					1	IVP LEVEL 1								
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	CS1000HA-ISLN CS100HA-ISLN	SEL Aspera Cnct Svr-1 Gbps-HA-ISLN SEL Aspera Cnct Svr-100 Mbps-HA-ISLN	\$144,000.00 \$48,000.00	K	31% 31%	\$99,360.00 \$33,120.00	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			ASPERA ASPERA
5	CS155HA-ISLN	SEL Aspera Cnct Svr-155 Mbps-HA-ISLN	\$66,000.00	ĸ	31%	\$45,540.00				\$0.00	\$0.00		\$0.00	ASPERA
5	CS2400HA-ISLN	SEL Aspera Cnct Svr-2.4 Gbps-HA-ISLN	\$192,000.00	K	31%	\$132,480.00	\$0.00			\$0.00	\$0.00			ASPERA
5	CS450HA-ISLN CS45HA-ISLN	SEL Aspera Cnct Svr-450 Mbps-HA-ISLN SEL Aspera Cnct Svr-45 Mbps-HA-ISLN	\$108,000.00 \$30.000.00	K	31% 31%	\$74,520.00 \$20,700.00	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			ASPERA ASPERA
5	CS5000HA-ISLN	SEL Aspera Cnct Svr-5 Gbps-HA-ISLN	\$240,000.00	ĸ	31%	\$165,600.00	\$0.00			\$0.00	\$0.00		\$0.00	ASPERA
5	ES1000HA-ISLN ES100HA-ISLN	SEL Aspera Entrp Svr-1 Gbps-HA-ISLN	\$96,000.00	K	31% 31%	\$66,240.00 \$22.080.00	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			ASPERA ASPERA
5	ES155HA-ISLN	SEL Aspera Entrp Svr-100 Mbps-HA-ISLN SEL Aspera Entrp Svr-155 Mbps-HA-ISLN	\$32,000.00 \$44,000.00	K	31%	\$30,360.00	\$0.00			\$0.00	\$0.00			ASPERA
5	ES2400HA-ISLN	SEL Aspera Entrp Svr-2.4 Gbps-HA-ISLN	\$128,000.00	K	31%	\$88,320.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ASPERA
5 5	ES450HA-ISLN ES45HA-ISLN	SEL Aspera Entrp Svr-450 Mbps-HA-ISLN SEL Aspera Entrp Svr-45 Mbps-HA-ISLN	\$72,000.00 \$20.000.00	K	31% 31%	\$49,680.00 \$13.800.00	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			ASPERA ASPERA
5	ES5000HA-ISLN	SEL Aspera Entrp Svr-45 Mbps-HA-ISLN SEL Aspera Entrp Svr-5 Gbps-HA-ISLN	\$160,000.00	K	31%	\$13,600.00	\$0.00			\$0.00	\$0.00			ASPERA
5	S10-80V4-75-32	SEL BullionS10,Intel 8880V4,7,5TB, 32GB	\$523,318.01	K	31%	\$361,089.43	\$0.00			\$0.00	\$0.00			ATOS-BULL
5 5	S10-90V4-10-64 S10-90V4-75-32	SEL BullionS10,Intel 8890V4,10TB, 64GB SEL BullionS10,Intel 8890V4,7,5TB, 32GB	\$879,790.85 \$566,047.28	K	31% 31%	\$607,055.69 \$390,572.62	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			ATOS-BULL ATOS-BULL
5	S12-80V4-9-32	SEL BullionS12,Intel 8880V4,9TB, 32GB	\$606,113.27	ĸ	31%	\$418,218.16	\$0.00			\$0.00	\$0.00			ATOS-BULL
5	S12-90V4-12-64	SEL BullionS12,Intel 8890V4,12TB, 64GB	\$1,033,880.68	K	31%	\$713,377.67	\$0.00			\$0.00	\$0.00			ATOS-BULL
5 5	S12-90V4-9-32 S14-80V4-10-32	SEL BullionS12,Intel 8890V4,9TB, 32GB SEL BullionS14,Intel 8880V4,10TB, 32GB	\$657,388.40 \$688.908.53	K K	31% 31%	\$453,598.00 \$475,346.89	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00		\$0.00	ATOS-BULL ATOS-BULL
5	S14-90V4-10-32	SEL BullionS14,Intel 8890V4,10TB, 32GB	\$748,729.51	K	31%	\$516,623.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ATOS-BULL
5	S14-90V4-14-64 S16-80V4-12-32	SEL BullionS14,Intel 8890V4,14TB, 64GB SEL BullionS16.Intel 8880V4.12TB, 32GB	\$1,187,970.51	K	31% 31%	\$819,699.65 \$532.475.62	\$0.00			\$0.00 \$0.00	\$0.00 \$0.00			ATOS BULL
5	S16-90V4-12-32	SEL BullionS16,Intel 8890V4,12TB, 32GB	\$771,703.80 \$840,070.63	K	31%	\$532,475.62 \$579,648.73	\$0.00 \$0.00			\$0.00	\$0.00			ATOS-BULL ATOS-BULL
5	S16-90V4-12-64	SEL BullionS16,Intel 8890V4,12TB, 64GB	\$1,131,351.58	K	31%	\$780,632.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ATOS-BULL
5 5	S16-90V4-16-64 S2-80V4-1-32	SEL BullionS16,Intel 8890V4,16TB, 64GB SEL BullionS2,Intel 8880V4,1TB,32GB	\$1,342,060.34 \$66,532.56	K	31% 31%	\$926,021.63 \$45.907.47	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			ATOS-BULL ATOS-BULL
5	S2-80V4-15-32	SEL BullionS2,Intel 8880V4,115,32GB	\$74,680.13	ĸ	31%	\$51,529.29	\$0.00			\$0.00	\$0.00			ATOS-BULL
5	S2-80V4-512-32	SEL BullionS2,Intel 8880V4,512MB,32GB	\$56,161.30	K	31%	\$38,751.30	\$0.00			\$0.00	\$0.00		\$0.00	ATOS-BULL
5 5	S2-80V4-768-32 S2-90V4-2-64	SEL BullionS2,Intel 8880V4,768MB,32GB SEL BullionS2,Intel 8880V4,2TB,64GB	\$60,235.08 \$131,715.78	K	31% 31%	\$41,562.21 \$90,883.89	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			ATOS-BULL ATOS-BULL
5	S4-80V4-1-32	SEL BullionS4,Intel 8880V4,1TB,32GB	\$106,466.84	ĸ	31%	\$73,462.12	\$0.00			\$0.00	\$0.00			ATOS-BULL
5	S4-80V4-15-32	SEL BullionS4,Intel 8880V4,1.5TB,32GB	\$114,614.40	K	31%	\$79,083.94	\$0.00			\$0.00	\$0.00			ATOS-BULL
5 5	S4-80V4-2-32 S4-80V4-3-32	SEL BullionS4,Intel 8880V4,2TB,32GB SEL BullionS4,Intel 8880V4,3TB,32GB	\$127,209.36 \$143.504.49	K	31% 31%	\$87,774.46 \$99,018.10	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			ATOS-BULL ATOS-BULL
5	S4-90V4-4-64	SEL BullionS4,Intel 8880V4,4TB,64GB	\$257,575.80	ĸ	31%	\$177,727.30	\$0.00			\$0.00	\$0.00			ATOS-BULL
5	S6-80V4-4.5-32 S6-90V4-6-64	SEL BullionS4,Intel 8880V4,4,5TB,32GB	\$210,598.24	K	31%	\$145,312.79	\$0.00			\$0.00	\$0.00			ATOS BULL
5 5	S8-80V4-3-32	SEL BullionS6,Intel 8890V4,6TB, 64GB SEL BullionS8,Intel 8880V4,3TB, 32GB	\$382,043.34 \$219,392.41	K	31% 31%	\$263,609.90 \$151,380.76	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			ATOS-BULL ATOS-BULL
5	S8-80V4-4-32	SEL BullionS8,Intel 8880V4,4TB, 32GB	\$244,582.31	K	31%	\$168,761.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ATOS-BULL
5 5	S8-80V4-6-32 S8-90V4-6-32	SEL BullionS8,Intel 8880V4,6TB, 32GB SEL BullionS8,Intel 8890V4,6TB, 32GB	\$277,172.59 \$304.519.32	K	31% 31%	\$191,249.09 \$210.118.33	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			ATOS-BULL ATOS-BULL
5	S8-90V4-8-64	SEL BullionS8,Intel 8890V4,8TB, 64GB	\$505,315.20	K	31%	\$210,116.33	\$0.00			\$0.00	\$0.00			ATOS-BULL ATOS-BULL
5	SH10-80V4-75-32	SEL S10,Intel 8880V4,7.5T,32GB,VNX16Gbps	\$726,168.01	K	31%	\$501,055.93	\$0.00	\$0.00		\$0.00	\$0.00		\$0.00	ATOS-BULL
5	SH10-90V4-10-64 SH10-90V4-75-32	SEL S10,Intel 8890V4,10TB, 64G,VNX16Gbps SEL S10,Intel 8890V4,7.5T, 32G,VNX16Gbps	\$1,127,016.14 \$768,897.29	K	31% 31%	\$777,641.14 \$530,539.13	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			ATOS-BULL ATOS-BULL
5	SH12-80V4-9-32	SEL S12,Intel 8880V4,9TB, 32G,VNX16Gbps	\$833,410.73	ĸ	31%	\$575,053.40	\$0.00			\$0.00	\$0.00			ATOS-BULL
5	SH12-90V4-12-64	SEL S12,Intel 8890V4,12TB, 64G,VNX16Gbps	\$1,312,764.55	K	31%	\$905,807.54	\$0.00			\$0.00	\$0.00			ATOS-BULL
5 5	SH12-90V4-9-32 SH14-80V4-10-32	SEL S12,Intel 8890V4,9TB, 32G,VNX16Gbps SEL S14,Intel 8880V4,10TB, 32G,VNX16Gbps	\$884,685.86 \$944,385.95	K	31% 31%	\$610,433.24 \$651,626.31	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			ATOS-BULL ATOS-BULL
5	SH14-90V4-10-32	SEL S14,Intel 8890V4,10TB, 32G,VNX16Gbps	\$1,004,206.93	ĸ	31%	\$692,902.78	\$0.00			\$0.00	\$0.00			ATOS-BULL
5	SH14-90V4-14-64	SEL S14,Intel 8890V4,14TB, 64G,VNX16Gbps	\$1,492,618.81	K	31%	\$1,029,906.98	\$0.00			\$0.00	\$0.00			ATOS-BULL
5 5	SH16-80V4-12-32 SH16-90V4-12-32	SEL S16,Intel 8880V4,12TB, 32G,VNX16Gbps SEL S16,Intel 8890V4,12TB, 32G,VNX16Gbps	\$1,058,839.79 \$1,127,206.62	ĸ	31% 31%	\$730,599.46 \$777,772.57	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			ATOS-BULL ATOS-BULL
5	SH16-90V4-12-64	SEL S16,Intel 8890V4,12TB, 64G,VNX16Gbps	\$1,461,310.65	ĸ	31%	\$1,008,304.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ATOS-BULL
5	SH16-90V4-16-64 SH2-80V4-1-32	SEL S16,Intel 8890V4,16TB, 64G,VNX16Gbps	\$1,673,571.43	K	31% 31%	\$1,154,764.29	\$0.00 \$0.00			\$0.00	\$0.00 \$0.00			ATOS-BULL
5 5	SH2-80V4-1-32 SH2-80V4-15-32	SEL S2,Intel 8880V4,1TB,32G, VNX16Gbps SEL S2,Intel 8880V4.1.5TB,32G, VNX16Gbps	\$168,463.94 \$176.611.51	K K	31%	\$116,240.12 \$121.861.94	\$0.00			\$0.00 \$0.00	\$0.00			ATOS-BULL ATOS-BULL
5	SH2-80V4-512-32	SEL S2,Intel 8880V4,512MB,32G,VNX16Gbps	\$158,092.27	K	31%	\$109,083.67	\$0.00			\$0.00	\$0.00			ATOS-BULL
5	SH2-80V4-768-32 SH2-90V4-2-64	SEL S2,Intel 8880V4,768MB,32G,VXN16Gbps SEL S2,Intel 8880V4,2TB,64G,VNX16Gbps	\$162,166.47 \$233,647.17	K	31% 31%	\$111,894.86 \$161,216.55	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			ATOS-BULL ATOS-BULL
5	SH4-80V4-1-32	SEL S4,Intel 8880V4,1TB,32G,VNX16Gbps	\$207,910.80	K	31%	\$143,458.45	\$0.00			\$0.00	\$0.00			ATOS-BULL
5	SH4-80V4-15-32	SEL S4,Intel 8880V4,1.5TB,32G,VNX16Gbps	\$216,058.37	K	31%	\$149,080.28	\$0.00			\$0.00	\$0.00			ATOS-BULL
5	SH4-80V4-2-32 SH4-80V4-3-32	SEL S4,Intel 8880V4,2TB,32GB,VNX16Gbps SEL S4,Intel 8880V4,3TB.32G,VNX16Gbps	\$232,580.91 \$248,876.05	K	31% 31%	\$160,480.83 \$171,724.47	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			ATOS-BULL ATOS-BULL
5	SH4-90V4-4-64	SEL S4,Intel 8880V4,4TB,64G,VNX16Gbps	\$362,947.36	ĸ	31%	\$250,433.68	\$0.00			\$0.00	\$0.00			ATOS-BULL
5	SH6-80V4-4.5-32	SEL S4,Intel 8880V4,4,5TB,32G,VNX16Gbps	\$341,314.64	K	31%	\$235,507.10	\$0.00			\$0.00	\$0.00			ATOS-BULL
5	SH6-90V4-6-64 SH8-80V4-3-32	SEL S6,Intel 8890V4,6TB, 64G,VNX16Gbps SEL S8,Intel 8880V4,3TB, 32G,VNX16Gbps	\$512,421.61 \$331,004.49	K K	31% 31%	\$353,570.91 \$228,393.10	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			ATOS-BULL ATOS-BULL
5	SH8-80V4-4-32	SEL S8,Intel 8880V4,4TB, 32G,VNX16Gbps	\$356,194.40	ĸ	31%	\$245,774.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ATOS-BULL
5	SH8-80V4-6-32	SEL S8,Intel 8880V4,6TB, 32G,VNX16Gbps SEL S8,Intel 8890V4.6TB, 32GB,VNX16Gbps	\$410,141.96 \$437 488 69	K	31% 31%	\$282,997.95	\$0.00			\$0.00	\$0.00			ATOS-BULL
5	SH8-90V4-6-32 SH8-90V4-8-64	SEL S8,Intel 8890V4,61B, 32GB,VNX16Gbps SEL S8.Intel 8890V4.8TB, 64GB,VNX16Gbps	\$437,488.69 \$660.836.62	K K	31%	\$301,867.20 \$455,977.27	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			ATOS-BULL ATOS-BULL
5	BDAW2AD1Y15	SEL BlueData EPIC AWS,15vnodes,1Yr,24x7	\$10,065.00	K	31%	\$6,944.85	\$0.00			\$0.00	\$0.00			BLUE DATA
5	BDAW2AD1Y30	SEL BlueData EPIC AWS,30vnodes,1Yr,24x7	\$20,149.00	K	31% 31%	\$13,902.81	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			BLUE DATA
5	BDAW2AD1Y60 BDAW2AD1Y90	SEL BlueData EPIC AWS,60vnodes,1Yr,24x7 SEL BlueData EPIC AWS,90vnodes,1Yr,24x7	\$36,285.00 \$48,386.00	K	31%	\$25,036.65 \$33,386.34	\$0.00			\$0.00	\$0.00			BLUE DATA BLUE DATA
5	BDAW2ST1Y15	SEL BlueData EPIC AWS,15vnodes,1Yr,12x5	\$8,752.00	K	31%	\$6,038.88	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BLUE DATA
5 5	BDAW2ST1Y30 BDAW2ST1Y60	SEL BlueData EPIC AWS,30vnodes,1Yr,12x5 SEL BlueData EPIC AWS,60vnodes,1Yr,12x5	\$17,522.00 \$31,552.00	K	31% 31%	\$12,090.18 \$21,770.88	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			BLUE DATA BLUE DATA
5	BDAW2ST1Y90 BDAW2ST1Y90	SEL BlueData EPIC AWS,00Vnodes,111,12X5 SEL BlueData EPIC AWS,90vnodes,117,12X5	\$42,075.00	K	31%	\$21,770.00				\$0.00	\$0.00		\$0.00	BLUE DATA
5	BDEN2AD1Y1C	SEL BlueData EPIC Ent Software, 1Yr, 24x7	\$885.00	K	31%	\$610.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BLUE DATA
5 5	BDEN2AD2Y1C BDEN2AD3Y1C	SEL BlueData EPIC Ent Software,2Yr,24x7 SEL BlueData EPIC Ent Software,3Yr,24x7	\$1,592.00 \$2,123.00	K	31% 31%	\$1,098.48 \$1,464.87	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			BLUE DATA BLUE DATA
5	BDEN2ST1Y1C	SEL BlueData EPIC Ent Software, 1Yr, 12x5	\$769.00	K	31%	\$530.61	\$0.00			\$0.00	\$0.00			BLUE DATA
5	BDEN2ST2Y1C	SEL BlueData EPIC Ent Software,2Yr,12x5	\$1,385.00	K	31%	\$955.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BLUE DATA
5	BDEN2ST3Y1C BT-EEP-1YR	SEL BlueData EPIC Ent Software,3Yr,12x5 SEL BlueTalon Enterprise EP Standard 1Y	\$1,846.00 \$240,538.00	K	31% 31%	\$1,273.74 \$165,971.22				\$0.00 \$0.00	\$0.00 \$0.00			BLUE DATA BLUE TALON
5	BT-EEP-3YR	SEL BlueTalon Enterprise EP Standard 3Y	\$541,154.00	K	31%	\$373,396.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BLUE TALON
5	BT-EP-PK2-1YR	SEL BlueTalon EP Pick 2 Standard 1Y	\$90,000.00	K	31%	\$62,100.00	\$0.00	\$0.00		\$0.00	\$0.00			BLUE TALON
5 5	BT-EP-PK2-3YR BT-HEP-1YR	SEL BlueTalon EP Pick 2 Standard 3Y SEL BlueTalon Hadoop EP Standard 1Y	\$202,500.00 \$185,000.00	K	31% 31%	\$139,725.00 \$127,650.00	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			BLUE TALON BLUE TALON
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					N	VP LEVEL 1								
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	BT-HEP-3YR BT-PE-S-1YR	SEL BlueTalon Hadoop EP Standard 3Y SEL BlueTalon Policy Engine Standard 1Y	\$416,154.00 \$155,000.00	K K	31% 31%	\$287,146.26 \$106,950.00	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			BLUE TALON BLUE TALON
5	BT-PE-S-3YR	SEL BlueTalon Policy Engine Standard 3Y	\$346,154.00	ĸ	31%	\$238,846.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BLUE TALON
5 5		SEL 2 POST MID MOUNT KIT/FLUSH MOUNT KIT SEL-10GE SFP+ TwinAx Active Optic Cbl,7m	\$315.00 \$360.00	K K	31% 31%	\$217.35 \$248.40	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			BROCADE BROCADE ETHERNET
5	10GE-SFPPAOC1001	SEL-10GE SFP+ TwinAx Optical Cable, 10m	\$410.00	K	31%	\$282.90	\$0.00			\$0.00	\$0.00		\$0.00	BROCADE ETHERNET
5 5		SEL 10GBASE-LR SFP+ (LC) <=10km/SMF SEL 10GBASE-LR SFPP SMF LC CONNECTOR 8PK	\$2,745.00 \$15.160.00	K K	31% 31%	\$1,894.05 \$10.460.40	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			BROCADE ETHERNET BROCADE ETHERNET
5	10G-SFPP-LRM	SEL 10GBASE-LRM 1310NM SFP+ (LC) TAR	\$1,495.00	K	31%	\$1,031.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5		SEL 10GBASE-SR SFP+ (LC) <=300m/MMF SEL 10GBASE-SR SFPP MMF LC CONNECTOR 8PK	\$990.00 \$5,160.00	K K	31% 31%	\$683.10 \$3,560.40	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			BROCADE ETHERNET BROCADE ETHERNET
5	10G-SFPP-TWX0101	SEL DIRECT ATTACH SFPP COPPER1M1-PACK	\$150.00	K	31%	\$103.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5 5		SEL DIRECT ATTACH SFPP COPPER1M8-PACK SEL DIRECT ATTACH SFPP COPPER3M1-PACK	\$1,080.00 \$210.00	K K	31% 31%	\$745.20 \$144.90	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			BROCADE ETHERNET BROCADE ETHERNET
5		SEL DIRECT ATTACH SFPP COPPER3M8-PACK	\$1,512.00	K	31%	\$1,043.28	\$0.00		\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5 5		SEL DIRECT ATTACH SFPP COPPER5M1-PACK SEL DIRECT ATTACH SFPP COPPER5M8-PACK	\$260.00 \$1,872.00	K K	31% 31%	\$179.40 \$1,291.68	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			BROCADE ETHERNET BROCADE ETHERNET
5	10G-SFPP-USR-8	SEL 10GE USR SFP+ (LC)<=100m/MMF qty8	\$5,400.00	K	31%	\$3,726.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5		SEL-10GBASE-ZR SFP+ optic 80km SMF SEL D-ATTACH 1G SFP COPPER 1M S-CABLE	\$15,995.00 \$150.00	K K	31% 31%	\$11,036.55 \$103.50	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			BROCADE ETHERNET BROCADE ETHERNET
5	1G-SFP-TWX-0501	SEL 5M DIR ATTACH 1G SFP COPPER STCK CBL	\$260.00	K	31%	\$179.40	\$0.00			\$0.00	\$0.00		\$0.00	BROCADE ETHERNET
5		SEL-40GE QSFP TwinAx Cable, 0.5m SEL-40GE QSFP TwinAx 0.5M, 8-PACK,	\$150.00 \$1,080.00	K K	31% 31%	\$103.50 \$745.20	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			BROCADE ETHERNET BROCADE ETHERNET
5	40G-QSFP-C-0101	SEL 1x40GE QSFP D/A Copper Cbl 1m	\$288.00	K	31%	\$198.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5		SEL-40GE TWINAX QSFP+ cable, 1m SEL-40GE TWINAX QSFP+ cable, 3m	\$500.00 \$650.00	K K	31% 31%	\$345.00 \$448.50	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			BROCADE ETHERNET BROCADE ETHERNET
5	40G-QSFP-Q-0501	SEL-40GE TWINAX QSFP+ cable, 5m	\$800.00	K	31%	\$552.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5 5		SEL-AMP FABRIC INSIGHT ADV ANA MGMT SW SEL-ANALYTICS MONITORING PL MAXCAP 24SFP	\$249,900.00 \$349,900.00	K K	31% 31%	\$172,431.00 \$241,431.00	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			BROCADE ETHERNET BROCADE ETHERNET
5		SEL Flow Optimize-Lic 20G traffic mgmt	\$5,000.00	K	31%	\$3,450.00	\$0.00			\$0.00	\$0.00			BROCADE ETHERNET
5 5		SEL-Cons cable, male mini-USB/male RJ-45 SEL 100Base-FX IR 15km SMF LC SFP OMC	\$75.00 \$345.00	K	31% 31%	\$51.75 \$238.05	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			BROCADE ETHERNET BROCADE ETHERNET
5		SEL 100Base-FX 40km LR SMF SFP optic OMC	\$455.00	K	31% 31%	\$313.95 \$134.55	\$0.00			\$0.00	\$0.00 \$0.00			BROCADE ETHERNET
5 5		SEL 100Base-FX SFP optic MMF LC OMC SEL 8x100Base-FX SFP optic MMF(LC)(OMC)	\$195.00 \$1,404.00	K	31%	\$134.55 \$968.76	\$0.00 \$0.00		\$0.00	\$0.00 \$0.00	\$0.00			BROCADE ETHERNET BROCADE ETHERNET
5	E1MG-BXD	SEL 1000Base-BXD SFP SMF to E1MG-BXU	\$1,315.00	K	31%	\$907.35	\$0.00			\$0.00	\$0.00			BROCADE ETHERNET
5 5		SEL 1000Base-BXU SFP SMF to E1MG-BXD SEL 1000Base-LHA SFP optic SMF LC OMC	\$1,315.00 \$3,995.00	K	31% 31%	\$907.35 \$2,756.55	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			BROCADE ETHERNET BROCADE ETHERNET
5		SEL-1000Base-LHA SFP optic, SMF	\$4,400.00	K	31%	\$3,036.00	\$0.00			\$0.00	\$0.00			BROCADE ETHERNET
5		SEL 1000Base-LHB SFPopticSMF(LC)<=150km SEL 1000Base-LX SFP optic SMF LC OMC	\$5,495.00 \$1,100.00	K	31% 31%	\$3,791.55 \$759.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			BROCADE ETHERNET BROCADE ETHERNET
5	E1MG-LX-OM-8	SEL 1000Base-LX SFP optic 8PK SMF LC OMC	\$8,280.00	K	31%	\$5,713.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5		SEL 1000Base-SX SFP optic MMF LC OMC SEL 1000Base-SX SFP optic 8PK MMF LC OMC	\$525.00 \$3,780.00	K	31% 31%	\$362.25 \$2,608.20	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			BROCADE ETHERNET BROCADE ETHERNET
5		SEL 1000BASE-TX SFP Copper RJ-45Conn	\$325.00	K	31%	\$224.25	\$0.00			\$0.00	\$0.00			BROCADE ETHERNET
5 5		SEL-6430/-C12 Magnet Mount Kit SEL-6430/-C12 2-Post Mount Kit	\$40.00 \$40.00	K	31% 31%	\$27.60 \$27.60	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			BROCADE ETHERNET BROCADE ETHERNET
5		SEL ICX6430/50 1500W Ext Pwr-RPS/EPS SEL ICX6430/6450 2 Post Rck Kit Spare	\$1,500.00	K	31% 31%	\$1,035.00	\$0.00			\$0.00 \$0.00	\$0.00			BROCADE ETHERNET BROCADE ETHERNET
5 5		SEL 24p 1G 4x1G SFP U/S Ports Fanless	\$50.00 \$1,295.00	K	31%	\$34.50 \$893.55	\$0.00 \$0.00			\$0.00	\$0.00 \$0.00			BROCADE ETHERNET
5 5		SEL 24p 1G PoE+ 390W4x1G SFP U/S Ports SEL 48p 1G 4 x 1G SFP Uplink/Stack Ports	\$2,295.00 \$2,795.00	K	31% 31%	\$1,583.55 \$1,928.55	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			BROCADE ETHERNET BROCADE ETHERNET
5		SEL 48p1G PoE+ 390W4 x 1G SFP U/S Ports	\$4,095.00	K	31%	\$2,825.55	\$0.00			\$0.00	\$0.00			BROCADE ETHERNET
5		SEL-12-port 1G Compact Switch (4 PoE+) SEL 6450 CapLic UPG 1G U/S Prts(+1G/10G)	\$1,095.00 \$1,000.00	K	31% 31%	\$755.55 \$690.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			BROCADE ETHERNET BROCADE ETHERNET
5	ICX6450-C12-PD	SEL-12-port 1G Compact Switch (4 PoE+)PD	\$1,595.00	K	31%	\$1,100.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5		SEL ICX 6450 PREMIUM SOFTWARE LICENSE SEL-RACK MOUNT KIT,2 POST,ICX7750/7450	\$800.00 \$85.00	K	31% 31%	\$552.00 \$58.65	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			BROCADE ETHERNET BROCADE ETHERNET
5		SEL-24-port 1 GbE switch with 8x1GbE SFP	\$2,100.00	K	31%	\$1,449.00	\$0.00			\$0.00	\$0.00		\$0.00	BROCADE ETHERNET
5		SEL-24prt 1 G bundle 2x1GbE/10GbE+6x1GbE SEL-24-port 1 GbE 4x1GbE SFP	\$2,650.00 \$2,000.00	K	31% 31%	\$1,828.50 \$1,380.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			BROCADE ETHERNET BROCADE ETHERNET
5	ICX7250-24P	SEL-24-prt 1 GbE switch PoE+ 360W	\$2,650.00	K	31%	\$1,828.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5		SEL-24-prt 1 GbE switch PoE+ 360W bundle SEL-7250 Upgrd uplnk prts to 2x1GE/10GE	\$3,200.00 \$1,400.00	K	31% 31%	\$2,208.00 \$966.00	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			BROCADE ETHERNET BROCADE ETHERNET
5	ICX7250-48	SEL-48-prt 1 GbE switch with 8x1GbE SFP+	\$3,200.00	ĸ	31%	\$2,208.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5 5		SEL-48-prt 1 GbE switch bundle SEL-48-prt 1 GbE switch PoE+ 720W	\$3,900.00 \$4,600.00	K K	31% 31%	\$2,691.00 \$3,174.00	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	BROCADE ETHERNET BROCADE ETHERNET
5	ICX7250-48P2X10G	SEL-48-prt 1 GbE switch PoE+ 720W bundle	\$5,300.00	ĸ	31%	\$3,657.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5 5		SEL-ICX7250 Upgrd to 8x1GbE/10GbE uplnk SEL-ICX7250 Layer 3 Premium Software	\$1,000.00 \$1,000.00	K K	31% 31%	\$690.00 \$690.00	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			BROCADE ETHERNET BROCADE ETHERNET
5	ICX7400-1X40GQ	SEL-ICX 7450 1-port 40GbE QSFP+ Module	\$800.00	K	31%	\$552.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5 5		SEL-ICX 7450 4-port 1/10GbE 10GBase-T SEL-ICX 7450 4-port 1/10GbE SFP+ Module	\$1,200.00 \$1,000.00	K K	31% 31%	\$828.00 \$690.00	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			BROCADE ETHERNET BROCADE ETHERNET
5	ICX7400-4X1GF	SEL-ICX 7450 4-port 100M/1GbE SFP Module	\$400.00	K	31%	\$276.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5		SEL-24-port 1 GbE switch, 3 mod slots SEL-24-port 1 GbE switch bundle	\$3,095.00 \$5,595.00	K K	31% 31%	\$2,135.55 \$3.860.55	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			BROCADE ETHERNET BROCADE ETHERNET
5	ICX7450-24P	SEL-24-port 1 GbE swch PoE+, 3 mod slots	\$3,495.00	ĸ	31%	\$2,411.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5 5		SEL-24-port 1 GbE switch PoE+ bundle SEL-48-port 1 GbE switch, 3 mod slots	\$6,595.00 \$5,295.00	K K	31% 31%	\$4,550.55 \$3,653.55	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			BROCADE ETHERNET BROCADE ETHERNET
5	ICX7450-48-E	SEL-48-port 1 GbE switch bundle	\$7,995.00	K	31%	\$5,516.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5 5	ICX7450-48F ICX7450-48F-E	SEL-48-port 1 GbE SFP switch, 3 modslots SEL-48-port 1 GbE SFP switch bundle	\$9,995.00 \$11,995.00	K K	31% 31%	\$6,896.55 \$8,276.55	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	BROCADE ETHERNET BROCADE ETHERNET
5	ICX7450-48P	SEL-48-port 1 GbE swch PoE+, 3 mod slots	\$6,795.00	K	31%	\$4,688.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5 5		SEL-48-port 1 GbE switch PoE+ bundle SEL-48-port 1 GbE switch PoE+ bundle	\$9,995.00 \$9,195.00	K	31% 31%	\$6,896.55 \$6,344.55				\$0.00 \$0.00	\$0.00 \$0.00			BROCADE ETHERNET BROCADE ETHERNET
5	ICX7450-PREM-LIC	SEL-ICX 7450 LAYER 3 PREM SOFTWARE LIC	\$1,200.00	K	31%	\$828.00	\$0.00	\$0.00		\$0.00	\$0.00		\$0.00	BROCADE ETHERNET BROCADE ETHERNET
5 5	ICX7750-48C	SEL-7750 w/26 40GbE prts 1 mod slot. SEL-7750 w/48 40GbE prts 1 mod slot.	\$21,500.00 \$23,900.00	K K	31% 31%	\$14,835.00 \$16,491.00				\$0.00 \$0.00				BROCADE ETHERNET BROCADE ETHERNET
5	ICX7750-48F	SEL-7750w/48 10GbE SFP+ prts, 6 10/40GbE SEL-ICX7750 six port 40GbE QSFP+ module	\$21,500.00	K	31% 31%	\$14,835.00 \$4,136.55	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00	BROCADE ETHERNET BROCADE ETHERNET
5	ICX7750-FAN-E	SEL-(4) 7750 Fans prt side air intake	\$5,995.00 \$1,495.00	K	31%	\$1,031.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5	ICX7750-FAN-E-1	SEL-(1) 7750 Fan prt side air intake	\$575.00	K	31%	\$396.75	\$0.00							BROCADE ETHERNET
5	ICX7750-FAN-I	SEL-(4) 7750 Fan assys prt side air exh	\$1,495.00	K	31%	\$1,031.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET

