\$1,846.00		31%	\$1,273.74	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102792-AA	SEL AS LnkLic 10G 1Lnk Pasv Annl	\$92.00		31%	\$63.48	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102793	SEL SW Link Lic 10G FullNAS10G16	\$93,846.00	к	31%	\$64,753.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102793-AA	SEL AS LnkLic 10G NAS10G16 Ann'l	\$9,231.00		31%	\$6,369.39	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102794	SEL SW Target Lic 10G 4-Tgt Kit	\$9,231.00		31%	\$6,369.39	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102794-AA	SEL AS TgtLic 10G 4Tgt Kit Ann'l	\$923.00		31%	\$636.87	\$0.00	\$0.00		\$0.00	\$0.00		
5 5	100-102795 100-102795-AA	SEL SW Link Lic 10G 4-Link Kit SEL AS LnkLic 10G 4Lnk Kit Ann'l	\$36,923.00 \$3,692.00		31% 31%	\$25,476.87 \$2,547.48	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS
5	100-102796	SEL SW LinkLic 10G FullFCoE10G24	\$152,308.00		31%	\$105,092.52	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102796-AA	SEL AS LnkLic 10G FCoE10G24 Annl	\$15,231.00		31%	\$10,509.39	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102797	SEL SW Link Lic 8G Full FC16G12	\$61,538.00		31%	\$42,461.22	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102797-AA	SEL AS LnkLic 8G FC16G12 Ann'l	\$6,000.00		31%	\$4,140.00	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102798	SEL SW Link Lic 16G Full FC16G12	\$92,308.00		31%	\$63,692.52	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102798-AA	SEL AS LnkLic 16G FC16G12 Ann'l	\$9,231.00		31%	\$6,369.39	\$0.00	\$0.00		\$0.00	\$0.00		
5 5	100-102799 11-1909-LIC	SEL HW ProbeFCoE-10G-24 Chass SEL Mrg Win/ Hw Mig 1 Dev TI 6M Min 10	\$76,923.00 \$55.00		31% 31%	\$53,076.87 \$37.95	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS
5	1162-LIC	SEL 1162-LIC VF-STD-ADV-UG-F	\$1,210.00		31%	\$834.90	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5	1164-LIC	SEL 1164-LIC VF-STD-F	\$1,650.00		31%	\$1,138.50	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5	1165-LIC	SEL 1165-LIC VF-ADV-F	\$2,750.00		31%	\$1,897.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	1271-LIC	SEL 1271-LIC THIN-100PK-F	\$2,090.00		31%	\$1,442.10	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5	1433-LIC	SEL 1433-LIC VF-DD2-25VM-F	\$20,625.00		31%	\$14,231.25	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5	1591-LIC	SEL 1591-LIC CA-DEVK-F	\$22,000.00		31%	\$15,180.00	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5 5	1593-LIC 1593-LIC-L1	SEL 1593-LIC CA-AUTDT25-F SEL 1593-LIC-L1 CA-AUTDT25-F-L1	\$3,658.00 \$3,475.00		31% 31%	\$2,524.02 \$2,397.75	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE
5	1593-LIC-L2	SEL 1593-LIC-L2 CA-AUTDT25-F-L2	\$3,401.00		31%	\$2,346.69	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5	1593-LIC-L3	SEL 1593-LIC-L3 CA-AUTDT25-F-L3	\$3,292.00		31%	\$2,271.48	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5	1593-LIC-L4	SEL 1593-LIC-L4 CA-AUTDT25-F-L4	\$3,182.00	к	31%	\$2,195.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	1593-LIC-L5	SEL 1593-LIC-L5 CA-AUTDT25-F-L5	\$3,036.00		31%	\$2,094.84	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5	1594-LIC	SEL 1594-LIC CA-DEVK-LIC-F	\$1.00		31%	\$0.69	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5 5	1601-LIC 1601-LIC-L1	SEL 1601-LIC HZ-MRG-10-F SEL 1601-LIC-L1 HZ-MRG-10-F-L1	\$1,650.00 \$1,568.00		31% 31%	\$1,138.50 \$1,081.92	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE
5 5	1601-LIC-L1	SEL 1601-LIC-LT HZ-MRG-10-F-LT SEL 1601-LIC-L2 HZ-MRG-10-F-L2	\$1,585.00		31%	\$1,059.15	\$0.00	\$0.00		\$0.00			VMWARE
5	1601-LIC-L3	SEL 1601-LIC-L3 HZ-MRG-10-F-L3	\$1,485.00		31%	\$1,033.13	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5	1601-LIC-L4	SEL 1601-LIC-L4 HZ-MRG-10-F-L4	\$1,436.00	к	31%	\$990.84	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5	1602-LIC	SEL 1602-LIC HZ-MRG-100-F	\$16,500.00	к	31%	\$11,385.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	1602-LIC-L1	SEL 1602-LIC-L1 HZ-MRG-100-F-L1	\$15,675.00		31%	\$10,815.75	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5	1602-LIC-L2	SEL 1602-LIC-L2 HZ-MRG-100-F-L2	\$15,345.00		31%	\$10,588.05	\$0.00	\$0.00		\$0.00			VMWARE
5 5	1602-LIC-L3 1602-LIC-L4	SEL 1602-LIC-L3 HZ-MRG-100-F-L3 SEL 1602-LIC-L4 HZ-MRG-100-F-L4	\$14,850.00 \$14,355.00		31% 31%	\$10,246.50	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE
5	1602-LIC-L4 1602-LIC-L5	SEL 1602-LIC-L4 HZ-MRG-100-F-L4 SEL 1602-LIC-L5 HZ-MRG-100-F-L5	\$14,355.00 \$13,695.00		31%	\$9,904.95 \$9,449.55	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5	1664-LIC	SEL 1664-LIC HZ-MW-MRG-10-F	\$1,210.00		31%	\$834.90	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5	1664-LIC-L1	SEL 1664-LIC-L1 HZ-MW-MRG-10-FL1	\$1,150.00		31%	\$793.50	\$0.00	\$0.00		\$0.00			VMWARE
5	1664-LIC-L2	SEL 1664-LIC-L2 HZ-MW-MRG-10-FL2	\$1,125.00		31%	\$776.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	1664-LIC-L3	SEL 1664-LIC-L3 HZ-MW-MRG-10-FL3	\$1,089.00		31%	\$751.41	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5	1664-LIC-L4	SEL 1664-LIC-L4 HZ-MW-MRG-10-FL4	\$1,053.00		31%	\$726.57	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5	1664-LIC-L5	SEL 1664-LIC-L5 HZ-MW-MRG-10-F-L5 SEL 1665-LIC HZ-MW-MRG-100-F	\$1,004.00 \$12,100.00		31%	\$692.76	\$0.00 \$0.00	\$0.00		\$0.00			VMWARE
5 5	1665-LIC 1665-LIC-L1	SEL 1665-LIC HZ-MW-MRG-100-F SEL 1665-LIC-L1 HZ-MW-MRG-100-FL1	\$12,100.00 \$11,495.00		31% 31%	\$8,349.00 \$7,931.55	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			VMWARE
5	1665-LIC-L2	SEL 1665-LIC-L2 HZ-MW-MRG-100-FL1 SEL 1665-LIC-L2 HZ-MW-MRG-100-FL2	\$11,253.00		31%	\$7,764.57	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5	1665-LIC-L3	SEL 1665-LIC-L3 HZ-MW-MRG-100-FL3	\$10,890.00		31%	\$7,514.10	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5	1665-LIC-L4	SEL 1665-LIC-L4 HZ-MW-MRG-100-FL4	\$10,527.00		31%	\$7,263.63	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5	1665-LIC-L5	SEL 1665-LIC-L5 HZ-MW-MRG-100-F-L5	\$10,043.00	к	31%	\$6,929.67	\$0.00	\$0.00		\$0.00			VMWARE
5	1669-LIC	SEL 1669-LIC HZ-MRG-WIN-6M-TLSS-F	\$44.00		31%	\$30.36	\$0.00	\$0.00		\$0.00			VMWARE
5 5	AUTDT25GSC AUTDT25GSC-I	SEL CA-AUTDT25-G-SSS-C) SEL CA-AUTDT25-G-SSS-C)	\$699.00 \$769.00		31% 31%	\$482.31 \$530.61	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5		022 0A-AUID120-0000-0)	φ/09.00	n	3170	φ030.01	φυ.00	φ0.00	φ 0. 00	φ0.00	φ 0. 00	φυ.00	

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAR	RRANTY UPGRADE	E NET PRICE		
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	AUTDT25PSC	SEL CA-AUTDT25-P-SSS-C)	\$831.00		31%	\$573.39	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5 5	AUTDT25PSC-I	SEL CA-AUTDT25-P-SSS-C) SEL CA-AUTSV25-G-SSS-C)	\$914.00 \$2,100.00		31%	\$630.66	\$0.00	\$0.00 \$0.00		\$0.00 \$0.00			VMWARE