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BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	ICX7750-FAN-I-1 ICX7750-L3-COE	SEL- (1) 7750 Fan assy port side air exh SEL-7750 PREMIUM LAYER3 FEATURES	\$575.00 \$6,495.00	K K	31% 31%	\$396.75 \$4.481.55	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	ICX7750-RMK	SEL-FRU,RCK MNT KIT,2 POST, 7750/7450	\$85.00	ĸ	31%	\$58.65	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5 5		SEL-EPS4000 Cable Direct; 1 EPS4000 SEL-EPS4000 Cble Spli; 1 EPS4000 to 2	\$150.00 \$300.00	K	31% 31%	\$103.50 \$207.00	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00				) BROCADE ETHERNET ) BROCADE ETHERNET
5	ICX-EPS4000SHELF	SEL-EPS4000 Shelf with 4 bays	\$2,000.00	ĸ	31%	\$1,380.00	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5 5	ICX-FAN10-E ICX-FAN10-I	SEL-7450 exhaust airflow fan, FTB SEL-7450 intake airflow fan, BTF	\$250.00 \$250.00	K	31% 31%	\$172.50 \$172.50	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00				) BROCADE ETHERNET ) BROCADE ETHERNET
5	PCAUS	SEL Pwrcrd for RPS5/8/9/X424/X448 - AUS	\$48.00	ĸ	31%	\$33.12				\$0.00		\$0.00	\$0.00	BROCADE ETHERNET
5 5	PCAUS-EPS PC-C13C14	SEL Pwrcrd AUSTRALIA 16A/250V SEL-C13/C14 15A Power Cord	\$75.00 \$75.00	K	31% 31%	\$51.75 \$51.75	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00				) BROCADE ETHERNET ) BROCADE ETHERNET
5	PCEURO	SEL Pwrcrd for RPS2/3/5/9 EU version	\$17.00	ĸ	31%	\$11.73			\$0.00	\$0.00				) BROCADE ETHERNET
5	PCEURO-EPS	SEL 16A250VCEE 7/7 EUROP-C191.8MR6	\$75.00	K	31%	\$51.75				\$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	K	31% 31%	\$27.60 \$51.75				\$0.00 \$0.00				) BROCADE ETHERNET ) BROCADE ETHERNET
5	PCJAPAN	SEL Pwrcrd for RPS2/3/5/9 Japan version	\$17.00	K	31%	\$11.73	\$0.0		\$0.00	\$0.00				BROCADE ETHERNET
5 5	PCJAPAN-EPS PCSWISS-C1312GHF	SEL Pwrcrd JAPAN 15A 250V F SEL-PWR CRD, SWISS TO C13,10A,250V	\$75.00 \$48.00	K	31% 31%	\$51.75 \$33.12			\$0.00 \$0.00	\$0.00 \$0.00				) BROCADE ETHERNET ) BROCADE ETHERNET
5	PCUK	SEL Pwrcrd for RPS2/3/5/9 UK version	\$17.00	K	31%	\$11.73	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5 5	PCUK-EPS PCUSA	SEL Pwrcrd UK 13A 250V SEL-PWR CRD-RPS2/3/5/9 USA vers 9'10"	\$75.00 \$11.00	K	31% 31%	\$51.75 \$7.59	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00				) BROCADE ETHERNET ) BROCADE ETHERNET
5	PCUSA2	SEL-PWR CRD,USA,NEMA5-15/C13, 13A, 125V	\$34.00	ĸ	31%	\$23.46	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
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	K	31% 31%	\$345.00 \$345.00				\$0.00 \$0.00				) BROCADE ETHERNET ) BROCADE ETHERNET
5	RPS16DC-E	SEL 510W DC Pwr forICX6610/50-EXHAUSTair	\$1,100.00	ĸ	31%	\$759.00	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5 5	RPS16DC-I RPS16-E	SEL 510W DC Pwr forICX6610/50-Intakeair SEL 1000W Pwr-ICX6610 PoE-Exhaustairflow	\$1,100.00 \$1,000.00	K	31% 31%	\$759.00 \$690.00	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00				) BROCADE ETHERNET ) BROCADE ETHERNET
5	RPS16-I	SEL 6610 POE 1000W PSU PORT SIDE EXHAUST	\$1,000.00	ĸ	31%	\$690.00				\$0.00				) BROCADE ETHERNET
5 5	RPS17 RPS9+E	SEL-1 Pwr Supp for EPS4000 Shelf; 920W SEL-500W AC pwr supp w/ exhaust airflow	\$1,500.00 \$995.00	K K	31% 31%	\$1,035.00 \$686.55			\$0.00 \$0.00	\$0.00 \$0.00				) BROCADE ETHERNET ) BROCADE ETHERNET
5	RPS9+I	SEL-500W AC pwr supp w/ exhaust annow SEL-500W AC pwr supp w/ intake airflow	\$995.00	ĸ	31%	\$686.55	\$0.0		\$0.00	\$0.00				) BROCADE ETHERNET
5	RPS9DC+E	SEL-500W DC pwr supp w/ exhaust airflow	\$1,250.00	K	31%	\$862.50	\$0.0		\$0.00	\$0.00				BROCADE ETHERNET
5 5	RPS9DC+I XBR-000195	SEL-FRU,500WDCPS,INTAKE,ICX7750 SEL-FIPS SECURITY SEAL FOR SYSTEM	\$1,250.00 \$499.00	K K	31% 31%	\$862.50 \$344.31	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00				) BROCADE ETHERNET ) BROCADE ETHERNET
5	XBR-R000295	SEL-FRU,UNIV RCK MNT,4 POST 24"-32	\$430.00	K	31%	\$296.70	\$0.0	0 \$0.00		\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5	XBR-R000296 11-1568-LIC	SEL FRU,UNIVERSAL RACK MOUNT KIT,4 POST SEL: VF-HYPM5-F	\$430.00 \$396.00	K K	31% 31%	\$296.70 \$273.24	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00				) BROCADE ETHERNET ) CARAHSOFT
5	11-1790-LIC	SEL: THIN5-STE-F	\$5,500.00	K	31%	\$3,795.00	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-1791-LIC 11-1980-LIC	SEL: THIN5-100PK-F SEL: VR6-OSTD25-F	\$2,090.00 \$3,438.00	K	31% 31%	\$1,442.10 \$2,372.22			\$0.00 \$0.00	\$0.00 \$0.00				CARAHSOFT CARAHSOFT
5	11-1981-LIC	SEL: VR6-OADV25-F	\$7,563.00	ĸ	31%	\$5,218.47	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-1982-LIC 11-1983-LIC	SEL: VR6-OENT25-F SEL: VR6-OSTD-OADV-UG-F	\$19,113.00 \$4,538.00	K	31% 31%	\$13,187.97 \$3,131.22	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00				CARAHSOFT CARAHSOFT
5	11-1984-LIC	SEL: VR6-OSTD-OENT-UG-F	\$17,243.00	ĸ	31%	\$11,897.67	\$0.0			\$0.00			\$0.00	CARAHSOFT
5	11-1985-LIC 11-1998-LIC	SEL: VR6-OADV-OENT-UG-F SEL: VR6-VU10-F	\$12,705.00 \$825.00	K	31% 31%	\$8,766.45 \$569.25	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00				CARAHSOFT CARAHSOFT
5	11-1999-LIC	SEL: VR6-VU100-F	\$8,250.00	ĸ	31%	\$5,692.50	\$0.0		\$0.00	\$0.00				CARAHSOFT
5	11-2015-LIC 11-2112-LIC	SEL: HZ-FLX-10-F SEL: ST6-VSAN-F	\$2,750.00 \$2,745.00	K	31% 31%	\$1,897.50 \$1,894.05				\$0.00 \$0.00				CARAHSOFT CARAHSOFT
5	11-2113-LIC	SEL: ST6-VSA-VSAN-UG-F	\$12,623.00	ĸ	31%	\$8,709.87			\$0.00	\$0.00				CARAHSOFT
5 5	11-2114-LIC 11-2115-LIC	SEL: ST6-VSDT100-F SEL: ST6-VSDT10-F	\$5,500.00 \$550.00	K	31% 31%	\$3,795.00 \$379.50	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00				CARAHSOFT CARAHSOFT
5	11-2248-LIC	SEL: VR6-MEDI-F	\$66,000.00	K	31%	\$45,540.00				\$0.00				CARAHSOFT
5 5	11-2253-LIC 11-2254-LIC	SEL: WS12-LW-FE SEL: WS12-LW-UG-FE	\$274.99 \$164.99	K	31% 31%	\$189.74 \$113.84	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00				CARAHSOFT CARAHSOFT
5	11-2288-LIC	SEL: HZ-FLX-AD10-F	\$1,650.00	ĸ	31%	\$1,138.50	\$0.0		\$0.00	\$0.00				CARAHSOFT
5 5	11-2313-LIC 11-2314-LIC	SEL: HZ-F7WS11-FLX-UG-F SEL: HZ-F8WS12-FLX-UG-F	\$165.00 \$110.00	K K	31% 31%	\$113.85 \$75.90	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00				CARAHSOFT CARAHSOFT
5	11-2314-LIC 11-2317-LIC	SEL: VR7-ATAD25-F	\$7,562.50	ĸ	31%	\$75.90 \$5,218.13				\$0.00				CARAHSOFT
5	11-2318-LIC 11-2321-LIC	SEL: VR7-ATEN25-F SEL: VR7-AUTDT25-F	\$13,062.50 \$3,657.50	K	31% 31%	\$9,013.13 \$2,523.68	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00				CARAHSOFT CARAHSOFT
5	11-2321-LIC 11-2322-LIC	SEL: VR7-AUID125-F SEL: VR7-ATAD-ATEN-UG-F	\$6,050.00	ĸ	31%	\$2,523.66 \$4,174.50	\$0.0		\$0.00	\$0.00 \$0.00				CARAHSOFT
5	11-2325-LIC	SEL: HZ7-TCL-STA10-UG-F	\$1,870.00	K	31% 31%	\$1,290.30				\$0.00				CARAHSOFT
5	11-2358-LIC 11-2359-LIC	SEL: HZ7-ADC-10-F SEL: HZ7-ADC-100-F	\$4,400.00 \$44,000.00	ĸ	31%	\$3,036.00 \$30,360.00			\$0.00 \$0.00	\$0.00 \$0.00				CARAHSOFT CARAHSOFT
5	11-2360-LIC 11-2361-LIC	SEL: HZ7-ADC-ENC-10-UG-F SEL: HZ7-ADC-ENC-100-UG-F	\$2,117.50 \$21,175.00	K	31% 31%	\$1,461.08 \$14.610.75	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00				CARAHSOFT CARAHSOFT
5	11-2362-LIC	SEL: HZ7-AD0-ENC-100-0G-F	\$2,750.00	ĸ	31%	\$1,897.50				\$0.00				CARAHSOFT
5 5	11-2363-LIC 11-2364-LIC	SEL: HZ7-ADN-100-F SEL: HZ7-ADN-ENN-10-UG-F	\$27,500.00 \$1,210.00	K K	31% 31%	\$18,975.00 \$834.90			\$0.00 \$0.00	\$0.00 \$0.00			\$0.00	CARAHSOFT CARAHSOFT
5	11-2365-LIC	SEL: HZ7-ADN-ENN-100-UG-F	\$1,210.00	ĸ	31%	\$8,349.00	\$0.0		\$0.00	\$0.00				CARAHSOFT
5	11-2366-LIC	SEL: HZ7-AVA-ENC10-UG-F	\$5,142.50	K	31%	\$3,548.33	\$0.0		\$0.00	\$0.00	\$0.00			CARAHSOFT
5 5	11-2367-LIC 11-2368-LIC	SEL: HZ7-AVA-ENC100-UG-F SEL: HZ7-AVA-ENN10-UG-F	\$51,425.00 \$3,025.00	K	31% 31%	\$35,483.25 \$2,087.25			\$0.00 \$0.00	\$0.00 \$0.00				CARAHSOFT CARAHSOFT
5	11-2369-LIC	SEL: HZ7-AVA-ENN100-UG-F	\$30,250.00	K	31%	\$20,872.50	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-2370-LIC 11-2371-LIC	SEL: HZ7-AVE-ENC10-UG-F SEL: HZ7-AVE-ENC100-UG-F	\$4,779.50 \$47.795.00	K K	31% 31%	\$3,297.86 \$32,978.55	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				CARAHSOFT CARAHSOFT
5	11-2372-LIC	SEL: HZ7-AVE-ENN10-UG-F	\$2,783.00	ĸ	31%	\$1,920.27	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-2373-LIC 11-2374-LIC	SEL: HZ7-AVE-ENN100-UG-F SEL: HZ7-AVS-ENC10-UG-F	\$27,830.00 \$5,868.50	K K	31% 31%	\$19,202.70 \$4,049.27				\$0.00 \$0.00				CARAHSOFT CARAHSOFT
5	11-2375-LIC	SEL: HZ7-AVS-ENC100-UG-F	\$58,685.00	K	31%	\$40,492.65	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-2376-LIC 11-2377-LIC	SEL: HZ7-AVS-ENN10-UG-F SEL: HZ7-AVS-ENN100-UG-F	\$3,509.00 \$35,090.00	K	31% 31%	\$2,421.21 \$24,212.10				\$0.00 \$0.00				CARAHSOFT CARAHSOFT
5	11-2378-LIC	SEL: HZ7-EAD-STD10-UG-F	\$1,925.00	K	31%	\$1,328.25	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2379-LIC 11-2380-LIC	SEL: HZ7-EAD-STD100-UG-F SEL: HZ7-ENC-10-F	\$19,250.00 \$6,325.00	K	31% 31%	\$13,282.50 \$4,364.25			\$0.00 \$0.00	\$0.00 \$0.00				CARAHSOFT CARAHSOFT
5	11-2381-LIC	SEL: HZ7-ENC-100-F	\$63,250.00	K	31%	\$43,642.50	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2382-LIC	SEL: HZ7-ENN-10-F	\$3,850.00	K	31%	\$2,656.50	\$0.0			\$0.00				CARAHSOFT
5	11-2383-LIC 11-2384-LIC	SEL: HZ7-ENN-100-F SEL: HZ7-ENN-ENC-10-UG-F	\$38,500.00 \$2,722.50		31% 31%	\$26,565.00 \$1,878.53				\$0.00 \$0.00			\$0.00 \$0.00	CARAHSOFT CARAHSOFT
5 5	11-2385-LIC 11-2386-LIC	SEL: HZ7-ENN-ENC-100-UG-F SEL: HZ7-ENTA-STDA10-UG-F	\$27,225.00	K K	31% 31%	\$18,785.25 \$759.00			\$0.00 \$0.00	\$0.00 \$0.00				CARAHSOFT CARAHSOFT
5	11-2386-LIC 11-2387-LIC	SEL: HZ7-ENTA-STDA10-UG-F SEL: HZ7-ENTA-STDA100-UG-F	\$1,100.00 \$11,000.00		31%	\$7,590.00				\$0.00				CARAHSOFT

May						N	IVP LEVEL 1								İ
1   1   1   1   1   1   1   1   1   1	BAND			LIST PRICE USD		NVP LEVEL 1	NVP LEVEL 1 NET PRICE	PLUS MNT LP			BASIC MNT LP	TO PS W/MC	TO PS ENH LP		
Company	5 5														
1   1000-100   1000-1000-1000-1000-100	5			\$5,142.50											
Tright   March   Mar	5														
1	5	11-2393-LIC	SEL: HZ7-MGP-ADC-100-UG-F	\$30,250.00		31%	\$20,872.50	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
1   1960    1   1960    1   1960    1   1960    1   1960    1960	5														
1   1500.00	5														
1	5														
1	5														
1   1   1   1   1   1   1   1   1   1	5		SEL: HZ7-ST-ADC-10-UG-F	\$1,815.00	K		\$1,252.35	\$0.0					\$0.00		
1	5				K										
Column   C	5				ĸ										
1	5														
1	5														
1	5	11-2407-LIC		\$75,625.00		31%	\$52,181.25	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
	5 5														
1   100-14   C	5	11-2410-LIC	SEL: HZ7-ST-ENC-250-UG-F	\$98,312.50	K	31%	\$67,835.63	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
1.00   1.00	5				K										
1	5				ĸ										
1	5														
1.5   1.5	5														
1   1-4-1-4-1-4   1-4-1-4-1-4   1-4-1-4-1-4   1-4-1-4-1-4   1-4-1-4-1-4   1-4-1-4-1-4   1-4-1-4-1-4   1-4-1-4-1-4   1-4-1-4	5	11-2417-LIC	SEL: HZ7-STD-100-F	\$27,500.00		31%	\$18,975.00	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
1-00-05-12	5 5														
\$ 1-02041C 981 FF7-ACC-1100-0-C 981 FF7-ACC-1100-0-C 981 FF7-ACC-1100-C	5	11-2420-LIC	SEL: HZ7-STDA-STD10-UG-F	\$770.00		31%	\$531.30	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
\$ 1-02-0-1.0  \$	5				K										
\$ 1-10-24-LC SEL LETT-FORCE 19-0-LF	5				K										
1	5			\$2,310.00											
5 11-142-70.0 SEL PATA-AGENT-SHALEF  5 11-142-70	5														
1	5	11-2427-LIC	SEL: HZ7-VAD-ENC-10-UG-F	\$4,647.50	K	31%	\$3,206.78	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
S   11-542-LLC	5														
5 11-222-LE SELTRA-PUNCE \$11,000 K 31% F1,000 S00 \$0.0 \$0.0 \$0.0 \$0.0 \$0.0 \$0.0 \$0	5													\$0.00	CARAHSOFT
\$ 11-335-LC SE_STRAD-PLAGEF \$1,916.00 K 31% \$1,223.9 \$0.0 \$0.0 \$0.0 \$0.0 \$0.0 \$0.0 \$0.0 \$0	5				K										
5 11-254-LC SEL STR-ADF SAME SAME SAME SAME SAME SAME SAME SAME	5														
5 11-448-LG SEL TREADPHOLOGE \$ 12,000 K 31% \$ 1,000 S0.0 \$0.0 \$0.0 \$0.0 \$0.0 \$0.0 \$0.0 \$	5			\$4,394.50											
5 11-357-LG SEL STE-ENDIOF \$13,000 K 31% \$91000 \$0.00	5														
5 11-246-LUC SELTSTEINFT SELTSTANDING K 31% \$1.7071 \$0.00 \$0	5	11-2437-LIC	SEL: ST6-EN-D10-F	\$1,320.00		31%	\$910.80	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
\$ 11-246-DLC SELS: ST6-TAD-UGF \$1,815.00 K 31% \$1,223.5 \$0.00 \$0.0	5 5														
5 11-24-24.0 S.BL.STRA-DIDIUGF		11-2440-LIC	SEL: ST6-ST-AD-UG-F	\$1,815.00		31%	\$1,252.35	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 11-244-LC SELTSTENDIOUGF	5														
5 11-245-LIC SEL YES-STEN-DIO-UGF S. 3,000 K S. 31% S. 344.30 S.0.0	5					31%									
5 11-244FLIC SEL-VR-BCLADVCF   \$3,000.0 K 31% \$2,277.00 \$0.0															
5 11-2447-LIC SEL-VR-RCLADV-025F \$5,000.0 K 31% \$3,795.00 \$0	5														
5   11-2449-LIC   SEL-VR-COMPADE    \$1,680-0.0   K   31%   \$1,138-0.5   \$0.00   \$0.0	5		SEL: VR-BCLADVO-25-F	\$5,500.00		31%	\$3,795.00	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
6 11-2450-LIC SEL-VR-DAMADF \$1,850.00 K 31% \$1,836.00 \$0.00	5 5														
1-2452-LIC   SEL_WRT-ADV-ENT-LIGF   \$1,056.00   K   31%   \$1,223.5   \$0.00	5														
5 11-245-1LC SEL-WF7-ADV-ENT-UG-F	5 5														
5 11-245-LIC SEL VRT-PGLC-ADV-UGF	5	11-2453-LIC	SEL: VR7-ADV-ENT-UG-F	\$1,815.00	K	31%	\$1,252.35	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 11-2459-LIC SEL-WR7-BCLC-ADV-LIGF															
5 11-245-LIC SEL: WR7-EQL-CENT-UGF S5,742,00 K 31% \$3,961.98 \$0.00	5	11-2456-LIC	SEL: VR7-BCLC-ADV-UG-F	\$3,927.00		31%	\$2,709.63	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5         11-2490-LIC         SEL VRR-BCLO-ENT-UG-F         \$3,322.00         K         31%         \$2,292.18         \$0.00         \$	5														
5         11-2467-LIC         SEL: VR7-OAD/V-ADV-UGF         \$8,788.00         K         31%         \$4,690.62         \$0.00	5														
5         11-2469-LIC         SEL: WR7-OADV-STD-LGF         \$1,056,00         K         31%         \$728,64         \$0.00         \$0.	5														
5   11-2470-IIC   SEL-VR7-CADV_STD-UGF   \$7,085.00   \$1,00   \$0.00	5 5													\$0.00 \$0.00	CARAHSOFT
5 11-247-LIC SEL-VR7-OENT-STD-LIG-F 5 11-2472-LIC SEL-VR7-OENT-STD-LIG-F 5 11-2472-LIC SEL-VR7-OENT-STD-LIG-F 5 11-2472-LIC SEL-VR7-OIST-ADV-LIG-F 5 11-2473-LIC SEL-VR7-OIST-ADV-LIG-F 5 11-2473-LIC SEL-VR7-OIST-ENT-LIG-F 5 11-2483-LIC SEL-VR7-STD-ENT-LIG-F 5 11-2483-LIC SEL-VR7-STD-ENT	5	11-2469-LIC	SEL: VR7-OADV-STD-UG-F	\$748.00	K	31%	\$516.12	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5         11-2472-LIC         SEL: VR7-OENT-STD-LIG-F         \$4,381.50         K         31%         \$3,0944         \$0.00         \$0	5				- 11										
5 11-2475-LIC SEL: VR7-OIST-ENT-UG-F	5	11-2472-LIC	SEL: VR7-OENT-STD-UG-F	\$4,361.50	K	31%	\$3,009.44	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 11-2475-LIC SEL: VR7-OSTD-CADV-LIGF	5	11-2473-LIC	SEL: VR7-OIST-ADV-UG-F	\$5,137.00	K	31%	\$3,544.53	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 11-2476-LIC SEL: VR7-OSTDC-ADV-LIG-F \$6,849.50 K 31% \$4,588.16 \$0.00 \$	5													\$0.00	CARAHSOFT
5 11-2479-LIC SEL: VR7-OSTDC-STD-UG-F \$3,264.50 K 31% \$2,500.91 \$0.00 \$0	5			\$6,649.50				\$0.0	0 \$0.00				\$0.00	\$0.00	CARAHSOFT
5 11-2479-IIC SEL: VR7-OSTDO-ADV-IG-F \$3,778.50 K 31% \$2,607.17 \$0.00 \$0	5 5														
5 11-2481-LIC SEL: VR7-OSTDO-STD-UG-F \$75.50 K 31% \$19.92 \$0.00 \$0	5	11-2479-LIC	SEL: VR7-OSTDO-ADV-UG-F	\$3,778.50	K	31%	\$2,607.17	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 11-2482-LIC SEL: VR7-STD-ADV-UG-F \$3,025.00 K 31% \$2,087.25 \$0.00 \$0.0	5														
5 11-2483-LIC SEL: VR7-STD-ENT-UG-F \$4,84.0.0 K 31% \$3,339.0 \$0.00	5	11-2482-LIC	SEL: VR7-STD-ADV-UG-F	\$3,025.00		31%	\$2,087.25	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 11-2493-LIC SEL: HZ7-PA50-STA100-UG-F \$13,750.00 K 31% \$9,487.50 \$0.00	5	11-2483-LIC	SEL: VR7-STD-ENT-UG-F	\$4,840.00		31%	\$3,339.60	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
	5														
						31%				\$0.00	\$0.00	\$0.00			

					N	IVP LEVEL 1	]							İ
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5		: HZ7-UEM-ENC-100-UG-F : HZ7-UEM-ENC-10-UG-F	\$57,750.00 \$5,775.00	K	31% 31%	\$39,847.50 \$3.984.75	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5		: HZ7-UEM-ENN-100-UG-F	\$35,200.00	K	31%	\$3,964.75				\$0.00				CARAHSOFT
5		: HZ7-UEM-ENN-10-UG-F : HZ7-WSP-ADN-100-UG-F	\$3,520.00 \$12.100.00	K	31% 31%	\$2,428.80 \$8,349.00			\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CARAHSOFT CARAHSOFT
5 5		: HZ7-WSP-ADN-100-0G-F : HZ7-WSP-ADN-10-UG-F	\$1,210.00	K	31%	\$834.90	\$0.00		\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2505-LIC SEL:	: HZ7-ADN-A10-F	\$2,200.00	K	31%	\$1,518.00			\$0.00	\$0.00	\$0.00		\$0.00	CARAHSOFT
5 5		: HZ7-ADN-A100-F : HZ7-A100-AERC-F	\$22,000.00 \$33,000.00	K	31% 31%	\$15,180.00 \$22,770.00				\$0.00 \$0.00				CARAHSOFT CARAHSOFT
5		: HZ7-A10-AERC-F	\$3,300.00	ĸ	31%	\$2,277.00			\$0.00	\$0.00	\$0.00			CARAHSOFT
5 5		: HZ7-E100-AERC-F : HZ7-E100-AERC-UG-F	\$46,750.00 \$15,125.00	K	31% 31%	\$32,257.50 \$10.436.25	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5		: HZ7-E10-AERC-F	\$4,675.00	ĸ	31%	\$3,225.75				\$0.00				CARAHSOFT
5 5		: HZ7-E10-AERC-UG-F : HZ7-ENN-A100-F	\$1,512.50 \$31,350.00	K	31% 31%	\$1,043.63 \$21,631.50				\$0.00 \$0.00				CARAHSOFT CARAHSOFT
5		: HZ7-ENN-A100-F : HZ7-ENN-A100-UG-F	\$10,285.00	ĸ	31%	\$7,096.65	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5		: HZ7-ENN-A10-F	\$3,135.00	K	31%	\$2,163.15	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5		: HZ7-ENN-A10-UG-F : VR6-OSTC-F	\$1,028.50 \$1,375.00	K K	31% 31%	\$709.67 \$948.75	\$0.00 \$0.00			\$0.00 \$0.00				CARAHSOFT CARAHSOFT
5	11-2531-LIC SEL:	: VR7-OSTC-STD-UG-F	\$3,019.50	K	31%	\$2,083.46	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5		: VR7-OSTC-ADV-UG-F : VR7-OSTC-ENT-UG-F	\$6,044.50 \$7,859.50	K	31% 31%	\$4,170.71 \$5.423.06	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2535-LIC SEL:	: VR-NI-ANXC-F	\$1,369.50	ĸ	31%	\$944.96				\$0.00				CARAHSOFT
5 5	HZ7ADC2503GSSSF SEL: HZ7ADC2503PSSSF SEL:		\$60,984.00 \$72.600.00	K	31% 31%	\$42,078.96 \$50,094.00			\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CARAHSOFT CARAHSOFT
5	HZ7ADC250GSSSF SEL:		\$23,100.00	ĸ	31%	\$15,939.00	\$0.00		\$0.00	\$0.00		\$0.00		CARAHSOFT
5	HZ7ADC250PSSSF SEL:		\$27,500.00	K	31%	\$18,975.00	\$0.00		\$0.00	\$0.00	\$0.00			CARAHSOFT
5 5	HZ7ADC5003GSSSF SEL: HZ7ADC5003PSSSF SEL:		\$121,968.00 \$145,200.00	K K	31% 31%	\$84,157.92 \$100,188.00				\$0.00 \$0.00				CARAHSOFT CARAHSOFT
5	HZ7ADC500GSSSF SEL:	: HZ7-ADC-500-G-SSS-F	\$46,200.00	K	31%	\$31,878.00	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	HZ7ADC500PSSSF SEL: HZ7ADN1K3GSSSF SEL:		\$55,000.00 \$152.460.00	K K	31% 31%	\$37,950.00 \$105.197.40	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	HZ7ADN1K3PSSSF SEL:	: HZ7-ADN-1K-3P-SSS-F	\$181,500.00	ĸ	31%	\$125,235.00	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	HZ7ADN1KGSSSF SEL: HZ7ADN1KPSSSF SEL:		\$57,750.00 \$68,750.00	K	31% 31%	\$39,847.50 \$47,437.50			\$0.00 \$0.00	\$0.00 \$0.00				CARAHSOFT CARAHSOFT
5	HZ7ADN2003GSSSF SEL:		\$30,492.00	ĸ	31%	\$21,039.48	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	HZ7ADN2003PSSSF SEL: HZ7ADN200GSSSF SEL:		\$36,300.00 \$11,550.00	K K	31% 31%	\$25,047.00 \$7,969.50			\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CARAHSOFT CARAHSOFT
5	HZ7ADN200GSSSF SEL:		\$13,750.00	ĸ	31%	\$9,487.50				\$0.00				CARAHSOFT
5	HZ7ADN203GSSSF SEL:	: HZ7-ADN-20-3G-SSS-F	\$3,049.20	K	31%	\$2,103.95	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	HZ7ADN203PSSSF SEL: HZ7ADN20GSSSF SEL:	: HZ7-ADN-20-3P-SSS-F : HZ7-ADN-20-G-SSS-F	\$3,630.00 \$1,155.00	K K	31% 31%	\$2,504.70 \$796.95	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5		: HZ7-ADN-20-P-SSS-F	\$1,375.00	K	31%	\$948.75				\$0.00				CARAHSOFT
5 5	HZ7ADN5003GSSSF SEL: HZ7ADN5003PSSSF SEL:		\$76,230.00 \$90.750.00	K K	31% 31%	\$52,598.70 \$62,617.50			\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CARAHSOFT CARAHSOFT
5	HZ7ADN500GSSSF SEL:	: HZ7-ADN-500-G-SSS-F	\$28,875.00	K	31%	\$19,923.75	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	HZ7ADN500PSSSF SEL: HZ7ENC2503GSSSF SEL:		\$34,375.00 \$87,665.95	K	31% 31%	\$23,718.75 \$60,489.51	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CARAHSOFT CARAHSOFT
5	HZ7ENC2503PSSSF SEL:	: HZ7-ENC-250-3P-SSS-F	\$104,363.95	ĸ	31%	\$72,011.13	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	HZ7ENC250GSSSF SEL: HZ7ENC250PSSSF SEL:		\$33,206.80 \$39.531.80	K	31% 31%	\$22,912.69 \$27,276.94	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	HZ7ENC5003GSSSF SEL:		\$175,329.00	ĸ	31%	\$120,977.01	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	HZ7ENC5003PSSSF SEL: HZ7ENC500GSSSF SEL:		\$208,725.00 \$66,412.50	K	31% 31%	\$144,020.25 \$45,824.63				\$0.00 \$0.00				CARAHSOFT CARAHSOFT
5	HZ7ENC500PSSSF SEL:		\$79,062.50	ĸ	31%	\$54,553.13			\$0.00	\$0.00				CARAHSOFT
5 5	HZ7ENN1K3GSSSF SEL: HZ7ENN1K3PSSSF SEL:		\$213,444.00 \$254.100.00	K K	31% 31%	\$147,276.36	\$0.00 \$0.00		\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5		: HZ7-ENN-1K-G-SSS-F	\$80,850.00		31%	\$175,329.00 \$55,786.50			\$0.00 \$0.00	\$0.00				CARAHSOFT
5	HZ7ENN1KPSSSF SEL:		\$96,250.00	K	31%	\$66,412.50				\$0.00				CARAHSOFT
5	HZ7ENN2003GSSSF SEL: HZ7ENN2003PSSSF SEL:		\$42,688.80 \$50,820.00	K K	31% 31%	\$29,455.27 \$35,065,80	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	HZ7ENN200GSSSF SEL:	: HZ7-ENN-200-G-SSS-F	\$16,170.00	K	31%	\$11,157.30	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	HZ7ENN200PSSSF SEL: HZ7ENN203GSSSF SEL:	: HZ7-ENN-200-P-SSS-F : HZ7-ENN-20-3G-SSS-F	\$19,250.00 \$4,268.88	K K	31% 31%	\$13,282.50 \$2,945.53				\$0.00 \$0.00				CARAHSOFT CARAHSOFT
5	HZ7ENN203PSSSF SEL:	: HZ7-ENN-20-3P-SSS-F	\$5,082.00	K	31%	\$3,506.58	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5		: HZ7-ENN-20-G-SSS-F : HZ7-ENN-20-P-SSS-F	\$1,617.00 \$1,925.00	K	31% 31%	\$1,115.73 \$1.328.25	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	HZ7ENN5003GSSSF SEL:	: HZ7-ENN-500-3G-SSS-F	\$106,722.00	ĸ	31%	\$73,638.18	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	HZ7ENN5003PSSSF SEL: HZ7ENN500GSSSF SEL:		\$127,050.00 \$40.425.00	K K	31% 31%	\$87,664.50 \$27,893.25			\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	CARAHSOFT CARAHSOFT
5	HZ7ENN500PSSSF SEL:	: HZ7-ENN-500-P-SSS-F	\$48,125.00	ĸ	31%	\$33,206.25	\$0.00		\$0.00	\$0.00		\$0.00	\$0.00	CARAHSOFT
5 5		: ST6-RB-25VM-F : ST6-RBAD-25-F	\$13,750.00 \$22,000.00	K	31% 31%	\$9,487.50 \$15,180.00			\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CARAHSOFT CARAHSOFT
5	ST6RBADV25UGF SEL:	: ST6-RB-ADV-25-UG-F	\$9,075.00	ĸ	31%	\$6,261.75	\$0.00	0 \$0.00		\$0.00	\$0.00		\$0.00	CARAHSOFT
5		: V-OMS-PLL-D-F	\$77.00	K	31%	\$53.13	\$0.00		\$0.00	\$0.00				CARAHSOFT
5		: V-OMS-PLL-U-F : V-PS-SUPP-INC-F	\$154.00 \$1.100.00	K K	31% 31%	\$106.26 \$759.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5		: VR6-OADVC-F	\$3,025.00	K	31%	\$2,087.25			\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	VR6OSTCOADVCUGFSEL: VR6OSTDCOADVCU(SEL:		\$1,815.00 \$2,420.00		31% 31%	\$1,252.35 \$1,669.80				\$0.00 \$0.00				CARAHSOFT CARAHSOFT
5	VR7LIS4CADVUGF SEL:	: VR7-LIS4C-ADV-UG-F	\$5,742.00	K	31%	\$3,961.98	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	VR7LIS4CENTUGF SEL:		\$7,557.00 \$2,717.00		31% 31%	\$5,214.33 \$1,874.73				\$0.00 \$0.00				CARAHSOFT CARAHSOFT
5	VR7LIS4OADVUGF SEL:	: VR7-LIS4O-ADV-UG-F	\$1,507.00	ĸ	31%	\$1,039.83	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	VR7LIS40ENTUGF SEL:		\$3,322.00 \$3,012.90	K	31% 31%	\$2,292.18 \$2,078.90				\$0.00 \$0.00				CARAHSOFT CARAHSOFT
5	VR7OADVADVUGFPFSEL:	: VR7-OADV-ADV-UG-FPRO	\$5,098.50	ĸ	31%	\$3,517.97	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	VR70ADVCADVUGF SEL: VR70ADVCENTUGF SEL:		\$4,229.50 \$6,044.50	K	31% 31%	\$2,918.36 \$4,170.71				\$0.00 \$0.00				CARAHSOFT CARAHSOFT
5	VR70ADVCSTDUGF SEL:	: VR7-OADVC-STD-UG-F	\$1,204.50		31%	\$831.11	\$0.00	0 \$0.00		\$0.00		\$0.00	\$0.00	CARAHSOFT
5 5	VR70ADVENTUGFPRSEL:		\$792.00 \$561.00	K K	31% 31%	\$546.48 \$387.09			\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	VR70ENTADVUGFPRSEL:	. 111 0/12/ 0/12 00 1 1 1 10	\$5,324.00		31%	\$387.09 \$3,673.56				\$0.00				CARAHSOFT CARAHSOFT

The column   The						1	IVP LEVEL 1								
Company	BAND	SKU	DESCRIPTION				NVP LEVEL 1 NET PRICE				BASIC MNT LP	TO PS W/MC		RENEWAL	THIRD PARTY PRODUCT PARTNER
Company					K K										
1		VR70ISTSTDUGFPR(S	SEL: VR7-OIST-STD-UG-FPRO	\$1,584.00		31%	\$1,092.96							\$0.00	CARAHSOFT
March   Marc	5				K										
1	5				K										
Contract	5	VR7OSTDCENTUGPFS	SEL: VR7-OSTDC-ENT-UG-FPRO	\$5,769.50	K	31%	\$3,980.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
Committee   Comm	5				K										
Marie Content	5	VR7OSTDOENTUGPFS	SEL: VR7-OSTDO-ENT-UG-FPRO	\$4,196.50	ĸ	31%	\$2,895.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
Marganger   Marg	5 5				K K										
Control   Cont	5	VRLIS40253GSSSF S	SEL: VR-LIS4O-25-3G-SSS-F	\$3,049.20	K	31%	\$2,103.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
No. of Control   Control	5 5	VRLIS40253PSSSF S VR-I IS40-25-F	SEL: VR-LIS40-25-3P-SSS-F SFI : VR-I IS40-25-F		K K										
Section   Company   Comp	5	VRLIS4025GSSSF S	SEL: VR-LIS40-25-G-SSS-F	\$1,155.00	К		\$796.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
Control   Cont	5 5				K K										
1		VR-NI-ANX10-F	SEL: VR-NI-ANX10-F	\$275.00	K	31%	\$189.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
1	5				K K										
No.   No.					K										
CARPACTOR   CARP	5				K K										
Control	5	WS-PLAY-SUP-5PAK S	SEL: WS-PLAY-SUP-5PAK	\$134.00	K	31%	\$92.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		
Company	5				K K										
Section   Company   Comp	5	CEADN-BRNZ S	SEL Cloudera Analytic Brnz Node (10 min)		K			\$0.00	\$0.00	\$0.00	\$0.00			\$0.00	CLOUDERA
Company	5				K K										
Company	5	CEBC-GOLD-I	SEL Cloudera Basic Gold TB (100 min)		K										
CICHA-SIGN   SECURITY   COLUMN   COLU	5				K K										
CECHNOLOGY   Common Plant Fig Brow Level (Climent)   SS-SM-66   K   31 hr   SS-SM-66   K   SS-SM-66   K   SS-SM-66   K   SS-SM-66   K	5				K										
Company	5				K										
CECHN-COLD   ED. Louises EPIN-Cold II FLO Cold II FL	5	CEDEN-GOLD S	SEL Cloudera Data Eng Gold Node (10 min)	\$4,923.08	K			\$0.00	\$0.00					\$0.00	CLOUDERA
S. CICHA-COLD   SEL CLAMBER (TIPM AGE)   152,077 8   K   31%   154,075 1   10.00   1	-				K										
CECCO-GRIVE   CECCO-GRIVE					K										
6 CECOLO-CALL  5 CECO					K K										
CCCCCH-COLD.   SCC.   CCCCCH-COLD.   SCC.   CCCCC-CCCC-CCCC-CCCC-CCC-CCC-CCC-CCC-	-	CEODC-GOLD S	SEL Cloudera Operatnl Gold TB (100 min)	\$738.46	K			\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CLOUDERA
64-11-3-02  Stanew W Many PMAN (Dath Oldsome)   44-11-3-02  Stanew W Many PMAN (Dath Oldsome)   42-02  Stanew W Many PMAN (Dath Oldsome)   42-02  Stanew W Many PMAN (Dath Oldsome)   42-02  Stanew W Many PMAN (Dath Oldsome)   42-02  Stanew W Many PMAN (Dath Oldsome)   42-02  Stanew W Many PMAN (Dath Oldsom					K										
469-113-006   Source W. M. Source W. M. Source W. M. Source W. M. Source W. M. Source W. M. Source W. M. Source W. M. Source W. Source W. M. Sourc	5				K										
6   46-11-3-106   Sauze WA Sevich Reputal 2-5-6-9-90   \$1,455.00					K										
\$ 48-113-00 Sexus MS	5				K										
469-113-096   Secure WM Service Reprehated 10000-#80   Secure WM Service Reprehated 1000-#80   Secure WM Service Reprehated	5				K										
5   45-11-1999   Secure WM SVM for (PSD IMP per VMHS   \$30.00   \$1.00   \$1.00   \$0.00   \$0.00   \$1.00   \$0.00   \$1.00   \$0.00   \$1.00   \$0.00   \$1.00   \$0.00   \$0.00   \$1.00   \$0.0	5				K										
6 469-11-101 Secure VM KMIP Clear Perpetual-IA 6 400-11-11 Secure VM KMIP Clear Perpetual-IA 6 400-11-11 Secure VM Company VM Compan	5	456-113-099	Secure VM SVM for CPSD HW per VM=IB	\$500.00	ĸ	31%	\$345.00	\$125.00	\$115.00	\$0.00	\$0.00	\$0.00	\$0.00	\$115.00	CLOUDLINK
\$ 459-119-115 Secure VM 6-0 Per plandwis-119 \$1.00 K \$11% \$2.00 S \$0.00	5 5				K										
5 495-113-223 Sorum VM Servim M SPalms Sub-100-499-IB \$42.00 K 31% \$33.81 \$0.00 \$0.0	5	456-113-115	Secure VM 6.0 Perp 10 VM HCP Bundle=IB	\$1.00	ĸ	31%	\$0.69	\$3,562.50	\$3,277.50	\$0.00	\$0.00	\$0.00	\$0.00	\$3,277.50	CLOUDLINK
5   496-113-223   Secure VM Securé M PSPURS Sub 500-099mB   \$42.00 K 31% \$22.98 \$0.00 \$0	-				K K										
5   458-001-000   Soure M SevM Perpetual   Sour M SevM For CPU MF Perpetual   Sour M	5	456-113-223	Secure VM SecVM PSPlus Sub 500-999=IB	\$42.00	K	31%	\$28.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CLOUDLINK
5 458-007-880 Secure VMS Secure V					K K										
5 458-002-012 Secure VM SerVM	-	458-001-880	Secure VM SecVM for CPD HW Perpetual		K			\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CLOUDLINK
S					K K										
5 DBM/MCD-020 SEL Migrate NAS-to-lation Initials 50 S42,348.00 K 31% \$23,220.12 \$0.00 \$0.0	5				K										
S		DBMI-MCD-020	SEL Migrate NAS-to-Isilon Initial 50	\$42,348.00	K	31%	\$29,220.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DATA DOBI
5 DBM/NYX-MCD-021 SEL Migrate MAS-to-NYXI/Unity Add 110 \$6,489.00 K 31% \$4,477.41 \$9.00 \$0	5	DBMI-MCD-021 S	SEL Migrate NAS-to-Isilon Addl 10		K										
February   February	5	DBMVNX-MCD-020 S	SEL Migrate NAS-to-VNX/Unity Initial 50 SEL Migrate NAS-to-VNX/Unity Addl 10		K										
For   Finder   Finder   Finder   For   Finder   For   Finder   For   Finder   For   For   Finder   For   F	5				K										
FEB-1000-MR-E   SEL SINGLE-PORT 16GB FC PCI EXPRESS - G6	5				ĸ										
FEB 1002-MINE-   SEL LDIAL-PORT 16GB FC PCI EXPRESS - G6   \$2,199.00   K   \$11,000.00   \$0.0	5				K										
5 A-HDF-AGT-10K-17 SEL HDF Edge Agent Sub- 100 Agents \$2,000,000.00 K 31% \$13,800.000 \$0.0	5	LPE31002-M6-E	SEL DUAL-PORT 16GB FC PCI EXPRESS - G6	\$2,199.00	K	31%	\$1,517.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMULEX
5 A-HDF-AGT-1K-17 SEL HDF Edge Agent Sub- 1000 Agents \$500,000.0 K 31% \$445,000.0 \$0.0 \$0.00 \$0.	-	A-HDF-AGT-100-1Y	SEL HDF Edge Agent Sub- 100 Agents	\$100,000.00	K	31%	\$69,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		
5 A-HDF-EDG-10-17 SEL HDF Edge Brich Office Sub - 10 Nodes \$100,000,00 K 31% \$9,000,00 \$0.	5	A-HDF-AGT-1K-1Y	SEL HDF Edge Agent Sub- 1000 Agents	\$500,000.00	K	31%	\$345,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	HORTONWORKS
5 A-HDF-EDG-1Y SEL HDF Edge Brach (710 Devices \$300,000.00 K 31% \$207,000.00 \$					K										
5 A-HDF-ERM-1Y Sel HDF fund Mngl- 16 Cores \$72,000.00 K 31% \$49,680.00 \$	5	A-HDF-EDG-1Y	SEL HWX DataFlow Edge Pack 100 Devices	\$300,000.00	K	31%	\$207,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	HORTONWORKS
5 A-HDF-EMS-1Y Sel HDF MNGT Services 1 Cluster \$20,000.00 K 31% \$13,800.00 \$0.					K										
5 A-HDP-EPT-1Y SEL HDP Ent. 4 Nodes or 50TB Raw Stor \$16,000.00 K 31% \$11,040.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 HORTONWORKS 5 A-HDP-EPL-1Y SEL HDP Ent. 4 Nodes or 50TB Raw Stor \$28,800.00 K 31% \$19,872.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 HORTONWORKS 5 A-HDP-SCH-1Y SEL Sols Search \$8,000.00 K 31% \$3,200.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 HORTONWORKS 5 A-HDP-SCH-1Y SEL Sols Search \$8,000.00 K 31% \$5,520.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 HORTONWORKS	5	A-HDF-EMS-1Y	Sel HDF MNGT Services 1 Cluster	\$20,000.00	K	31%	\$13,800.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	HORTONWORKS
5 A-HDP-EPL-1Y SEL HDP Ent.+ 4 Nodes or 50TB Raw Stor \$28,800.00 K 31% \$19,872.00 \$0					K										
5 A-HDP-SCH-1Y SEL Soir Search \$8,000.00 K 31% \$5,520.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00	5	A-HDP-EPL-1Y	SEL HDP Ent.+ 4 Nodes or 50TB Raw Stor	\$28,800.00	ĸ	31%	\$19,872.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	HORTONWORKS
	5 5				K K										
	5				ĸ										

					N	IVP LEVEL 1								
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5		SEL HWX Connect Flx Crdts - 12 Credits SEL HWX Connect Flex Plan 1Y	\$8,615.00 \$23,077.00	K K	31% 31%	\$5,944.35 \$15,923.13	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			HORTONWORKS HORTONWORKS
5 5		SEL HWA Connect Flex Flan 11 SEL HDF Edge Agent Sub- 100 Agents	\$92,308.00	K	31%	\$63,692.52	\$0.00		\$0.00	\$0.00	\$0.00			HORTONWORKS
5 5		SEL HDF Edge Agent Sub- 10,000 Agents SEL HDF Edge Agent Sub- 1000 Agents	\$1,846,154.00 \$461,538.00	K	31% 31%	\$1,273,846.26 \$318,461.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			HORTONWORKS HORTONWORKS
5	E-HDF-DIM-1Y	Sel HDF Data in Motion Bundle	\$646,154.00	K	31%	\$445,846.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	HORTONWORKS
5 5	E-HDF-EDG-10-1Y E-HDF-EDG-1Y	SEL HDF Edge Brnch Office Sub - 10 Nodes SEL HWX DataFlow Edge Pack 100 Devices	\$92,308.00 \$276.923.00	K	31% 31%	\$63,692.52 \$191,076.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			HORTONWORKS HORTONWORKS
5	E-HDF-EDG-25-1Y	SEL HDF Edge Brnch Office Sub - 25 Nodes	\$138,462.00	K	31%	\$95,538.78	\$0.00		\$0.00	\$0.00	\$0.00			HORTONWORKS
5		Sel HDF Ent Flow Mngt- 16 Cores	\$66,462.00	K K	31% 31%	\$45,858.78	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00			HORTONWORKS HORTONWORKS
5 5	E-HDF-ESP-1Y	Sel HDF MNGT Services 1 Cluster Sel HDF Stream Processing 4 Nodes	\$18,462.00 \$33,231.00	ĸ	31%	\$12,738.78 \$22,929.39	\$0.00 \$0.00		\$0.00	\$0.00	\$0.00 \$0.00			HORTONWORKS
5	E-HDP-ENT-1Y F-HDP-EPI -1Y	SEL HDP Ent. 4 Nodes or 50TB Raw Stor	\$14,769.00	K	31%	\$10,190.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			HORTONWORKS
5 5	E-HDP-EPL-1Y E-HDP-JSS-6M	SEL HDP Ent.+ 4 Nodes or 50TB Raw Stor SEL HDP Jumpstart Sub. 200TB- 6M sub.	\$26,585.00 \$46,154.00	K K	31% 31%	\$18,343.65 \$31,846.26	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			HORTONWORKS HORTONWORKS
5	E-HDP-SCH-1Y	SEL Solr Search	\$7,385.00	K	31%	\$5,095.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			HORTONWORKS
5 5		SEL Flx Sprt Contact - 1 yr - Required SEL HWX Connect Flx Crdts - 12 Credits	\$18,462.00 \$10.338.00	K K	31% 31%	\$12,738.78 \$7,133.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			HORTONWORKS HORTONWORKS
5	E-HWC-FLXPLN-1Y	SEL HWX Connect Flex Plan 1Y	\$27,692.00	K	31%	\$19,107.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	HORTONWORKS
5 5		SEL HDF Edge Agent Sub- 100 Agents SEL HDF Edge Agent Sub- 10,000 Agents	\$76,923.00 \$1,538,462.00	K K	31% 31%	\$53,076.87 \$1,061,538.78	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			HORTONWORKS HORTONWORKS
5	HDF-AGT-1K-1Y	SEL HDF Edge Agent Sub- 1000 Agents	\$384,615.00	K	31%	\$265,384.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	HORTONWORKS
5 5	HDF-DIM-1Y HDF-EDG-10-1Y	Sel HDF Data in Motion Bundle SEL HDF Edge Brnch Office Sub - 10 Nodes	\$538,462.00 \$76,923.00	K	31% 31%	\$371,538.78 \$53,076.87	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			HORTONWORKS HORTONWORKS
5	HDF-EDG-1Y	SEL HWX DataFlow Edge Pack 100 Devices	\$230,769.00	ĸ	31%	\$159,230.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	HORTONWORKS
5 5	HDF-EDG-25-1Y HDF-EFM-1Y	SEL HDF Edge Brnch Office Sub - 25 Nodes Sel HDF Ent Flow Mngt- 16 Cores	\$115,385.00 \$55,385.00	K K	31% 31%	\$79,615.65 \$38,215.65	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			HORTONWORKS HORTONWORKS
5	HDF-EMS-1Y	Sel HDF MNGT Services 1 Cluster	\$15,385.00	K	31%	\$10,615.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			HORTONWORKS
5 5	HDF-ESP-1Y HDP-ENT-1Y	Sel HDF Stream Processing 4 Nodes SEL HDP Ent. 4 Nodes or 50TB Raw Stor	\$27,692.00	K	31% 31%	\$19,107.48 \$8.492.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			HORTONWORKS HORTONWORKS
5	HDP-EN1-11	SEL HDP Ent. 4 Nodes of 50TB Raw Stor	\$12,308.00 \$22,154.00	K	31%	\$15,286.26	\$0.00		\$0.00	\$0.00	\$0.00			HORTONWORKS
5	HDP-JSS-6M	SEL HDP Jumpstart Sub. 200TB- 6M sub.	\$46,154.00	K	31%	\$31,846.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		HORTONWORKS
5 5	HDP-SCH-1Y HWC-FLEX-CNT-1Y	SEL Solr Search SEL Flx Sprt Contact - 1 yr - Required	\$6,154.00 \$15.385.00	K K	31% 31%	\$4,246.26 \$10,615.65	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			HORTONWORKS HORTONWORKS
5	HWC-FLEXCREDITS	SEL HWX Connect Flx Crdts - 12 Credits	\$8,615.00	K	31%	\$5,944.35	\$0.00		\$0.00	\$0.00	\$0.00			HORTONWORKS
5 5		SEL HWX Connect Flex Plan 1Y SEL Catalog/Data Mgmt Starter for ENT	\$23,077.00 \$38,461.54	K K	31% 31%	\$15,923.13 \$26,538.46	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			HORTONWORKS INDEX ENGINES
5	1YR-MM-BUNDLE	SEL Catalog/Data Mgmt Starter for MM	\$15,384.62	ĸ	31%	\$10,615.39	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5 5	30DAY-CC-PROMO	SEL IE Workshop 30 Day Single Server	\$0.00 \$15,385.00	K	31% 31%	\$0.00 \$10,615.65	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			INDEX ENGINES INDEX ENGINES
5	ADU-1YR-00000001	SEL 1YR 1-9 ADMIN USER LOGIN	\$2,307.69	ĸ	31%	\$1,592.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5		SEL 1YR 10-99 ADMIN USER LOGIN	\$1,923.08	K	31%	\$1,326.93	\$0.00		\$0.00	\$0.00	\$0.00			INDEX ENGINES
5 5		SEL 3YR 1-9 ADMIN USER LOGIN SEL 3YR 10-99 ADMIN USER LOGIN	\$6,230.77 \$5,192.31	K	31% 31%	\$4,299.23 \$3,582.69	\$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 5YR 1-9 ADMIN USER LOGIN	\$9,230.77	K	31%	\$6,369.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			INDEX ENGINES
5 5		SEL 5YR 10-99 ADMIN USER LOGIN SEL 1YR 25-49TB FILE METADATA INDEX	\$7,692.31 \$769.23	K K	31% 31%	\$5,307.69 \$530.77	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			INDEX ENGINES INDEX ENGINES
5		SEL 1YR 50-99TB FILE METADATA INDEX	\$634.62	K	31%	\$437.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			INDEX ENGINES
5 5		SEL 1YR 100-249TB FILE METADATA INDEX SEL 1YR 250-499TB FILE METADATA INDEX	\$519.23 \$384.62	K K	31% 31%	\$358.27 \$265.39	\$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 1YR 500-999TB FILE METADATA INDEX	\$326.92	K	31%	\$225.57	\$0.00		\$0.00	\$0.00	\$0.00			INDEX ENGINES
5 5		SEL 1YR 1000-1999TB FILE METADATA INDE SEL 3YR 25-49TB FILE METADATA INDEX	\$269.23 \$2,076.92	K K	31% 31%	\$185.77 \$1,433.07	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			INDEX ENGINES INDEX ENGINES
5	FMI-3YR-00000050	SEL 3YR 50-99TB FILE METADATA INDEX	\$1,713.46	K	31%	\$1,182.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5 5		SEL 3YR 100-249TB FILE METADATA INDEX SEL 3YR 250-499TB FILE METADATA INDEX	\$1,401.92 \$1,038.46	K K	31% 31%	\$967.32 \$716.54	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			INDEX ENGINES INDEX ENGINES
5	FMI-3YR-00000500	SEL 3YR 500-999TB FILE METADATA INDEX	\$882.69	ĸ	31%	\$609.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5		SEL 3YR 1000-1999TB FILE METADATA INDE SEL 5YR 25-49TB FILE METADATA INDEX	\$726.92 \$3,076.92	K	31% 31%	\$501.57 \$2.123.07	\$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 5YR 50-99TB FILE METADATA INDEX	\$2,538.46	ĸ	31%	\$1,751.54	\$0.00		\$0.00	\$0.00	\$0.00			INDEX ENGINES
5 5		SEL 5YR 100-249TB FILE METADATA INDEX SEL 5YR 250-499TB FILE METADATA INDEX	\$2,076.92 \$1,538.46	K K	31% 31%	\$1,433.07 \$1,061.54	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			INDEX ENGINES INDEX ENGINES
5		SEL 5YR 500-999TB FILE METADATA INDEX	\$1,307.69	K	31%	\$902.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			INDEX ENGINES
5 5		SEL 5YR 1000-1999TB FILE METADATA INDE SEL 1YR 1000-1999 TAPE CATALOG INGEST	\$1,076.92 \$12.08	K	31% 31%	\$743.07 \$8.34	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			INDEX ENGINES INDEX ENGINES
5	TCI-1YR-00002000	SEL 1YR 2000-4999 TAPE CATALOG INGEST	\$9.77	K	31%	\$6.74	\$0.00		\$0.00	\$0.00	\$0.00			INDEX ENGINES
5	TCI-1YR-00005000	SEL 1YR 5000-9999 TAPE CATALOG INGEST	\$7.46	K	31%	\$5.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5 5		SEL 1YR 10000-19999 TAPE CATALOG INGES SEL 1YR 20000-49999 TAPE CATALOG INGES	\$6.08 \$4.92	K K	31% 31%	\$4.20 \$3.39	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			INDEX ENGINES INDEX ENGINES
5	TCI-1YR-00050000	SEL 1YR 50000-99999 TAPE CATALOG INGES	\$3.77	K	31%	\$2.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5		SEL 3YR 1000-1999 TAPE CATALOG INGEST SEL 3YR 2000-4999 TAPE CATALOG INGEST	\$24.15 \$19.54	K K	31% 31%	\$16.66 \$13.48	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			INDEX ENGINES INDEX ENGINES
5	TCI-3YR-00005000	SEL 3YR 5000-9999 TAPE CATALOG INGEST	\$14.92	K	31%	\$10.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5 5		SEL 3YR 10000-19999 TAPE CATALOG INGES SEL 3YR 20000-49999 TAPE CATALOG INGES	\$12.15 \$9.85	K	31% 31%	\$8.38 \$6.80	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			INDEX ENGINES INDEX ENGINES
5	TCI-3YR-00050000	SEL 3YR 50000-99999 TAPE CATALOG INGES	\$7.54	ĸ	31%	\$5.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5		SEL 5YR 1000-1999 TAPE CATALOG INGEST SEL 5YR 2000-4999 TAPE CATALOG INGEST	\$36.23 \$29.31	K	31% 31%	\$25.00 \$20.22	\$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			INDEX ENGINES
5	TCI-5YR-00005000	SEL 5YR 5000-9999 TAPE CATALOG INGEST	\$29.31	K	31%	\$20.22 \$15.44	\$0.00 \$0.00		\$0.00	\$0.00	\$0.00		\$0.00	INDEX ENGINES INDEX ENGINES
5	TCI-5YR-00010000	SEL 5YR 10000-19999 TAPE CATALOG INGES	\$18.23	K	31%	\$12.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			INDEX ENGINES
5 5		SEL 5YR 20000-49999 TAPE CATALOG INGES SEL 5YR 50000-99999 TAPE CATALOG INGES	\$14.77 \$11.31	K K	31% 31%	\$10.19 \$7.80	\$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	TCR-1YR-00000010	SEL 1YR 10-49 TAPE CATALOG REBUILD	\$96.15	K	31%	\$66.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5 5		SEL 1YR 50-99 TAPE CATALOG REBUILD SEL 1YR 100-249 TAPE CATALOG REBUILD	\$62.54 \$48.08	K K	31% 31%	\$43.15 \$33.18	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			INDEX ENGINES INDEX ENGINES
5	TCR-1YR-00000250	SEL 1YR 250-499 TAPE CATALOG REBUILD	\$38.46	ĸ	31%	\$26.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5 5		SEL 1YR 500-999 TAPE CATALOG REBUILD SEL 1YR 1000-1999 TAPE CATALOG REBUILD	\$33.69 \$24.15	K	31% 31%	\$23.25 \$16.66	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			INDEX ENGINES INDEX ENGINES
5	TCR-1YR-00002000	SEL 1YR 2000-4999 TAPE CATALOG REBUILD	\$24.15 \$19.54	K	31%	\$16.66 \$13.48	\$0.00		\$0.00	\$0.00	\$0.00			INDEX ENGINES INDEX ENGINES
5 5		SEL 1YR 5000-9999 TAPE CATALOG REBUILD SEL 1YR 10000-24999 TAPE CATALOG REBUI	\$14.92 \$12.15	K	31% 31%	\$10.29	\$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00			INDEX ENGINES INDEX ENGINES
5	TCR-1YR-00025000	SEL 1YR 25000-49999 TAPE CATALOG REBUI	\$12.15 \$9.23	K K	31%	\$8.38 \$6.37	\$0.00 \$0.00		\$0.00		\$0.00 \$0.00			INDEX ENGINES INDEX ENGINES
5		SEL 3YR 10-49 TAPE CATALOG REBUILD	\$144.23	K	31%	\$99.52	\$0.00		\$0.00	\$0.00	\$0.00		\$0.00	INDEX ENGINES

					N	VP LEVEL 1								
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5		SEL 3YR 50-99 TAPE CATALOG REBUILD SEL 3YR 100-249 TAPE CATALOG REBUILD	\$93.81 \$72.12	K K	31% 31%	\$64.73 \$49.76		\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00			INDEX ENGINES INDEX ENGINES
5	TCR-3YR-00000250	SEL 3YR 250-499 TAPE CATALOG REBUILD	\$57.69	K	31%	\$39.81	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5 5		SEL 3YR 500-999 TAPE CATALOG REBUILD SEL 3YR 1000-1999 TAPE CATALOG REBUILD	\$50.54 \$36.23	K	31% 31%	\$34.87 \$25.00	\$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	TCR-3YR-00002000	SEL 3YR 2000-4999 TAPE CATALOG REBUILD	\$29.31	K	31%	\$20.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5 5		SEL 3YR 5000-9999 TAPE CATALOG REBUILD SEL 3YR 10000-24999 TAPE CATALOG REBUI	\$22.38 \$18.23	K	31% 31%	\$15.44 \$12.58	\$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 3YR 25000-24999 TAPE CATALOG REBUI	\$13.85	K	31%	\$9.56	\$0.00		\$0.00	\$0.00	\$0.00			INDEX ENGINES
5 5		SEL 5YR 10-49 TAPE CATALOG REBUILD	\$192.31	K K	31% 31%	\$132.69 \$86.31	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00			INDEX ENGINES INDEX ENGINES
5		SEL 5YR 50-99 TAPE CATALOG REBUILD SEL 5YR 100-249 TAPE CATALOG REBUILD	\$125.08 \$96.15	K	31%	\$66.34	\$0.00 \$0.00		\$0.00	\$0.00	\$0.00 \$0.00			INDEX ENGINES
5		SEL 5YR 250-499 TAPE CATALOG REBUILD	\$76.92	K	31%	\$53.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			INDEX ENGINES
5 5		SEL 5YR 500-999 TAPE CATALOG REBUILD SEL 5YR 1000-1999 TAPE CATALOG REBUILD	\$67.38 \$48.31	K K	31% 31%	\$46.49 \$33.33	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			INDEX ENGINES INDEX ENGINES
5	TCR-5YR-00002000	SEL 5YR 2000-4999 TAPE CATALOG REBUILD	\$39.08	K	31%	\$26.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			INDEX ENGINES
5 5		SEL 5YR 5000-9999 TAPE CATALOG REBUILD SEL 5YR 10000-24999 TAPE CATALOG REBUI	\$29.85 \$24.31	K K	31% 31%	\$20.60 \$16.77	\$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	TCR-5YR-00025000	SEL 5YR 25000-49999 TAPE CATALOG REBUI	\$18.46	K	31%	\$12.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5 5		SEL 1YR 10-49 TAPE METADATA INDEX SEL 1YR 50-99 TAPE METADATA INDEX	\$384.62 \$250.00	K	31% 31%	\$265.39 \$172.50	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			INDEX ENGINES INDEX ENGINES
5	TMI-1YR-00000100	SEL 1YR 100-249 TAPE METADATA INDEX	\$192.31	ĸ	31%	\$132.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5 5		SEL 1YR 250-499 TAPE METADATA INDEX SEL 1YR 500-999 TAPE METADATA INDEX	\$146.15 \$119.23	K	31% 31%	\$100.84 \$82.27	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			INDEX ENGINES INDEX ENGINES
5		SEL 1YR 1000-1999 TAPE METADATA INDEX	\$96.62	K	31%	\$66.67	\$0.00		\$0.00	\$0.00	\$0.00			INDEX ENGINES
5 5		SEL 1YR 2000-4999 TAPE METADATA INDEX SEL 1YR 5000-9999 TAPE METADATA INDEX	\$78.15 \$59.69	K K	31% 31%	\$53.92 \$41.19	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			INDEX ENGINES INDEX ENGINES
5		SEL 3YR 10-49 TAPE METADATA INDEX	\$500.00	K	31%	\$345.00		\$0.00	\$0.00	\$0.00	\$0.00			INDEX ENGINES
5		SEL 3YR 50-99 TAPE METADATA INDEX	\$325.00	K	31%	\$224.25	\$0.00		\$0.00	\$0.00	\$0.00			INDEX ENGINES
5 5		SEL 3YR 100-249 TAPE METADATA INDEX SEL 3YR 250-499 TAPE METADATA INDEX	\$250.00 \$190.00	K K	31% 31%	\$172.50 \$131.10	\$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	TMI-3YR-00000500	SEL 3YR 500-999 TAPE METADATA INDEX	\$155.00	K	31%	\$106.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5 5		SEL 3YR 1000-1999 TAPE METADATA INDEX SEL 3YR 2000-4999 TAPE METADATA INDEX	\$125.60 \$101.60	K K	31% 31%	\$86.66 \$70.10	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			INDEX ENGINES INDEX ENGINES
5	TMI-3YR-00005000	SEL 3YR 5000-9999 TAPE METADATA INDEX	\$77.60	ĸ	31%	\$53.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5 5		SEL 5YR 10-49 TAPE METADATA INDEX SEL 5YR 50-99 TAPE METADATA INDEX	\$596.15 \$387.50	K K	31% 31%	\$411.34 \$267.38	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			INDEX ENGINES INDEX ENGINES
5		SEL 5YR 100-249 TAPE METADATA INDEX	\$298.08	K	31%	\$205.68	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			INDEX ENGINES
5		SEL 5YR 250-499 TAPE METADATA INDEX SEL 5YR 500-999 TAPE METADATA INDEX	\$226.54 \$184.81	K	31% 31%	\$156.31 \$127.52	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			INDEX ENGINES INDEX ENGINES
5		SEL 5YR 1000-1999 TAPE METADATA INDEX	\$149.75	K	31%	\$103.33	\$0.00		\$0.00	\$0.00				INDEX ENGINES
5	TMI-5YR-00002000	SEL 5YR 2000-4999 TAPE METADATA INDEX	\$121.14	K	31%	\$83.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5 5	TMI-5YR-00005000 IOM-SW1Y-0-10	SEL 5YR 5000-9999 TAPE METADATA INDEX SEL IOMART SW 1Y 0-10	\$92.52 \$538.00	K K	31% 31%	\$63.84 \$371.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			INDEX ENGINES IOMART
5	IOM-SW1Y-1001+	SEL IOMART SW 1Y 1001+	\$183.00	K	31%	\$126.27	\$0.00		\$0.00	\$0.00	\$0.00			IOMART
5 5	IOM-SW1Y-11-50 IOM-SW1Y-151-250	SEL IOMART SW 1Y 11-50 SEL IOMART SW 1Y 151-250	\$431.00 \$323.00	K K	31% 31%	\$297.39 \$222.87	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				IOMART
5	IOM-SW1Y-251-400	SEL IOMART SW 1Y 251-400	\$269.00	K	31%	\$185.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	IOMART
5 5		SEL IOMART SW 1Y 401-600 SEL IOMART SW 1Y 51-150	\$215.00 \$377.00	K	31% 31%	\$148.35 \$260.13	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			IOMART
5	IOM-SW1Y-601-1K	SEL IOMART SW 1Y 601-1000	\$194.00	K	31%	\$133.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	IOMART
5 5	IOM-SW2Y-0-10 IOM-SW2Y-1001+	SEL IOMART SW 2Y 0-10 SEL IOMART SW 2Y 1001+	\$915.00 \$311.00	K K	31% 31%	\$631.35 \$214.59	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			IOMART IOMART
5	IOM-SW2Y-11-50	SEL IOMART SW 2Y 11-50	\$732.00	ĸ	31%	\$505.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	IOMART
5 5		SEL IOMART SW 2Y 151-250 SEL IOMART SW 2Y 251-400	\$549.00 \$458.00	K K	31% 31%	\$378.81 \$316.02	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			IOMART IOMART
5		SEL IOMART SW 2Y 401-600	\$366.00	K	31%	\$252.54	\$0.00		\$0.00	\$0.00				IOMART
5		SEL IOMART SW 2Y 51-150 SEL IOMART SW 2Y 601-1000	\$641.00	K	31% 31%	\$442.29 \$227.70	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			IOMART IOMART
5	IOM-SW3Y-0-10	SEL IOMART SW 3Y 0-1000 SEL IOMART SW 3Y 0-10	\$330.00 \$1,292.00	K	31%	\$891.48	\$0.00		\$0.00	\$0.00	\$0.00			IOMART
5	IOM-SW3Y-1001+ IOM-SW3Y-11-50	SEL IOMART SW 3Y 1001+ SEL IOMART SW 3Y 11-50	\$439.00 \$1,034.00	K	31% 31%	\$302.91 \$713.46	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				IOMART IOMART
5 5		SEL IOMART SW 31 11-50 SEL IOMART SW 32 151-250	\$775.00	K	31%	\$713.46 \$534.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			IOMART
5		SEL IOMART SW 3Y 251-400	\$646.00	K	31%	\$445.74	\$0.00		\$0.00	\$0.00	\$0.00			IOMART
5 5		SEL IOMART SW 3Y 401-600 SEL IOMART SW 3Y 51-150	\$517.00 \$905.00	K K	31% 31%	\$356.73 \$624.45	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			IOMART IOMART
5	IOM-SW3Y-601-1K	SEL IOMART SW 3Y 601-1000	\$465.00	K	31%	\$320.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	IOMART
5 5	34585 90PCPSQLL1001	STORCENTER IX4-100 6TB SEL PC Perp SQL License 1 Unit	\$1,875.00 \$882.00	K K	31% 31%	\$1,293.75 \$608.58	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			IOMEGA KROLL
5	90PCPSQLL1002	SEL PC Perp SQL License 2-5 Units	\$815.00	K	31%	\$562.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	KROLL
5 5	90PCPSQLL1003 90PCPSQLL1004	SEL PC Perp SQL License 6-10 Units SEL PC Perp SQL License 11-20 Units	\$681.00 \$513.00	K K	31% 31%	\$469.89 \$353.97	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			KROLL KROLL
5	90PCPSQLL1005	SEL PC Perp SQL License 21-35 Units	\$373.00	ĸ	31%	\$257.37	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	KROLL
5 5	90PCPSQLL1006 90PCPSQLL1007	SEL PC Perp SQL License 36-50 Units SEL PC Perp SQL License 51-100 Units	\$301.00 \$196.00	K	31% 31%	\$207.69 \$135.24	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			KROLL KROLL
5	90PCPSQLL1008	SEL PC Perp SQL License 101-200 Units	\$147.00	ĸ	31%	\$101.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	KROLL
5 5	90PCPSQLL1009 90PCPSQLL1010	SEL PC Perp SQL License 201-300 Units SEL PC Perp SQL License 301-400 Units	\$121.00 \$105.00	K	31% 31%	\$83.49 \$72.45	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			KROLL KROLL
5	90PCPSQLL1011	SEL PC Perp SQL License 401-500 Units	\$96.00	K	31% 31%	\$66.24	\$0.00 \$0.00		\$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	K	31%	\$60.03	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			KROLL
5 5	90PCPSQLL1013 90PCPSQLL1014	SEL PC Perp SQL License 601-700 Units SEL PC Perp SQL License 701-800 Units	\$81.00 \$77.00	K K	31% 31%	\$55.89 \$53.13	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			KROLL KROLL
5	90PCPSQLL1015	SEL PC Perp SQL License 801-900 Units	\$71.00	K	31%	\$48.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	KROLL
5 5	90PCPSQLL1016 90PCPSQLL1017	SEL PC Perp SQL License 901-1000 Units SEL PC Perp SQL License 1001+ Units	\$67.00 \$58.00	K K	31% 31%	\$46.23 \$40.02			\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			KROLL KROLL
5	90PCREX1035U	SEL PC Perp EXPP License 11-35 Units	\$691.00	ĸ	31%	\$476.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	KROLL
5 5	90PCREX1U 90PCREX210U	SEL PC Perp EXPP License 1 Unit SEL PC Perp EXPP License 2-10 Units	\$1,797.00 \$1,048.00	ĸ	31% 31%	\$1,239.93 \$723.12	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				KROLL KROLL
5	90PCREX3650U	SEL PC Perp EXPP License 36-50 Units	\$520.00	ĸ	31%	\$358.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	KROLL
5 5	90PCREX51U	SEL PC Perp EXPP License 51+ Units SEL PC Perp SP+RBS Lic 11-35 TBs	\$439.00 \$1,988.00	K K	31% 31%	\$302.91 \$1,371.72	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			KROLL KROLL
5	90PCRSP1URBS	SEL PC Perp SP+RBS Lic 1 TB	\$4,055.00	K	31%	\$2,797.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	KROLL
5	90PCRSP210URBS	SEL PC Perp SP+RBS Lic 2-10 TBs	\$2,839.00	K	31%	\$1,958.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	KROLL