5	AUTSV25GSC AUTSV25GSC-I	SEL CA-AUTSV25-G-SSS-C) SEL CA-AUTSV25-G-SSS-C)	\$2,100.00		31% 31%	\$1,449.00 \$1,593.90	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00			VMWARE
5	AUTSV25PSC	SEL CA-AUTSV25-P-SSS-C)	\$2,500.00		31%	\$1,725.00	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	BM-ADV-AD-C	SEL BM-ADV-AD-C)	\$60,000.00		31%	\$41,400.00	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	BM-ADV-AD-C-I	SEL BM-ADV-AD-C	\$66,000.00		31%	\$45,540.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	BM-ADV-AD-C-K	SEL BM-ADV-AD-C)	\$57,160.05	К	31%	\$39,440.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	BMADVENTADC	SEL BM-ADV-ENT-AD-UG-C)	\$16,500.00		31%	\$11,385.00	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	BMADVENTADC-I	SEL BM-ADV-ENT-AD-UG-C)	\$18,150.00		31%	\$12,523.50	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	BMADVENTADC-K		\$15,679.20		31%	\$10,818.65	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	BMADVENTFNC	SEL BM-ADV-ENT-FN-UG-C)	\$165,000.00		31%	\$113,850.00	\$0.00	\$0.00		\$0.00			VMWARE
5	BMADVENTFNC-I BMADVENTFNC-K	SEL BM-ADV-ENT-FN-UG-C) SEL BM-ADV-ENT-FN-UG-C)	\$181,500.00 \$156,791.96		31% 31%	\$125,235.00 \$108,186.45	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE
5	BMADVENTROC	SEL BM-ADV-ENT-RO-UG-C)	\$100.00		31%	\$69.00	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5			\$110.00		31%	\$75.90	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5		SEL BM-ADV-ENT-RO-UG-C)	\$95.21	к	31%	\$65.69	\$0.00	\$0.00		\$0.00			VMWARE
5	BMADVFNDC	SEL BM-ADV-FND-C)	\$300,000.00		31%	\$207,000.00	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	BMADVFNDC-I	SEL BM-ADV-FND-C)	\$330,000.00		31%	\$227,700.00	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	BMADVFNDC-K	SEL BM-ADV-FND-C)	\$285,623.27	К	31%	\$197,080.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	BM-ADV-RO-C	SEL BM-ADV-RO-C)	\$22,500.00	к	31%	\$15,525.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	BM-ADV-RO-C-I	SEL BM-ADV-RO-C)	\$24,750.00		31%	\$17,077.50	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	BM-ADV-RO-C-K	SEL BM-ADV-RO-C)	\$21,412.90		31%	\$14,774.90	\$0.00	\$0.00		\$0.00			VMWARE
5	BM-ENT-AD-C	SEL BM-ENT-AD-C)	\$75,000.00		31%	\$51,750.00	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	BM-ENT-AD-C-I	SEL BM-ENT-AD-C)	\$82,500.00		31%	\$56,925.00	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	BM-ENT-AD-C-K	SEL BM-ENT-AD-C)	\$71,140.37		31%	\$49,086.86	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5 5	BMENTFNDC BMENTFNDC-I	SEL BM-ENT-FND-C) SEL BM-ENT-FND-C)	\$450,000.00 \$495,000.00		31% 31%	\$310,500.00 \$341,550.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE
5	BMENTFNDC-K	SEL BM-ENT-FND-C)	\$428,611.88		31%	\$295,742.20	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	BMENTFNGC-K	SEL BM-ENT-FN-G-SAAS-C)	\$128,477.38		31%	\$88,649.39	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	BMENTFNPC-K	SEL BM-ENT-FN-P-SAAS-C)	\$142,634.67		31%	\$98,417.92	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	BM-ENT-RO-C	SEL BM-ENT-RO-C)	\$22,500.00		31%	\$15,525.00	\$0.00	\$0.00		\$0.00			VMWARE
5	BM-ENT-RO-C-I	SEL BM-ENT-RO-C)	\$24,750.00		31%	\$17,077.50	\$0.00	\$0.00		\$0.00			VMWARE
5	BM-ENT-RO-C-K	SEL BM-ENT-RO-C	\$21,412.90	к	31%	\$14,774.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	DEVKGSC	SEL CA-DEVK-G-SSS-C)	\$4,200.00		31%	\$2,898.00	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	DEVKGSC-I	SEL CA-DEVK-G-SSS-C)	\$4,620.00		31%	\$3,187.80	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	DEVKPSC	SEL CA-DEVK-P-SSS-C)	\$5,000.00		31%	\$3,450.00	\$0.00	\$0.00		\$0.00			VMWARE
5	DEVKPSC-I	SEL CA-DEVK-P-SSS-C)	\$5,500.00		31%	\$3,795.00	\$0.00	\$0.00		\$0.00			VMWARE
5	H7ACEC100UC	SEL HZ7-ADC-ENC-100-UG-C)	\$19,250.00		31%	\$13,282.50	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5 5	H7ACEC100UC-I H7ACEC100UC-K	SEL HZ7-ADC-ENC-100-UG-C) SEL HZ7-ADC-ENC-100-UG-C)	\$20,116.25 \$16,599.42		31% 31%	\$13,880.21 \$11,453.60	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE
5	H7ACEC10UC	SEL HZ7-ADC-ENC-100-0G-C)	\$1,925.00		31%	\$1,328.25	\$0.00	\$0.00		\$0.00			VMWARE
5	H7ACEC10UC-I	SEL HZ7-ADC-ENC-10-UG-C)	\$2,011.63		31%	\$1,388.02	\$0.00	\$0.00		\$0.00			VMWARE
5	H7ACEC10UC-K	SEL HZ7-ADC-ENC-10-UG-C)	\$1,659.94		31%	\$1,145.36	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7ANEN100UC	SEL HZ7-ADN-ENN-100-UG-C)	\$11,000.00		31%	\$7,590.00	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7ANEN100UC-I	SEL HZ7-ADN-ENN-100-UG-C)	\$11,495.00	к	31%	\$7,931.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7ANEN100UC-K	SEL HZ7-ADN-ENN-100-UG-C)	\$9,449.99	к	31%	\$6,520.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7ANEN10UC	SEL HZ7-ADN-ENN-10-UG-C)	\$1,100.00		31%	\$759.00	\$0.00	\$0.00		\$0.00			VMWARE
5	H7ANEN10UC-I	SEL HZ7-ADN-ENN-10-UG-C)	\$1,149.50		31%	\$793.16	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7ANEN10UC-K	SEL HZ7-ADN-ENN-10-UG-C)	\$945.00		31%	\$652.05	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7EAST100UC	SEL HZ7-EAD-STD100-UG-C)	\$17,500.00		31%	\$12,075.00	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5 5	H7EAST100UC-I H7EAST100UC-K	SEL HZ7-EAD-STD100-UG-C) SEL HZ7-EAD-STD100-UG-C)	\$18,287.50 \$15,042.12		31% 31%	\$12,618.38 \$10,379.06	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			VMWARE
5	H7EAST10000-R	SEL HZ7-EAD-STD100-0G-C)	\$1,750.00		31%	\$1,207.50	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7EAST10UC-I	SEL HZ7-EAD-STD10-UG-C)	\$1,828.75		31%	\$1,261.84	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7EAST10UC-K	SEL HZ7-EAD-STD10-UG-C)	\$1,504.21		31%	\$1,037.90	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5		SEL HZ7-ENTA-STDA100-UG-C)	\$10,000.00		31%	\$6,900.00	\$0.00	\$0.00		\$0.00			VMWARE
5		I SEL HZ7-ENTA-STDA100-UG-C)	\$10,450.00	к	31%	\$7,210.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5		K SEL HZ7-ENTA-STDA100-UG-C)	\$8,600.55		31%	\$5,934.38	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5		SEL HZ7-ENTA-STDA10-UG-C)	\$1,000.00		31%	\$690.00	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5		SEL HZ7-ENTA-STDA10-UG-C)	\$1,045.00		31%	\$721.05	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5		SEL HZ7-ENTA-STDA10-UG-C)	\$860.06		31%	\$593.44	\$0.00	\$0.00		\$0.00			VMWARE
5 5		SEL HZ7-ENN-ENC-100-UG-C)	\$24,750.00		31%	\$17,077.50	\$0.00	\$0.00		\$0.00			VMWARE
5	H7ENEC100UC-I H7ENEC100UC-K		\$25,863.75 \$21,342.11		31% 31%	\$17,845.99 \$14,726.06	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE
5 5	H7ENEC10UC-K	SEL HZ7-ENN-ENC-100-0G-C)	\$2,475.00		31%	\$14,720.06	\$0.00	\$0.00		\$0.00			VMWARE
5	H7ENEC10UC-I	SEL HZ7-ENN-ENC-10-UG-C)	\$2,586.38		31%	\$1,784.60	\$0.00	\$0.00		\$0.00			VMWARE
5	H7ENEC10UC-K	SEL HZ7-ENN-ENC-10-UG-C)	\$2,134.21		31%	\$1,472.60	\$0.00	\$0.00		\$0.00			VMWARE
5	H7LXCEC100UC	SEL HZ7-LXC-ENC-100-UG-C)	\$46,750.00		31%	\$32,257.50	\$0.00	\$0.00		\$0.00			VMWARE
5			\$51,425.00		31%	\$35,483.25	\$0.00	\$0.00		\$0.00			VMWARE
5		SEL HZ7-LXC-ENC-100-UG-C)	\$47,108.37		31%	\$32,504.78	\$0.00	\$0.00		\$0.00			VMWARE
5	H7LXCEC10UC	SEL HZ7-LXC-ENC-10-UG-C)	\$4,675.00		31%	\$3,225.75	\$0.00	\$0.00		\$0.00			VMWARE
5	H7LXCEC10UC-I	SEL HZ7-LXC-ENC-10-UG-C)	\$5,142.50	к	31%	\$3,548.33	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7LXCEC10UC-K	SEL HZ7-LXC-ENC-10-UG-C)	\$4,710.84		31%	\$3,250.48	\$0.00	\$0.00		\$0.00			VMWARE
5	H7MGAC100UC	SEL HZ7-MRG-ADC-100-UG-C)	\$27,500.00	К	31%	\$18,975.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAF	RANTY UPGRADE	NET PRICE		
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	H7MGAC100UC-I	SEL HZ7-MRG-ADC-100-UG-C)	\$28,737.50		31%	\$19,828.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	H7MGAC100UC-K H7MGAC10UC	SEL HZ7-MRG-ADC-100-UG-C) SEL HZ7-MRG-ADC-10-UG-C)	\$23,678.06 \$2,750.00		31% 31%	\$16,337.86 \$1,897.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	H7MGAC10UC-I	SEL HZ7-MRG-ADC-10-UG-C)	\$2,873.75		31%	\$1,982.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	H7MGAC10UC-K	SEL HZ7-MRG-ADC-10-UG-C)	\$2,367.81	к	31%	\$1,633.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	H7MGAN100UC	SEL HZ7-MRG-ADN-100-UG-C)	\$11,000.00		31%	\$7,590.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	H7MGAN100UC-I H7MGAN100UC-K	SEL HZ7-MRG-ADN-100-UG-C) SEL HZ7-MRG-ADN-100-UG-C)	\$11,495.00 \$9,449.99		31% 31%	\$7,931.55 \$6,520.49	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	H7MGAN1000C-K	SEL HZ7-MRG-ADN-100-0G-C)	\$1,100.00		31%	\$759.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	H7MGAN10UC-I	SEL HZ7-MRG-ADN-10-UG-C)	\$1,149.50		31%	\$793.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	H7MGAN10UC-K	SEL HZ7-MRG-ADN-10-UG-C)	\$945.00		31%	\$652.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	H7MPAC100UC	SEL HZ7-MGP-ADC-100-UG-C)	\$27,500.00		31%	\$18,975.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	H7MPAC100UC-I H7MPAC100UC-K	SEL HZ7-MGP-ADC-100-UG-C) SEL HZ7-MGP-ADC-100-UG-C)	\$28,737.50 \$23,678.06		31% 31%	\$19,828.88 \$16,337.86	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	H7MPAC10UC	SEL HZ7-MGP-ADC-10-UG-C)	\$2,750.00		31%	\$1,897.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	H7MPAC10UC-I	SEL HZ7-MGP-ADC-10-UG-C)	\$2,873.75		31%	\$1,982.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	H7MPAC10UC-K	SEL HZ7-MGP-ADC-10-UG-C)	\$2,367.81		31%	\$1,633.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	H7MPAN100UC	SEL HZ7-MGP-ADN-100-UG-C)	\$11,000.00		31%	\$7,590.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	H7MPAN100UC-I H7MPAN100UC-K	SEL HZ7-MGP-ADN-100-UG-C) SEL HZ7-MGP-ADN-100-UG-C)	\$11,495.00 \$9,449.99		31% 31%	\$7,931.55 \$6,520.49	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	H7MPAN1000C-K	SEL HZ7-MGP-ADN-10-UG-C)	\$1,100.00		31%	\$759.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	H7MPAN10UC-I	SEL HZ7-MGP-ADN-10-UG-C)	\$1,149.50	К	31%	\$793.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7MPAN10UC-K	SEL HZ7-MGP-ADN-10-UG-C)	\$945.00		31%	\$652.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	H7SADC100UC	SEL HZ7-ST-ADC-100-UG-C)	\$16,500.00 \$17,242,50		31%	\$11,385.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE VMWARE
5	H7SADC100UC-I H7SADC100UC-K	SEL HZ7-ST-ADC-100-UG-C) SEL HZ7-ST-ADC-100-UG-C)	\$17,242.50 \$14,192.68		31% 31%	\$11,897.33 \$9,792.95	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE
5	H7SADC100C	SEL HZ7-ST-ADC-10-UG-C)	\$1,650.00		31%	\$1,138.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	H7SADC10UC-I	SEL HZ7-ST-ADC-10-UG-C)	\$1,724.25		31%	\$1,189.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	H7SADC10UC-K	SEL HZ7-ST-ADC-10-UG-C)	\$1,419.27		31%	\$979.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	H7SENC100UC	SEL HZ7-ST-ENC-100-UG-C)	\$35,750.00		31%	\$24,667.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	H7SENC100UC-I H7SENC100UC-K	SEL HZ7-ST-ENC-100-UG-C) SEL HZ7-ST-ENC-100-UG-C)	\$37,358.75 \$30,756.71		31% 31%	\$25,777.54 \$21,222.13	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	H7SENC10UC	SEL HZ7-ST-ENC-100-0G-C)	\$3,575.00		31%	\$2,466.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	H7SENC10UC-I	SEL HZ7-ST-ENC-10-UG-C)	\$3,735.88		31%	\$2,577.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	H7SENC10UC-K	SEL HZ7-ST-ENC-10-UG-C)	\$3,075.67		31%	\$2,122.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	H7STASD100UC	SEL HZ7-STDA-STD100-UG-C)	\$7,000.00		31%	\$4,830.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	H7STASD100UC-I H7STASD100UC-K	SEL HZ7-STDA-STD100-UG-C) SEL HZ7-STDA-STD100-UG-C)	\$7,315.00 \$6,027.47		31% 31%	\$5,047.35 \$4,158.95	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	H7STASD10UC	SEL HZ7-STDA-STD10-UG-C)	\$700.00		31%	\$483.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	H7STASD10UC-I	SEL HZ7-STDA-STD10-UG-C)	\$731.50		31%	\$504.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	H7STASD10UC-K	SEL HZ7-STDA-STD10-UG-C)	\$602.75		31%	\$415.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	H7TAST100UC H7TAST100UC-I	SEL HZ7-TAC-STA100-UG-C)	\$17,100.00		31% 31%	\$11,799.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE
5	H7TAST1000C-I H7TAST100UC-K	SEL HZ7-TAC-STA100-UG-C) SEL HZ7-TAC-STA100-UG-C)	\$17,869.50 \$14,758.97		31%	\$12,329.96 \$10,183.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE VMWARE