					ı	NVP LEVEL 1								
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5		SEL PC Perp SP+RBS Lic 36-50 TBs SEL PC Perp SP+RBS Lic 51+ TBs	\$1,391.00 \$1,113.00	K K	31% 31%	\$959.79 \$767.97	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			KROLL KROLL
5	90PCRTRIAL M-PRESWCL-001	SEL Kroll PC Trial License PREMIUM SOFTWARE SUPPORT - REFER TO SW MODEL FOR MAINT PRICE	\$0.00 \$99,827.00	K K	31% 31%	\$0.00 \$68,880.63	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			KROLL MAINTENANCE
5 5	M-PRESWCL-S01	PREMIUM SOFTWARE SUPPORT - REFER TO SW MODEL FOR MAINT PRICE  PREMIUM SOFTWARE SUPPORT - SUBSCRIPTION - REFER TO SW MODEL FOR MA	\$99,827.00	K	31%	\$68,880.63	\$0.00			\$0.00	\$0.00			MAINTENANCE
5	M-PS1-SW-CL-001	PROSUPPORT ONE SOFTWARE SUPPORT - REFER TO SW MODEL FOR MAINT PRI	\$99,827.00	K	31%	\$68,880.63	\$0.00			\$0.00	\$0.00			MAINTENANCE
5	M-PS1-SW-CL-S01 M-PS-HW-VSP-001	PROSUPPORT ONE-SW SUBSCRIPTION SUPPORT - REFER TO SW MODEL FOR M/PROSUPPORT W/NBD HARDWARE SUPPORT - REFER TO HW MODEL FOR MAINT F	\$99,827.00 \$99,827.00	K K	31% 31%	\$68,880.63 \$68,880.63	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			MAINTENANCE MAINTENANCE
5	M-PSM-SW-CL-001	PROSUPPORT W/MISSION CRITICAL-SOFTWARE - REFER TO SW MODEL FOR MAIL	\$99,827.00	K	31%	\$68,880.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			MAINTENANCE
5	M-PSM-SW-CL-S01 M-PSM-SW-CL-S02	PROSUPPORT W/MISSION CRITICAL-SW SUBSCRI - REFER TO SW MODEL FOR M/PROSUPPORT W/MISSION CRITICAL-SW SUBSCRI - REFER TO SW MODEL FOR M/PROSUPPORT W/MISSION CRITICAL-SW SUBSCRI - REFER TO SW MODEL FOR M/PROSUPPORT W/MISSION CRITICAL-SW SUBSCRI - REFER TO SW MODEL FOR M/PROSUPPORT W/MISSION CRITICAL-SW SUBSCRI - REFER TO SW MODEL FOR M/PROSUPPORT W/MISSION CRITICAL-SW SUBSCRI - REFER TO SW MODEL FOR M/PROSUPPORT W/MISSION CRITICAL-SW SUBSCRI - REFER TO SW MODEL FOR M/PROSUPPORT W/MISSION CRITICAL-SW SUBSCRI - REFER TO SW MODEL FOR M/PROSUPPORT W/MISSION CRITICAL-SW SUBSCRI - REFER TO SW MODEL FOR M/PROSUPPORT W/MISSION CRITICAL-SW SUBSCRI - REFER TO SW MODEL FOR M/PROSUPPORT W/MISSION CRITICAL-SW SUBSCRI - REFER TO SW MODEL FOR M/PROSUPPORT W/MISSION CRITICAL-SW SUBSCRI - REFER TO SW MODEL FOR M/PROSUPPORT W/MISSION CRITICAL-SW SUBSCRI - REFER TO SW MODEL FOR M/PROSUPPORT W/MISSION CRITICAL-SW SUBSCRI - REFER TO SW MODEL FOR M/PROSUPPORT W/MISSION CRITICAL-SW SUBSCRI - REFER TO SW MODEL FOR M/PROSUPPORT W/MISSION CRITICAL-SW SUBSCRI - REFER TO SW MODEL FOR M/PROSUPPORT W/MISSION CRITICAL-SW SUBSCRI - REFER TO SW MODEL FOR M/PROSUPPORT W/MISSION CRITICAL-SW SUBSCRI - REFER TO SW MODEL FOR M/PROSUPPORT W/MISSION CRITICAL-SW SUBSCRI - REFER TO SW MODEL FOR M/PROSUPPORT W/MISSION CRITICAL-SW SUBSCRI - REFER TO SW MODEL FOR M/PROSUPPORT W/MISSION CRITICAL-SW SUBSCRIP - REFER TO SW MODEL FOR M/PROSUPPORT W/MISSION CRITICAL-SW SUBSCRIP - REFER TO SW MODEL FOR M/PROSUPPORT W/MISSION CRITICAL-SW SUBSCRIP - REFER TO SW MODEL FOR M/PROSUPPORT W/MISSION CRITICAL-SW SUBSCRIP - REFER TO SW MODEL FOR M/PROSUPPORT W/MISSION CRITICAL-SW SUBSCRIP - REFER TO SW MODEL FOR M/PROSUPPORT W/MISSION CRITICAL-SW SUBSCRIP - REFER TO SW MODEL FOR M/PROSUPPORT W/MISSION CRITICAL-SW SUBSCRIP - REFER TO SW MODEL FOR M/PROSUPPORT W/MISSION CRITICAL-SW SUBSCRIP - REFER TO SW MODEL FOR M/PROSUPPORT W/MISSION CRITICAL-SW SUBSCRIP - REFER TO SW MODEL FOR M/PROSUPPORT W/MISSION CRITICAL-SW SUBSCRIP - REFER TO SW M/PROSUPPORT W/MISSION CRITICAL-SW SUB	\$99,827.00 \$99,827.00	K K	31% 31%	\$68,880.63 \$68,880.63	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			MAINTENANCE MAINTENANCE
5	M-PSM-SW-J-002	PROSUPPORT W/MISSION CRITICAL-SOFTWARE - REFER TO SW MODEL FOR MAII	\$99,827.00	K	31%	\$68,880.63	\$0.00			\$0.00	\$0.00			MAINTENANCE
5	M-PSP-SW-CL-001 M-PSP-SW-CL-S01	PROSUPPORT PLUS SOFTWARE SUPPORT - REFER TO SW MODEL FOR MAINT PF PROSUPPORT PLUS-SW SUBSCRIPTION SUPPORT - REFER TO SW MODEL FOR M	\$99,827.00 \$99,827.00	K K	31% 31%	\$68,880.63 \$68,880.63	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			MAINTENANCE MAINTENANCE
5	M-PSP-SW-CL-S02	PROSUPPORT PLUS-SW SUBSCRIPTION SUPPORT - REFER TO SW MODEL FOR M	\$99,827.00	К	31%	\$68,880.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	MAINTENANCE
5 5	M-PSP-SW-J-002 M-PS-SW-J-002	PROSUPPORT PLUS SOFTWARE SUPPORT - REFER TO SW MODEL FOR MAINT PF PROSUPPORT WINBD SOFTWARE SUPPORT - REFER TO SW MODEL FOR MAINT F	\$99,827.00 \$99.827.00	K K	31% 31%	\$68,880.63 \$68.880.63	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			MAINTENANCE MAINTENANCE
5	EMCMAEVAL	SEL 30Day Free Trial of NTP Software M-A	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NTP SOFTWARE
5 5	EMCQFSEVAL NTPSDFXB1TB	SEL 30Day Free Trial of NTP Software QFS SELECT NTPS Defendex 10-80TB License	\$0.00 \$601.33	K	31% 31%	\$0.00 \$414.92	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			NTP SOFTWARE NTP SOFTWARE
5	NTPSDFXB2TB	SELECT NTPS Defendex 81-240TB License	\$570.67	ĸ	31%	\$393.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NTP SOFTWARE
5 5	NTPSDFXB3TB NTPSDFXB4TB	SELECT NTPS Defendex 241-500TB License SELECT NTPS Defendex 501-750TB License	\$540.00 \$509.33	K	31% 31%	\$372.60 \$351.44	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			NTP SOFTWARE NTP SOFTWARE
5	NTPSDFXB5TB	SELECT NTPS Defendex 751-1024TB License	\$476.00	ĸ	31%	\$328.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NTP SOFTWARE
5 5	NTPSECSB16TB NTPSECSB17TB	SELECT Archiver for ECS 10-80TB Lic SELECT Archiver for ECS 81-240TB Lic	\$500.00 \$467.00	K	31% 31%	\$345.00 \$322.23	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			NTP SOFTWARE NTP SOFTWARE
5	NTPSECSB18TB	SELECT Archiver for ECS 241-500TB Lic	\$436.00	ĸ	31%	\$300.84	\$0.00		\$0.00	\$0.00	\$0.00			NTP SOFTWARE
5 5	NTPSECSB19TB NTPSECSB20TB	SELECT Archiver for ECS 501-750TB Lic SELECT Archiver for ECS 751-1024TB Lic	\$404.00 \$372.00	K	31% 31%	\$278.76 \$256.68	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			NTP SOFTWARE NTP SOFTWARE
5	NTPSECSB201B NTPSECSB21TB	SELECT Archiver for ECS 751-10241B Lic SELECT Archiver for ECS 1025-1500TB Lic	\$372.00 \$340.00	K	31%	\$256.68 \$234.60	\$0.00			\$0.00	\$0.00			NTP SOFTWARE NTP SOFTWARE
5	NTPSECSB22TB	SELECT Archiver for ECS 1501-2048TB Lic	\$308.00	K	31%	\$212.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NTP SOFTWARE
5	NTPSECSB23TB NTPSECSB24TB	SELECT Archiver for ECS 2049-2500TB Lic SELECT Archiver for ECS 2501-3072TB Lic	\$279.00 \$245.00	K K	31% 31%	\$192.51 \$169.05	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			NTP SOFTWARE NTP SOFTWARE
5	NTPSFAB1TB	SELECT NTPS FA 10-80TB License	\$601.33	K	31%	\$414.92	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NTP SOFTWARE
5 5	NTPSFAB2TB NTPSFAB3TB	SELECT NTPS FA 81-240TB License SELECT NTPS FA 241-500TB License	\$570.67 \$540.00	K K	31% 31%	\$393.76 \$372.60	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			NTP SOFTWARE NTP SOFTWARE
5	NTPSFAB4TB	SELECT NTPS FA 501-750TB License	\$509.33	ĸ	31%	\$351.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NTP SOFTWARE
5 5	NTPSFAB5TB NTPSFILEMGNT	SELECT NTPS FA 751-1024TB License SELECT NTPS FILE MGNT PROD	\$476.00 \$120.00	K	31% 31%	\$328.44 \$82.80	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			NTP SOFTWARE NTP SOFTWARE
5	NTPSFRB1TB	SELECT NTPS FR 10-80TB License	\$601.33	ĸ	31%	\$414.92	\$0.00			\$0.00	\$0.00		\$0.00	NTP SOFTWARE
5 5	NTPSFRB2TB NTPSFRB3TB	SELECT NTPS FR 81-240TB License SELECT NTPS FR 241-500TB License	\$570.67 \$540.00	K	31% 31%	\$393.76 \$372.60	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			NTP SOFTWARE NTP SOFTWARE
5	NTPSFRB4TB	SELECT NTPS FR 241-3001B License	\$509.33	K	31%	\$351.44	\$0.00			\$0.00	\$0.00		\$0.00	NTP SOFTWARE
5 5	NTPSFRB5TB NTPSQFSB1TB	SELECT NTPS FR 751-1024TB License SELECT NTPS QFS 10-80TB License	\$476.00 \$601.33	K	31% 31%	\$328.44 \$414.92	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			NTP SOFTWARE NTP SOFTWARE
5	NTPSQFSB2TB	SELECT NTPS QFS 81-240TB License	\$570.67	K	31%	\$393.76				\$0.00	\$0.00			NTP SOFTWARE
5	NTPSQFSB3TB	SELECT NTPS QFS 241-500TB License	\$540.00	K	31%	\$372.60	\$0.00		\$0.00	\$0.00	\$0.00			NTP SOFTWARE
5 5	NTPSQFSB4TB NTPSQFSB5TB	SELECT NTPS QFS 501-750TB License SELECT NTPS QFS 751-1024TB License	\$509.33 \$476.00	ĸ	31% 31%	\$351.44 \$328.44	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			NTP SOFTWARE NTP SOFTWARE
5	NTPSVFMB10TB NTPSVFMB11TB	SELECT NTPS VFM 751-1024TB License SELECT NTPS VFM 1025-1500TB License	\$429.00	K	31% 31%	\$296.01	\$0.00			\$0.00	\$0.00			NTP SOFTWARE
5 5	NTPSVFMB111B NTPSVFMB12TB	SELECT NTPS VFM 1025-15001B License SELECT NTPS VFM 1501-2048TB License	\$392.31 \$355.38	K	31%	\$270.69 \$245.21	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			NTP SOFTWARE NTP SOFTWARE
5	NTPSVFMB13TB	SELECT NTPS VFM 2049-2500TB License	\$321.54	K	31%	\$221.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			NTP SOFTWARE
5	NTPSVFMB14TB NTPSVFMB6TB	SELECT NTPS VFM 2501-3072TB License SELECT NTPS VFM 10-80TB License	\$283.08 \$577.00	K K	31% 31%	\$195.33 \$398.13	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			NTP SOFTWARE NTP SOFTWARE
5	NTPSVFMB7TB	SELECT NTPS VFM 81-240TB License	\$538.00	K	31%	\$371.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NTP SOFTWARE
5 5	NTPSVFMB8TB NTPSVFMB9TB	SELECT NTPS VFM 241-500TB License SELECT NTPS VFM 501-750TB License	\$503.00 \$466.00	K	31% 31%	\$347.07 \$321.54	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			NTP SOFTWARE NTP SOFTWARE
5	IA-PER-T0	SEL InfoArchive 1-5TB	\$73,076.92	K	31%	\$50,423.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	OPENTEXT
5 5	IA-PER-T1 IA-PER-T2	SEL InfoArchive 1-20TB SEL InfoArchive 21-50TB	\$43,846.00 \$27,404.00	K	31% 31%	\$30,253.74 \$18.908.76	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			OPENTEXT OPENTEXT
5	IA-PER-T3	SEL InfoArchive 51-100TB	\$16,077.00	K	31%	\$11,093.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	OPENTEXT
5 5	IA-PER-T4 IA-PER-T5	SEL InfoArchive 101-300TB SEL InfoArchive 301+TB	\$10,523.00 \$5,262.00	K	31% 31%	\$7,260.87 \$3,630.78	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			OPENTEXT OPENTEXT
5	CQBEMC679	SEL VSPEX Branded Dyn Cab 600x1200	\$3,720.00	ĸ	31%	\$2,566.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PANDUIT
5	CQSBEMC679 CQSE1679	SEL VSPEX Branded Dyn Cab 600x1200 SEL VSPEX Branded 300VM 1 Dyn600x1200 1	\$4,686.00 \$11,545.00	K	31% 31%	\$3,233.34 \$7,966.05	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			PANDUIT PANDUIT
5	CQSE1G679	SEL VSPEX Branded 300VM 1 Dyn600x1200 G	\$11,596.00	ĸ	31%	\$8,001.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PANDUIT
5	CQSE1GM679 CQSE22679	SEL VSPEX Branded 300VM 1 Dyn600x1200 M SEL VSPEX Branded 600VM 2 Dyn600x1200 2	\$11,099.00 \$19,695.00	K	31% 31%	\$7,658.31 \$13,589.55	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			PANDUIT PANDUIT
5	CQSE2679	SEL VSPEX Branded 300VM 1 Dyn600x1200 2	\$13,366.00	ĸ	31%	\$9,222.54	\$0.00			\$0.00	\$0.00		\$0.00	PANDUIT
5	CQSE2G679 CQSE4679	SEL VSPEX Branded 600VM 2 Dyn600x1200 G	\$19,807.00	K	31% 31%	\$13,666.83	\$0.00			\$0.00	\$0.00			PANDUIT PANDUIT
5	CQSEMCLB679	SEL VSPEX Branded 1000VM 2 Dyn600x1200 SEL VSPEX Branded 250VM BH 600x1200 Dyn	\$22,753.00 \$7,582.00	ĸ	31%	\$15,699.57 \$5,231.58	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			PANDUIT
5	CQSEMCLB679I	SEL VSPEX 250VM BROCADEIBM 600X1200 DYN	\$7,582.00	K	31%	\$5,231.58	\$0.00			\$0.00	\$0.00			PANDUIT
5 5	CQSEMCLC679 CQSEMCLDBH679	SEL VSPEX Branded 250VM CH 600x1200 Dyn SEL VSPEX 2000VDI BROCADEHP 600X1200 DYN	\$10,648.00 \$13,293.00	K K	31% 31%	\$7,347.12 \$9,172.17	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			PANDUIT PANDUIT
5	CQSEMCLDCC679	SEL VSPEX CISCO 2000VDI 600X1200 DYN SOL	\$11,921.00	K	31%	\$8,225.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PANDUIT
5 5	CQSEMCM679 CQSEMCMB679	SEL VSPEX Branded 100VM 600x1200 Dyn Sol SEL VSPEX Branded 100VM BH 600x1200 Dyn	\$8,226.00 \$7,345.00	K K	31% 31%	\$5,675.94 \$5,068.05	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			PANDUIT PANDUIT
5	CQSEMCMB679I	SEL VSPEX 100VM BROCADEIBM 600X1200 DYN	\$7,345.00	ĸ	31%	\$5,068.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PANDUIT
5 5		SEL VSPEX Branded 100VM CH 600x1200 Dyn SEL VSPEX 1000VDI BROCADEHP 600X1200 DYN	\$8,942.00 \$12,183.00	K	31% 31%	\$6,169.98 \$8,406.27	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			PANDUIT PANDUIT
5	CQSEMCMDCC679	SEL VSPEX CISCO 1000VDI 600X1200 DYN SOL	\$11,139.00	K	31%	\$7,685.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PANDUIT
5 5		SEL VSPEX Branded 125VM 600x1200 Dyn Sol SEL VSPEX Branded 125VM BH 600x1200 Dyn	\$8,867.00 \$7,810.00	K	31% 31%	\$6,118.23 \$5,388.90				\$0.00 \$0.00	\$0.00 \$0.00			PANDUIT PANDUIT
5	CQSEMCMPB679I	SEL VSPEX 125VM BROCADEIBM 600X1200 DYN	\$7,493.00	K	31%	\$5,170.17	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PANDUIT
5 5	CQSEMCMPC679 CQSEMCS6079	SEL VSPEX Branded 125VM CH 600x1200 Dyn SEL VSPEX Branded 50VM 600x1070 Dyn Sol	\$9,207.00 \$7,954.00	K	31% 31%	\$6,352.83 \$5,488.26	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			PANDUIT PANDUIT
5	CQSEMCSC6079 CQSEMCSC6079	SEL VSPEX Branded 50VM 600x1070 Dyn Sol SEL VSPEX Branded 50VM CH 600x1070 Dyn	\$7,954.00 \$8,104.00	K	31% 31%	\$5,488.26 \$5,591.76				\$0.00 \$0.00	\$0.00 \$0.00		\$0.00	PANDUIT
5		SEL VSPEX 500VDI BROCADEHP 600X1200 DYN SEL VSPEX CISCO 500VDI 600X1200 DYN SOL	\$10,842.00	K	31%	\$7,480.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PANDUIT
5	CQSEMCSDCC679 CVPDUB	SEL VSPEX CISCO 500VDI 600X1200 DYN SOL SEL SERVER CABINET PDU BRACKET KIT	\$9,417.00 \$156.00	K K	31% 31%	\$6,497.73 \$107.64	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			PANDUIT PANDUIT
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					N	VP LEVEL 1								
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP		THIRD PARTY PRODUCT PARTNER
		SEL NType 42RU SIDE PNLS POU BKT CSTRS SEL 12 PATCHRUNNER ENHANCED VERTICAL MGR	\$8,576.00 \$1,018.00	K	31% 31%	\$5,917.44 \$702.42	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		PANDUIT PANDUIT
5	PEV8	SEL 8 PATCHRUNNER ENHANCED VERTICAL MGR	\$910.00	ĸ	31%	\$627.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PANDUIT
5 5		SEL PATCHRNR 12 DUAL HINGE DR FOR 84 RKS SEL Network PDU, VERT, 30A, 1P, 208V, L6-30P	\$451.00 \$1,350.00	K K	31% 31%	\$311.19 \$931.50	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				PANDUIT PANDUIT
5	Q1N2B1N3N30AHA0	SEL POU Vert 30A 3-Delta L15-30P 208V	\$1,409.00	K	31%	\$972.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PANDUIT
5 5		SEL Network PDU, VERT, 30A, 3P, 208V, L21-30P SEL POU Vert 32A 3-WYE IEC60309	\$1,455.00 \$4,042.00	K K	31% 31%	\$1,003.95 \$2,788.98	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		PANDUIT PANDUIT
5	Q1N2B3J2M30AHA0	SEL Network PDU,VERT,32A,1P,230V,60309	\$1,229.00	ĸ	31%	\$848.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PANDUIT
5 5		SEL POU Vert 30A 3-DLTA L15-30P 200V JPN SEL 36 DEEP 4 POST RACK	\$2,626.00 \$1.564.00	K	31% 31%	\$1,811.94 \$1,079.16	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			PANDUIT PANDUIT
5	PE1000019999SPRM	SEL Puppet Ent 10K- 19999 nodes Prem Sub	\$142.00	ĸ	31%	\$97.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5		SEL Puppet Ent 1K-2499 nodes Prem Sub SEL Puppet Ent 100-249 nodes Prem Sub	\$185.00 \$328.00	K	31% 31%	\$127.65 \$226.32	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				PUPPET LABS PUPPET LABS
5		SEL Puppet Ent 20K- 49999 nodes Prem Sub	\$128.00	K	31%	\$88.32	\$0.00		\$0.00	\$0.00			\$0.00	PUPPET LABS
5 5		SEL Puppet Ent 2.5K-4999 nodes Prem Sub SEL Puppet Ent 250-499 nodes Prem Sub	\$162.00 \$222.00	K	31% 31%	\$111.78 \$153.18	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			PUPPET LABS PUPPET LABS
5		SEL Puppet Ent 5K- 9999 nodes Prem Sub	\$157.00	K	31%	\$108.33	\$0.00		\$0.00	\$0.00				PUPPET LABS
5		SEL Puppet Ent 500-999 nodes Prem Sub	\$195.00	K	31% 31%	\$134.55	\$0.00		\$0.00	\$0.00 \$0.00				PUPPET LABS
5 5	AIA-1	SEL Puppet Ent Bundled-EHC Min Qty=3000 SEL STEELCNT APPINT AGENT (QTY 1-24)	\$151.00 \$6,399.00	K	31%	\$104.19 \$4,415.31	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00	\$0.00 \$0.00			PUPPET LABS RIVERBED
5		SEL STEELCNT APPINT AGENT (QTY 25-49)	\$5,439.00	K	31%	\$3,752.91	\$0.00		\$0.00	\$0.00	\$0.00			RIVERBED
5 5		SEL STEELCNT APPINT AGENT (QTY 50-99) SEL STEELCNT APPINT AGENT (QTY 100-249)	\$4,799.00 \$4,479.00	K K	31% 31%	\$3,311.31 \$3,090.51	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			RIVERBED RIVERBED
5		SEL STEELCNT APPINT AGENT (QTY 250-499)	\$4,159.00	K	31%	\$2,869.71	\$0.00		\$0.00	\$0.00				RIVERBED
5 5		SEL STEELCNT APPINT AGENT (QTY 500-999) SEL STEELCNT APPINT AGENT (1000-2499)	\$3,679.00 \$3,519.00	K K	31% 31%	\$2,538.51 \$2,428.11	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	AIA-8	SEL STEELCNT APPINT AGENT (2500-4999)	\$3,200.00	K	31%	\$2,208.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5		SEL STEELCNT APPINT AGENT (5000-99999) SEL AI Xprt BrwsrMetrix 10MPgViews-Month	\$2,880.00 \$26,332.00	K	31% 31%	\$1,987.20 \$18,169.08	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	AIXBMX-50	SEL AI XprtBrwsrMetrix 100MPgViews-Month	\$223,871.00	ĸ	31%	\$154,470.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5		SEL AI Xprt BrwsrMetrix 1BPgViews-Month SEL AI Xprt BrwsrMetrix 10BPgViews-Month	\$882,332.00 \$1,846,148.00	K	31% 31%	\$608,809.08 \$1,273,842.12	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			RIVERBED RIVERBED
5	AIXCOL	SEL Appinternals Xpert Agent	\$3,932.00	K	31%	\$2,713.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5		SEL Appinternals Xpert Management Server SEL AppResponse 3300	\$34,455.00 \$66,455.00	K	31% 31%	\$23,773.95 \$45,853.95	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			RIVERBED RIVERBED
5 5		SEL AppResponse 3800	\$105,225.00	ĸ	31%	\$72,605.25	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5		SEL AppResponse 4300	\$138,455.00	K	31%	\$95,533.95	\$0.00		\$0.00	\$0.00	\$0.00			RIVERBED
5 5		SEL AppResponse 5100 SEL AppResponse 6000	\$177,225.00 \$253,532.00	K K	31% 31%	\$122,285.25 \$174,937.08	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			RIVERBED RIVERBED
5	ARXCXT10	SEL CX-Tracer - 10 Servers	\$19,686.00	K	31%	\$13,583.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5		SEL CX-Tracer - 100 Servers SEL CX-Tracer - 500 Servers	\$131,686.00 \$329,225.00	K K	31% 31%	\$90,863.34 \$227,165.25	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			RIVERBED RIVERBED
5	ARXDB	SEL AppResponse DB Module	\$19,686.00	K	31%	\$13,583.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5		SEL AppResponse Director SEL AppResponse Expansion Chassis	\$52,055.00 \$68.302.00	K K	31% 31%	\$35,917.95 \$47,128.38	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			RIVERBED RIVERBED
5	ARX-SM-3000	SEL Shark Module for AppResp 3000 series	\$12,302.00	K	31%	\$8,488.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5		SEL Shark Module for AppResp 4000 series SEL Shark Module for AppResp 5000 series	\$22,025.00 \$26,455.00	K K	31% 31%	\$15,197.25 \$18,253.95	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			RIVERBED RIVERBED
5	ARX-SM-6000	SEL Shark Module for AppResp 6000 series	\$42,332.00	ĸ	31%	\$29,209.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5		SEL AppResponse UC Module SEL AppResponse v2000	\$39,502.00 \$32,855.00	K	31% 31%	\$27,256.38 \$22,669.95	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	ARXVMON	SEL AppResponse VMon	\$14,517.00	ĸ	31%	\$10,016.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5		SEL AppResp VoIP Module 1-1000 Calls SEL AppResponse VoIP Module 1-250 Calls	\$19,686.00 \$7,871.00	K	31% 31%	\$13,583.34 \$5,430.99	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	ARXVOI500	SEL AppResponse VolP Module 1-200 Calls SEL AppResponse VolP Module 1-500 Calls	\$13,163.00	K	31%	\$9,082.47	\$0.00		\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL AppSensor Xpert	\$26,332.00	K	31%	\$18,169.08	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5		SEL AppSensor SNMP Adapter Pack SEL AppTransaction Plus	\$6,154.00 \$109,286.00	K	31% 31%	\$4,246.26 \$75,407.34	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			RIVERBED RIVERBED
5		SEL AppTransaction Standard	\$77,655.00	K	31%	\$53,581.95	\$0.00		\$0.00	\$0.00	\$0.00			RIVERBED
5 5		SELECT 10 PACK CMC LICENSES (QTY 0-4) SELECT 10 PACK CMC LICENSES (QTY 5-19)	\$3,077.00 \$2.462.00	K K	31% 31%	\$2,123.13 \$1.698.78	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			RIVERBED RIVERBED
5	CMC-H-10-3	SELECT 10 PACK CMC LICENSES (QTY 20-44)	\$1,477.00	K	31%	\$1,019.13	\$0.00		\$0.00	\$0.00				RIVERBED
5 5		SELECT 10 PACK CMC LICENSES (QTY 45-94) SELECT 10 PACK CMC LICENSES (QTY 95-194)	\$1,108.00 \$923.00	K K	31% 31%	\$764.52 \$636.87	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	CMC-H-10-6	SELECT 10 PACK CMC LICENSES (QTY 195+)	\$677.00	K	31%	\$467.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5		SELECT CMC-VE Licenses (Qty 0-9) SELECT CMC-VE LICENSES (QTY 10-24)	\$3,077.00 \$2,462.00	K K	31% 31%	\$2,123.13 \$1.698.78	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	CMC-S-10-3	SELECT CMC-VE LICENSES (QTY 24-29)	\$1,477.00	ĸ	31%	\$1,019.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5		SELECT CMC-VE LICENSES (QTY 50-99) SEL CMC-VE Licenses (Qty 100-199)	\$1,108.00 \$923.00	K	31% 31%	\$764.52 \$636.87	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			RIVERBED RIVERBED
5	CMC-S-10-6	SEL CMC-VE Licenses (Qty 200+)	\$677.00	ĸ	31%	\$467.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5		SEL VIRTUAL CMC LICENSE SEL SteelCentNetShkPckAnlyz1ConcLic(1-4)	\$1,846.00 \$5,532.00	K	31% 31%	\$1,273.74 \$3,817.08	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	CSK-CNCLICUSR1-2	SEL SteelCentNetShkPckAnlyz1ConcLic(5-9)	\$4,425.00	ĸ	31%	\$3,053.25	\$0.00		\$0.00	\$0.00				RIVERBED
5		SEL SteelCentNSharkPackAnaly1CncLic10-24	\$3,563.00 \$3.071.00	K	31% 31%	\$2,458.47 \$2,118.99	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			RIVERBED RIVERBED
5	CSP-CNC-LICUSR-1	SEL SteelCentNetSharkPktAnlz1CncLic25 up SEL Pilot Concurrent User 1-4	\$5,532.00	K	31%	\$3,817.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	CSP-CNC-LICUSR-2	SEL Pilot Concurrent User 5-9 SEL Pilot Concurrent User 10-24	\$4,425.00	K	31% 31%	\$3,053.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	CSP-CNC-LICUSR-4	SEL Pilot Concurrent User 25+	\$3,563.00 \$3,071.00	K K	31%	\$2,458.47 \$2,118.99	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00	RIVERBED RIVERBED
5		SEL CASCADE PILOT 1 USER 1-2	\$3,686.00	K	31%	\$2,543.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5		SEL CASCADE PILOT 1 USER 3-4 SEL CASCADE PILOT 1 USER 5-9	\$3,563.00 \$2,938.00	K K	31% 31%	\$2,458.47 \$2,027.22	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			RIVERBED RIVERBED
5	CSP-LIC-USR-4	SEL CASCADE PILOT 1 USER 10-24	\$2,791.00	K	31%	\$1,925.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5		SEL CASCADE PILOT 1 USER 25-49 SEL CASCADE PILOT 1 USER 50-99	\$2,651.00 \$2,518.00	K K	31% 31%	\$1,829.19 \$1,737.42	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			RIVERBED RIVERBED
5	CSP-LIC-USR-7	SEL CASCADE PILOT 1 USER 100-99999	\$2,140.00	ĸ	31%	\$1,476.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5		SEL Cascade Pilot Personal Edition SEL SteelHead CX255B020 with RiOS (TAA)	\$1,594.00 \$2,209.00	K K	31% 31%	\$1,099.86 \$1,524.21	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			RIVERBED RIVERBED
	FPS-003	SEL FIPS License (CX555/570/EX560)	\$3,077.00	ĸ	31%	\$2,123.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5		SEL FIPS License (CX755/770/EX760) SELFIPS2050/1555/3070/EX/SFED21/22/3100	\$4,431.00 \$5,046.00	K K	31% 31%	\$3,057.39 \$3,481.74	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00			RIVERBED RIVERBED
J	FPS-005	OLLI II 02000/1000/0/EA/OFED21/22/010U	\$5,046.00	r.	J 170	\$3,481.74	\$0.00	\$0.00	φυ.00	φυ.00	\$0.00	\$0.00	φυ.00	MYCHOED

					N	VP LEVEL 1								
BAND	эки	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	FPS-006 FPS-007	SEL FIPS 5050/6050/5055/5070/SFED32/5100 SEL FIPS License (SH7050/CX7055/CX7070)	\$9,231.00 \$18,462.00	K	31% 31%	\$6,369.39 \$12,738.78	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	FSYNC-001	SEL FusionSync GCA2000	\$3,077.00	K	31%	\$2,123.13	\$0.00		\$0.00	\$0.00				RIVERBED
5 5	FSYNC-002 FSYNC-003	SEL FusionSync GCA 3000 SEL FusionSync VGC1000	\$4,615.00 \$1,846.00	K K	31% 31%	\$3,184.35 \$1,273.74	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00	RIVERBED RIVERBED
5	FSYNC-004	SEL FusionSync VGC1500	\$3,077.00	K	31%	\$2,123.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	FSYNC-005 HA-BUNDLE	SEL FusionSync SFCR3500 SEL High Avail Bundle (25% ea adj LP)	\$6,154.00 \$0.00	K K	31% 31%	\$4,246.26 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	INT-09600-B010	SEL SteelHead Interceptor 9600 Base	\$55,378.00	K	31%	\$38,210.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	INT-09600-B010-C KIT-MEM1-1260	SEL SteelHead Interceptor 9600 Base-C SEL MEMORY UPGR LIC KIT EX1260 (TO 32GB)	\$55,378.00 \$2.462.00	K	31% 31%	\$38,210.82 \$1.698.78	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	KIT-MEM2-1260	SEL MEMORY UPGR LIC KIT EX1260 (TO 64GB)	\$9,846.00	ĸ	31%	\$6,793.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	L-CAP2260-CAA L-CAP4260-CAA	SEL CAS ANALYTICS LIC FOR CAP-2260-B010 SEL CAS ANALYTICS LICENSE FOR ENT PROF	\$49,225.00 \$86,148.00	K	31% 31%	\$33,965.25 \$59,442.12	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	LIC-ADD-100MB	SEL License 100Mbps add on-VH only	\$4,923.00	K	31%	\$3,396.87	\$0.00		\$0.00	\$0.00				RIVERBED
5 5	LIC-ARX3300 LIC-ARX3800	SEL AppResponse 3300 licenses	\$7,385.00 \$11.692.00	K	31% 31%	\$5,095.65 \$8.067.48	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	LIC-ARX4300	SEL AppResponse 3800 licenses SEL AppResponse 4300 licenses	\$11,692.00	K	31%	\$10,615.65	\$0.00		\$0.00	\$0.00				RIVERBED
5	LIC-ARX5100	SEL AppResponse 5100 licenses SEL AppResponse 6000 licenses	\$19,692.00	K	31%	\$13,587.48	\$0.00		\$0.00	\$0.00				RIVERBED
5 5	LIC-ARX6000 LIC-ARXDIR300	SEL AppResponse buou licenses SEL AppResponse Director 300 licenses	\$28,314.00 \$5,785.00	K	31% 31%	\$19,536.66 \$3,991.65	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5		SEL SDN Feature License for CAP-VE-100	\$6,148.00	K	31%	\$4,242.12	\$0.00	\$0.00	\$0.00	\$0.00			\$0.00	RIVERBED
5 5	LIC-CAX-460-SDN LIC-CXA-255-H	SEL SDN Feature License for CAX-460 SEL License SteelHead CX255-H	\$2,455.00 \$6,400.00	K K	31% 31%	\$1,693.95 \$4,416.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	LIC-CXA-255-L	SEL License SteelHead CX255-L	\$1,477.00	K	31%	\$1,019.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	LIC-CXA-255-M LIC-CXA-255-U	SEL License SteelHead CX255-M SEL License SteelHead CX255-U	\$3,938.00 \$246.00	K	31% 31%	\$2,717.22 \$169.74	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	LIC-CXA-570-H	SEL Lic SteelHead CX570H 10Mbps 700conn	\$5,292.00	ĸ	31%	\$3,651.48	\$0.00		\$0.00	\$0.00				RIVERBED
5 5	LIC-CXA-570-L LIC-CXA-570-M	SEL Lic SteelHead CX570L 10Mbps 275conn SEL Lic SteelHead CX570M 10Mbps 450conn	\$985.00 \$3,446.00	K K	31% 31%	\$679.65 \$2,377.74	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	LIC-CXA-770-H	SEL Lic SteelHead CX770H 10Mbps 450conn	\$10,209.00	K	31%	\$7,044.21	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	LIC-CXA-770-L	SEL Lic SteelHead CX770L 20Mbps 1000conn	\$1,594.00	K	31%	\$1,099.86	\$0.00		\$0.00	\$0.00				RIVERBED
5 5	LIC-CXA-770-M LIC-INT-09600	SEL Lic SteelHead CX770M 20Mbps 1500conn SEL License Steelhead INT-9600	\$4,055.00 \$6,154.00	K K	31% 31%	\$2,797.95 \$4,246.26	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	LIC-SCAN-02170	SEL SteelCentral NetShark 2170 license	\$4,923.00	K	31%	\$3,396.87	\$0.00	\$0.00	\$0.00	\$0.00			\$0.00	RIVERBED
5 5	LIC-SCAN-04170 LIC-SCAN-06170	SEL SteelCentral NetShark 4170 license SEL SteelCentral NetShark 6170 license	\$9,231.00 \$12.308.00	K K	31% 31%	\$6,369.39 \$8.492.52	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	LIC-SCAN-SFED20	SEL NetSharkVE SteelFusionEdge2100, 2200	\$2,209.00	ĸ	31%	\$1,524.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5		SEL NetSharkVE SteelFusionEdge3100 SEL NetSharkVE SteelFusionEdge3200, 5100	\$3,194.00 \$6,148.00	K	31% 31%	\$2,203.86 \$4,242.12	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	LIC-SCC-1000	SELLic SCC1000incl bundled20 Appliances	\$1,108.00	ĸ	31%	\$764.52	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	LIC-SCFG-2270-F1	SEL SteelCentralFlowGateway Lic 200K FPM	\$6,154.00	K	31%	\$4,246.26	\$0.00		\$0.00	\$0.00				RIVERBED
5 5	LIC-SCFG-2270-F2 LIC-SCFG-2270-F3	SEL SteelCentralFlowGateway Lic 400K FPM SEL SteelCentralFlowGateway Lic 600K FPM	\$27,077.00 \$44,308.00	K	31% 31%	\$18,683.13 \$30,572.52	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	LIC-SCFG-2270-F4	SEL SteelCentralFlowGateway Lic 800K FPM	\$59,077.00	K	31%	\$40,763.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5		SEL SteelCentral Flow Gateway Lic 1M FPM SEL SteelCentral Flow Gateway Lic 2M FPM	\$72,615.00 \$121,846.00	K K	31% 31%	\$50,104.35 \$84.073.74	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	LIC-SCNE-470-F1	SEL SteelCentral NetExpress Lic 15K FPM	\$2,462.00	K	31%	\$1,698.78	\$0.00		\$0.00	\$0.00				RIVERBED
5 5	LIC-SCNE-470-F2 LIC-SCNE-470-F3	SEL SteelCentral NetExpress Lic 30K FPM SEL SteelCentral NetExpress Lic 60K FPM	\$18,462.00 \$45,538.00	K K	31% 31%	\$12,738.78 \$31.421.22	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	LIC-SCNE-470-F4	SEL SteelCentral NetExpress Lic 90K FPM	\$70,154.00	K	31%	\$48,406.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5		SEL SteelCentral NetExpress Lic 120K FPM SEL SteelCentral SDN License SCNEVE470	\$92,308.00 \$2,455.00	K K	31% 31%	\$63,692.52 \$1,693.95	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	LICSCNP04270UIF1	SEL SteelCentralNetProfilerEnterprUILic	\$4,923.00	ĸ	31%	\$3,396.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5		SEL SteelCentralNetProfiler Lic 200K FPM SEL SteelCentralNetProfiler Lic 400K FPM	\$12,923.00 \$65.846.00	K	31% 31%	\$8,916.87 \$45.433.74	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	LIC-SCNP-2270-F3	SEL SteelCentralNetProfiler Lic 600K FPM	\$105,231.00	ĸ	31%	\$72,609.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5		SEL SteelCentralNetProfiler Lic 800K FPM	\$139,692.00	K K	31% 31%	\$96,387.48	\$0.00		\$0.00	\$0.00				RIVERBED
5		SEL SteelCentral NetProfiler Lic 1M FPM SEL SteelCentral SDN Lic SCNP-02270-B010	\$168,000.00 \$6,148.00	ĸ	31%	\$115,920.00 \$4,242.12	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5		SEL SteelCentrNetProfilerEntANLic1MFPM	\$18,831.00	K	31% 31%	\$12,993.39	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5		SEL SteelCentralNetProfilerEnterpr DBLic SEL SteelCentralNetProfilerEnterpr DPLic	\$7,877.00 \$6,523.00	K	31%	\$5,435.13 \$4,500.87	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5		SEL SteelCentrNetProfilerEntEXLic1MFPM	\$18,831.00	K	31%	\$12,993.39	\$0.00		\$0.00	\$0.00				RIVERBED
5 5		SEL SteelCentralNetProfilerEnterprSDNLic SEL SDN License for SCNP-VE-SDN	\$6,148.00 \$6,148.00	K	31% 31%	\$4,242.12 \$4,242.12	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	LIC-SCPS-002	SEL SCPS LICENSE ON 555 SERIES	\$2,455.00	K	31%	\$1,693.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	LIC-SCPS-004 LIC-SCPS-006	SEL SCPS License on 755/770 Series SEL SCPS Lic EX1160/SFED2100/2200	\$4,302.00 \$10,455.00	K K	31% 31%	\$2,968.38 \$7,213.95	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	LIC-SCPS-006E	SEL EVAL SCPS LICENSE ON 1160 SERIES	\$0.00	ĸ	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	LIC-SCPS-007 LIC-SCPS-008	SEL SCPS Lic 1260/1360/SFED3100/3200 SEL SCPS License on 1555/3070 Series	\$15,378.00 \$10.455.00	K	31% 31%	\$10,610.82 \$7,213.95	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			RIVERBED RIVERBED
5	LIC-SCPS-009	SEL SCPS License on 5055/5070 Series	\$15,378.00	K	31%	\$10,610.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	LIC-SCPS-010 LIC-SECR-3500-C1	SEL SCPS License 7055/7070/DX8000 Series SEL LIC SFCR3500, C1, 25TB, 150LUNs	\$40,609.00 \$9,225.00	K	31% 31%	\$28,020.21 \$6,365.25	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	LIC-SFCR-3500-C2	SEL LIC SFCR3500, C2, 50TB, 200 LUNs	\$19,071.00	ĸ	31%	\$13,158.99	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5		SEL LIC SFCR3500, C3, 100 TB, 300 LUNs SEL SEED2100 BlockStream Only Lic W0	\$46,148.00 \$0.00	K	31%	\$31,842.12	\$0.00		\$0.00	\$0.00				RIVERBED
5	LIC-SFED-2100-W1	SEL SFED2100, BlockStream Only, Lic W0 SEL LIC SFED2100 W1 1500cxns, 20Mbps	\$0.00 \$4,923.00	K	31% 31%	\$0.00 \$3,396.87	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00		\$0.00	RIVERBED
5	LIC-SFED-2100-W2	SEL LIC SFED2100 W2 2500 cxns, 30Mbps	\$14,769.00	K	31%	\$10,190.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5		SEL LIC SFED2100 W3 5000 cxns, 50Mbps SEL SFED2200, BlockStream Only, Lic W0	\$29,538.00 \$0.00	K	31% 31%	\$20,381.22 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	LIC-SFED-2200-W1	SEL LIC SFED2200 W1 1500cxns, 20Mbps	\$6,154.00	K	31%	\$4,246.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5		SEL LIC SFED2200 W2 2500 cxns, 30Mbps SEL LIC SFED2200 W3 5000 cxns, 50Mbps	\$12,308.00 \$30,769.00	K K	31% 31%	\$8,492.52 \$21,230.61	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	LIC-SFED-3100-W0	SEL LIC SFED3100 W0 BlockStream 30Mbps	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5		SEL LIC SFED3100 W1 2500 cxns, 30Mbps SEL LIC SFED3100 W2 5000 cxns, 50Mbps	\$12,308.00 \$24,615.00	K K	31% 31%	\$8,492.52 \$16,984.35	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	LIC-SFED-3100-W3	SEL LIC SFED3100 W3 10000 cxns, 100Mbps	\$33,846.00	ĸ	31%	\$23,353.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5		SEL LIC SFED3200 W0 BlockStream 30Mbps SEL LIC SFED3200 W1 2500 cxns, 30Mbps	\$0.00 \$9,846.00	K K	31% 31%	\$0.00 \$6,793.74	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	LIC-SFED-3200-W2	SEL LIC SFED3200 W2 5000 cxns, 50Mbps	\$27,077.00	K	31%	\$18,683.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	LIC-SFED-3200-W3	SEL LIC SFED3200 W3 10000 cxns, 100Mbps	\$39,385.00	K	31%	\$27,175.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED

					N	IVP LEVEL 1								
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	LIC-SFED-5100-W0 LIC-SFED-5100-W1	SEL LIC SFED5100 W0 BlockStream 50Mbps SEL LIC SFED5100 W1 5000 cxns, 50Mbps	\$0.00 \$18,462.00	K K	31% 31%	\$0.00 \$12.738.78	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		RIVERBED RIVERBED
5	LIC-SFED-5100-W2	SEL LIC SFED5100 W2 10000 cxns, 100Mbps	\$30,769.00	K	31%	\$21,230.61	\$0.00			\$0.00				RIVERBED
5	M-LICSCAN-SFED20 NIC-001-2TX	SEL SupprtNSharkVE StFusionEdg2100, 2200 SEL 2PORT1GBE TX COPPER NIC-VSH USE ONLY	\$317.00 \$1,838.00	K K	31% 31%	\$218.73 \$1,268.22			\$0.00 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00	RIVERBED RIVERBED
5	NIC-002-4TX	SEL 4PORT1GBE TXCOPPER NIC EX560/760/VSH	\$3,992.00	K	31%	\$2,754.48	\$0.00		\$0.00	\$0.00				RIVERBED
5 5	NIC-003-4TX NIC-003-4TX-C	SEL 4P 1GBE TX NIC CX;EX (SPARE) SEL 4P1GBE TX COPPER NIC	\$3,992.00 \$3,194.00	K	31% 31%	\$2,754.48 \$2,203.86	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	NIC-003-4TXEC	SEL EVAL 4-PORT 1GBE TX COPPER NIC	\$3,194.00	ĸ	31%	\$2,203.86	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	NIC-004-4SX NIC-004-4SX-C	SEL 4P 1GBE SX MULT MDE NIC-CX;EX(SPARE) SEL 4-PORT 1GBE SX MULTI MODE FIBER NIC	\$19,992.00 \$15,994.00	K	31% 31%	\$13,794.48 \$11.035.86	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	NIC-005-4LX	SEL 4P 1GBE LX SGLE MDE NIC-CX;EX(SPARE)	\$23,069.00	ĸ	31%	\$15,917.61	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	NIC-005-4LX-C NIC-007-2LR	SEL 4-PORT 1GBE LX SINGLE MODE FIBER NIC SEL 2-port 10GbE LR Fiber NIC- Gen 2 Spr	\$18,455.00 \$26,146.00	K	31% 31%	\$12,733.95 \$18,040.74				\$0.00 \$0.00				RIVERBED RIVERBED
5		SEL 2-port 10GbE LR Fiber NIC- Gen 2	\$20,917.00	ĸ	31%	\$14,432.73			\$0.00	\$0.00				RIVERBED
5 5	NIC-008-2SR NIC-008-2SR-C	SEL 2P10GbE SR MultiModeFiberNIC-Gen2Spr SEL 2P 10GbE SR Mult Mode Fiber NIC-Gen2	\$20,762.00 \$16.609.00	K	31% 31%	\$14,325.78 \$11.460.21	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	NIC-008-23R-C NIC-009-2XF	SEL 2P 10GDE SK Mult Mode Floer NIC-Gell2 SEL 2P 10G FIBER (LR;SR) REQUIRES SFP'S	\$19,992.00	K	31%	\$13,794.48				\$0.00				RIVERBED
5	NIC-009-2XF-C NIC-01G-2LX	SEL 2-PORT 10G FIBER (LR; SR) SFP+ SEL 2-PORT 1GBE LX NIC (XX50) SPARE	\$15,994.00 \$7,495.00	K	31% 31%	\$11,035.86 \$5,171.55			\$0.00 \$0.00	\$0.00 \$0.00			\$0.00	RIVERBED RIVERBED
5	NIC-01G-2LX-C	SEL 2-PORT 1GBE LX NIC (XX50) SPARE SEL 2-PORT 1GBE LX NIC (XX50) ADD-ON	\$9,954.00	ĸ	31%	\$6,868.26	\$0.00		\$0.00	\$0.00				RIVERBED
5	NIC-01G-2SX	SEL 2-PORT 1GBE SX NIC (XX50) SPARE	\$6,495.00	K	31%	\$4,481.55	\$0.00		\$0.00	\$0.00	\$0.00		\$0.00	RIVERBED
5 5	NIC-01G-2SX-C NIC-01G-4LX	SEL 2-PORT 1GBE SX NIC (XX50) ADD-ON SEL 4-PORT 1GBE LX NIC (XX50) SPARE	\$8,626.00 \$14,995.00	K K	31% 31%	\$5,951.94 \$10,346.55				\$0.00 \$0.00				RIVERBED RIVERBED
5	NIC-01G-4LX-C	SEL 4-PORT 1GBE LX NIC (XX50) ADD-ON	\$19,915.00	ĸ	31%	\$13,741.35	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	NIC-01G-4SX NIC-01G-4SX-C	SEL 4-PORT 1GBE SX NIC (XX50) SPARE SEL 4-PORT 1GBE SX NIC (XX50) ADD-ON	\$12,495.00 \$17,259.00	K	31% 31%	\$8,621.55 \$11.908.71	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	NIC-01G-4TX	SEL 4-PORT 1GBE TX NIC (XX50) SPARE	\$2,595.00	ĸ	31%	\$1,790.55				\$0.00				RIVERBED
5 5	NIC-01G-4TX-C NIC04-4SX-E-C	SEL 4-PORT 1GBE TX NIC (XX50) ADD-ON SEL EVAL 4P 1GBE SX MULT MODE FIBER NIC	\$3,446.00 \$15,994.00	K K	31% 31%	\$2,377.74 \$11,035.86			\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	NIC05-4LX-E-C	SEL EVAL 4P 1GBE SX MOLT MODE FIBER NIC	\$18,455.00	ĸ	31%	\$12,733.95	\$0.00		\$0.00	\$0.00				RIVERBED
5		SEL Dual 1 GbE Fiber LX	\$9,225.00	K	31%	\$6,365.25	\$0.00		\$0.00	\$0.00	\$0.00			RIVERBED
5 5		SEL Dual 1 GbE Fiber SX SEL Quad 1 GbE Fiber LX	\$7,994.00 \$18,455.00	K K	31% 31%	\$5,515.86 \$12,733.95				\$0.00 \$0.00				RIVERBED RIVERBED
5	NIC1-001G-4SFP-C	SEL Quad 1 GbE Fiber SFP	\$10,455.00	ĸ	31%	\$7,213.95	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5		SEL Quad 1 GbE Copper Base-T SEL Quad 1 GbE Copper Base-T	\$2,086.00 \$2,702.00	K	31% 31%	\$1,439.34 \$1.864.38	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5		SEL Quad 1 GbE Copper Base-T	\$2,086.00	ĸ	31%	\$1,439.34	\$0.00			\$0.00				RIVERBED
5		SEL Dual 10 GbE Fiber LR SEL Dual 10 GbE Fiber SFP+	\$20,917.00 \$11,686.00	K	31% 31%	\$14,432.73 \$8,063.34	\$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	ĸ	31%	\$8,063.34	\$0.00		\$0.00	\$0.00				RIVERBED
5		SEL Dual 10 GbE Fiber SR	\$16,609.00	K	31%	\$11,460.21	\$0.00		\$0.00	\$0.00	\$0.00			RIVERBED
5 5	NIC-1-010G-2TX NIC-1-010G-2TX-C	SEL Dual 10 GbE Copper Base-T SEL Dual 10 GbE Copper Base-T	\$7,378.00 \$7,378.00	K K	31% 31%	\$5,090.82 \$5,090.82	\$0.00 \$0.00			\$0.00 \$0.00				RIVERBED RIVERBED
5	NIC1-010G-4SFPPC	SEL Quad 10 GbE Fiber SFP+	\$17,840.00	ĸ	31%	\$12,309.60	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5		SEL Quad 10 GbE Copper Base-T SEL Quad 10 GbE Copper Base-T	\$6,148.00 \$6.148.00	K	31% 31%	\$4,242.12 \$4,242.12	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	NIC-10G-2LR-C	SEL 2-PORT 10GBE LR NIC ADD ON	\$22,570.00	ĸ	31%	\$15,573.30	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	NIC-10G-2SR-C NIC-CSK210G-C	SEL 2-PORT 10GBE SR MM NIC ADD ON SEL 2P10GBE FIBER NIC-CSK ADD ON-REQ SFP	\$17,922.00 \$15,994.00	K K	31% 31%	\$12,366.18 \$11,035.86			\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	NIC-CSK-2TX-C	SEL 2PORT 1GBE TX CAPTURE NIC-CSK ADD ON	\$2,455.00	ĸ	31%	\$1,693.95	\$0.00		\$0.00	\$0.00			\$0.00	RIVERBED
5 5	NIC-CSK-4TX-C PWS-001-C	SEL 4PORT 1GBE TX CAPTURE NIC-CSK ADD ON SELECT ADD ON POWER SUPPLY FOR SH1050-C	\$3,686.00 \$400.00	K	31% 31%	\$2,543.34 \$276.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	SAN-001-C	SEL SAN ATTACHED STORAGE CONN (CAP;CAX)	\$18,455.00	ĸ	31%	\$12,733.95	\$0.00	0 \$0.00		\$0.00	\$0.00		\$0.00	RIVERBED
5		SEL 1U8TBBaseSteelCentNetSharkappi2170-C	\$25,846.00 \$89.231.00	K	31% 31%	\$17,833.74 \$61,569.39	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5		SEL 2U32TB,BaseSteelCentNetShark4170cfg SEL 2UBaseStlCentNetShark6170Creq1SCANSU	\$80,000.00	ĸ	31%	\$55,200.00	\$0.00		\$0.00	\$0.00				RIVERBED
5		SEL Storage, 48TB SteelCentral NetShark	\$61,538.00	K	31%	\$42,461.22				\$0.00				RIVERBED
5	SCAN-SU-72TB SCC-01000-BASE	SEL Storage, 72TB SteelCentral NetShark SELSteelCentral Controller1000 Appliance	\$123,077.00 \$9,963.00	K	31% 31%	\$84,923.13 \$6,874.47			\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5		SEL SCC Add StHd Mgnt Lic 10-pack (1-4)	\$3,077.00	K	31%	\$2,123.13	\$0.00		\$0.00	\$0.00				RIVERBED
5		SEL SCC Add StHd Mgnt Lic 10-pack (5-19) SEL SCC Add StHd Mgnt Lic 10-pk (20-44)	\$2,462.00 \$1,477.00	K K	31% 31%	\$1,698.78 \$1,019.13	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	SCC-HWA-MGT-10-4	SEL SCC Add StHd Mgnt Lic 10-pk (45-94)	\$1,108.00	ĸ	31%	\$764.52	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5		SEL SCC Add StHd Mgnt Lic 10-pk (95-194) SEL SCC Add StHd Mgnt Lic 10-pk (195 up)	\$923.00 \$677.00	K K	31% 31%	\$636.87 \$467.13	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	SCFG-02270-B010	SEL SteelCentrl Flow Gatewy SCFG2270B010	\$24,609.00	ĸ	31%	\$16,980.21	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	SCFG-VE-F1 SCFG-VE-F10	SEL SteelCentralFlow GatewayVirEd,15KFPM SEL SteelCentrlFlow GatewayVirEdit,2MFPM	\$3,686.00 \$129,225.00	K	31% 31%	\$2,543.34 \$89,165.25	\$0.00 \$0.00			\$0.00 \$0.00				RIVERBED RIVERBED
5	SCFG-VE-F2	SEL SteelCentralFlow GatewayVirEd,30KFPM	\$7,378.00	K	31%	\$5,090.82	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	SCFG-VE-F3 SCFG-VE-F4	SEL SteelCentralFlow GatewayVirEd,60KFPM SEL SteelCentralFlow GatewayVirEd,90KFPM	\$12,302.00 \$18.455.00	K	31% 31%	\$8,488.38 \$12,733.95	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	SCFG-VE-F5	SEL SteelCentralFlowGatewayVirEd,200KFPM	\$22,148.00	K	31%	\$15,282.12	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	SCFG-VE-F6 SCFG-VE-F7	SEL SteelCentralFlowGatewayVirEd,400KFPM SEL SteelCentralFlowGatewayVirEd,600KFPM	\$40,609.00 \$59,071.00	K	31% 31%	\$28,020.21 \$40,758.99	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	SCFG-VE-F8	SEL SteelCentralFlowGatewayVirEd,800KFPM	\$73,840.00	K	31%	\$50,949.60	\$0.00	0 \$0.00	\$0.00	\$0.00				RIVERBED
5	SCFG-VE-F9	SEL SteelCentrlFlow GatewayVirEdit,1MFPM	\$86,148.00	K	31%	\$59,442.12	\$0.00		\$0.00	\$0.00				RIVERBED
5 5		SEL SteelCentral NetExpress SCNE470-B10C SEL SteelCentralNetExpressVirEdit, 15KFPM	\$27,071.00 \$24,609.00	K K	31% 31%	\$18,678.99 \$16,980.21	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	SCNE-VE-00470-F2	SEL SteelCentralNetExpressVirEdit,30KFPM	\$40,609.00	ĸ	31%	\$28,020.21	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5		SEL SteelCentralNetExpressVirEdit,60KFPM SEL SteelCentralNetExpressVirEdit,90KFPM	\$66,455.00 \$91,071.00	K K	31% 31%	\$45,853.95 \$62,838.99			\$0.00 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00	RIVERBED RIVERBED
5	SCNE-VE-00470-F5	SEL SteelCentralNetExpressVirEd,120KFPM	\$108,302.00	ĸ	31%	\$74,728.38	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5		SEL SteelCentrl NetProfiler SCNP2270B010 SEL SteelCentralNetProfiler SCNP2270B10C	\$116,302.00 \$116,302.00	K	31% 31%	\$80,248.38 \$80,248.38				\$0.00 \$0.00				RIVERBED RIVERBED
5	SCNP-4270-AN-B30	SEL SteelCentrlNetProfilrEnterprANModule	\$169,471.00	K	31%	\$116,934.99	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	SCNP4270-AN-B30C	SEL SteelCentNetProf Ent AnalysisMod Cfg	\$169,471.00		31%	\$116,934.99	\$0.00			\$0.00			\$0.00	RIVERBED
5 5		SEL SteelCentrlNetProfilrEnterprDBModule SEL SteelCntl Dispatch Enterprise Proflr	\$70,886.00 \$58,702.00		31% 31%	\$48,911.34 \$40,504.38				\$0.00 \$0.00				RIVERBED RIVERBED
5	SCNP-4270-EX-B40	SEL SteelCentNetProfEntSCNP4270 Exp Mod	\$169,471.00	K	31%	\$116,934.99	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5		SEL SteelCentNetPrfirEntSCNP4270ExpMdCfg SEL SteelCentlNetProf Ent UI Module	\$169,471.00 \$52,917.00	K K	31% 31%	\$116,934.99 \$36,512.73			\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5		SEL SteelCentrlNetProfilerVirEdit,15KFPM	\$11,071.00		31%	\$7,638.99				\$0.00				RIVERBED

					N	IVP LEVEL 1								
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	SCNP-VE-F10 SCNP-VE-F2	SEL SteelCentralNetProfilerVirEdit,2MFPM SEL SteelCentrlNetProfilerVirEdit,30KFPM	\$406,148.00 \$22,148.00	K	31% 31%	\$280,242.12 \$15,282.12	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00			RIVERBED RIVERBED
5	SCNP-VE-F3	SEL SteelCentriNetProfilerVirEdit,50KFPM	\$41,840.00	K	31%	\$28,869.60	\$0.00		\$0.00					RIVERBED
5	SCNP-VE-F4 SCNP-VE-F5	SEL SteelCentrlNetProfilerVirEdit,90KFPM SEL SteelCentralNetProfilerVirEd 200KFPM	\$60,302.00 \$92,302.00	K	31% 31%	\$41,608.38 \$63,688.38	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			RIVERBED RIVERBED
5	SCNP-VE-F6	SEL SteelCentralNetProfilerVirEd,400KFPM	\$135,378.00	K	31%	\$93,410.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	SCNP-VE-F7	SEL SteelCentralNetProfilerVirEd,600KFPM	\$196,917.00	K	31%	\$135,872.73	\$0.00		\$0.00					RIVERBED
5	SCNP-VE-F8 SCNP-VE-F9	SEL SteelCentralNetProfilerVirEd,800KFPM SEL SteelCentralNetProfilerVirEdit,1MFPM	\$233,840.00 \$270,763.00	K K	31% 31%	\$161,349.60 \$186,826.47	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			RIVERBED RIVERBED
5		SEL SteelCentral Portal	\$61,532.00	K	31%	\$42,457.08	\$0.00		\$0.00	\$0.00	\$0.00			RIVERBED
5	SCPS-001 SCPS-004	SEL SCPS on Steelhead 250 Series SEL SCPS on Steelhead 2050 Series	\$1,225.00 \$10,455.00	K K	31% 31%	\$845.25 \$7,213.95	\$0.00 \$0.00		\$0.00 \$0.00					RIVERBED RIVERBED
5	SCPS-005	SEL SCPS on Steelhead 5050 Series	\$15,378.00	K	31%	\$10,610.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	SCPS-006 SCPS-007	SEL SCPS on Steelhead 6050 Series SEL SCPS on Steelhead 7050 Series	\$30,148.00 \$40,609.00	K K	31% 31%	\$20,802.12 \$28,020.21	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			RIVERBED
5	SCPS-01A	SEL SCPS on Steelhead 150 Series	\$1,225.00	K	31%	\$845.25	\$0.00	\$0.00	\$0.00					RIVERBED
5	SCPS-VCX-003 SCPS-VCX-004	SEL SCPS on Virtual Steelhead 555 Series SEL SCPS on Virtual Steelhead 755 Series	\$2,455.00 \$4.302.00	K K	31% 31%	\$1,693.95 \$2,968.38	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			RIVERBED
5	SCPS-VCX-005	SEL SCPS on Virtual Steelhd 1555 Series	\$10,455.00	K	31%	\$7,213.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5		SEL SCPS on Virtual Steelhead 250 Series SEL SCPS on Virtual Steelhead 550 Series	\$1,225.00 \$2,455.00	K K	31% 31%	\$845.25 \$1,693.95	\$0.00 \$0.00		\$0.00 \$0.00				*****	RIVERBED RIVERBED
5	SCPS-VSH-003	SEL SCPS on Virtual Steelhd 1050 Series	\$4,302.00	K	31%	\$2,968.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	SCPS-VSH-004 SCPS-VSH-01A	SEL SCPS on Virtual Steelhd 2050 Series SEL SCPS on Virtual Steelhead 150 Series	\$10,455.00 \$1,225.00	K	31% 31%	\$7,213.95 \$845.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			RIVERBED RIVERBED
5	SFCR-3500-B010	SEL SteelFusion Core, SFCR3500	\$40,000.00	ĸ	31%	\$27,600.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5		SEL SteelFusion Core, SFCR3500 SEL SteelFusion Edge SFED 2100	\$40,000.00 \$19,686.00	K	31% 31%	\$27,600.00 \$13,583.34	\$0.00 \$0.00		\$0.00 \$0.00					RIVERBED RIVERBED
5		SEL SteelFusion Edge SFED 2100-C	\$19,686.00	K	31%	\$13,583.34	\$0.00		\$0.00		\$0.00			RIVERBED
5		SEL SteelFusion Edge SFED 2200 SEL SteelFusion Edge SFED 2200-C	\$30,763.00 \$30,763.00	K	31% 31%	\$21,226.47 \$21,226.47	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00					RIVERBED RIVERBED
5		SEL SteelFusion Edge SFED 3100	\$49,225.00	K	31%	\$33,965.25	\$0.00		\$0.00				\$0.00	RIVERBED
5		SEL SteelFusion Edge SFED 3100-C	\$49,225.00	K	31%	\$33,965.25	\$0.00		\$0.00					RIVERBED
5		SEL SteelFusion Edge SFED 3200 SEL SteelFusion Edge SFED 3200-C	\$73,840.00 \$73,840.00	K K	31% 31%	\$50,949.60 \$50,949.60	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			RIVERBED RIVERBED
5	SFED-5100-B010	SEL SteelFusion Edge SFED 5100	\$116,917.00	K	31%	\$80,672.73	\$0.00	\$0.00	\$0.00					RIVERBED
5 5	SFED-5100-B010-C SFP-003-LR	SEL SteelFusion Edge SFED 5100-C SEL Long Reach 10GbE SFP+ module	\$116,917.00 \$1,785.00	K K	31% 31%	\$80,672.73 \$1,231.65	\$0.00 \$0.00		\$0.00 \$0.00					RIVERBED RIVERBED
5	SFP-004-SR	SEL Short Reach 10GbE SFP+ module	\$1,046.00	K	31%	\$721.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5		SEL Copper 1GbE SFP module SEL Long haul 1GbE fiber SFP module	\$615.00 \$732.00	K K	31% 31%	\$424.35 \$505.08	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00					RIVERBED RIVERBED
5	SFP-007-SX	SEL Short haul 1GbE fiber SFP module	\$486.00	K	31%	\$335.34	\$0.00		\$0.00				\$0.00	RIVERBED
5 5	SMC-U-10-1 SMC-U-10-10	SELECT 10 SH MOBILE USER LIC (0-1) SELECT 10 SH MOBILE USER LIC (1001-2000)	\$2,449.00 \$1,452.00	K	31% 31%	\$1,689.81 \$1,001.88	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00					RIVERBED
5	SMC-U-10-11	SELECT 10 SH MOBILE USER LIC (2001-5000)	\$1,415.00	ĸ	31%	\$976.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	SMC-U-10-2 SMC-U-10-3	SELECT 10 SH MOBILE USER LIC (2-3) SELECT 10 SH MOBILE USER LIC (4-10)	\$2,425.00 \$2,400.00	K K	31% 31%	\$1,673.25 \$1,656.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00					RIVERBED RIVERBED
5		SELECT 10 SH MOBILE USER LIC (11-25)	\$2,055.00	ĸ	31%	\$1,417.95	\$0.00							RIVERBED
5 5	SMC-U-10-5 SMC-U-10-6	SELECT 10 SH MOBILE USER LIC (26-50) SELECT 10 SH MOBILE USER LIC (51-100)	\$2,031.00 \$1,969.00	K	31% 31%	\$1,401.39 \$1,358.61	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00					RIVERBED RIVERBED
5	SMC-U-10-7	SELECT 10 SH MOBILE USER LIC (101-200)	\$1,908.00	ĸ	31%	\$1,316.52	\$0.00	\$0.00	\$0.00					RIVERBED
5 5	SMC-U-10-8 SMC-U-10-9	SELECT 10 SH MOBILE USER LIC (201-500) SELECT 10 SH MOBILE USER LIC (501-1000)	\$1,538.00 \$1,477.00	K K	31% 31%	\$1,061.22 \$1,019.13	\$0.00 \$0.00		\$0.00 \$0.00					RIVERBED RIVERBED
5		SEL VirtualSMC manage10 concurrent users	\$7,378.00	K	31%	\$5,090.82	\$0.00	\$0.00	\$0.00					RIVERBED
5 5		SEL SFP - 1GbE LX SEL 10GbE DAC Twinax	\$277.00 \$302.00	K	31% 31%	\$191.13 \$208.38	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			RIVERBED RIVERBED
5		SEL SFP+ - 10GbE LR	\$1,471.00	K	31%	\$1,014.99	\$0.00		\$0.00					RIVERBED
5		SEL SFP+ - 10GbE LR	\$1,471.00	K	31%	\$1,014.99	\$0.00		\$0.00					RIVERBED
5 5		SEL SFP+ - 10GbE SR SEL SFP+ - 10GbE SR	\$855.00 \$855.00	K	31% 31%	\$589.95 \$589.95	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00					RIVERBED RIVERBED
5		SEL SFP - 1GbE SX	\$240.00	K	31%	\$165.60	\$0.00	\$0.00	\$0.00					RIVERBED
5 5	UCXPL-T-P U-SFCR3500-C1-C2	SEL STEELCNTRL UCEXPENTPHONELIC-BASETIER SEL Upgrade LIC-SFCR-03500-C1 to C2	\$37.00 \$11,323.00	K	31% 31%	\$25.53 \$7,812.87	\$0.00 \$0.00		\$0.00 \$0.00					RIVERBED RIVERBED
5		SEL Upgrade LIC-SFCR-03500-C1 to C3	\$42,462.00	K	31%	\$29,298.78	\$0.00	\$0.00	\$0.00					RIVERBED
5 5		SEL Upgrade LIC-SFCR-03500-C2 to C3 SEL Upgrade LIC-SFED-02100-W0 to W1	\$31,138.00 \$5,662.00	K K	31% 31%	\$21,485.22 \$3,906.78	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			RIVERBED RIVERBED
5	U-SFED2100-W0-W2	SEL Upgrade LIC-SFED-02100-W0 to W2	\$16,985.00	K	31%	\$11,719.65	\$0.00		\$0.00					RIVERBED
5 5		SEL Upgrade LIC-SFED-02100-W0 to W3 SEL Upgrade LIC-SFED-02100-W1 to W2	\$33,969.00 \$11.323.00	K K	31% 31%	\$23,438.61 \$7.812.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00					RIVERBED
5	U-SFED2100-W1-W3	SEL Upgrade LIC-SFED-02100-W1 to W3	\$28,308.00	K	31%	\$19,532.52	\$0.00		\$0.00					RIVERBED
5		SEL Upgrade LIC-SFED-02100-W2 to W3 SEL Upgrade LIC-SFED-02200-W0 to W1	\$16,985.00 \$7,077.00	K K	31% 31%	\$11,719.65 \$4,883.13	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00					RIVERBED RIVERBED
5	U-SFED2200-W0-W2	SEL Upgrade LIC-SFED-02200-W0 to W2	\$14,154.00	K	31%	\$9,766.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5		SEL Upgrade LIC-SFED-02200-W0 to W3 SEL Upgrade LIC-SFED-02200-W1 to W2	\$35,385.00 \$7.077.00	K	31% 31%	\$24,415.65 \$4.883.13	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			RIVERBED RIVERBED
5	U-SFED2200-W1-W3	SEL Upgrade LIC-SFED-02200-W1 to W3	\$28,308.00	ĸ	31%	\$19,532.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5		SEL Upgrade LIC-SFED-02200-W2 to W3 SEL Upgrade LIC-SFED-03100-W0 to W1	\$21,231.00 \$14,154.00	K	31% 31%	\$14,649.39 \$9,766.26	\$0.00 \$0.00		\$0.00 \$0.00					RIVERBED RIVERBED
5	U-SFED3100-W0-W2	SEL Upgrade LIC-SFED-03100-W0 to W2	\$28,308.00	K	31%	\$19,532.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	U-SFED3100-W0-W3	SEL Upgrade LIC-SFED-03100-W0 to W3 SEL Upgrade LIC-SFED-03100-W1 to W2	\$38,923.00 \$14,154.00	K	31% 31%	\$26,856.87 \$9,766.26	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	U-SFED3100-W1-W3	SEL Upgrade LIC-SFED-03100-W1 to W3	\$24,769.00	K	31%	\$17,090.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	U-SFED3100-W2-W3	SEL Upgrade LIC-SFED-03100-W2 to W3	\$10,615.00	K	31%	\$7,324.35	\$0.00	\$0.00	\$0.00					RIVERBED
5	U-SFED3200-W0-W2	SEL Upgrade LIC-SFED-03200-W0 to W1 SEL Upgrade LIC-SFED-03200-W0 to W2	\$11,323.00 \$31,138.00		31% 31%	\$7,812.87 \$21,485.22	\$0.00 \$0.00		\$0.00 \$0.00					RIVERBED
5	U-SFED3200-W0-W3	SEL Upgrade LIC-SFED-03200-W0 to W3	\$45,292.00	K	31%	\$31,251.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5		SEL Upgrade LIC-SFED-03200-W1 to W2 SEL Upgrade LIC-SFED-03200-W1 to W3	\$19,815.00 \$33,969.00		31% 31%	\$13,672.35 \$23,438.61	\$0.00 \$0.00		\$0.00 \$0.00					RIVERBED RIVERBED
5	U-SFED3200-W2-W3	SEL Upgrade LIC-SFED-03200-W2 to W3	\$14,154.00		31%	\$9,766.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	U-SFED5100-W0-W1 U-SFED5100-W0-W2	SEL Upgrade LIC-SFED-05100-W0 to W1 SEL Upgrade LIC-SFED-05100-W0 to W2	\$21,231.00 \$35,385.00	K K	31% 31%	\$14,649.39 \$24,415.65	\$0.00 \$0.00		\$0.00 \$0.00					RIVERBED RIVERBED
5	U-SFED5100-W1-W2	SEL Upgrade LIC-SFED-05100-W1 to W2	\$14,154.00		31%	\$9,766.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5		SEL Virtual Steelhead 1555 High SEL Virtual Steelhead 1555 Low	\$42,825.00 \$29,778.00	K K	31% 31%	\$29,549.25 \$20,546.82	\$0.00 \$0.00		\$0.00 \$0.00					RIVERBED RIVERBED
	707 1000-L		Ψ20,110.00		3170	Ψ20,040.02	ψ0.00	ψ0.00	ψ0.00	ψ0.00	ψ0.00	ψ0.00	ψ0.00	