5	H7THIST100UC	SEL HZ7-THIN-ST100-UG-C)	\$20,000.00		31%	\$13,800.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	H7THIST100UC-I	SEL HZ7-THIN-ST100-UG-C)	\$20,900.00	К	31%	\$14,421.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	H7THIST100UC-K	SEL HZ7-THIN-ST100-UG-C)	\$17,236.50		31%	\$11,893.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	H7TPOS10UC	SEL HZ7-TPRO-ST10-UG-C)	\$2,100.00		31%	\$1,449.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	H7TPOS10UC-I H7TPOS10UC-K	SEL HZ7-TPRO-ST10-UG-C) SEL HZ7-TPRO-ST10-UG-C)	\$2,194.50 \$1,808.59		31% 31%	\$1,514.21 \$1,247.93	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	H7VAAC100UC	SEL HZ7-VAD-ADC-100-UG-C)	\$23,000.00		31%	\$15,870.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	H7VAAC100UC-I	SEL HZ7-VAD-ADC-100-UG-C)	\$24,035.00	К	31%	\$16,584.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7VAAC100UC-K	SEL HZ7-VAD-ADC-100-UG-C)	\$19,784.81		31%	\$13,651.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	H7VAAC10UC H7VAAC10UC-I	SEL HZ7-VAD-ADC-10-UG-C) SEL HZ7-VAD-ADC-10-UG-C)	\$2,300.00 \$2,403.50		31% 31%	\$1,587.00 \$1,658.42	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	H7VAAC100C-I H7VAAC10UC-K	SEL HZ7-VAD-ADC-10-UG-C)	\$2,403.50		31%	\$1,050.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	H7VAEC100UC	SEL HZ7-VAD-ENC-100-UG-C)	\$42,250.00		31%	\$29,152.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	H7VAEC100UC-I	SEL HZ7-VAD-ENC-100-UG-C)	\$44,151.25	К	31%	\$30,464.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	H7VAEC100UC-K	SEL HZ7-VAD-ENC-100-UG-C)	\$36,348.84		31%	\$25,080.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	H7VAEC10UC H7VAEC10UC-I	SEL HZ7-VAD-ENC-10-UG-C) SEL HZ7-VAD-ENC-10-UG-C)	\$4,225.00 \$4,415.13		31% 31%	\$2,915.25 \$3,046.44	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	H7VAEC100C-I H7VAEC10UC-K	SEL HZ7-VAD-ENC-10-UG-C)	\$3,634.88		31%	\$3,046.44 \$2,508.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	H7VENS100UC	SEL HZ7-VENT-ST100-UG-C)	\$10,000.00		31%	\$6,900.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	H7VENS100UC-I	SEL HZ7-VENT-ST100-UG-C)	\$10,450.00	К	31%	\$7,210.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7VENS100UC-K	SEL HZ7-VENT-ST100-UG-C)	\$8,600.55		31%	\$5,934.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	H7VETS10UC	SEL HZ7-VENT-ST10-UG-C)	\$1,000.00		31% 31%	\$690.00 \$721.05	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00 \$0.00		VMWARE
5 5	H7VETS10UC-I H7VETS10UC-K	SEL HZ7-VENT-ST10-UG-C) SEL HZ7-VENT-ST10-UG-C)	\$1,045.00 \$860.06		31% 31%	\$721.05 \$593.44	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	HZ7ADC100C	SEL HZ7-ADC-100-C)	\$40,000.00		31%	\$27,600.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	HZ7ADC100C-I	SEL HZ7-ADC-100-C)	\$41,800.00	К	31%	\$28,842.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7ADC100C-K	SEL HZ7-ADC-100-C)	\$34,437.60		31%	\$23,761.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	HZ7ADC10C	SEL HZ7-ADC-10-C)	\$4,000.00		31%	\$2,760.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	HZ7ADC10C-I HZ7ADC10C-K	SEL HZ7-ADC-10-C) SEL HZ7-ADC-10-C)	\$4,180.00 \$3,443.76		31% 31%	\$2,884.20 \$2,376.19	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	HZ7ADC10C-K	SEL HZ7-ADN-100-C)	\$25,000.00		31%	\$2,370.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
-		/	1-1,110.00			÷,250.00	<i>t</i>	÷::00	÷::50	÷1.00	\$5100	÷00	

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAF	RANTY UPGRADE	NET PRICE		
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	HZ7ADN100C-I	SEL HZ7-ADN-100-C)	\$26,125.00		31%	\$18,026.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	HZ7ADN100C-K HZ7ADN10C	SEL HZ7-ADN-100-C) SEL HZ7-ADN-10-C)	\$21,554.47 \$2,500.00		31% 31%	\$14,872.58 \$1,725.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	HZ7ADN10C-I	SEL HZ7-ADN-10-C)	\$2,612.50		31%	\$1,802.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	HZ7ADN10C-K	SEL HZ7-ADN-10-C)	\$2,155.45		31%	\$1,487.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	HZ7ENC100C	SEL HZ7-ENC-100-C)	\$57,500.00		31%	\$39,675.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7ENC100C-I	SEL HZ7-ENC-100-C)	\$60,087.50		31%	\$41,460.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	HZ7ENC100C-K HZ7ENC10C	SEL HZ7-ENC-100-C) SEL HZ7-ENC-10-C)	\$49,515.11 \$5,750.00	к к	31% 31%	\$34,165.43 \$3,967.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	HZ7ENC10C-I	SEL HZ7-ENC-10-C)	\$6,008.75		31%	\$4,146.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	HZ7ENC10C-K	SEL HZ7-ENC-10-C)	\$4,951.51	ĸ	31%	\$3,416.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	HZ7ENN100C	SEL HZ7-ENN-100-C)	\$35,000.00		31%	\$24,150.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	HZ7ENN100C-I	SEL HZ7-ENN-100-C)	\$36,575.00		31%	\$25,236.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	HZ7ENN100C-K HZ7ENN10C	SEL HZ7-ENN-100-C) SEL HZ7-ENN-10-C)	\$30,119.63 \$3,500.00		31% 31%	\$20,782.54 \$2,415.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	HZ7ENN10C-I	SEL HZ7-ENN-10-C)	\$3,657.50		31%	\$2,523.68	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	HZ7ENN10C-K	SEL HZ7-ENN-10-C)	\$3,011.96		31%	\$2,078.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	HZ7LXC100C	SEL HZ7-LXC-100-C)	\$15,000.00		31%	\$10,350.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	HZ7LXC100C-I	SEL HZ7-LXC-100-C)	\$16,500.00		31%	\$11,385.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	HZ7LXC100C-K HZ7LXC10C	SEL HZ7-LXC-100-C) SEL HZ7-LXC-10-C)	\$15,112.90 \$1,500.00		31% 31%	\$10,427.90 \$1,035.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	HZ7LXC10C-I	SEL HZ7-LXC-10-C)	\$1,650.00		31%	\$1,138.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	HZ7LXC10C-K	SEL HZ7-LXC-10-C)	\$1,511.29	к	31%	\$1,042.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7STD100C	SEL HZ7-STD-100-C)	\$25,000.00		31%	\$17,250.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	HZ7STD100C-I	SEL HZ7-STD-100-C)	\$26,125.00		31%	\$18,026.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE VMWARE
5 5	HZ7STD100C-K HZ7STD10C	SEL HZ7-STD-100-C) SEL HZ7-STD-10-C)	\$21,554.47 \$2,500.00		31% 31%	\$14,872.58 \$1,725.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE
5	HZ7STD10C-I	SEL HZ7-STD-10-C)	\$2,612.50		31%	\$1,802.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	HZ7STD10C-K	SEL HZ7-STD-10-C)	\$2,155.45	к	31%	\$1,487.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	HZ7STDA100C	SEL HZ7-STD-A100-C)	\$19,000.00		31%	\$13,110.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	HZ7STDA100C-I	SEL HZ7-STD-A100-C)	\$19,855.00		31%	\$13,699.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	HZ7STDA100C-K HZ7STDA10C	SEL HZ7-STD-A100-C) SEL HZ7-STD-A10-C)	\$16,387.06 \$1,900.00		31% 31%	\$11,307.07 \$1,311.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	HZ7STDA10C-I	SEL HZ7-STD-A10-C)	\$1,985.50		31%	\$1,370.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	HZ7STDA10C-K	SEL HZ7-STD-A10-C	\$1,638.71	к	31%	\$1,130.71	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	HZFLX10C	SEL HZ-FLX-10-C)	\$2,500.00		31%	\$1,725.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	HZFLX10C-I HZFLX10C-K	SEL HZ-FLX-10-C) SEL HZ-FLX-10-C)	\$2,612.50 \$2,155.45		31% 31%	\$1,802.63 \$1,487.26	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	HZFLXAD10C	SEL HZ-FLX-AD10-C)	\$2,155.45		31%	\$1,035.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	HZFLXAD10C-I	SEL HZ-FLX-AD10-C)	\$1,567.50		31%	\$1,081.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	HZFLXAD10C-K	SEL HZ-FLX-AD10-C)	\$1,291.85		31%	\$891.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	MGP100C	SEL MGP-100-C)	\$15,000.00		31%	\$10,350.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	MGP100C-I MGP100C-K	SEL MGP-100-C) SEL MGP-100-C)	\$15,675.00 \$12,918.52		31% 31%	\$10,815.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	MGP100C-K MGP10C	SEL MGP-100-C)	\$1,500.00		31%	\$8,913.78 \$1,035.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	MGP10C-I	SEL MGP-10-C)	\$1,567.50		31%	\$1,081.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	MGP10C-K	SEL MGP-10-C)	\$1,291.85		31%	\$891.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	PVAPAHLCC	SEL PV-APAH-LIC-C)	\$1.00		31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	PVAPAHLCC-I PVAPAHLCC-K	SEL PV-APAH-LIC-C) SEL PV-APAH-LIC-C)	\$1.00 \$1.00	к к	31% 31%	\$0.69 \$0.69	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	PVAPARLCC-K PVAPATCLC	SEL PV-APATC-LIC-C)	\$1.00		31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	PVAPATCLC-I	SEL PV-APATC-LIC-C)	\$1.00		31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	PVAPATCLC-K	SEL PV-APATC-LIC-C)	\$1.00	к	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	PVDEVSGC	SEL PV-DEVS-G-SUP-C)	\$2,000.00		31%	\$1,380.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	PVDEVSGC-I PVDEVSGC-K	SEL PV-DEVS-G-SUP-C) SEL PV-DEVS-G-SUP-C)	\$2,200.00 \$2,292.00		31% 31%	\$1,518.00 \$1,581.48	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	PVDEVSLICC	SEL PV-DEVS-LIC-C)	\$2,292.00		31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	PVDEVSLICC-I	SEL PV-DEVS-LIC-C)	\$1.00	к	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	PVDEVSLICC-K	SEL PV-DEVS-LIC-C)	\$1.00	к	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	PVRMQOSLC	SEL PV-RBMQOSS-LIC-C)	\$1.00	к	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	PVRMQOSLC-I PVRMQOSLC-K	SEL PV-RBMQOSS-LIC-C) SEL PV-RBMQOSS-LIC-C)	\$1.00 \$1.00	к К	31% 31%	\$0.69 \$0.69	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	PV-TCSS-C	SEL PV-RDMQOSS-LIC-C) SEL PV-TCSS-C)	\$2,500.00		31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	PV-TCSS-C-I	SEL PV-TCSS-C)	\$2,750.00	к	31%	\$1,897.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	PV-TCSS-C-K	SEL PV-TCSS-C)	\$2,865.00	к	31%	\$1,976.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	S6ADED10UC	SEL ST6-ADEN-D10-UG-C)	\$220.00		31%	\$151.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	S6ADED10UC-I S6ADED10UC-K	SEL ST6-ADEN-D10-UG-C) SEL ST6-ADEN-D10-UG-C)	\$257.40 \$228.29		31% 31%	\$177.61 \$157.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	S6AEN100UC	SEL ST6-ADEN-D10-DG-C)	\$228.29 \$2,200.00		31%	\$157.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	S6AEN100UC-I	SEL ST6-ADEN-D100-UG-C)	\$2,574.00		31%	\$1,776.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	S6AEN100UC-K	SEL ST6-ADEN-D100-UG-C)	\$2,282.86		31%	\$1,575.17	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	S6SAD100UC	SEL ST6-STAD-D100-UG-C)	\$5,500.00		31%	\$3,795.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	S6SAD100UC-I S6SAD100UC-K	SEL ST6-STAD-D100-UG-C) SEL ST6-STAD-D100-UG-C)	\$6,435.00 \$5,708.93		31% 31%	\$4,440.15 \$3,939.16	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	S6SEN100UC	SEL ST6-STEN-D100-UG-C)	\$7,700.00		31%	\$5,313.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
÷			<i></i>			\$5,510.00	\$ 0.50	\$5.00	\$5.50	\$0.00	\$3.00	\$5.00	

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAF	RANTY UPGRADE	ENET PRICE		1
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	S6SEN100UC-I	SEL ST6-STEN-D100-UG-C)	\$9,009.00		31%	\$6,216.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	S6SEN100UC-K S6SEND10UC	SEL ST6-STEN-D100-UG-C) SEL ST6-STEN-D10-UG-C)	\$7,963.47		31%	\$5,494.79	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5 5	S6SEND10UC-I	SEL ST6-STEN-D10-UG-C)	\$770.00 \$900.90		31% 31%	\$531.30 \$621.62	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	S6SEND10UC-K	SEL ST6-STEN-D10-UG-C)	\$796.35		31%	\$549.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	SPPCREDITC	SEL SPP-CREDIT-C)	\$100.00	к	31%	\$69.00	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	SPPCREDITC-I	SEL SPP-CREDIT-C)	\$100.00		31%	\$69.00	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5 5	SPPCREDITCL1	SEL SPP-CREDIT-C-L1)	\$100.00 \$100.00		31% 31%	\$69.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00		VMWARE
5	SPPCREDITCL1-I SPPCREDITCL2	SEL SPP-CREDIT-C-L1) SEL SPP-CREDIT-C-L2)	\$100.00 \$98.00		31%	\$69.00 \$67.62	\$0.00 \$0.00	\$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		31%	\$67.62	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	SPPCREDITCL3	SEL SPP-CREDIT-C-L3	\$97.00	к	31%	\$66.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	SPPCREDITCL3-I	SEL SPP-CREDIT-C-L3)	\$97.00		31%	\$66.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	SPPCREDITCL4 SPPCREDITCL4-I	SEL SPP-CREDIT-C-L4)	\$96.00		31%	\$66.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	ST6ADC	SEL SPP-CREDIT-C-L4) SEL ST6-AD-C)	96.00 \$3,995.00		31% 31%	\$66.24 \$2,756.55	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE
5	ST6ADC-I	SEL ST6-AD-C)	\$4,674.15		31%	\$3,225.16	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	ST6ADC-K	SEL ST6-AD-C)	\$4,151.62		31%	\$2,864.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST6ADD100C	SEL ST6-AD-D100-C)	\$10,000.00		31%	\$6,900.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	ST6ADD100C-I	SEL ST6-AD-D100-C)	\$11,700.00		31%	\$8,073.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	ST6ADD100C-K ST6ADD10C	SEL ST6-AD-D100-C) SEL ST6-AD-D10-C)	\$10,370.21 \$1,000.00		31% 31%	\$7,155.44 \$690.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE
5	ST6ADD10C-I	SEL ST6-AD-D10-C)	\$1,170.00		31%	\$807.30	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	ST6ADD10C-K	SEL ST6-AD-D10-C)	\$1,037.02	к к	31%	\$715.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	ST6ADENUGC	SEL ST6-AD-EN-UG-C)	\$1,650.00	к	31%	\$1,138.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST6ADENUGC-I	SEL ST6-AD-EN-UG-C)	\$1,930.50		31%	\$1,332.05	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5 5	ST6ADENUGC-K ST6ENC	SEL ST6-AD-EN-UG-C) SEL ST6-EN-C)	\$1,716.57 \$5,495.00		31% 31%	\$1,184.43 \$3,791.55	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE
5	ST6ENC-I	SEL STO-EN-C)	\$6,429.15		31%	\$4,436.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	ST6ENC-K	SEL ST6-EN-C)	\$5,708.93		31%	\$3,939.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	ST6END100C	SEL ST6-EN-D100-C)	\$12,000.00		31%	\$8,280.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	ST6END100C-I	SEL ST6-EN-D100-C)	\$14,040.00		31%	\$9,687.60	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	ST6END100C-K	SEL ST6-EN-D100-C)	\$12,493.81		31%	\$8,620.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	ST6END100GC-I ST6END10C	SEL ST6-EN-D100-G-SSS-C) SEL ST6-EN-D10-C)	\$2,948.40 \$1,200.00		31% 31%	\$2,034.40 \$828.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE
5	ST6END10C-I	SEL ST6-EN-D10-C)	\$1,404.00		31%	\$968.76	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	ST6END10C-K	SEL ST6-EN-D10-C)	\$1,249.38		31%	\$862.07	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	ST6RB25VMC	SEL ST6-RB-25VM-C)	\$12,500.00		31%	\$8,625.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	ST6RB25VMC-I	SEL ST6-RB-25VM-C)	\$13,750.00		31%	\$9,487.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	ST6RB25VMC-K ST6STADD10UC	SEL ST6-RB-25VM-C) SEL ST6-STAD-D10-UG-C)	\$11,927.51 \$550.00		31% 31%	\$8,229.98 \$379.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE
5	ST6STADD10UC-I	SEL ST6-STAD-D10-UG-C)	\$643.50		31%	\$444.02	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	ST6STADD10UC-K		\$570.89		31%	\$393.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	ST6STADUC	SEL ST6-ST-AD-UG-C)	\$1,650.00		31%	\$1,138.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	ST6STADUC-I	SEL ST6-ST-AD-UG-C)	\$1,930.50		31%	\$1,332.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	ST6STADUC-K ST6STENUC	SEL ST6-ST-AD-UG-C) SEL ST6-ST-EN-UG-C)	\$1,716.57		31% 31%	\$1,184.43 \$2,277.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE
5	ST6STENUC-I	SEL ST6-ST-EN-UG-C)	\$3,300.00 \$3,861.00		31%	\$2,664.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	ST6STENUC-K	SEL ST6-ST-EN-UG-C)	\$3,429.60		31%	\$2,366.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	ST6VSANC	SEL ST6-VSAN-C)	\$2,495.00		31%	\$1,721.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	ST6VSANC-I	SEL ST6-VSAN-C)	\$2,745.00		31%	\$1,894.05	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5 5	ST6VSANC-K ST6VSDT100C	SEL ST6-VSAN-C) SEL ST6-VSDT100-C)	\$2,374.88 \$5,000.00		31% 31%	\$1,638.67 \$3,450.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE
5	ST6VSDT100C-I	SEL ST6-VSDT100-C)	\$5,500.00		31%	\$3,795.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	ST6VSDT100C-K	SEL ST6-VSDT100-C)	\$4,760.39		31%	\$3,284.67	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	ST6VSDT10C	SEL ST6-VSDT10-C)	\$500.00	к	31%	\$345.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST6VSDT10C-I	SEL ST6-VSDT10-C)	\$550.00		31%	\$379.50	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	ST6VSDT10C-K	SEL ST6-VSDT10-C)	\$476.04		31% 31%	\$328.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	THIN5100PKC THIN5100PKC-I	SEL THIN5-100PK-C) SEL THIN5-100PK-C)	\$1,900.00 \$1,985.50		31% 31%	\$1,311.00 \$1,370.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE
5	THIN5100PKC-K	SEL THINS-100PK-C)	\$1,638.71		31%	\$1,370.00	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	THIN5-STE-C	SEL THIN5-STE-C)	\$5,000.00		31%	\$3,450.00	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	THIN5-STE-C-I	SEL THIN5-STE-C	\$5,225.00		31%	\$3,605.25	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	THIN5-STE-C-K	SEL THIN5-STE-C)	\$4,307.35		31%	\$2,972.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	UEMCCU100C UEMCCU100C-I	SEL UEM-CCU-100-C) SEL UEM-CCU-100-C)	\$5,000.00 \$5,500.00		31%	\$3,450.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	UEMCCU100C-K	SEL UEM-CCU-100-C)	\$5,500.00 \$5,001.06		31% 31%	\$3,795.00 \$3,450.73	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE
5	UEMCCU10C	SEL UEM-CCU-10-C)	\$500.00		31%	\$345.00	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	UEMCCU10C-I	SEL UEM-CCU-10-C)	\$550.00		31%	\$379.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	UEMCCU10C-K	SEL UEM-CCU-10-C)	\$500.11	к	31%	\$345.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	UEMNU100C	SEL UEM-NU-100-C)	\$3,000.00		31%	\$2,070.00	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5 5	UEMNU100C-I UEMNU100C-K	SEL UEM-NU-100-C) SEL UEM-NU-100-C)	\$3,300.00		31% 31%	\$2,277.00 \$2,068.49	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE
5	UEMNU10C-K	SEL UEM-NU-100-C)	\$2,997.81 \$300.00		31%	\$2,068.49	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	UEMNU10C-I	SEL UEM-NU-10-C)	\$330.00		31%	\$227.70	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAR	RANTY UPGRADE	NET PRICE		
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	UEMNU10C-K	SEL UEM-NU-10-C)	\$299.78		31%	\$206.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	V7ADENUC	SEL VR7-ADV-ENT-UG-C)	\$1,650.00		31%	\$1,138.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	V7ADENUC-I	SEL VR7-ADV-ENT-UG-C)	\$1,930.50		31%	\$1,332.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	V7ADENUC-K	SEL VR7-ADV-ENT-UG-C)	\$1,716.57		31%	\$1,184.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	V7ATA25CV2-K	SEL VR7-ATAD25-C)	\$7,114.04		31%	\$4,908.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	V7ATATEUCV2-K	SEL VR7-ATAD-ATEN-UG-C)	\$5,708.93		31%	\$3,939.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	V7ATE25CV2-K	SEL VR7-ATEN25-C)	\$12,352.23		31%	\$8,523.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	V7BCCAVUC	SEL VR7-BCLC-ADV-UG-C)	\$3,570.00		31%	\$2,463.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	V7BCCAVUC-I V7BCCAVUC-K	SEL VR7-BCLC-ADV-UG-C)	\$4,176.90		31% 31%	\$2,882.06 \$2,556.91	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE
		SEL VR7-BCLC-ADV-UG-C)	\$3,705.67										VMWARE