						IVP LEVEL 1								
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT	PROSUPPORT ENH MNT LP	BASIC MNT LP	TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	VCX-1555-M VCX-5055-H	SEL Virtual Steelhead 1555 Mid SEL Virtual Steelhead 5055 High	\$38,394.00 \$113,225.00	K K	31% 31%	\$26,491.86 \$78,125.25	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00			RIVERBED RIVERBED
5	VCX-5055-M	SEL Virtual Steelhead 5055 Mid	\$73,594.00	ĸ	31%	\$50,779.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	VCX-555-H VCX-555-M	SEL Virtual Steelhead 555 High SEL Virtual Steelhead 555 Mid	\$12,917.00 \$9,348.00	K	31% 31%	\$8,912.73 \$6,450.12	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	VCX-7055-L	SEL Virtual Steelhead 7055 Low	\$147,194.00	ĸ	31%	\$101,563.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	VCX-7055-M VCX-755-H	SEL Virtual Steelhead 7055 Mid SEL Virtual Steelhead 755 High	\$203,809.00 \$22,763.00	K	31% 31%	\$140,628.21 \$15,706.47	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			RIVERBED RIVERBED
5	VCX-755-H VCX-755-L	SEL Virtual Steelnead 755 Fight SEL Virtual Steelhead 755 Low	\$14,517.00	ĸ	31%	\$10,016.73	\$0.00		\$0.00		\$0.00	\$0.00		RIVERBED
5	VCX-755-M	SEL Virtual Steelhead 755 Mid	\$16,978.00	K	31%	\$11,714.82	\$0.00		\$0.00		\$0.00	\$0.00		RIVERBED
5	VGC-1000-L VGC-1000-M	SEL Virtual SteelFusion Core VGC 1000-L SEL Virtual SteelFusion Core VGC 1000-M	\$17,225.00 \$23,378.00	ĸ	31% 31%	\$11,885.25 \$16,130.82	\$0.00 \$0.00		\$0.00 \$0.00					RIVERBED RIVERBED
5	VGC-1000-U	SEL Virtual SteelFusion Core VGC 1000-U	\$9,840.00	K	31%	\$6,789.60	\$0.00		\$0.00					RIVERBED
5	VGC-1500-L VGC-1500-M	SEL Virtual SteelFusion Core VGC 1500-L SEL Virtual SteelFusion Core VGC 1500-M	\$29,532.00 \$40,609.00	K	31% 31%	\$20,377.08 \$28,020.21	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	VSK-00050	SEL Virtual Cascade Shark 50-50 GB Disk	\$1,471.00	K	31%	\$1,014.99	\$0.00		\$0.00		\$0.00			RIVERBED
5	VSK-00200 VSK-00400	SEL Virtual Cascade Shark 200-1 TB Disk SEL Virtual Cascade Shark 400-2 TB Disk	\$6,763.00 \$12,302.00	K K	31% 31%	\$4,666.47 \$8,488.38	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			RIVERBED RIVERBED
5	XFP-001-LR	SEL Long Reach 10GbE fiber XFP module	\$1,662.00	K	31%	\$1,146.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	XFP-002-SR 300068-001R	SEL Short Reach 10GbE fiber XFP module SEL VX-1000 1 YR SUBSCRIPT RENEW INC MNT	\$1,169.00 \$1,251.00	K K	31% 31%	\$806.61 \$863.19	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		) RIVERBED ) SILVER PEAK
5	300069-001R	SEL VX-2000 1 YR SUBSCRIPT RENEW INC MNT	\$5,013.00	ĸ	31%	\$3,458.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SILVER PEAK
5	300070-001R 300071-001R	SEL VX-3000 1 YR SUBSCRIPT RENEW INC MNT SEL VX-5000 1 YR SUBSCRIPT RENEW INC MNT	\$10,031.00 \$14,420.00	K	31% 31%	\$6,921.39 \$9.949.80	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SILVER PEAK SILVER PEAK
5	300072-001R	SEL VRX-8 1 YR SUBSCRIPT RENEWAL INC MNT	\$43,895.00	ĸ	31%	\$30,287.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SILVER PEAK
5 5	300088-001 300088-001R	SEL VX-500 1 YR SUBSCRIPTION INC MNT SEL VX-500 1 YR SUBSCRIPT RENEW INC MNT	\$624.00 \$624.00	K	31% 31%	\$430.56 \$430.56	\$0.00 \$0.00		\$0.00 \$0.00					SILVER PEAK SILVER PEAK
5	300088-001R 300089-001	SEL VX-500 1 YR SUBSCRIPT RENEW INC MINT SEL VX-6000 1 YR SUBSCRIPTION INC MINT	\$624.00	K	31%	\$430.56 \$14,276.79	\$0.00		\$0.00		\$0.00	\$0.00		I SILVER PEAK I SILVER PEAK
5	300089-001R	SEL VX-6000 1 YR SUBSCRIPT RENEW INC MNT	\$20,691.00	K	31%	\$14,276.79	\$0.00		\$0.00		\$0.00	\$0.00		SILVER PEAK
5	300090-001 300090-001R	SEL VX-7000 1 YR SUBSCRIPTION INC MNT SEL VX-7000 1 YR SUBSCRIPT RENEW INC MNT	\$30,097.00 \$30,097.00	K	31% 31%	\$20,766.93 \$20,766.93	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		) SILVER PEAK ) SILVER PEAK
5	300103-001	SEL VX-8000 1 YR SUBSCRIPTTION INC MNT	\$43,895.00	K	31%	\$30,287.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SILVER PEAK
5 5	300103-001R 300104-001	SEL VX-8000 1 YR SUBSCRIPT RENEW INC MNT SEL VX-9000 1 YR SUBSCRIPTION INC MNT	\$43,895.00 \$62,708.00	K	31% 31%	\$30,287.55 \$43,268.52	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SILVER PEAK SILVER PEAK
5	300104-001R	SEL VX-9000 1 YR SUBSCRIPT RENEW INC MNT	\$62,708.00	ĸ	31%	\$43,268.52	\$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 MNT	\$3,133.00 \$3,133.00	K	31% 31%	\$2,161.77 \$2,161.77	\$0.00 \$0.00		\$0.00 \$0.00					) SILVER PEAK ) SILVER PEAK
5	300106-001	SEL VRX-2 1 TR SUBSCRIPT RENEWAL INC MINT	\$9,403.00	K	31%	\$6,488.07	\$0.00		\$0.00		\$0.00	\$0.00		SILVER PEAK
5	300106-001R	SEL VRX-4 1 YR SUBSCRIPT RENEWAL INC MNT SEL VRX-6 1 YR SUBSCRIPTION, INCL MAINT	\$9,403.00	K	31%	\$6,488.07	\$0.00		\$0.00		\$0.00	\$0.00		SILVER PEAK
5 5	300121-001 300121-001R	SEL VRX-6 1 YR SUBSCRIPTION, INCL MAINT SEL VRX-6 1 YR SUBSCRIPT RENEWAL INC MNT	\$20,691.00 \$20,691.00	K	31% 31%	\$14,276.79 \$14,276.79	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		) SILVER PEAK ) SILVER PEAK
5	5000184-001	SEL USB GIGABIT BYPASS ADAPTER	\$504.00	K	31%	\$347.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SILVER PEAK
5 5	500031-001 500032-001	SELECT NX-1700 4MBPS WAN ACCL SELECT NX-5700 50MBPS WAN ACCEL	\$3,961.00 \$30.594.00	K K	31% 31%	\$2,733.09 \$21,109.86	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SILVER PEAK SILVER PEAK
5	500039-001	SELECT NX-8700 500MBPS WAN ACCL	\$147,328.00	K	31%	\$101,656.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SILVER PEAK
5 5	500040-001 500041-001	SELECT NX-2700 10MBPS WAN ACCEL SELECT NX-3700 20MBPS WAN ACCEL	\$13,028.00 \$22,661.00	K K	31% 31%	\$8,989.32 \$15,636.09	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		) SILVER PEAK ) SILVER PEAK
5	500042-001	SELECT NX-7700 200MBPS WAN ACCEL	\$62,328.00	ĸ	31%	\$43,006.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SILVER PEAK
5 5	500043-001 500045-001	SELECT NX-9700 1GBPS WAN ACCEL SELECT VX-5000: VIRTUAL: 50Mbps	\$203,994.00 \$29,127.00	K	31% 31%	\$140,755.86 \$20,097.63	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SILVER PEAK SILVER PEAK
5	500046-001	SELECT VX-1000; VIRTUAL; 4Mbps	\$2,261.00	ĸ	31%	\$1,560.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SILVER PEAK
5	500048-001	SELECT VX-3000; VIRTUAL; 20Mbps	\$20,260.00	K	31%	\$13,979.40	\$0.00		\$0.00					SILVER PEAK
5 5	500049-001 500049-100	SELECT GMS-10 VIRTUAL WAN ACCL MNGT SELECT UPGRD VIRTUAL GMS-10 TO GMS-25	\$5,661.00 \$11,333.00	K K	31% 31%	\$3,906.09 \$7,819.77	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		) SILVER PEAK ) SILVER PEAK
5	500049-101	SELECT UPGRD VIRTUAL GMS-10 TO GMS-50	\$22,667.00	K	31%	\$15,640.23	\$0.00		\$0.00		\$0.00	\$0.00		SILVER PEAK
5 5	500070-001 500075-001	SELECT VRX-8; VIRTUAL; 1GBPS; 1K FLOWS SEL NX-10700 2.5Gbps SSD 256K FLOWS FIBR	\$79,328.00 \$339,994.00	K K	31% 31%	\$54,736.32 \$234,595.86	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		) SILVER PEAK ) SILVER PEAK
5	500101-001	SEL-FREE TRIAL SP 30-DAY VIRTUAL WAN OPT	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SILVER PEAK
5 5	500113-001 500114-001	SEL VX-500 VIRTUAL 2Mbps 8K FLOWS SEL VX-6000 VIRTUAL 100Mbps 128K FLOWS	\$1,128.00 \$37,394.00	K K	31% 31%	\$778.32 \$25,801.86	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		) SILVER PEAK ) SILVER PEAK
5	500115-001	SEL VX-7000 VIRTUAL 200Mbps 128K FLOWS	\$54,394.00	K	31%	\$37,531.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SILVER PEAK
5 5	500137-001 500138-001	SEL VX-8000 VIRTUAL, 622MBPS, 256K FLOWS SEL VX-9000, VIRTUAL, 1GBPS, 256K FLOWS	\$79,328.00 \$113,328.00	K K	31% 31%	\$54,736.32 \$78,196.32	\$0.00 \$0.00		\$0.00 \$0.00					) SILVER PEAK ) SILVER PEAK
5	500139-001	SEL VRX-2, VELOCITY, 60GBPH	\$5,661.00	ĸ	31%	\$3,906.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SILVER PEAK
5 5	500140-001 500163-001	SEL VRX-4, VELOCITY, 300GBPH SEL NX-11700, 5Gbps SSD 512K FLOWS FIBER	\$16,994.00 \$453,328.00	K K	31% 31%	\$11,725.86 \$312,796.32	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SILVER PEAK SILVER PEAK
5	500172-001	SEL NX-6700, 100Mbps, 128K FLOWS, 4PORT	\$43,061.00	K	31%	\$29,712.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SILVER PEAK
5 5	500180-001 500187-001	SEL VRX-6, VELOCITY, 300Mbps SEL UNITY CLOUD INTELLIGENCE	\$37,394.00 \$5,667.00	K	31% 31%	\$25,801.86 \$3.910.23	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			SILVER PEAK SILVER PEAK
5	SB365-1	SEL Spanning O365 Base 1-500	\$48.00	K	31%	\$3,910.23	\$0.00		\$0.00		\$0.00	\$0.00		SPANNING
5	SB365-10001 SB365-10001-3Y	SEL Spanning O365 Base 10001+ SEL Spanning 3Y O365 Base 10001+	\$24.00 \$64.80	K	31% 31%	\$16.56 \$44.71	\$0.00 \$0.00		\$0.00 \$0.00					SPANNING SPANNING
5 5	SB365-10001-3Y SB365-10001-3Y-P	SEL Spanning 3Y O365 Base 10001+ SEL Spanning 3Y O365 Base 10001+ PRORTD	\$64.80 \$1.80	K	31% 31%	\$44./1 \$1.24	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			SPANNING SPANNING
5	SB365-10001-P	SEL Spanning O365 Base 10001+PRORTD	\$2.00	K	31%	\$1.38	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPANNING
5	SB365-1-3Y SB365-1-3Y-P	SEL Spanning 3Y O365 Base 1-500 SEL Spanning 3Y O365 Base 1-500 PRORTD	\$129.60 \$3.60	K	31% 31%	\$89.42 \$2.48	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	SB365-1-P	SEL Spanning O365 Base 1-500 PRORATION	\$4.00	K	31%	\$2.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SB365-2001 SB365-2001-3Y	SEL Spanning 0365 Base 2001-5000 SEL Spanning 3Y 0365 Base 2001-5000	\$33.60 \$90.72	K	31% 31%	\$23.18 \$62.60	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	SPANNING SPANNING
5	SB365-2001-3Y-P	SEL Spanning 3Y O365 Base 2001-5KPRORTD	\$2.52	ĸ	31%	\$1.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 5	SB365-2001-P SB365-5001	SEL Spanning O365 Base 2001-5000 PRORTD SEL Spanning O365 Base 5001-10000	\$2.80 \$28.80	K K	31% 31%	\$1.93 \$19.87	\$0.00 \$0.00		\$0.00 \$0.00					SPANNING SPANNING
5	SB365-5001-3Y	SEL Spanning 3Y O365 Base 5001-10000	\$77.76	K	31%	\$53.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SB365-5001-3Y-P	SEL Spanning 3Y O365Base5001-10K PRORTD	\$2.16	K	31%	\$1.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SB365-5001-P SB365-501	SEL Spanning O365 Base 5001-10000 PRORTD SEL Spanning O365 Base 501-2000	\$2.40 \$38.40	K K	31% 31%	\$1.66 \$26.50	\$0.00 \$0.00		\$0.00 \$0.00					SPANNING SPANNING
5	SB365-501-3Y	SEL Spanning 3Y O365 Base 501-2000	\$103.68	K	31%	\$71.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 5	SB365-501-3Y-P SB365-501-P	SEL Spanning 3Y O365 Base 501-2K PRORTD SEL Spanning O365 Base 501-2K PRTD	\$2.88 \$3.20	K K	31% 31%	\$1.99 \$2.21	\$0.00 \$0.00		\$0.00 \$0.00					SPANNING SPANNING
5	SB4GS-1	SEL Spanning GSuite Base 1-500	\$48.00	ĸ	31%	\$33.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 5	SB4GS-10001 SB4GS-10001-3Y	SEL Spanning GSuite Base 10001+ SEL Spanning 3Y GSuite Base 10001+	\$24.00 \$64.80	K K	31% 31%	\$16.56 \$44.71	\$0.00 \$0.00							SPANNING SPANNING
5		SEL Spanning 3Y GSte Base 10001+ PRORTD	\$1.80	ĸ	31%	\$1.24	\$0.00		\$0.00					SPANNING

					N	VP LEVEL 1								
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	SB4GS-10001-P SB4GS-1-3Y	SEL Spanning GSuiteBase 10001+ PRORTD SEL Spanning 3Y GSuite Base 1-500	\$2.00 \$129.60	K K	31% 31%	\$1.38 \$89.42	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	SB4GS-1-3Y-P	SEL Spanning 3Y GSte Base 1-500 PRORTD	\$3.60	K	31%	\$2.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 5	SB4GS-1-P SB4GS-2001	SEL Spanning GSuite Base 1-500 PRORATED SEL Spanning GSuite Base 2001-5000	\$4.00 \$33.60	K K	31% 31%	\$2.76 \$23.18	\$0.00 \$0.00			\$0.00 \$0.00				SPANNING SPANNING
5	SB4GS-2001-3Y SB4GS-2001-3Y-P	SEL Spanning 3Y GSuite Base 2001-5000 SEL Spanning 3Y GSte Base 2001-5K PRORTD	\$90.72 \$2.52	K	31% 31%	\$62.60 \$1.74	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPANNING SPANNING
5 5	SB4GS-2001-9 SB4GS-2001-P	SEL Spanning ST Gote Base 2001-5000 PRORTD	\$2.80	K	31%	\$1.74	\$0.00		\$0.00	\$0.00	\$0.00			SPANNING
5	SB4GS-5001 SB4GS-5001-3Y	SEL Spanning GSuite Base 5001-10K SEL Spanning 3Y GSuite Base 5001-10K	\$28.80 \$77.76	K	31% 31%	\$19.87 \$53.65	\$0.00 \$0.00	\$0.00		\$0.00 \$0.00				SPANNING SPANNING
5	SB4GS-5001-3Y-P	SEL Spanning 3Y GSteBase5001-10K PRORTD	\$2.16	K	31%	\$1.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SB4GS-5001-P SB4GS-501	SEL Spanning GSuite Base 5001-10K PRORTD SEL Spanning GSuite Base 501-2000	\$2.40 \$38.40	K	31% 31%	\$1.66 \$26.50	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPANNING SPANNING
5	SB4GS-501-3Y	SEL Spanning 3Y GSuite Base 501-2000	\$103.68	K	31%	\$71.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 5	SB4GS-501-3Y-P SB4GS-501-P	SEL Spanning 3Y GSte Base 501-2K PRORTD SEL Spanning GSuite Base 501-2000 PRORTD	\$2.88 \$3.20	K	31% 31%	\$1.99 \$2.21	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPANNING SPANNING
5	SBSF-1	SEL Spanning BU Salesforce 1-50	\$48.00	ĸ	31%	\$33.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 5	SBSF-1001 SBSF-1001-3Y	SEL Spanning BU Salesforce 1001-5000 SEL Spanning BU 3Y Salesforce 1001-5000	\$28.80 \$77.76	K K	31% 31%	\$19.87 \$53.65	\$0.00 \$0.00			\$0.00 \$0.00				SPANNING SPANNING
5	SBSF-1001-3Y-P	SEL Spanning BU 3Y SFDC 1001-5K PRTD	\$2.16	ĸ	31%	\$1.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 5	SBSF-1001-P SBSF-1-3Y	SEL Spanning BU SFDC 1001-5K PRTD SEL Spanning BU 3Y Salesforce 1-50	\$2.40 \$129.60	K	31% 31%	\$1.66 \$89.42	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPANNING SPANNING
5	SBSF-1-3Y-P	SEL Spanning BU 3Y SFDC 1-50 PRTD	\$3.60	ĸ	31%	\$2.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 5	SBSF-1-P SBSF-201	SEL Spanning BU SFDC 1-50 PRTD SEL Spanning BU Salesforce 201-1000	\$4.00 \$33.60	K K	31% 31%	\$2.76 \$23.18	\$0.00 \$0.00			\$0.00 \$0.00				SPANNING SPANNING
5	SBSF-201-3Y	SEL Spanning BU 3Y Salesforce 201-1000	\$90.72	ĸ	31%	\$62.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 5	SBSF-201-3Y-P SBSF-201-P	SEL Spanning BU 3Y SFDC 201-1000 PRORTD SEL Spanning BU SFDC 201-1000 PRTD	\$2.52 \$2.80	K K	31% 31%	\$1.74 \$1.93	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	SBSF-5001	SEL Spanning BU Salesforce 5001+	\$24.00	ĸ	31%	\$16.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 5	SBSF-5001-3Y SBSF-5001-3Y-P	SEL Spanning BU 3Y Salesforce 5001+ SEL Spanning BU 3Y SFDC 5001+ PRTD	\$64.80 \$1.80	K	31% 31%	\$44.71 \$1.24	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPANNING SPANNING
5	SBSF-5001-P	SEL Spanning BU SFDC 5001+ PRTD	\$2.00	ĸ	31%	\$1.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SBSF-51 SBSF-51-3Y	SEL Spanning BU Salesforce 51-200 SEL Spanning BU 3Y Salesforce 51-200	\$38.40 \$103.68	K	31% 31%	\$26.50 \$71.54	\$0.00 \$0.00			\$0.00 \$0.00				SPANNING SPANNING
5	SBSF-51-3Y-P	SEL Spanning BU 3Y SFDC 51-200 PRTD	\$2.88	ĸ	31%	\$1.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 5	SBSF-51-P 3136SL	SEL Spanning BU SFDC 51-200 PRTD SEL: CORD,PWR,N5-15 C13,18AWG,6FT	\$3.20 \$5.00	K K	31% 31%	\$2.21 \$3.45	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPANNING SPECTRALOGIC
5	5500SL	SEL: CORD SET,4.5M,NEMA L6-20P	\$84.00	K	31%	\$57.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	6349 6803SL	SEL: CABLE;OPTICAL;50U;SC-LC;10M SEL: CORD,POWER,220V,AUSTRALIA	\$208.00 \$37.00	K K	31% 31%	\$143.52 \$25.53	\$0.00 \$0.00			\$0.00 \$0.00				SPECTRALOGIC SPECTRALOGIC
5	6804SL	SEL: CORD,POWER,220V,S.AFRICA-INDIA	\$55.00	K	31%	\$37.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	6805SL 6806SL	SEL: CORD,POWER,220V,UK SEL: CORD,POWER,220V,ISRAEL	\$46.00 \$35.00	K K	31% 31%	\$31.74 \$24.15	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	6807SL	SEL: CORD,POWER,220V,JAPAN	\$81.00	K	31%	\$55.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	6808SL 7029SL	SEL: CORD,POWER,220V,EUROPE SEL: CORD SET.4.5M,NEMA L6-30P	\$36.00 \$74.00	K K	31% 31%	\$24.84 \$51.06	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	7741SL	SEL: CORD,POWER,S. AFRICA	\$20.00	K	31%	\$13.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	8147SL 8289SL	SEL: CORD SET,2.5M,NEMA5-15,IEC C19 SEL: CORD,PWR.N5-15 C13,14AWG,2M	\$76.00 \$9.00	K K	31% 31%	\$52.44 \$6.21	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	8296SL	SEL: CORD,POWER,C14-C13,16AWG,6FT	\$6.00	K	31%	\$4.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	8297SL 8665SL	SEL: CORD,POWER,C14-C19,14AWG,6FT SEL: CORD,POWER,60309-C19,15FT	\$21.00 \$109.00	K K	31% 31%	\$14.49 \$75.21	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	8840SL	SEL: CABLE;EX;SAS;SFF8088-SF8088;2M	\$194.00	K	31%	\$133.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90879028 90940740	SEL: FRU;TAPE;CLEAN;LTO;W-BARCODE SEL: RAMP,PYTHON,ADJUSTABLE	\$56.00 \$1.00	K K	31% 31%	\$38.64 \$0.69	\$0.00 \$0.00			\$0.00 \$0.00				SPECTRALOGIC SPECTRALOGIC
5	90943365	SEL: ASY,EDBA,SINGLE,PYTHON	\$35.00	K	31%	\$24.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	90943366 90949024	SEL: FRU,EDBA,DOUBLE,PYTHON SEL: FRU;LTO TERAPK COVER;NO MEDIA	\$69.00 \$395.00	K K	31% 31%	\$47.61 \$272.55	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90949024-A	SEL: FRU;TRPK-ACCS;W-COVER;NO MEDIA	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	90949030 90949030-F	SEL: PYTHON; CHAMBER-SLOT KEY ENABLE SEL: PYTHON; CHAMBER-SLOT KEY ENABLE	\$1,308.00 \$1,308.00	K	31% 31%	\$902.52 \$902.52	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90949030FIN-D	SEL: CHAMBER-SLOT KEY;DICOUNT;TFIN	\$1,112.00	K	31% 31%	\$767.28	\$0.00		\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5 5	90949030FIN-F 90949030-J-D	SEL: CHAMBER-SLOT;UPG;KEYENABLE;FIN SEL: CHAMB-SLOT KEY;DIS;TFIN;ENT	\$1,308.00 \$1,112.00	K	31%	\$902.52 \$767.28	\$0.00 \$0.00			\$0.00 \$0.00				SPECTRALOGIC SPECTRALOGIC
5 5	90949030T380J 90949030T380J-F	SEL: CHAMB/SLOT KEY ENABLE,T380 ENT SEL: UPG,CHAMB/SLOT KEY,T380,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			SPECTRALOGIC SPECTRALOGIC
5	90949030T950-J	SEL: CHAMB/SLOT KEY ENABLE, T950 ENT	\$1,635.00	K	31%	\$1,128.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	90949030T950-J-F 90949030TFIN	SEL: UPG,CHAMB/SLOT KEY,T950,ENT SEL: CHAMBER-SLOT KEY ENABLE;TFIN	\$1,635.00 \$1,308.00	K	31% 31%	\$1,128.15 \$902.52	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	SPECTRALOGIC SPECTRALOGIC
5	90949030TFIN-J	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	\$0.00	\$0.00	SPECTRALOGIC
5	90949030TFIN-J-F 90949048	SEL: UPG,CHAMB-SLOT KEY,TFIN,ENT SEL: FRU;TERAPACK W-O COVER;LTO	\$1,635.00 \$368.00	K	31% 31%	\$1,128.15 \$253.92	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90949099	SEL: T950;ENCRYPTION;PROFESSIONAL	\$6,538.00	ĸ	31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	90949099-F 90949099FIN-F	SEL: T950;ENCRYPTION;PROFESSIONAL SEL: TFIN;UPG;ENCRYPT;PROFESSIONAL	\$6,538.00 \$6,538.00	K K	31% 31%	\$4,511.22 \$4,511.22	\$0.00 \$0.00			\$0.00 \$0.00				SPECTRALOGIC SPECTRALOGIC
5	90949099TFIN	SEL: TFIN;ENCRYPTION;PROFESSIONAL	\$6,538.00	K	31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	90949106 90949112T200	SEL: FRU;TAPE;CLEAN;LTO;W-BCOD;CUST SEL: FRU;5-12V PWR SUPPLY;ROHS;T200	\$56.00 \$3,877.00	K K	31% 31%	\$38.64 \$2,675.13	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90949112T380	SEL: FRU;5-12V PWR SUPPLY;ROHS;T380	\$3,877.00	ĸ	31%	\$2,675.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	90949112T680 90949112T68-F	SEL: FRU;5-12V PWR SUPPLY;ROHS;T680 SEL: FRU;5-12V PWR SUPPLY;ROHS;T680	\$3,877.00 \$3.877.00	K 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			SPECTRALOGIC SPECTRALOGIC
5	90949118	SEL: FRU,TRANSPORTER,PYTH	\$19,615.00	ĸ	31%	\$13,534.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	90949120 90949120T68-F	SEL: FRU;DBA;PYTHON;ROHS ONLY SEL: FRU;DBA;ROHS ONLY;T680	\$6,148.00 \$6,092.00	K K	31% 31%	\$4,242.12 \$4,203.48	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	SPECTRALOGIC SPECTRALOGIC
5	90949132	SEL: FRU;N 1 PWR SUPPLIES;ROHS ONLY	\$9,138.00	K	31%	\$6,305.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	90949135 90949156SL	SEL: TAPES;TERAPACK;CUST;LTO-4 SEL: CLN TPS X5.W TPK.BCD.CERT	\$522.00 \$328.00	K K	31% 31%	\$360.18 \$226.32	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90949157SL	SEL: CLN TPS X10,W TPK,BCD,CERT	\$596.00	ĸ	31%	\$411.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	90949166 90949166-F	SEL: FRU;5-12V PWRSUP;8AMP;ROHS SEL: FRU;5-12V PWRSUP;8AMPFUSE;ROHS	\$3,877.00 \$3,877.00	K K	31% 31%	\$2,675.13 \$2,675.13	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPECTRALOGIC SPECTRALOGIC
5	90949166FIN-F	SEL: FRU;UP;5-12VPWRSUP;8AP;ROH;FIN	\$3,877.00	K	31%	\$2,675.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	90949166TFIN 90949170SL	SEL: FRU;5-12VPWRSUP;8AMP;ROHS;TFIN SEL: FRU,MAINT TAPES,10-TPK,CERT	\$3,877.00 \$596.00	K K	31% 31%	\$2,675.13 \$411.24	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
-	<del></del>		+	•		Ţ <u>-</u>	+2.00	Ţ2.00	<b>41.00</b>	<b>\$2.00</b>		Ţ2.50	<b>+1.00</b>	

					N	IVP LEVEL 1								İ
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	90949171SL 90949175SL	SEL: FRU,MAINT TAPES,10-TPK,CUST SEL: FRU,MAINT TAPES.5-TPK,CERT	\$596.00 \$328.00	K K	31% 31%	\$411.24 \$226.32	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949191	SEL: TAPES;20;WO-TPK;CUST;LTO-4	\$997.00	K	31%	\$687.93				\$0.00				SPECTRALOGIC
5	90949219 90949221	SEL: TAPES;20;WO-TPK;CERT;LTO-5 SEL: TAPES;TERAPACK;CERT;LTO-5	\$922.00 \$495.00	K	31% 31%	\$636.18 \$341.55				\$0.00 \$0.00				SPECTRALOGIC SPECTRALOGIC
5	90949222	SEL: TAPES;TERAPACK;CUST;LTO-5 SEL: FRU:VAX:BUMPER:T950	\$495.00 \$55.00	K	31%	\$341.55 \$37.95	\$0.00 \$0.00		\$0.00	\$0.00 \$0.00				SPECTRALOGIC
5 5	90949258 90949259	SEL: FRU;VAX;BUMPER;1950 SEL: SLS;SW KEY;DIRECT-CON;T950	\$6,538.00	K K	31% 31%	\$37.95 \$4,511.22				\$0.00				SPECTRALOGIC SPECTRALOGIC
5	90949259-F	SEL: FRU;SLS SW-KEY;DIRECT-CON;T950	\$6,538.00	K	31%	\$4,511.22	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	90949261 90949264	SEL: FRU;TAPE;LTO-5;CERTIFIED SEL: TAPES;TRPK;CERT;LTO5 WORM;T950	\$48.00 \$588.00	K K	31% 31%	\$33.12 \$405.72	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPECTRALOGIC SPECTRALOGIC
5	90949266	SEL: TAPES;TRPK;CUST;LTO5 WORM;T950	\$588.00	K	31%	\$405.72	\$0.00			\$0.00				SPECTRALOGIC
5 5	90949294 90949295	SEL: TAPES;TPK;CERT;3592 JC SEL: TAPES;TPK;CUST;3592 JC	\$3,005.00 \$3,005.00	K K	31% 31%	\$2,073.45 \$2,073.45				\$0.00 \$0.00				SPECTRALOGIC SPECTRALOGIC
5	90949298	SEL: FRU HP TRANSPORTER	\$32,692.00	ĸ	31%	\$22,557.48	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	90949305-A 90949310SPL	SEL: ACCESS TPK;W-O CVR;NO MED;3592 SEL: FRU,MAINT TPk, 9-TPS,CERT,3592	\$0.00 \$2,382.00	K	31% 31%	\$0.00 \$1.643.58	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPECTRALOGIC SPECTRALOGIC
5	90949311SPL	SEL: FRU,MAINT TPK, 9-TPS,CUST,3592	\$2,382.00	ĸ	31%	\$1,643.58	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949312SPL 90949334	SEL: FRU,MAINT TPS, 5-TPK,CERT,3592 SEL: FRU,TRANSPORTER,ENT	\$1,352.00 \$19,615.00	K	31% 31%	\$932.88 \$13,534.35	\$0.00 \$0.00			\$0.00 \$0.00				SPECTRALOGIC SPECTRALOGIC
5	90949349	SEL: TAPES;TPK;NO CVR;CERT;LTO-5	\$489.00	ĸ	31%	\$337.41	\$0.00		\$0.00	\$0.00				SPECTRALOGIC
5	90949350 90949357	SEL: TAPES;TPK;NO CVR;CUST;LTO-5 SEL: FRU;UPG;SPECTRA LS;GEN III	\$489.00 \$2,520.00	K	31% 31%	\$337.41 \$1,738.80	\$0.00 \$0.00			\$0.00 \$0.00				SPECTRALOGIC SPECTRALOGIC
5	90949371	SEL: FRU,CABLES,T950,EXP,UPGRADE	\$2,520.00	ĸ	31%	\$1,730.60				\$0.00				SPECTRALOGIC
5	90949374SL	SEL: TAPES,LTO5,CUST,10,CASE,NOTPK	\$468.00	K	31%	\$322.92	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949375SL 90949382-F	SEL: TAPES,LTO5,10,CERT,CASE,NOTPK SEL: FRU,UPG,LTO-6,FC,FH,T950	\$468.00 \$17.598.00	K K	31% 31%	\$322.92 \$12,142.62	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPECTRALOGIC SPECTRALOGIC
5	90949382T20-F	SEL: FRU,UPG,LTO-6,FC,FH,T200	\$17,598.00	K	31%	\$12,142.62	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	90949382T38-F 90949382T68-F	SEL: FRU,UPG,LTO-6,FC,FH,T380 SEL: FRU,UPG,LTO-6,FC,FH,T680	\$17,598.00 \$17,598.00	K K	31% 31%	\$12,142.62 \$12,142.62				\$0.00 \$0.00				SPECTRALOGIC SPECTRALOGIC
5	90949382TFI-F	SEL: FRU,UPG,LTO-6,FC,FH,TFIN	\$18,242.00	ĸ	31%	\$12,586.98	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	90949396 90949397	SEL: TAPES,TERAPACK,CERT,LTO-6 SEL: TAPES,TERAPACK,CUST,LTO-6	\$723.00 \$723.00	K	31% 31%	\$498.87 \$498.87	\$0.00 \$0.00			\$0.00 \$0.00				SPECTRALOGIC SPECTRALOGIC
5	90949398	SEL: TAPES, TERAPACK, COST, ETO-6 SEL: TAPES, TPK, NO CVR, CERT, LTO-6	\$723.00 \$716.00	ĸ	31%	\$496.67 \$494.04	\$0.00			\$0.00				SPECTRALOGIC
5	90949399	SEL: TAPES,TPK,NO CVR,CUST,LTO-6	\$716.00	K	31%	\$494.04	\$0.00			\$0.00				SPECTRALOGIC
5	90949404 90949405	SEL: TAPES,20 TERAPACKS,CERT,LTO-6 SEL: TAPES,20 TERAPACKS,CUST,LTO-6	\$14,319.00 \$14.319.00	K K	31% 31%	\$9,880.11 \$9,880.11	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPECTRALOGIC SPECTRALOGIC
5	90949406	SEL: TAPES,20 TPKS,NO CVR,CERT,LTO6	\$14,185.00	K	31%	\$9,787.65				\$0.00			\$0.00	SPECTRALOGIC
5 5	90949408 90949410	SEL: TAPES,20,WO-TPK,CERT,LTO-6 SEL: FRU.TAPE.LTO-6.CERTIFIED	\$1,379.00 \$74.00	K	31% 31%	\$951.51 \$51.06	\$0.00 \$0.00			\$0.00 \$0.00				SPECTRALOGIC SPECTRALOGIC
5	90949412	SEL: TAPES,LTO6,10,CERT,CASE,NOTPK	\$727.00	ĸ	31%	\$501.63	\$0.00		\$0.00	\$0.00				SPECTRALOGIC
5	90949414SL 90949415SL	SEL: TAPES,TRPK,CUST,LT06 WORM,T950 SEL: TAPES,TRPK,CERT,LT06 WORM,T950	\$869.00 \$869.00	K	31% 31%	\$599.61 \$599.61	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPECTRALOGIC SPECTRALOGIC
5	90949437	SEL: FRU,SPECTRA LS,TFIN	\$6,538.00	K	31%	\$4,511.22				\$0.00				SPECTRALOGIC
5	90949439	SEL: FRU,EDBA,PYTHON	\$6,148.00	K	31%	\$4,242.12				\$0.00				SPECTRALOGIC
5	90949439TFIN 90949442	SEL: FRU,EDBA,TFIN SEL FRU,LTO-6,FC,FH,IMPACT	\$6,092.00 \$17.598.00	K K	31% 31%	\$4,203.48 \$12,142.62	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPECTRALOGIC SPECTRALOGIC
5	90949442-F	SEL UPG,FRU,LTO-6,FC,FH,IMPACT	\$17,598.00	K	31%	\$12,142.62	\$0.00			\$0.00			\$0.00	SPECTRALOGIC
5 5	90949442T200 90949442T20-F	SEL FRU,LTO-6,T200,FC,FH,IMPACT SEL UPG,LTO-6,T200,FC,FH,IMPACT	\$17,598.00 \$17,598.00	K K	31% 31%	\$12,142.62 \$12,142.62				\$0.00 \$0.00				SPECTRALOGIC SPECTRALOGIC
5	90949442T380	SEL FRU,LTO-6,T380,FC,FH,IMPACT	\$17,598.00	K	31%	\$12,142.62	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	90949442T38-F 90949442T680	SEL UPG,LTO-6,T380,FC,FH,IMPACT SEL FRU,LTO-6,T680,FC,FH,IMPACT	\$17,598.00 \$17,598.00	K	31% 31%	\$12,142.62 \$12,142.62	\$0.00 \$0.00			\$0.00 \$0.00				SPECTRALOGIC SPECTRALOGIC
5	90949442T68-F	SEL UPG,LTO-6,T680,FC,FH,IMPACT	\$17,598.00	ĸ	31%	\$12,142.62				\$0.00			\$0.00	SPECTRALOGIC
5	90949442TFI-F 90949442TFIN	SEL UPG,LTO-6,TFIN,FC,FH,IMPACT SEL FRU,LTO-6,TFIN,FC,FH,IMPACT	\$18,242.00 \$17.598.00	K	31% 31%	\$12,586.98 \$12.142.62	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPECTRALOGIC SPECTRALOGIC
5	909494421FIN 90949468	SEL: TAPES,TERAPACK,CERT,LTO-6,MP	\$645.00	ĸ	31%	\$12,142.02 \$445.05	\$0.00			\$0.00				SPECTRALOGIC
5	90949469	SEL: TAPES, TERAPACK, CUST, LTO-6, MP	\$645.00	K	31%	\$445.05				\$0.00				SPECTRALOGIC
5	90949470 90949472	SEL: TPS,TPK,NOCVR,CERT,LTO-6,MP SEL: TAPES,20 TPKS,CERT,LTO-6,MP	\$638.00 \$12,883.00	K	31% 31%	\$440.22 \$8,889.27	\$0.00 \$0.00			\$0.00 \$0.00				SPECTRALOGIC SPECTRALOGIC
5	90949476	SEL: TAPES,20,WO-TP,CERT,LTO-6,MP	\$1,222.00	K	31%	\$843.18	\$0.00		\$0.00	\$0.00				SPECTRALOGIC
5	90949488 90949488-F	SEL: SLS,SW-KEY,QIP-CON,T950 SEL: UPG,SLS,SW-KEY,QIP-CON,T950	\$6,538.00 \$6,538.00	K	31% 31%	\$4,511.22 \$4,511.22				\$0.00 \$0.00				SPECTRALOGIC SPECTRALOGIC
5	90949489	SEL: SLS,SW-KEY,QIP-CON,TFIN	\$6,538.00	K	31%	\$4,511.22	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	90949489-F 90949538-F	SEL: UPG,SLS,SW-KEY,QIP-CON,TFIN SEL: FRU,IP CAMERA,GN2,DRV-FR,T950B	\$6,538.00 \$4,154.00	K K	31% 31%	\$4,511.22 \$2.866.26	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPECTRALOGIC SPECTRALOGIC
5	90949538TFIN	SEL: FRU,IP CAMERA,GN2,DRV-FR,TFIN	\$4,154.00	ĸ	31%	\$2,866.26	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	90949538TFIN-F 90949539-F	SEL: FRU,IP CAMERA,GN2,DRV-FR,TFIN SEL: FRU,IP CAMERA,GEN2,MED-FR,T950B	\$4,154.00 \$4,154.00	K	31% 31%	\$2,866.26 \$2,866.26				\$0.00 \$0.00				SPECTRALOGIC SPECTRALOGIC
5	90949539TFIN	SEL: FRU,IP CAMERA,GEN2,MED-FR,TFIN	\$4,154.00	K	31%	\$2,866.26	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	90949539TFIN-F 90949553	SEL: FRU,IP CAMERA,GEN2,MED-FR,TFIN SEL: FRU LS SD CARD IND TFIN	\$4,154.00 \$1.00	K	31% 31%	\$2,866.26 \$0.69	\$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 \$1.00	K	31%	\$0.69				\$0.00				SPECTRALOGIC
5	90949558T2	SEL: FRU,TS1150,DRV,T950,IMPACT,T2	\$49,846.00	K	31%	\$34,393.74	\$0.00			\$0.00				SPECTRALOGIC
5	90949558T2-F 90949558T380T2	SEL: FRU,TS1150,DRV,T950,IMPACT,T2 SEL: FRU,TS1150,DRV,T380,IMPACT,T2	\$49,846.00 \$49.846.00	K	31% 31%	\$34,393.74 \$34,393.74	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPECTRALOGIC SPECTRALOGIC
5		SEL: FRU,TS1150,DRV,T380,IMPACT,T2	\$49,846.00	K	31%	\$34,393.74	\$0.00			\$0.00				SPECTRALOGIC
5 5	90949558TFINT2 90949558TFINT2-F	SEL: FRU,TS1150,DRV,TFIN,IMPACT,T2 SEL: UPG,TS1150,DRV,TFIN,IMPACT,T2	\$49,846.00 \$49,846.00	K K	31% 31%	\$34,393.74 \$34,393.74	\$0.00 \$0.00			\$0.00 \$0.00				SPECTRALOGIC SPECTRALOGIC
5	90949559TFINT2-F	SEL: FRU,TS1150,DRIVE,TFIN,ENT,T2	\$49,846.00		31%	\$34,393.74	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949564 90949565	SEL: TAPES,20 TPK,CERT,3592 JD SEL: TAPES,20 TPK,CUST,3592 JD	\$79,309.00 \$79,309.00	K	31% 31%	\$54,723.21 \$54,723.21	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPECTRALOGIC SPECTRALOGIC
5	90949566	SEL: TAPES,20 TPK,CUS1,3592 JD SEL: TAPES,TPK,CERT,3592 JD	\$79,309.00 \$3,973.00		31%	\$54,723.21 \$2,741.37				\$0.00				SPECTRALOGIC
5	90949567	SEL: TAPES,TPK,CUST,3592 JD	\$3,973.00	K	31%	\$2,741.37	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	90949578 90949578-F	SEL: FRU,RIM2,T950 SEL: FRU,RIM2,T950	\$12,462.00 \$12,462.00	K K	31% 31%	\$8,598.78 \$8,598.78				\$0.00 \$0.00				SPECTRALOGIC SPECTRALOGIC
5	90949578T200	SEL: FRU,RIM2,T200	\$12,462.00		31%	\$8,598.78	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	90949578T200-F 90949578T380	SEL: FRU,RIM2,T200 SEL: FRU,RIM2,T380	\$12,462.00 \$12,462.00		31% 31%	\$8,598.78 \$8,598.78				\$0.00 \$0.00				SPECTRALOGIC SPECTRALOGIC
5	90949578T380-F	SEL: FRU,RIM2,T380	\$12,462.00		31%	\$8,598.78	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	90949578T680 90949578T680-F	SEL: FRU,RIM2,T680 SEL: FRU,RIM2,T680	\$12,462.00 \$12,462.00	K K	31% 31%	\$8,598.78 \$8,598.78				\$0.00 \$0.00				SPECTRALOGIC SPECTRALOGIC
5	90949578TFIN	SEL: FRU,RIM2,TFIN	\$12,462.00		31%	\$8,598.78				\$0.00				SPECTRALOGIC