5 5	V7BCCETUC V7BCCETUC-I	SEL VR7-BCLC-ENT-UG-C) SEL VR7-BCLC-ENT-UG-C)	\$5,220.00 \$6,107.40		31% 31%	\$3,601.80 \$4,214.11	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	V7BCCETUC-K	SEL VR7-BCLC-ENT-UG-C)	\$5,418.70		31%	\$3,738.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	V7LI3CAVUC	SEL VR7-LIS3C-ADV-UG-C)	\$5,220.00		31%	\$3,601.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	V7LI3CAVUC-I	SEL VR7-LIS3C-ADV-UG-C)	\$6,107.40		31%	\$4,214.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	V7LI3CAVUC-K	SEL VR7-LIS3C-ADV-UG-C)	\$5,418.70		31%	\$3,738.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	V7LI3CENUC	SEL VR7-LIS3C-ENT-UG-C)	\$6,870.00		31%	\$4,740.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	V7LI3CENUC-I	SEL VR7-LIS3C-ENT-UG-C)	\$8,037.90		31%	\$5,546.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	V7LI3CENUC-K	SEL VR7-LIS3C-ENT-UG-C)	\$7,114.04		31%	\$4,908.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	V7LI3CSDUC	SEL VR7-LIS3C-STD-UG-C)	\$2,470.00		31%	\$1,704.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	V7LI3CSDUC-I	SEL VR7-LIS3C-STD-UG-C)	\$2,889.90		31%	\$1,994.03	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	V7LI3CSDUC-K	SEL VR7-LIS3C-STD-UG-C)	\$2,566.01		31%	\$1,770.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	V7OISADUC	SEL VR7-OIST-ADV-UG-C)	\$4,670.00		31%	\$3,222.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	V70ISADUC-I	SEL VR7-OIST-ADV-UG-C)	\$5,463.90		31%	\$3,770.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	V70ISADUC-K	SEL VR7-OIST-ADV-UG-C)	\$4,852.41		31%	\$3,348.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	V70ISENUC	SEL VR7-OIST-ENT-UG-C)	\$6,320.00		31%	\$4,360.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	V70ISENUC-I	SEL VR7-OIST-ENT-UG-C)	\$7,394.40		31%	\$5,102.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	V70ISENUC-K	SEL VR7-OIST-ENT-UG-C)	\$6,565.44	K	31%	\$4,530.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V70ISSDUC	SEL VR7-OIST-STD-UG-C	\$1,920.00	к	31%	\$1,324.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V70ISSDUC-I	SEL VR7-OIST-STD-UG-C)	\$2,246.40	к	31%	\$1,550.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V70ISSDUC-K	SEL VR7-OIST-STD-UG-C)	\$1,992.64	K	31%	\$1,374.92	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V7OSTCADUC	SEL VR7-OSTDC-ADV-UG-C)	\$6,045.00	к	31%	\$4,171.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V7OSTCADUC-I	SEL VR7-OSTDC-ADV-UG-C)	\$7,072.65	K	31%	\$4,880.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V7OSTCADUC-K	SEL VR7-OSTDC-ADV-UG-C)	\$6,275.22	K	31%	\$4,329.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V7OSTCENUC	SEL VR7-OSTDC-ENT-UG-C)	\$6,995.00		31%	\$4,826.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V7OSTCENUC-I	SEL VR7-OSTDC-ENT-UG-C)	\$8,184.15		31%	\$5,647.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	V7OSTCENUC-K	SEL VR7-OSTDC-ENT-UG-C)	\$7,255.61		31%	\$5,006.37	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	V7OSTCSTUC	SEL VR7-OSTDC-STD-UG-C)	\$3,295.00		31%	\$2,273.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	V7OSTCSTUC-I	SEL VR7-OSTDC-STD-UG-C)	\$3,855.15		31%	\$2,660.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	V7OSTCSTUC-K	SEL VR7-OSTDC-STD-UG-C)	\$3,422.52		31%	\$2,361.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	V7STENUC	SEL VR7-STD-ENT-UG-C)	\$4,400.00		31%	\$3,036.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	V7STENUC-I	SEL VR7-STD-ENT-UG-C)	\$5,148.00		31%	\$3,552.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	V7STENUC-K	SEL VR7-STD-ENT-UG-C)	\$4,569.26		31%	\$3,152.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	VC56STD25C-K VC-CMW-C	SEL VC56-STD25-C) SEL VC-CMW-C)	\$4,190.00		31% 31%	\$2,891.10	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00		VMWARE VMWARE
5			\$40.00			\$27.60				\$0.00			
5	VC-CMW-C-I VC-CMW-C-K	SEL VC-CMW-C) SEL VC-CMS-3P-SSS-C)	\$44.00 \$32.74		31% 31%	\$30.36 \$22.59	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VCS6FNDC	SEL VC-CMS-3P-SSS-C) SEL VCS6-FND-C)	\$32.74 \$1,495.00		31%	\$22.59 \$1,031.55	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00		VMWARE
5	VCS6FNDC-I	SEL VCS6-FND-C)	\$1,749.15		31%	\$1,206.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VCS6FNDC-K	SEL VCS6-FND-C)	\$1,553.76		31%	\$1,072.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VCS6FNSTUC	SEL VCS6-FND-STD-UG-C)	\$3,850.00		31%	\$2,656.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VCS6FNSTUC-I	SEL VCS6-FND-STD-UG-C)	\$5,005.00		31%	\$3,453.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VCS6FNSTUC-K	SEL VCS6-FND-STD-UG-C)	\$3,995.89		31%	\$2,757.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VCS6STDC	SEL VCS6-STD-C)	\$4,995.00		31%	\$3,446.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VCS6STDC-I	SEL VCS6-STD-C)	\$6,494.00		31%	\$4,480.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VCS6STDC-K	SEL VCS6-STD-C)	\$5,185.11		31%	\$3,577.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VCSRM625EC	SEL VC-SRM6-25E-C)	\$12,375.00		31%	\$8,538.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VCSRM625EC-I	SEL VC-SRM6-25E-C)	\$13,613.00		31%	\$9,392.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VCSRM625EC-K	SEL VC-SRM6-25E-C	\$11,785.94		31%	\$8,132.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VCSRM625EUGC	SEL VC-SRM6-25E-UG-C)	\$8,250.00		31%	\$5,692.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VCSRM625EUGC-I	SEL VC-SRM6-25E-UG-C)	\$9,075.00	к	31%	\$6,261.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VCSRM625EUGC-K	SEL VC-SRM6-25E-UG-C)	\$7,821.90	К	31%	\$5,397.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VCSRM625SC	SEL VC-SRM6-25S-C)	\$4,875.00		31%	\$3,363.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VCSRM625SC-I	SEL VC-SRM6-25S-C)	\$5,363.00		31%	\$3,700.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VCSRM625SC-K	SEL VC-SRM6-25S-C)	\$4,640.05		31%	\$3,201.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VFADPR25GSC	SEL VF-ADPRV25-G-SSS-C)	\$1,315.00	к	31%	\$907.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VFADPR25GSC-I	SEL VF-ADPRV25-G-SSS-C)	\$1,447.00		31%	\$998.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VFADPR25PSC	SEL VF-ADPRV25-P-SSS-C)	\$1,565.00		31%	\$1,079.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VFADPR25PSC-I	SEL VF-ADPRV25-P-SSS-C)	\$1,722.00	к	31%	\$1,188.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VFADRA25PSC	SEL VF-ADRAU25-P-SSS-C)	\$2,345.00		31%	\$1,618.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VFADRA25PSC-I	SEL VF-ADRAU25-P-SSS-C)	\$2,580.00	к	31%	\$1,780.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VFADRAU25GS	SEL VF-ADRAU25-G-SSS-C)	\$1,970.00		31%	\$1,359.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VFADRAU25GS-I	SEL VF-ADRAU25-G-SSS-C)	\$2,167.00		31%	\$1,495.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VFDD225VMC-I	SEL VF-DD2-25VM-C)	\$20,625.00		31%	\$14,231.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VFDD225VMC-K	SEL VF-DD2-25VM-C)	\$15,254.48	К	31%	\$10,525.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE

					N	VP LEVEL 1	NVP MAINTENANCE AND WARRANTY UPGRADE NET PRICE							
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PART	
5	VFDEVLICC	SEL VF-DEV-LIC-C)	\$1.00	К	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE	
5	VFHYPM5C	SEL VF-HYPM5-C)	\$360.00		31%	\$248.40	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE	
5	VFHYPM5C-I	SEL VF-HYPM5-C)	\$396.00		31%	\$273.24	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE	
5	VFHYPM5C-K	SEL VF-HYPM5-C)	\$292.70	ĸ	31%	\$201.96	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE	
5 5	VR6BADBENUC VR6BADBENUC-I	SEL VR6-BAD-BEN-U-C) SEL VR6-BAD-BEN-U-C)	\$1,240.00 \$1,364.00	к к	31% 31%	\$855.60 \$941.16	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE	
5	VR6BADBENUC-K	SEL VR6-BAD-BEN-U-C)	\$1,304.00		31%	\$813.23	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE	
5	VR6BENTC	SEL VR6-BENT-C)	\$3,375.00		31%	\$2,328.75	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE	
5	VR6BENTC-I	SEL VR6-BENT-C)	\$3,713.00		31%	\$2,561.97	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE	
5	VR6BENTC-K	SEL VR6-BENT-C)	\$3,217.24	к	31%	\$2,219.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE	
5	VR6VU100C	SEL VR6-VU100-C)	\$7,500.00	к	31%	\$5,175.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE	
5	VR6VU100C-I	SEL VR6-VU100-C)	\$8,250.00		31%	\$5,692.50	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE	
5	VR6VU100C-K	SEL VR6-VU100-C)	\$7,114.04	К	31%	\$4,908.69	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE	
5	VR6VU10C	SEL VR6-VU10-C)	\$750.00	ĸ	31%	\$517.50	\$0.00	\$0.00	\$0.00				VMWARE	
5 5	VR6VU10C-I VR6VU10C-K	SEL VR6-VU10-C) SEL VR6-VU10-C)	\$825.00 \$711.40	к К	31% 31%	\$569.25 \$490.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE	
5	VR7ADVC	SEL VR7-ADV-C)	\$6,245.00	ĸ	31%	\$490.87 \$4,309.05	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE	
5	VR7ADVC-I	SEL VR7-ADV-C)	\$7,306.65	ĸ	31%	\$5,041.59	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE	
5	VR7ADVC-K	SEL VR7-ADV-C)	\$6,487,58	к	31%	\$4,476.43	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE	
5	VR7ATAD25CV2	SEL VR7-ATAD25-C)	\$6,875.00	ĸ	31%	\$4,743.75	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE	
5	VR7ATAD25CV2-I	SEL VR7-ATAD25-C	\$8,043.75		31%	\$5,550.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE	
5		SEL VR7-ATAD-ATEN-UG-C)	\$5,500.00	к	31%	\$3,795.00	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	VMWARE	
5		I SEL VR7-ATAD-ATEN-UG-C)	\$6,435.00	к	31%	\$4,440.15	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE	
5	VR7ATEN25CV2	SEL VR7-ATEN25-C)	\$11,875.00	ĸ	31%	\$8,193.75	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE	
5		SEL VR7-ATEN25-C)	\$13,893.75		31%	\$9,586.69	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE	
5	VR7AUTDT25C	SEL VR7-AUTDT25-C)	\$3,325.00	к	31%	\$2,294.25	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE	
5 5	VR7AUTDT25C-I VR7AUTDT25C-K	SEL VR7-AUTDT25-C) SEL VR7-AUTDT25-C)	\$3,657.50 \$3,167.69		31% 31%	\$2,523.68 \$2,185.71	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE	
5	VR7ENTC	SEL VR7-ENT-C)	\$7,745.00		31%	\$5,344.05	\$0.00	\$0.00	\$0.00				VMWARE	
5	VR7ENTC-I	SEL VR7-ENT-C)	\$9,061.65		31%	\$6,252.54	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE	
5	VR7ENTC-K	SEL VR7-ENT-C)	\$8,034.26	ĸ	31%	\$5,543.64	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE	
5	VR7STDC	SEL VR7-STD-C)	\$3,745.00	к	31%	\$2,584.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE	
5	VR7STDC-I	SEL VR7-STD-C)	\$4,381.65	к	31%	\$3,023.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE	
5	VR7STDC-K	SEL VR7-STD-C)	\$3,889.71	к	31%	\$2,683.90	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE	
5	VRBCLADVCC	SEL VR-BCLADVC-C)	\$3,000.00		31%	\$2,070.00	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE	
5	VRBCLADVCC-I	SEL VR-BCLADVC-C)	\$3,510.00		31%	\$2,421.90	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE	
5	VRBCLADVCC-K VRBCLADVO25C	SEL VR-BCLADVC-C) SEL VR-BCLADVO-25-C)	\$3,118.14 \$5.000.00		31% 31%	\$2,151.52 \$3.450.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE	
5		SEL VR-BCLADVO-25-C) SEL VR-BCLADVO-25-C)	\$5,000.00		31%	\$3,450.00 \$4,036.50	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00			VMWARE	
5		SEL VR-BCLADVO-25-C)	\$5,192.19		31%	\$3,582.61	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE	
5	VRCODE2CC	SEL VR-CODE2C-C)	\$5,450.00	к	31%	\$3,760.50	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE	
5	VRCODE2CC-I	SEL VR-CODE2C-C)	\$6,376.50		31%	\$4,399.79	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE	
5	VRCODE2CC-K	SEL VR-CODE2C-C)	\$5,659.38		31%	\$3,904.97	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE	
5	VRCODE2OC	SEL VR-CODE2O-C)	\$545.00	К	31%	\$376.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE	
5	VRCODE2OC-I	SEL VR-CODE2O-C)	\$637.65	К	31%	\$439.98	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE	
5	VRCODE2OC-K	SEL VR-CODE2O-C)	\$565.94	ĸ	31%	\$390.50	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE	
5	VROADV25C	SEL VR6-OADV25-C)	\$6,875.00	ĸ	31%	\$4,743.75	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE	
5 5	VROADV25C-I VROADV25C-K	SEL VR6-OADV25-C) SEL VR6-OADV25-C)	\$7,563.00	ĸ	31% 31%	\$5,218.47	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE	
5		SEL VR6-OADV25-C) SEL VR6-OADV-OENT-UG-C)	\$6,544.21 \$11,550.00	K K	31% 31%	\$4,515.50 \$7,969.50	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00			VMWARE	
5		- SEL VR6-OADV-OENT-UG-C)	\$12,705.00		31%	\$8,766.45	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE	
5		- SEL VR6-OADV-OENT-UG-C)	\$12,703.00	ĸ	31%	\$7,595.03	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE	
5	VROENT25C	SEL VR6-OENT25-C)	\$17,375.00	ĸ	31%	\$11,988.75	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE	
5	VROENT25C-I	SEL VR6-OENT25-C)	\$19,113.00	к	31%	\$13,187.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE	
5	VROENT25C-K	SEL VR6-OENT25-C)	\$16,528.63	к	31%	\$11,404.75	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE	
5	VROSTD25C	SEL VR6-OSTD25-C)	\$3,125.00	к	31%	\$2,156.25	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE	
5	VROSTD25C-I	SEL VR6-OSTD25-C)	\$3,438.00		31%	\$2,372.22	\$0.00	\$0.00		\$0.00			VMWARE	
5	VROSTD25C-K	SEL VR6-OSTD25-C)	\$2,976.57	ĸ	31%	\$2,053.83	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE	
5		SEL VR6-OSTD-OADV-UG-C)	\$4,125.00	K K	31% 31%	\$2,846.25	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE	
5		C-SEL VR6-OSTD-OADV-UG-C) C-SEL VR6-OSTD-OADV-UG-C)	\$4,538.00 \$3,925.11	ĸ	31%	\$3,131.22 \$2,708.33	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE	
5		SEL VR6-OSTD-OADV-UG-C)	\$3,925.11	ĸ	31%	\$2,708.33 \$10,815.75	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE	
5		- SEL VR6-OSTD-OENT-UG-C)	\$17,243.00	ĸ	31%	\$11,897.67	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE	
5		- SEL VR6-OSTD-OENT-UG-C)	\$14,900.55		31%	\$10,281.38	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE	
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