					1	IVP LEVEL 1								
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	90949578TFIN-F 90949613	SEL: FRU,RIM2,TFIN SEL: TAPES,TERAPACK,CERT,LTO-7	\$12,462.00 \$1.869.00	K K	31% 31%	\$8,598.78 \$1,289.61	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90949614	SEL: TAPES,TERAPACK,CUST,LTO-7	\$1,869.00	K	31%	\$1,289.61	\$0.00			\$0.00	\$0.00		\$0.00	SPECTRALOGIC
5 5	90949615-F 90949615T200-F	SEL: FRU,UPG,LTO-7,FC,FH,T950 SEL: FRU,UPG,LTO-7,FC,FH,T200	\$24,600.00 \$24,600.00	K	31% 31%	\$16,974.00 \$16,974.00	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90949615T380-F 90949615T680-F	SEL: FRU, UPG, LTO, 7, FC, FH, T380	\$24,600.00	K	31% 31%	\$16,974.00 \$16,974.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC
5	90949615TFIN-F	SEL: FRU,UPG,LTO-7,FC,FH,T680 SEL: FRU,UPG,LTO-7,FC,FH,TFIN	\$24,600.00 \$24,600.00	K K	31%	\$16,974.00 \$16,974.00	\$0.00			\$0.00	\$0.00			SPECTRALOGIC SPECTRALOGIC
5	90949616	SEL: FRU,LTO-7,FC,FH,IMPACT,T950	\$24,600.00	K	31%	\$16,974.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949616-F 90949616T200	SEL: UPG,LTO-7,FC,FH,IMPACT,T950 SEL: FRU,LTO-7,FC,FH,IMPACT,T200	\$24,600.00 \$24,600.00	K K	31% 31%	\$16,974.00 \$16,974.00	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90949616T200-F	SEL: UPG,LTO-7,FC,FH,IMPACT,T200	\$24,600.00	K	31%	\$16,974.00	\$0.00		\$0.00	\$0.00	\$0.00		\$0.00	SPECTRALOGIC
5	90949616T380 90949616T380-F	SEL: FRU,LTO-7,FC,FH,IMPACT,T380 SEL: UPG,LTO-7,FC,FH,IMPACT,T380	\$24,600.00 \$24,600.00	K K	31% 31%	\$16,974.00 \$16,974.00	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90949616T680	SEL: FRU,LTO-7,FC,FH,IMPACT,T680	\$24,600.00	K	31%	\$16,974.00	\$0.00			\$0.00	\$0.00			SPECTRALOGIC
5	90949616T680-F 90949616TFIN	SEL: UPG,LTO-7,FC,FH,IMPACT,T680 SEL: FRU,LTO-7,FC,FH,IMPACT,TFIN	\$24,600.00 \$24,600.00	K K	31% 31%	\$16,974.00 \$16,974.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90949616TFIN-F	SEL: UPG,LTO-7,FC,FH,IMPACT,TFIN	\$24,600.00	K	31%	\$16,974.00	\$0.00			\$0.00	\$0.00		\$0.00	SPECTRALOGIC
5 5	90949621 90949625	SEL: FRU,BRUSHES,TFIN,CARBON SEL: FRU,MAIN,PWR RAILS,G2,UPG KIT	\$1.00 \$1.00	K K	31% 31%	\$0.69 \$0.69	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90949626	SEL: FRU,LSB,PWR RAILS,G2,UPG KIT	\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	90949627 90949628	SEL: FRU,RSB,PWR RAILS,G2,UPG KIT SEL: FRU,DRV,PWR RAILS,G2,UPG KIT	\$1.00 \$1.00	K	31% 31%	\$0.69 \$0.69	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90949629	SEL: FRU,MEDIA,PWR RAILS,G2,UPG KIT	\$1.00	ĸ	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	90949635 90949636	SEL: TPK,LTO-7,CERT,NCVR SEL: TPK,LTO-7,CUST,NCVR	\$1,862.00 \$1.862.00	K	31% 31%	\$1,284.78 \$1,284.78	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90949637	SEL: 20TPK,LTO-7,CERT	\$37,443.00	ĸ	31%	\$25,835.67	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949638 90949639	SEL: 20TPK,LTO-7,CUST SEL: 20TPK,LTO-7,CERT,NCVR	\$37,443.00 \$37,092.00	K	31% 31%	\$25,835.67 \$25,593.48	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90949640	SEL: 20TPK,LTO-7,CUST,NCVR	\$37,092.00	ĸ	31%	\$25,593.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949641 90949642	SEL: TAPES,LTO-7,CERT,CLAM20 SEL: TAPES,LTO-7,CUST,CLAM20	\$3,664.00 \$3,664.00	K	31% 31%	\$2,528.16 \$2,528.16	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90949643	SEL: FRU,TAPE,LTO-7,CERT	\$186.00	K	31%	\$128.34	\$0.00			\$0.00	\$0.00			SPECTRALOGIC
5	90949644	SEL: FRU,TAPE,LTO-7,CUST	\$186.00	K	31%	\$128.34	\$0.00			\$0.00	\$0.00			SPECTRALOGIC
5	90949645 90949646	SEL: TAPES,LTO-7,CERT,CASE10 SEL: TAPES,LTO-7,CUST,CASE10	\$1,849.00 \$1,849.00	K	31% 31%	\$1,275.81 \$1,275.81	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90949647	SEL: TPK,LTO-7,CUST,WORM	\$2,086.00	K	31%	\$1,439.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949648 90949717	SEL: TPK,LTO-7,CERT,WORM SEL: TPS,LTO-6BAFE,CERT,WORM,CASE10	\$2,086.00 \$861.00	K K	31% 31%	\$1,439.34 \$594.09	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90949720	SEL: FRU,TAPE,LTO6,BAFE,WORM,CUSTOM	\$87.00	K	31%	\$60.03	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949721 90949723	SEL: FRU,TAPE,LTO-6,BAFE,WORM,CERT SEL: FRU.TAPE,LTO-7,WORM,CERT	\$87.00 \$207.00	K K	31% 31%	\$60.03 \$142.83	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90949724	SEL: FRU,TAPE,LTO-7,WORM,CUST	\$207.00	K	31%	\$142.83	\$0.00			\$0.00	\$0.00			SPECTRALOGIC
5 5	90949725 90949728	SEL: TPS,LTO-7,CERT,WORM,CASE10 SEL: TPS,LTO-6BAFE,CUST,WORM,CASE10	\$2,053.00 \$861.00	K K	31% 31%	\$1,416.57 \$594.09	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90949729	SEL: TPS,LTO-7,CUST,WORM,CASE10	\$2,053.00	K	31%	\$1,416.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949739 90949740	SEL: FRU;24V POW SUP;8AMPFUSE;ROHS SEL: FRU;5-12V PWRSUP;8AMPFUSE;ROH	\$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			SPECTRALOGIC SPECTRALOGIC
5	90949743	SEL: FRU;N+1 PWR SUPPLIES;ROHS ONLY	\$9,138.00	K	31%	\$6,305.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	90949744 90949744-F	SEL: FRU,TS1155,DRV,T950,IMPACT,T2 SEL: FRU,TS1155,DRV,T950,IMPACT,T2	\$46,385.00 \$46.385.00	K K	31% 31%	\$32,005.65 \$32,005.65	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90949744T380	SEL: FRU,TS1155,DRV,T380,IMPACT,T2	\$46,385.00	K	31%	\$32,005.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	90949744T380-F 90949744TFIN	SEL: FRU,TS1155,DRV,T380,IMPACT,T2 SEL: FRU,TS1155,DRV,TFIN,IMPACT,T2	\$46,385.00 \$46,385.00	K K	31% 31%	\$32,005.65 \$32,005.65	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90949744TFIN-F	SEL: UPG,TS1155,DRV,TFIN,IMPACT,T2	\$46,385.00	K	31%	\$32,005.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	90949745TFIN-F 90949769	SEL: FRU,TS1155,DRIVE,TFIN,ENT,T2 SEL:PREPUR,NEW,LTO-8,FC,T950	\$46,385.00 \$8,385.00	K	31% 31%	\$32,005.65 \$5.785.65	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90949771	SEL:PREPUR,NEW,LTO-8,FC,TFIN	\$8,385.00	ĸ	31%	\$5,785.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	90949772 90949773	SEL:PREPUR,UPG,LTO-8,FC,ADAPT,T950 SEL:PREPUR,UPG,LTO-8,FC,ADAPT,TFIN	\$8,385.00 \$8,385.00	K	31% 31%	\$5,785.65 \$5,785.65	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90959034	SEL: FRU;T120;COD;5 SLOT KEY	\$647.00	ĸ	31%	\$446.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90959034-F 90959042	SEL: FRU;T120;COD;5 SLOT KEY SEL: FRU;SLS;SOFTWARE;DIRECT;T120	\$647.00 \$6,538.00	K	31% 31%	\$446.43 \$4,511.22	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90959042-F	SEL: FRU;SLS;SOFTWARE;DIRECT;T120	\$6,538.00	ĸ	31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	90959209 90959209-F	SEL: T120;ENCRYPTION;PROFESSIONAL SEL: T120;ENCRYPTION;PROFESSIONAL	\$6,538.00 \$6,538.00	K	31% 31%	\$4,511.22 \$4.511.22	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90959226	SEL: FRU;N 1 POWER PACK;ROHS ONLY	\$2,769.00	ĸ	31%	\$1,910.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	90959240 90959244	SEL: FRU;DRIVE SHELF;HH;T120 SEL: TAPES;TERAPACK;CERT;LTO-5;T120	\$24.00 \$452.00	K	31% 31%	\$16.56 \$311.88	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90959245	SEL: TAPES;TERAPACK;CUST;LTO-5;T120	\$452.00	ĸ	31%	\$311.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90959257 90959261	SEL: TAPES;TPK;NOCVR;CERT;LTO5;T120 SEL: FRU,LTO-6,HH,FC,T120	\$446.00 \$9,462.00	K	31% 31%	\$307.74 \$6.528.78	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90959261-F	SEL: FRU,LTO-6,HH,FC,UPGRD,T120	\$9,462.00	ĸ	31%	\$6,528.78	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90959262 90959262-F	SEL: FRU,LTO-6,HH,SAS,T120 SEL: FRU,LTO-6,HH,SAS,UPGRD,T120	\$7,569.00 \$7,569.00	K	31% 31%	\$5,222.61 \$5,222.61	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90959268	SEL: TAPES,TPK,NOCVR,CERT,LT06,T120	\$629.00	K	31%	\$434.01	\$0.00			\$0.00	\$0.00			SPECTRALOGIC
5	90959272	SEL: TAPES,TERAPACK,CERT,LTO-6,T120	\$636.00	K	31%	\$438.84	\$0.00		\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90959274 90959276	SEL: TAPES,TPK,CERT,LTO-6,T120,MP SEL: TPK,NOCVR,CERT,LTO6,T120,MP	\$573.00 \$566.00	K	31% 31%	\$395.37 \$390.54	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90959295	SEL: FRU,LTO-7,HH,FC,T120	\$19,428.00	K	31%	\$13,405.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	90959295-F 90959296	SEL: UPG,LTO-7,HH,FC,T120 SEL: FRU,LTO-7,HH,SAS,T120	\$19,554.00 \$17,535.00	K K	31% 31%	\$13,492.26 \$12,099.15	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90959296-F	SEL: UPG,LTO-7,HH,SAS,T120	\$17,535.00	ĸ	31%	\$12,099.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	90959297 90959298	SEL: TPK,LTO-7,CERT,120,NCVR SEL: TPK,LTO-7,CUST,120,NCVR	\$1,548.00 \$1,548.00	K K	31% 31%	\$1,068.12 \$1,068.12				\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90959299	SEL: TPK,LTO-7,CERT,WORM,120	\$1,716.00	ĸ	31%	\$1,184.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	90959300 90959301	SEL: TPK,LTO-7,CUST,WORM,120 SEL: TPK,LTO-7,CERT,120	\$1,716.00 \$1,555.00	ĸ	31% 31%	\$1,184.04 \$1,072.95	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90959302	SEL: TPK,LTO-7,CUST,120	\$1,555.00	K	31%	\$1,072.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90959317 90959318	SEL:PREPUR,LTO-8,FC,HH,T120 SEL:PREPUR,LTO-8,SAS,HH,T120	\$7,000.00 \$6,077.00	ĸ	31% 31%	\$4,830.00 \$4,193.13	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90979018	SEL: FRU;SLS;SOFTWARE;DIRECT;T50E	\$3,269.00	ĸ	31%	\$2,255.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90979018-F	SEL: FRU;SLS;SOFTWARE;UPGRADE;T50E	\$3,269.00	K	31%	\$2,255.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC

						IVP LEVEL 1								
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	90979438 90979438-F	SEL: T50,ENCRYPTION,PROFESSIONAL SEL: T50;ENCRYPTION;PROFESSIONAL	\$6,538.00 \$6,538.00	K K	31% 31%	\$4,511.22 \$4,511.22	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90979471	SEL: FRU;POWER SUPPLY;T50E	\$1,149.00	K	31%	\$792.81	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90979471-F 90979473	SEL: FRU;UPGRD;POWER SUPPLY;T50E SEL: FRU;SLOT CARTRIDGE SLED;T50E	\$1,149.00 \$0.00	K K	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	K	31%	\$446.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90979476U-F 90979478	SEL: FRU,COD-KEY,5 SLOT,T50E SEL: COD-KEY;1 SLOT;T50E	\$647.00 \$129.00	K	31% 31%	\$446.43 \$89.01	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90979478-F 90979510	SEL: FRU;COD-KEY;1 SLOT;T50E	\$129.00	K	31% 31%	\$89.01	\$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	90979510-F	SEL: FRU,LTO-6,FC,HH,T50E SEL: FRU,UPG,LTO-6,FC,HH,T50E	\$9,462.00 \$9,462.00	K	31%	\$6,528.78 \$6,528.78	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90979511 90979511-F	SEL: FRU,LTO-6,SAS,HH,T50E SEL: FRU,UPG,LTO-6,SAS,HH,T50E	\$7,569.00 \$7,569.00	K	31% 31%	\$5,222.61 \$5,222.61	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90979523	SEL: FRU,LTO-7,FC,HH,T50E	\$10,975.00	K	31%	\$7,572.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90979523-F 90979524	SEL: UPG,LTO-7,HH,FC,T50E SEL: FRU,LTO-7,SAS,HH,T50E	\$10,975.00 \$10,092.00	K	31% 31%	\$7,572.75 \$6,963.48	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90979524-F	SEL: UPG,LTO-7,HH,SAS,T50E	\$10,092.00	ĸ	31%	\$6,963.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90979532 90979533	SEL:PREPUR,LTO-8,SAS,HH,T50E SEL:PREPUR,LTO-8,FC,HH,T50E	\$5,769.00 \$6.846.00	K	31% 31%	\$3,980.61 \$4,723.74	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	91019814T200	SEL: CHAMBER-SLOT KEY ENABLE;T200	\$1,308.00	ĸ	31%	\$902.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	91019814T20-F 91019814T380	SEL: CHAMBER-SLOT KEY ENABLE;T200 SEL: CHAMBER-SLOT KEY ENABLE;T380	\$1,308.00 \$1,308.00	K K	31% 31%	\$902.52 \$902.52	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	91019814T38-F	SEL: FRU;CHAMBER-SLOT KEY;T380	\$1,308.00	ĸ	31%	\$902.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$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	K K	31% 31%	\$902.52 \$902.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	91019816	SEL: ENCRYPTION;PRO;T200-380-680	\$6,538.00	K	31%	\$4,511.22	\$0.00		\$0.00		\$0.00	\$0.00		SPECTRALOGIC
5 5	91019816-F 91019817	SEL: FRU;ENCRYPTON;PRO;T200-380-680 SEL: SLS SFTWR KEY;QIP-RIM-CONN;BOA	\$6,538.00 \$6,538.00	K K	31% 31%	\$4,511.22 \$4,511.22	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	91019817-F 91019818	SEL: FRU;SLS SFTWR-KEY;QIP-RIM;BOA SEL: SLS SFTWR KEY:DIRECT-CONN:T200	\$6,538.00 \$6,538.00	K	31% 31%	\$4,511.22 \$4.511.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	91019818-F	SEL: FRU;SLS SFTWR-KEY;DIRECT;T200	\$6,538.00	K	31%	\$4,511.22 \$4,511.22	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5	91019824 91019832	SEL: RACK;STANDARD 19 INCH SEL: SLS SW KEY;DIRECTCONN;T380-680	\$4,015.00 \$6,538.00	K	31% 31%	\$2,770.35 \$4.511.22	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00				SPECTRALOGIC SPECTRALOGIC
5	91019832-F	SEL: FRU;SLS SW-KEY;DIRECT;T380-680	\$6,538.00	K	31%	\$4,511.22 \$4,511.22	\$0.00		\$0.00		\$0.00	\$0.00		SPECTRALOGIC
5	91019877 91019878	SEL:PREPUR,NEW,LTO-8,FC,BOA SEL:PREPUR,UPG,LTO-8,FC,ADAPT,BOA	\$8,385.00 \$8,385.00	K K	31% 31%	\$5,785.65 \$5,785.65	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	9198	SEL: CNTR,SFP,8GB,850NM,OPTICAL	\$263.00	K	31%	\$181.47	\$0.00		\$0.00					SPECTRALOGIC
5	9313 9314	SEL: CABLEOPTICAL50ULC-LC10M SEL: CABLE.OPTICAL.50U.LC-LC.20M	\$187.00 \$235.00	K	31% 31%	\$129.03 \$162.15	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	9317	SEL: CABLE,OPTICAL,LC-LC,50M	\$291.00	ĸ	31%	\$200.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	9594SL T120-6-H-A-2-30	SEL: CORD,4.5M,L6-20P / LOCKING C19 SEL: T120BUNDLE 2 LTO-6 HH SAS 30S	\$75.00 \$37,890.00	K K	31% 31%	\$51.75 \$26,144.10	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	T120-6HA-2-50	SEL: T120BUNDLE,2 LTO-6,HH,SAS,50S	\$39,198.00	ĸ	31%	\$27,046.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	T120-6HA-3-50 T120-6HA-4-50	SEL: T120BUNDLE,3 LTO-6,HH,SAS,50S SEL: T120BUNDLE,4 LTO-6,HH,SAS,50S	\$50,019.00 \$61,788.00	K K	31% 31%	\$34,513.11 \$42,633.72	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	T120-6-H-F-2-30	SEL: T120BUNDLE 2 LTO-6 HH FC 30S	\$43,088.00	K	31%	\$29,730.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	T120-6HF-2-50 T120-6HF-3-50	SEL: T120BUNDLE,2 LTO-6,HH,FC,50S SEL: T120BUNDLE.3 LTO-6,HH,FC,50S	\$44,396.00 \$56.198.00	K K	31% 31%	\$30,633.24 \$38,776.62	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	T120-6HF-4-50	SEL: T120BUNDLE,4 LTO-6,HH,FC,50S	\$68,556.00	K	31%	\$47,303.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	T120-7-H-A-2-30 T120-7-H-A-2-50	SEL: T120BUNDLE,2 LTO-7,HH,SAS,30S SEL: T120BUNDLE,2 LTO-7,HH,SAS,50S	\$39,885.00 \$39,885.00	K	31% 31%	\$27,520.65 \$27,520.65	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	T120-7-H-A-3-50	SEL: T120BUNDLE,3 LTO-7,HH,SAS,50S	\$52,177.00	K	31%	\$36,002.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	T120-7-H-A-4-50 T120-7-H-F-2-30	SEL: T120BUNDLE,4 LTO-7,HH,SAS,50S SEL: T120BUNDLE,2 LTO-7,HH,FC,30S	\$63,423.00 \$45,638.00	K K	31% 31%	\$43,761.87 \$31,490.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5 5	T120-7-H-F-2-50 T120-7-H-F-3-50	SEL: T120BUNDLE,2 LTO-7,HH,FC,50S SEL: T120BUNDLE,3 LTO-7,HH,FC,50S	\$45,769.00 \$58,192.00	K K	31% 31%	\$31,580.61 \$40,152.48	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	T120-7-H-F-4-50	SEL: T120BUNDLE,4 LTO-7,HH,FC,50S	\$70,485.00	K	31%	\$48,634.65	\$0.00		\$0.00					SPECTRALOGIC
5 5	T200-DBA-1 T200-DBA-2	SEL: T200;BASE UNIT W- 1 DBA SEL: T200;BASE UNIT W- 2 DBA	\$47,574.00 \$54,112.00	K	31% 31%	\$32,826.06 \$37,337.28	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	T380-DBA-1	SEL: T380;BASE UNIT W-1 DBA	\$67,189.00	ĸ	31%	\$46,360.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	T380-DBA-2 T380-DBA-3	SEL: T380;BASE UNIT W- 2 DBA SEL: T380;BASE UNIT W- 3 DBA	\$73,074.00 \$78,958.00	K K	31% 31%	\$50,421.06 \$54,481.02	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	T380-J-DBA-1	SEL: T380 ENT,BASE UNIT W-1 DBA	\$67,189.00	K	31%	\$46,360.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	T380-J-DBA-2 T380-J-DBA-3	SEL: T380 ENT,BASE UNIT W- 2 DBA SEL: T380 ENT,BASE UNIT W- 3 DBA	\$73,074.00 \$78,958.00	K	31% 31%	\$50,421.06 \$54,481.02	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5 5	T50E-7-H-A-1-10 T50E-7-H-A-2-25	SEL: T50E,LTO-7,HH,SAS,1DR,10S SEL: T50E,LTO-7,HH,SAS,2DR,25S	\$16,346.00 \$24,715.00	K	31% 31%	\$11,278.74 \$17,053.35	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	T50E-7-H-F-1-10	SEL: T50E,LTO-7,HH,FIBRE,1DR,10S	\$20,269.00	K	31%	\$13,985.61	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		SPECTRALOGIC
5 5	T50E-7-H-F-2-25 T680-DBA-1	SEL: T50E,LTO-7,HH,FIBRE,2DR,25S SFI: T680:BASE UNIT W- 1 DBA	\$28,769.00 \$102,366.00	K	31% 31%	\$19,850.61 \$70,632.54	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	T680-DBA-2	SEL: T680;BASE UNIT W- 2 DBA	\$108,251.00	ĸ	31%	\$74,693.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	T680-DBA-3 T9502FRMEXP	SEL: T680;BASE UNIT W- 3 DBA SEL: T950 2 FRAME HAX EXPANSION KIT	\$114,135.00 \$0.00	K K	31% 31%	\$78,753.15 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	T9503FRMEXP	SEL: T950 3 FRAME HAX EXPANSION KIT	\$0.00	ĸ	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	T9504FRMEXP T9505FRMEXP	SEL: T950 4 FRM HAX EXPANSION KIT SEL: T950 5 FRAME HAX EXPANSION KIT	\$0.00 \$0.00	K K	31% 31%	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	T9506FRMEXP	SEL: T950 6 FRAME HAX EXPANSION KIT	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	T9508FRMEXP T950B1D	SEL: T950 8 FRAME HAX EXPANSION KIT SEL: T950B WITH 1 DBA	\$0.00 \$112.658.00	K K	31% 31%	\$0.00 \$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	T950B3D3T	SEL: T950 W-3 DBA'S & 3 TBA'S	\$112,658.00	ĸ	31%	\$77,734.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	T950B3D3TDVXP T950B3D3TDX-F	SEL: T950 DRV EXP 3D 3T SEL: T950 DRV EXP 3D 3T	\$49,758.00 \$49,758.00	K K	31% 31%	\$34,333.02 \$34,333.02	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	T950B6D0DVXP	SEL: T950 DRV EXP 6D 0T	\$63,292.00	K	31%	\$43,671.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	T950B6D0T T950B6D0TDX-F	SEL: T950 W- 6 DBA'S & 0 TBA'S SEL: T950 DRV EXP 6D 0T	\$128,808.00 \$63,292.00	K K	31% 31%	\$88,877.52 \$43,671.48	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	T950B-J-1D	SEL: T950B ENT 1 DBA	\$112,658.00	K	31%	\$77,734.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	T950B-J-3D T950B-J3DDVXP	SEL: T950B ENT 3 DBA SEL: T950B ENT DRV EXP 3DBA	\$112,658.00 \$49,758.00	K K	31% 31%	\$77,734.02 \$34,333.02	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	T950BJ3DDVXPF T950B-J-6D	SEL: FRU, T950B ENT DRV EXP 3DBA SEL: T950B ENT 6 DBA	\$49,758.00	K	31% 31%	\$34,333.02	\$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	T950B-J6DDVXP	SEL: T950B ENT DRV EXP 6DBA	\$128,808.00 \$63,292.00	K	31%	\$88,877.52 \$43,671.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	T950BJ6DDVXPF T950B-JMEDEXF	SEL: FRU,T950B ENT DRV EXP 6DBA SEL: FRU,T950 ENT MEDIA EXP FRAME	\$63,292.00 \$26,023.00	K K	31% 31%	\$43,671.48 \$17,955.87	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00			SPECTRALOGIC SPECTRALOGIC
5	. COOD-OWIEDEAL	SEE. 110,1000 ENT MEDIA EAT TRAME	ψ20,023.00	14	3170	φ11,000.01	φυ.00	φυ.00	φυ.00	φυ.00	φυ.00	φυ.00	φ0.00	5. 25 TALEGOIG

					N'	VP LEVEL 1								
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	T950BJMEDIAEX T950BJMULTI1D	SEL: T950B ENT MEDIA EXP SEL: T950B ENT,MULTI,1 DBA	\$26,023.00 \$112,658.00	K K	31% 31%	\$17,955.87 \$77,734.02	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	T950BJMULTI3D	SEL: T950B ENT,MULTI,3 DBA	\$112,658.00	K	31%	\$77,734.02	\$0.00		\$0.00	\$0.00				SPECTRALOGIC
5 5	T950BJMULTI6D T950BMEDBLJ-F	SEL: T950B ENT,MULTI,6 DBA SEL: T950B ENT BULK TAP	\$128,808.00 \$45,769.00	K	31% 31%	\$88,877.52 \$31,580.61	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPECTRALOGIC SPECTRALOGIC
5 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	K	31% 31%	\$31,580.61 \$31,580.61	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	T950BMEDBULK	SEL: 1990,LEFT,MED,EX,FRAME,W-DULK SEL: T950 MEDIA ONLY EXPANSN FRAME	\$26,023.00	K	31%	\$17,955.87	\$0.00		\$0.00	\$0.00				SPECTRALOGIC
5 5	T950BMEDIAEXP T950BMEDLBLKJ	SEL: T950 MEDIA ONLY EXPANSN FRAME SEL: T950B ENT BULK TAP	\$26,023.00 \$45,769.00	K K	31% 31%	\$17,955.87 \$31,580.61	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPECTRALOGIC SPECTRALOGIC
5	T950BMULT1D	SEL: T950,MULTI,WITH 1 DBA	\$112,658.00	K	31%	\$77,734.02	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	T950BMULT3D3T T950BMULT6D0T	SEL: T950,MULTI,W-3 DBA'S & 3 TBA'S SEL: T950,MULTI,W-6DBA'S & 0TBA'S	\$112,658.00 \$128,808.00	K K	31% 31%	\$77,734.02 \$88,877.52	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPECTRALOGIC SPECTRALOGIC
5	TFIN3D3T	SEL: TFIN W- 3 DBA'S & 3 TBA'S	\$120,000.00	ĸ	31%	\$84,816.87	\$0.00		\$0.00	\$0.00				SPECTRALOGIC
5	TFIN3D3TDVX-F TFIN3D3TDVXP	SEL: TFIN;UPG;DRV EXP 3D 3T SEL: TFIN DRV EXP 3D 3T	\$57,538.00 \$57.538.00	K	31% 31%	\$39,701.22 \$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 5	TFIN6D0T	SEL: TFIN DRV EXP 3D 31 SEL: TFIN W- 6 DBA'S & 0 TBA'S	\$57,538.00 \$142,538.00	K	31%	\$39,701.22 \$98,351.22	\$0.00		\$0.00	\$0.00				SPECTRALOGIC SPECTRALOGIC
5	TFIN6D0TDVX-F	SEL: TFIN;UPG;DRV EXP 6D 0T	\$73,231.00	K	31% 31%	\$50,529.39	\$0.00		\$0.00	\$0.00				SPECTRALOGIC
5	TFIN6D0TDVXP TFINBSB-LEFT	SEL: TFIN DRV EXP 6D 0T SEL: TFIN BULK SERV BAY;LEFT	\$73,231.00 \$58,846.00	ĸ	31%	\$50,529.39 \$40,603.74	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPECTRALOGIC SPECTRALOGIC
5 5	TFINBSBLFT-F TFINBSBRGT-F	SEL: FRU;TFIN BULK SV BAY;LEFT	\$58,846.00 \$58.846.00	K	31% 31%	\$40,603.74 \$40.603.74	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	TFIN-BSB-RIGHT	SEL: FRU;TFIN BULK SV BAY;RIGHT SEL: TFIN BULK SERV BAY,RIGHT WITH ROBOT	\$91,538.00	K	31%	\$63,161.22	\$0.00		\$0.00	\$0.00				SPECTRALOGIC
5	TFIN-J3D3S TFINJ3D3SDVXP	SEL: TFIN ENT 3D 3S SEL: TFIN ENT DRV EXP 3D 3S	\$122,923.00 \$57.538.00	K	31% 31%	\$84,816.87 \$39.701.22	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPECTRALOGIC SPECTRALOGIC
5 5	TFINJ3D3SDVAP	SEL: FRU;TFIN ENT DRV EXP 3D 3S	\$57,538.00	K	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	K	31%	\$98,351.22	\$0.00		\$0.00	\$0.00				SPECTRALOGIC
5 5	TFINJ6D0SDVXP TFINJ6D0SDX-F	SEL: TFIN ENT DRV EXP 6D 0S SEL: FRU;TFIN ENT DRV EXP 6D 0S	\$73,231.00 \$73,231.00	K K	31% 31%	\$50,529.39 \$50,529.39	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPECTRALOGIC SPECTRALOGIC
5	TFINJBSBLEFT	SEL: TFIN ENT BULK SERV BAY;LEFT	\$58,846.00	K	31%	\$40,603.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	TFINJBSBLFT-F TFINJBSBRGT-F	SEL: FRU;TFIN ENT BULK SV BAY;LEFT SEL: FRU;TFIN ENT BULK SV BAY;RIGHT	\$58,846.00 \$58,846.00	K K	31% 31%	\$40,603.74 \$40,603.74	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	TFIN-J-BSB-RIGHT	SEL: TFIN ENT BULK SERV BAY,RGT W/ROBOT	\$91,538.00	K	31%	\$63,161.22	\$0.00		\$0.00	\$0.00				SPECTRALOGIC
5 5	TFINJMEDEX-F TFINJMEDIAEXP	SEL: FRU;TFIN ENT MEDIA EXP FRAME SEL: TFIN ENT MEDIA EXP	\$26,154.00 \$26,154.00	K	31% 31%	\$18,046.26 \$18,046.26	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPECTRALOGIC SPECTRALOGIC
5	TFINJSBLEFT TFINJSBLEFT-F	SEL: TFIN ENT SERV BAY;LEFT	\$45,769.00	K	31%	\$31,580.61	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	TFINJSBLEFT-F TFINJSBRGT-F	SEL: FRU;TFIN ENT SERV BAY;LEFT SEL: FRU;TFIN ENT SERV BAY;RIGHT	\$45,769.00 \$45,769.00	K K	31% 31%	\$31,580.61 \$31,580.61	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPECTRALOGIC SPECTRALOGIC
5	TFIN-J-SB-RIGHT	SEL: TFIN ENT SERV BAY, RIGHT WITH ROBOT	\$78,462.00	K	31%	\$54,138.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	TFINMEDEX-F TFINMEDIAEXP	SEL: TFIN;UPG;MEDIA EXP SEL: TFIN MEDIA EXP	\$26,154.00 \$26,154.00	K	31% 31%	\$18,046.26 \$18.046.26	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	TFINSB-LEFT	SEL: TFIN SERV BAY;LEFT	\$45,769.00	K	31%	\$31,580.61	\$0.00		\$0.00	\$0.00				SPECTRALOGIC
5 5	TFINSBLEFT-F TFIN-SB-RIGHT	SEL: TFIN;UPG;SERV BAY;LEFT SEL: TFIN SERV BAY,RIGHT, WITH ROBOT	\$45,769.00 \$78,462.00	K K	31% 31%	\$31,580.61 \$54,138.78	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPECTRALOGIC SPECTRALOGIC
5	TFINSBRIGHT-F FSP-100-199AN-D	SEL: TFIN;UPG;SERV BAY;RIGHT	\$45,769.00	K	31%	\$31,580.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	ESP-100-199AN-D ESP-100-199AP-D	SEL Splunk Ent Sec Perp Lic 100-199GBAN SEL Splunk Ent Sec Perp Lic 100-199GBAP	\$721.15 \$865.38	K	31% 31%	\$497.59 \$597.11	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ESP-100-199EM-D	SEL Splunk Ent Sec Perp Lic 100-199GBEM	\$663.46	K	31%	\$457.79	\$0.00		\$0.00	\$0.00				SPLUNK
5 5	ESP-100-199US-D ESP-1K-1999AN-D	SEL Splunk EntSecPerpLic 100-199GB/dayUS SEL Splunk Ent Sec Perp Lic 1K-1999GBAN	\$576.92 \$432.69	K	31% 31%	\$398.07 \$298.56	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5	ESP-1K-1999AP-D ESP-1K-1999EM-D	SEL Splunk Ent Sec Perp Lic 1K-1999GBAP	\$519.23 \$398.08	K	31% 31%	\$358.27 \$274.68	\$0.00		\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5 5	ESP-1K-1999US-D	SEL Splunk Ent Sec Perp Lic 1K-1999GBEM SEL Splunk Ent Sec Perp 1K-1999GB/dayUS	\$346.15	K	31%	\$274.06 \$238.84	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00				SPLUNK
5 5		SEL Splunk Ent Sec Perp Lic 200-499GBAN SEL Splunk Ent Sec Perp Lic 200-499GBAP	\$540.87 \$649.04	K	31% 31%	\$373.20 \$447.84	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5		SEL Splunk Ent Sec Perp Lic 200-499GBAP SEL Splunk Ent Sec Perp Lic 200-499GBEM	\$497.60	K	31%	\$447.04 \$343.34	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	ESP-200-499US-D ESP-2K-4999AN-D	SEL Splunk EntSecPerpLic 200-499GB/dayUS SEL Splunk Ent Sec Perp Lic 2K-4999GBAN	\$432.69 \$317.31	K K	31% 31%	\$298.56 \$218.94	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5 5	ESP-2K-4999AP-D	SEL Splunk Ent Sec Perp Lic 2K-4999GBAN SEL Splunk Ent Sec Perp Lic 2K-4999GBAP	\$475.96	K	31%	\$328.41	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	ESP-2K-4999EM-D ESP-2K-4999US-D	SEL Splunk Ent Sec Perp Lic 2K-4999GBEM	\$364.90 \$317.31	K	31% 31%	\$251.78 \$218.94	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ESP-500-999AN-D	SEL Splunk Ent Sec Perp 2K-4999GB/dayUS SEL Splunk Ent Sec Perp Lic 500-999GBAN	\$468.75	K	31%	\$210.94 \$323.44	\$0.00		\$0.00	\$0.00		\$0.00		SPLUNK
5	ESP-500-999AP-D	SEL Splunk Ent Sec Perp Lic 500-999GBAP	\$562.50 \$431.35	K	31% 31%	\$388.13 \$297.56	\$0.00		\$0.00	\$0.00				SPLUNK
5	ESP-500-999US-D	SEL Splunk Ent Sec Perp Lic 500-999GBEM SEL Splunk Ent Sec Perp 500-999GB/dayUS	\$431.25 \$375.00	K	31%	\$258.75	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	SPLUNK SPLUNK
5 5	ESP-50-99AN-D ESP-50-99AP-D	SEL Splunk Ent Sec Perp Lic 50-99GBAN SEL Splunk Ent Sec Perp Lic 50-99GBAP	\$1,153.85 \$1,384.62	K	31% 31%	\$796.16 \$955.39	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ESP-50-99EM-D	SEL Splunk Ent Sec Perp Lic 50-99GBEM	\$1,061.54	ĸ	31%	\$732.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	ESP-50-99US-D ESPLI-100-199AN-D	SEL Splunk Ent Sec Perp Lic 50-99GBdayUS SEL Splunk ES Perp UPG 100-199GB/dayAN	\$923.08 \$576.92	K K	31% 31%	\$636.93 \$398.07	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5	ESPU-100-199AP-D	SEL Splunk ES Perp UPG 100-199GB/dayAP	\$865.38	ĸ	31%	\$597.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5		SEL Splunk ES Perp UPG 100-199GB/dayEM SEL Splunk ES Perp UPG 100-199GB/dayUS	\$663.46 \$576.92	K K	31% 31%	\$457.79 \$398.07	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5	ESPU-1K-1999AN-D	SEL Splunk ES Perp UPG 1K-1999GB/dayAN	\$346.15	ĸ	31%	\$238.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5		SEL Splunk ES Perp UPG 1K-1999GB/dayAP SEL Splunk ES Perp UPG 1K-1999GB/dayEM	\$519.23 \$398.08	K	31% 31%	\$358.27 \$274.68	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ESPU-1K-1999US-D	SEL Splunk ES Perp UPG 1K-1999GB/dayUS	\$346.15	ĸ	31%	\$274.66 \$238.84	\$0.00		\$0.00	\$0.00			\$0.00	SPLUNK
5		SEL Splunk ES Perp UPG 200-499GB/dayAN SEL Splunk ES Perp UPG 200-499GB/dayAP	\$432.69 \$649.62	K K	31% 31%	\$298.56 \$448.24	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPLUNK SPLUNK
5	ESPU-200-499EM-D	SEL Splunk ES Perp UPG 200-499GB/dayEM	\$497.31	K	31%	\$343.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	ESPU-200-499US-D	SEL Splunk ES Perp UPG 200-499GB/dayUS SEL Splunk ES Perp UPG 2K-4999GB/dayAN	\$432.69 \$317.31	K	31% 31%	\$298.56 \$218.94	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5	ESPU-2K-4999AP-D	SEL Splunk ES Perp UPG 2K-4999GB/dayAP	\$476.54	K	31%	\$328.81	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	ESPU-2K-4999EM-D	SEL Splunk ES Perp UPG 2K-4999GB/dayEM SEL Splunk ES Perp UPG 2K-4999GB/dayUS	\$364.62 \$317.31	K	31% 31%	\$251.59 \$218.94	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5	ESPU-500-999AN-D	SEL Splunk ES Perp UPG 500-999GB/dayAN	\$375.00	ĸ	31%	\$258.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5		SEL Splunk ES Perp UPG 500-999GB/dayAP SEL Splunk ES Perp UPG 500-999GB/dayEM	\$563.08 \$431.54	K	31% 31%	\$388.53 \$297.76	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5	ESPU-500-999US-D	SEL Splunk ES Perp UPG 500-999GB/dayUS	\$375.00	K	31%	\$258.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	ESPU-50-99AN-D ESPU-50-99AP-D	SEL Splunk ES Perp UPG 50-99GB/dayAN SEL Splunk ES Perp UPG 50-99GB/dayAP	\$923.08 \$1,384.62	K	31% 31%	\$636.93 \$955.39	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00	SPLUNK SPLUNK
5	ESPU-50-99EM-D	SEL Splunk ES Perp UPG 50-99GB/dayEM	\$1,061.54	K	31%	\$732.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ESPU-50-99US-D	SEL Splunk ES Perp UPG 50-99GB/dayUS	\$923.08	K	31%	\$636.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK

					N	VP LEVEL 1								
BAND	sки	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5		SEL Splunk Ent Sec Term ESUP100-199GBAN SEL Splunk Ent Sec Term ESUP100-199GBAP	\$288.46 \$346.15	K K	31% 31%	\$199.04 \$238.84	\$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 Sec Term ESUP100-199GBEM	\$265.38	K	31%	\$183.11	\$0.00	\$0.00	\$0.00					SPLUNK
5 5		SEL Splunk Ent Sec Term ESUP100-199GBUS SEL Splunk Ent Sec Term ESUP1K-199GBAN	\$230.77 \$194.71	K K	31% 31%	\$159.23 \$134.35	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5		SEL Splunk Ent Sec Term ESUP1K-199GBAP	\$233.65	K	31%	\$161.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5		SEL Splunk Ent Sec Term ESUP1K-199GBEM SEL Splunk Ent Sec Term ESUP1K-199GBUS	\$179.13 \$155.77	K K	31% 31%	\$123.60 \$107.48	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5	ESTE-200-499AN-D	SEL Splunk Ent Sec Term ESUP200-499GBAN	\$223.56	K	31%	\$154.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5		SEL Splunk Ent Sec Term ESUP200-499GBAP SEL Splunk Ent Sec Term ESUP200-499GBEM	\$268.27 \$205.67	K	31% 31%	\$185.11 \$141.91	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ESTE-200-499US-D	SEL Splunk Ent Sec Term ESUP200-499GBUS	\$178.85	ĸ	31%	\$123.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5		SEL Splunk Ent Sec Term ESUP2K-4999GBAN SEL Splunk Ent Sec Term ESUP2K-4999GBAP	\$187.50 \$225.00	K K	31% 31%	\$129.38 \$155.25	\$0.00 \$0.00		\$0.00 \$0.00					SPLUNK SPLUNK
5		SEL Splunk Ent Sec Term ESUP2K-4999GBEM	\$172.50	K	31%	\$119.03	\$0.00		\$0.00	\$0.00				SPLUNK
5		SEL Splunk Ent Sec Term ESUP2K-4999GBUS	\$150.00 \$201.92	K	31% 31%	\$103.50 \$139.32	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00		SPLUNK SPLUNK
5 5		SEL Splunk Ent Sec Term ESUP500-999GBAN SEL Splunk Ent Sec Term ESUP500-999GBAP	\$242.31	K	31%	\$167.19	\$0.00		\$0.00					SPLUNK
5		SEL Splunk Ent Sec Term ESUP500-999GBEM SEL Splunk Ent Sec Term ESUP500-999GBUS	\$185.77	K	31%	\$128.18	\$0.00		\$0.00					SPLUNK
5 5		SEL Splunk Ent Sec Term ESUP500-999GBUS SEL Splunk Ent Sec Term ESUP50-99GBAN	\$161.54 \$461.54	K	31% 31%	\$111.46 \$318.46	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ESTE-50-99AP-D	SEL Splunk Ent Sec Term ESUP50-99GBAP	\$553.85	K	31%	\$382.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	ESTE-50-99EM-D ESTE-50-99US-D	SEL Splunk Ent Sec Term ESUP50-99GBEM SEL Splunk Ent Sec Term ESUP50-99GBUS	\$424.62 \$369.23	K K	31% 31%	\$292.99 \$254.77	\$0.00 \$0.00		\$0.00 \$0.00					SPLUNK SPLUNK
5	ESTG-100-199AN-D	SEL Splunk Ent Sec Term GSUP100-199GBAN	\$324.52	K	31%	\$223.92	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5		SEL Splunk Ent Sec Term GSUP100-199GBAP SEL Splunk Ent Sec Term GSUP100-199GBEM	\$389.42 \$298.56	K	31% 31%	\$268.70 \$206.01	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ESTG-100-199US-D	SEL Splunk Ent Sec Term GSUP100-199GBUS	\$259.62	ĸ	31%	\$179.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5		SEL Splunk Ent Sec Term GSUP1K-199GBAN SEL Splunk Ent Sec Term GSUP1K-199GBAP	\$216.35 \$259.62	K K	31% 31%	\$149.28 \$179.14	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPLUNK SPLUNK
5		SEL Splunk Ent Sec Term GSUP1K-199GBEM	\$199.04	ĸ	31%	\$137.34	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5 5		SEL Splunk Ent Sec Term GSUP1K-199GBUS SEL Splunk Ent Sec Term GSUP200-499GBAN	\$173.08 \$252.40	K K	31% 31%	\$119.43 \$174.16	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5		SEL Splunk Ent Sec Term GSUP200-499GBAP	\$302.88	K	31%	\$208.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	SPLUNK
5 5		SEL Splunk Ent Sec Term GSUP200-499GBEM SEL Splunk Ent Sec Term GSUP200-499GBUS	\$232.21 \$201.92	K	31% 31%	\$160.22 \$139.32	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ESTG-2K-4999AN-D	SEL Splunk Ent Sec Term GSUP2K-4999GBAN	\$209.13	K	31%	\$144.30	\$0.00		\$0.00	\$0.00				SPLUNK
5		SEL Splunk Ent Sec Term GSUP2K-4999GBAP SEL Splunk Ent Sec Term GSUP2K-4999GBEM	\$250.96 \$192.40	K K	31% 31%	\$173.16 \$132.76	\$0.00 \$0.00		\$0.00 \$0.00					SPLUNK SPLUNK
5		SEL Splunk Ent Sec Term GSUP2K-4999GBUS	\$167.31	K	31%	\$115.44	\$0.00		\$0.00	\$0.00				SPLUNK
5 5		SEL Splunk Ent Sec Term GSUP500-999GBAN SEL Splunk Ent Sec Term GSUP500-999GBAP	\$223.56 \$268.27	K	31% 31%	\$154.26 \$185.11	\$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 Sec Term GSUP500-999GBEM	\$205.67	K	31%	\$165.11	\$0.00		\$0.00					SPLUNK
5		SEL Splunk Ent Sec Term GSUP500-999GBUS SEL Splunk ES Term UPG ESup Buck \$1000AN	\$178.85 \$1,000.00	K	31% 31%	\$123.41 \$690.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5 5		SEL Splunk ES TermUPG ESup Buck \$1000AN	\$1,000.00	K	31%	\$690.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5		SEL Splunk ES TermUPG ESup Buck \$1000EM	\$1,000.00	K	31%	\$690.00	\$0.00		\$0.00	\$0.00				SPLUNK
5 5		SEL Splunk ES TermUPG ESup Buck \$1000US SEL Splunk ES TermUPG ESup Buck \$100AN	\$1,000.00 \$100.00	K K	31% 31%	\$690.00 \$69.00	\$0.00 \$0.00		\$0.00 \$0.00					SPLUNK SPLUNK
5 5		SEL Splunk ES TermUPG ESup Buck \$100AP	\$100.00 \$100.00	K	31% 31%	\$69.00 \$69.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5		SEL Splunk ES TermUPG ESup Buck \$100EM SEL Splunk ES TermUPG ESup Buck \$100US	\$100.00	ĸ	31%	\$69.00	\$0.00		\$0.00	\$0.00				SPLUNK
5		SEL Splunk ES TermUPG ESup Buck \$1AN	\$1.00	K	31% 31%	\$0.69	\$0.00		\$0.00					SPLUNK
5 5		SEL Splunk ES TermUPG ESup Buck \$1AP SEL Splunk ES TermUPG ESup Buck \$1EM	\$1.00 \$1.00	ĸ	31%	\$0.69 \$0.69	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00				SPLUNK SPLUNK
5 5		SEL Splunk ES TermUPG ESup Buck \$1US	\$1.00	K	31% 31%	\$0.69 \$690.00	\$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 ES TermUPG GSup Buck \$1000AN SEL Splunk ES TermUPG GSup Buck \$1000AP	\$1,000.00 \$1,000.00	K	31%	\$690.00	\$0.00		\$0.00					SPLUNK
5		SEL Splunk ES TermUPG GSup Buck \$1000EM SEL Splunk ES TermUPG GSup Buck \$1000US	\$1,000.00 \$1,000.00	K	31% 31%	\$690.00 \$690.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5 5		SEL Splunk ES TermUPG GSup Buck \$10000S	\$1,000.00	K K	31%	\$69.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	ESTU-GS-100AP-D	SEL Splunk ES TermUPG GSup Buck \$100AP	\$100.00	K	31%	\$69.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5 5		SEL Splunk ES TermUPG GSup Buck \$100EM SEL Splunk ES TermUPG GSup Buck \$100US	\$100.00 \$100.00	ĸ	31% 31%	\$69.00 \$69.00	\$0.00 \$0.00		\$0.00 \$0.00					SPLUNK SPLUNK
5 5		SEL Splunk ES TermUPG GSup Buck \$1AN	\$1.00 \$1.00	K	31% 31%	\$0.69 \$0.69	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00			\$0.00	SPLUNK SPLUNK
5		SEL Splunk ES TermUPG GSup Buck \$1AP SEL Splunk ES TermUPG GSup Buck \$1EM	\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ESTU-GS-1US-D	SEL Splunk ES TermUPG GSup Buck \$1US SEL Splunk-Hadoop Term +Esup100-249NdAN	\$1.00	K	31% 31%	\$0.69	\$0.00		\$0.00					SPLUNK
5 5	HUTE-100-249AP-D	SEL Splunk-Hadoop Term +Esup100-249NdAP	\$3,807.69 \$4,569.23	K	31%	\$2,627.31 \$3,152.77	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK SPLUNK
5 5		SEL Splunk-Hadoop Term +Esup100-249NdEM	\$3,503.08 \$3.046.15	K	31% 31%	\$2,417.13 \$2,101.84	\$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-Hadoop Term +Esup100-249NdUS SEL Splunk-Hadoop Term +Esup10-24NdAN	\$4,326.92	K	31%	\$2,985.57	\$0.00		\$0.00					SPLUNK
5		SEL Splunk-Hadoop Term +Esup10-24NdAP	\$5,192.31 \$3,980.77	K	31% 31%	\$3,582.69 \$2,746.73	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5 5		SEL Splunk-Hadoop Term +Esup10-24NdEM SEL Splunk-Hadoop Term +Esup10-24NdUS	\$3,461.54	K	31%	\$2,746.73	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	HUTE-250-499AN-D	SEL Splunk-Hadoop Term +Esup250-499NdAN	\$3,461.54	K	31%	\$2,388.46	\$0.00		\$0.00	\$0.00				SPLUNK
5		SEL Splunk-Hadoop Term +Esup250-499NdAP SEL Splunk-Hadoop Term +Esup250-499NdEM	\$4,153.85 \$3,184.62	K K	31% 31%	\$2,866.16 \$2,197.39	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPLUNK SPLUNK
5	HUTE-250-499US-D	SEL Splunk-Hadoop Term +Esup250-499NdUS	\$2,769.23	K	31%	\$1,910.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5		SEL Splunk-Hadoop Term +Esup25-49NdAN SEL Splunk-Hadoop Term +Esup25-49NdAP	\$4,153.85 \$4,984.62	K K	31% 31%	\$2,866.16 \$3,439.39	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5	HUTE-25-49EM-D	SEL Splunk-Hadoop Term +Esup25-49NdEM	\$3,821.54	ĸ	31%	\$2,636.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5		SEL Splunk-Hadoop Term +Esup25-49NdUS SEL Splunk-Hadoop Term +Esup500-999NdAN	\$3,323.08 \$3,028.85	K	31% 31%	\$2,292.93 \$2,089.91	\$0.00 \$0.00		\$0.00 \$0.00					SPLUNK SPLUNK
5	HUTE-500-999AP-D	SEL Splunk-Hadoop Term +Esup500-999NdAP	\$3,634.62	ĸ	31%	\$2,507.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5		SEL Splunk-Hadoop Term +Esup500-999NdEM SEL Splunk-Hadoop Term +Esup500-999NdUS	\$2,786.54 \$2,423.08	ĸ	31% 31%	\$1,922.71 \$1,671.93	\$0.00 \$0.00		\$0.00 \$0.00					SPLUNK SPLUNK
5	HUTE-50-99AN-D	SEL Splunk-Hadoop Term +Esup50-99NdAN	\$3,980.77	ĸ	31%	\$2,746.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5		SEL Splunk-Hadoop Term +Esup50-99NdAP SEL Splunk-Hadoop Term +Esup50-99NdEM	\$4,776.92 \$3,662.31	K K	31% 31%	\$3,296.07 \$2,526.99	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPLUNK SPLUNK
5	HUTE-50-99US-D	SEL Splunk-Hadoop Term +Esup50-99NdUS	\$3,184.62	ĸ	31%	\$2,197.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	HUTG-100-249AN-D	SEL Splunk-Hadoop Term +Gsup100-249NdAN	\$4,284.23	К	31%	\$2,956.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK

Mary   St.						N'	VP LEVEL 1								
1.   1.   1.   1.   1.   1.   1.   1.	BAND			LIST PRICE USD		DISCOUNT %		PLUS MNT LP	W/MC PREM MNT LP	ENH MNT LP		TO PS W/MC PREM LP	TO PS ENH LP		
1	5 5				K K										
1	5	HUTG-100-249US-D	SEL Splunk-Hadoop Term +Gsup100-249NdUS	\$3,426.92	K		\$2,364.57		\$0.00	\$0.00					
Part   Part	5 5				K										
1					ĸ									\$0.00	SPLUNK
1			SEL Splunk-Hadoop Term +Gsup10-24NdUS		K										
1   1   1   1   1   1   1   1   1   1					K										
1.		HUTG-250-499EM-D	SEL Splunk-Hadoop Term +Gsup250-499NdEM	\$3,582.69	K		\$2,472.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
Part   Part					K										
1		HUTG-25-49AP-D	SEL Splunk-Hadoop Term +Gsup25-49NdAP		ĸ										
1		HUTG-25-49EM-D	SEL Splunk-Hadoop Term +Gsup25-49NdEM		K										
1.04   1.05					K										
Column		HUTG-500-999AP-D	SEL Splunk-Hadoop Term +Gsup500-999NdAP		K										
1	5				K										
The content of the	5				ĸ		\$3,089.88							\$0.00	SPLUNK
1   10   10   10   10   10   10   10	5				K										
Fig. 10.00 -	5				K										
1	5	ITP-100-199AN-D	SEL Splunk ITSI Perp Lic100-199GB/dayAN	\$865.38	K	31%	\$597.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
Street   The Str					K										
1   The Friedwick   1		ITP-100-199US-D	SEL Splunk ITSI Perp Lic100-199GB/dayUS	\$692.31	ĸ	31%	\$477.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
1   1   1   1   1   1   1   1   1   1					K										
1   The Confession   1   The					K										
France-order-ord		ITP-1K-1999US-D	SEL Splunk ITSI Perp Lic1K-1999GB/dayUS		K										
The Conference   Conference					K										
S   TIPS-4-0000-LD   SEE   S		ITP-200-499EM-D	SEL Splunk ITSI Perp Lic200-499GB/dayEM	\$597.69	ĸ	31%	\$412.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
1   The Control   1   The Co					K										
1 Pro-Security   1 Pr					K										
1   10   10   10   10   10   10   10	5	ITP-2K-4999EM-D	SEL Splunk ITSI Perp Lic2K-4999GB/dayEM	\$364.90	K									\$0.00	SPLUNK
5   TH-50-2000-C   See Sub-mark Tells   See Sub-mar	5 5				K K										
5 TTP-50-060000-5 St. Span TTP Pep Les OF-0600000-5  St. Span TTP Pep Les OF-0600000-5 St. Span TTP Pep Les OF-06000000-5 St. Span TTP Pep Les OF-0600000-5 St. Span TTP Pep Les OF-06000000-5  St. Span TTP Pep Les OF-06000000-5 St. Span TTP Pep Les OF-06000000-5 St. Span TTP Pep Les OF-060000000-5 St. Span TTP Pep Les OF-0600000000-5 St. Span TTP Pep Les OF-0600000000-5 St. Span TTP Pep Les OF-06000000000-5 St. Span TTP Pep Les OF-0600000000000-5 St. Span TTP Pep Les OF-0600000000000000000000000000000000000	5	ITP-500-999AP-D		\$563.08	ĸ	31%	\$388.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
1   11   12   13   13   13   13   13	5				K										
1	5				ĸ										
Fig.   The Control   The Con	5				K										
5 ITT-L-10-12-13-14-15   E. Spisser TRS Prop. IFT COLO-15-05-05-05-05-05-05   S0.0   S	5				K										
Fig. 1	-	ITPU-100-199AN-D	SEL Splunk ITSI Perp UPG100-199GB/dayAN		K									\$0.00	SPLUNK
Fig. 10   1980-1980   St. Sputh, 170   Prop 1980-1980-1980-1980-1980-1980-1980-1980-			SEL Splunk ITSI Perp UPG100-199GB/dayAP SEL Splunk ITSI Perp UPG100-199GB/dayEM		K										
Fig. 17   Fig. 1999   Fig. 20   Fig. 17   Fi					ĸ				\$0.00						
Fig. 1-1-1-1-1998-AD   Sec.					K										
Fig. 17   1.   1.   1.   1.   1.   1.   1.					K										
FPU-200-499AP-D   SEL. Splunk TSI Pep UPC-2004-499CBG Algoliship		ITPU-1K-1999US-D	SEL Splunk ITSI Perp UPG1K-1999GB/dayUS	\$346.15	K			\$0.00	\$0.00	\$0.00				\$0.00	SPLUNK
Fig. 1702-04968AB   SELS, plant TSP Pep (PC2004-9866Balley/EM					K K										
Fig.   Timus		ITPU-200-499EM-D	SEL Splunk ITSI Perp UPG200-499GB/dayEM	\$597.69	K	31%	\$412.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
Fig.   TPU_ZK-49996LAP   SEL Splutk TSP pep UPCZK-49996EldeyyEM   \$344.64   \$354.62   \$315.63	5				K										
TPU-20-4990LPD   SE, Splam, RTS Perp UPGS0-9996BdrayUN   565,108 K 311/4 S219,44 S0.00 S	5				K										
TPU-090-998APL   SEL Splum RTS Perp UPG500-999GGGdigs/AP   \$486.46   K   31%   \$338.55   \$30.00   \$0	5				K										
STPL-950-9969APA   SEL Splum KTS Perg UPG500-9969GledayMP   S\$53.08   K 31%   \$388.53   \$0.00   \$0.0	5 5				K K										
Fig.   TPU-50-998V-D   SEL Splunk ITS   Perp   UPC50-09960EddayN   \$1,370.77   K   31%   \$258.75   \$0.00   \$	5	ITPU-500-999AP-D	SEL Splunk ITSI Perp UPG500-999GB/dayAP	\$563.08	K		\$388.53	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
STPU-50-99AP-D   SEL Splurk TISI Perp UPGS0-99GSIdayAN	5 5				K K										
STIPLE-GO-9918-D   SEL Splank RTSI Peru DPGS0-990Gliday/LM   S1261.15   K   31%   \$870.19   \$0.00	5	ITPU-50-99AN-D	SEL Splunk ITSI Perp UPG50-99GB/dayAN	\$1,370.77	ĸ	31%	\$945.83	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
Fig.   TiPU-60-999Us-D   SEL Splunk TISI   Perp UPG0-996BidayAV   S10.06   S 1, S 1, M	5				ĸ										
Second   First   Fir		ITPU-50-99US-D			K										
5 ITTE-100-1998LMS SEL Splunk ITS1 Term ESUP100-1996GidayEM \$318.46 K 31% \$191.07 \$0.00 \$0		ITTE-100-199AN-D	SEL Splunk ITSI Term ESUP100-199GB/dayAN	\$346.15	K										
5 ITTE-10-199US-D SEL Splunk ITSI Term ESUP100-199GSIdayAV S 19107 \$0.00	-				K K										
5 ITTE-IK-1999AP-D SEL Splunk ITSI Term ESUPIK-1999GBiday/EP 5 ITTE-IK-1999H-D SEL Splunk ITSI Term ESUPIK-1999GBiday/EP 5 ITTE-IK-1999H-D SEL Splunk ITSI Term ESUPIK-1999GBiday/EP 5 ITTE-IK-1999H-D SEL Splunk ITSI Term ESUPIK-1999GBiday/EP 5 ITTE-204-499AP-D SEL Splunk ITSI Term ESUPIK-1999GBiday/EP 5 ITTE-204-499AP-D SEL Splunk ITSI Term ESUPIK-1999GBiday/EP 5 ITTE-204-499AP-D SEL Splunk ITSI Term ESUPIK-1999GBiday/EP 5 ITTE-204-499AP-D SEL Splunk ITSI Term ESUPIK-1999GBiday/EP 5 ITTE-204-499AP-D SEL Splunk ITSI Term ESUPIC-1999GBiday/EP 6 ITTE-204-499AP-D SEL Splunk ITSI Term ESUPIC-1999GBiday/EP 6 ITTE-204-499AP-D SEL Splunk ITSI Term ESUPIC-1999GBiday/EP 6 ITTE-204-499AP-D SEL Splunk ITSI Term ESUPIC-1999GBiday/EP 6 ITTE-204-499AP-D SEL Splunk ITSI Term ESUPIC-1999GBiday/EP 6 ITTE-204-499AP-D SEL Splunk ITSI Term ESUPIC-1999GBiday/EP 6 ITTE-204-499AP-D SEL Splunk ITSI Term ESUPIC-1999GBiday/EP 7 ITTE-204-499AP-D SEL Splunk ITSI Term ESUPIC-1999GBiday/EP 7 ITTE-204-499AP-D SEL Splunk ITSI Term ESUPIC-1999GBiday/AP 7 ITTE-204-499AP-D SEL Splunk ITSI Term ESUPIC-1999GBiday/AP 8 2713.46 K 31% \$147.29 \$0.00 \$0.	5	ITTE-100-199US-D	SEL Splunk ITSI Term ESUP100-199GB/dayUS	\$276.92	K			\$0.00	\$0.00					\$0.00	SPLUNK
5 ITTE-IK-1999EM-D SEL Splunk ITS1 Term ESUPTK-1999GBIdayVB \$15.77 K 31% \$123.41 \$0.00 \$0.	5 5				K										
5 ITTE-200-499A-D SEL Splunk ITSI Term ESUP200-499GBIdayAP \$26.5 K 31% \$183.91 \$0.00	5				ĸ	- 101									AMI 1 11 11 4
5 ITTE-200-4998LMD SEL Splunk ITSI Term ESUP200-499GBlday/AP \$22.77 K 31% \$22.133 \$0.00 \$0	5													\$0.00	SPLUNK
5 ITTE-200-499EM-D SEL Splunk ITSI Term ESUP200-4999GBlday/EM \$245.77 K 31% \$196.58 \$0.00	5				K										
5 ITTE-2K-4999AN-D SEL Splunk ITSI Term ESUPZK-4999GBldayAN \$187.50 K 31% \$129.38 \$0.00 \$0	-	ITTE-200-499EM-D	SEL Splunk ITSI Term ESUP200-499GB/dayEM	\$245.77	ĸ	31%	\$169.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 ITTE-2K-4999EM-D SEL Splunk ITSI Term ESUPZK-4999GBldayAP \$25.00 K 31% \$155.25 \$0.00 \$0.					ĸ										
5 ITTE-50-999AN-D SEL Splunk ITSI Term ESUP50-999GBldayAN \$150.0 K 31% \$103.50 \$0.00		ITTE-2K-4999AP-D	SEL Splunk ITSI Term ESUP2K-4999GB/dayAP	\$225.00	K	31%	\$155.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 ITTE-500-999AD SEL Splunk ITSI Term ESUP500-999GBidayAN \$201.92 K 31% \$139.32 \$0.00 \$0.0					K										
5 ITTE-500-999AP-D SEL Splunk ITSI Term ESUP500-999GBidayAP \$242.31 K 31% \$167.19 \$0.00 \$0					K K										
5 ITTE-500-999US-D SEL Splunk ITS1 Term ESUP500-999GBldaýUS \$161.54 K 31% \$111.46 \$0.00 \$0	5	ITTE-500-999AP-D	SEL Splunk ITSI Term ESUP500-999GB/dayAP	\$242.31	K	31%	\$167.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 ITTE-50-99AN-D SEL Splunk ITSI Term ESUP50-99GBldayAN \$548.08 K 31% \$378.18 \$0.00															
5 ITTE-50-99AP-D SEL Splunk ITS1 Term ESUP50-99GB/dayAP \$657.69 K 31% \$453.81 \$0.00	5	ITTE-50-99AN-D	SEL Splunk ITSI Term ESUP50-99GB/dayAN	\$548.08	K	31%	\$378.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
	5	ITTE-50-99AP-D	SEL Splunk ITSI Term ESUP50-99GB/dayAP	\$657.69	K	31%	\$453.81	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK

					N	VP LEVEL 1								İ
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	ITTE-50-99EM-D ITTE-50-99US-D	SEL Splunk ITSI Term ESUP50-99GB/dayEM SEL Splunk ITSI Term ESUP50-99GB/dayUS	\$504.23 \$438.46	K K	31% 31%	\$347.92 \$302.54	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ITTG-100-199AN-D	SEL Splunk ITSI Term GSUP100-199GB/dayAN	\$390.00	K	31%	\$269.10		\$0.00	\$0.00					SPLUNK
5 5	ITTG-100-199AP-D ITTG-100-199EM-D	SEL Splunk ITSI Term GSUP100-199GB/dayAP SEL Splunk ITSI Term GSUP100-199GB/davEM	\$467.31 \$358.85	K K	31% 31%	\$322.44 \$247.61	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5	ITTG-100-199US-D	SEL Splunk ITSI Term GSUP100-199GB/dayUS	\$311.54	K	31%	\$214.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	ITTG-1K-1999AN-D ITTG-1K-1999AP-D	SEL Splunk ITSI Term GSUP1K-1999GB/dayAN SEL Splunk ITSI Term GSUP1K-1999GB/dayAP	\$216.35 \$259.62	K K	31% 31%	\$149.28 \$179.14	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5		SEL Splunk ITSI Term GSUP1K-1999GB/dayEM	\$259.02 \$199.04	ĸ	31%	\$179.14 \$137.34	\$0.00		\$0.00					SPLUNK
5		SEL Splunk ITSI Term GSUP1K-1999GB/dayUS	\$173.08	K	31%	\$119.43	\$0.00		\$0.00	\$0.00				SPLUNK
5 5		SEL Splunk ITSI Term GSUP200-499GB/dayAN SEL Splunk ITSI Term GSUP200-499GB/davAP	\$302.88 \$363.46	K K	31% 31%	\$208.99 \$250.79	\$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 ITSI Term GSUP200-499GB/dayEM	\$278.65	K	31%	\$192.27	\$0.00		\$0.00					SPLUNK
5 5		SEL Splunk ITSI Term GSUP200-499GB/dayUS SEL Splunk ITSI Term GSUP2K-4999GB/dayAN	\$242.31 \$209.13	K	31% 31%	\$167.19 \$144.30	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5	ITTG-2K-4999AP-D	SEL Splunk ITSI Term GSUP2K-4999GB/dayAP	\$250.96	ĸ	31%	\$173.16	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5		SEL Splunk ITSI Term GSUP2K-4999GB/dayEM SEL Splunk ITSI Term GSUP2K-4999GB/dayUS	\$192.40 \$167.31	K K	31% 31%	\$132.76 \$115.44	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5 5	ITTG-500-999AN-D	SEL Splunk ITSI Term GSUP20-999GB/dayAN	\$223.56	ĸ	31%	\$115.44 \$154.26	\$0.00		\$0.00					SPLUNK
5	ITTG-500-999AP-D	SEL Splunk ITSI Term GSUP500-999GB/dayAP	\$268.27	K	31%	\$185.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	ITTG-500-999EM-D ITTG-500-999US-D	SEL Splunk ITSI Term GSUP500-999GB/dayEM SEL Splunk ITSI Term GSUP500-999GB/dayUS	\$205.67 \$178.85	K K	31% 31%	\$141.91 \$123.41	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ITTU-ES-1000AN-D	SEL Splunk IT TermUPG ESup Buck \$1000AN	\$1,000.00	K	31%	\$690.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5		SEL Splunk IT TermUPG ESup Buck \$1000AP SEL Splunk IT TermUPG ESup Buck \$1000EM	\$1,000.00 \$1,000.00	K	31% 31%	\$690.00 \$690.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5		SEL Splunk IT TermUPG ESup Buck \$1000US	\$1,000.00	ĸ	31%	\$690.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	ITTU-ES-100AN-D	SEL Splunk IT TermUPG ESup Buck \$100AN	\$100.00	K	31%	\$69.00	\$0.00		\$0.00	\$0.00				SPLUNK
5 5	ITTU-ES-100AP-D ITTU-ES-100EM-D	SEL Splunk IT TermUPG ESup Buck \$100AP SEL Splunk IT TermUPG ESup Buck \$100EM	\$100.00 \$100.00	K K	31% 31%	\$69.00 \$69.00			\$0.00 \$0.00					SPLUNK SPLUNK
5	ITTU-ES-100US-D	SEL Splunk IT TermUPG ESup Buck \$100US	\$100.00	K	31%	\$69.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	ITTU-ES-1AN-D	SEL Splunk IT TermUPG ESup Buck \$1AN SEL Splunk IT TermUPG ESup Buck \$1AP	\$1.00 \$1.00	K	31% 31%	\$0.69 \$0.69	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ITTU-ES-1EM-D	SEL Splunk IT TermUPG ESup Buck \$1EM	\$1.00	ĸ	31%	\$0.69			\$0.00					SPLUNK
5 5	ITTU-ES-1US-D	SEL Splunk IT TermUPG ESup Buck \$1US SEL Splunk IT TermUPG GSup Buck \$1000AN	\$1.00 \$1.000.00	K	31% 31%	\$0.69 \$690.00			\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5		SEL Splunk IT TermUPG GSup Buck \$1000AN SEL Splunk IT TermUPG GSup Buck \$1000AP	\$1,000.00	K	31%	\$690.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	ITTU-GS-1000EM-D	SEL Splunk IT TermUPG GSup Buck \$1000EM	\$1,000.00	K	31%	\$690.00	\$0.00		\$0.00	\$0.00				SPLUNK
5 5	ITTU-GS-1000US-D ITTU-GS-100AN-D	SEL Splunk IT TermUPG GSup Buck \$1000US SEL Splunk IT TermUPG GSup Buck \$100AN	\$1,000.00 \$100.00	K K	31% 31%	\$690.00 \$69.00			\$0.00 \$0.00					SPLUNK SPLUNK
5	ITTU-GS-100AP-D	SEL Splunk IT TermUPG GSup Buck \$100AP	\$100.00	ĸ	31%	\$69.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	ITTU-GS-100EM-D ITTU-GS-100US-D	SEL Splunk IT TermUPG GSup Buck \$100EM SEL Splunk IT TermUPG GSup Buck \$100US	\$100.00 \$100.00	K	31% 31%	\$69.00 \$69.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ITTU-GS-10003-D	SEL Splunk IT TermUPG GSup Buck \$1003	\$1.00	K	31%	\$0.69	\$0.00		\$0.00					SPLUNK
5	ITTU-GS-1AP-D	SEL Splunk IT TermUPG GSup Buck \$1AP SEL Splunk IT TermUPG GSup Buck \$1FM	\$1.00	K	31%	\$0.69			\$0.00					SPLUNK
5 5	ITTU-GS-1EM-D ITTU-GS-1US-D	SEL Splunk IT TermUPG GSup Buck \$1EM SEL Splunk IT TermUPG GSup Buck \$1US	\$1.00 \$1.00	K	31% 31%	\$0.69 \$0.69	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5		SEL Splunk Ent Perp Lic 100-199GB/day AN	\$2,163.46	K	31%	\$1,492.79	\$0.00	\$0.00	\$0.00	\$0.00			\$0.00	SPLUNK
5 5	SEP-100-199AP-D SEP-100-199EM-D	SEL Splunk Ent Perp Lic 100-199GB/day AP SEL Splunk Ent Perp Lic 100-199GB/day EM	\$2,596.15 \$1,990.38	K K	31% 31%	\$1,791.34 \$1,373.36	\$0.00 \$0.00		\$0.00 \$0.00					SPLUNK SPLUNK
5	SEP-100-199US-D	SEL Splunk Ent Perp Lic 100-199GB/day US	\$1,730.77	ĸ	31%	\$1,194.23	\$0.00		\$0.00	\$0.00	\$0.00			SPLUNK
5 5		SEL Splunk Ent Perp Lic 1K-1999GB/day AN SEL Splunk Ent Perp Lic 1K-1999GB/day AP	\$1,730.77 \$2.076.92	K K	31% 31%	\$1,194.23 \$1,433.07	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	SEP-1K-1999EM-D	SEL Splunk Ent Perp Lic 1K-1999GB/day EM	\$1,592.31	K	31%	\$1,098.69	\$0.00		\$0.00					SPLUNK
5		SEL Splunk Ent Perp Lic 1K-1999GB/day US	\$1,384.62	K	31%	\$955.39	\$0.00		\$0.00					SPLUNK
5 5		SEL Splunk Ent Perp Lic 200-499GB/day AN SEL Splunk Ent Perp Lic 200-499GB/day AP	\$2,019.23 \$2,423.08	K	31% 31%	\$1,393.27 \$1.671.93	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	SEP-200-499EM-D	SEL Splunk Ent Perp Lic 200-499GB/day EM	\$1,857.69	K	31%	\$1,281.81	\$0.00		\$0.00	\$0.00			\$0.00	SPLUNK
5 5	SEP-200-499US-D SEP-2K-4999AN-D	SEL Splunk Ent Perp Lic 200-499GB/day US SEL Splunk Ent Perp Lic 2K-4999GB/dayAN	\$1,615.38 \$1,586.54	K K	31% 31%	\$1,114.61 \$1,094.71	\$0.00 \$0.00		\$0.00 \$0.00					SPLUNK SPLUNK
5	SEP-2K-4999AP-D	SEL Splunk Ent Perp Lic 2K-4999GB/dayAP	\$1,903.85	ĸ	31%	\$1,313.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	SEP-2K-4999EM-D SEP-2K-4999US-D	SEL Splunk Ent Perp Lic 2K-4999GB/dayEM SEL Splunk Ent Perp Lic 2K-4999GB/dayUS	\$1,459.62 \$1,269.23	K	31% 31%	\$1,007.14 \$875.77	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	SEP-500-999AN-D	SEL Splunk Ent Perp Lic 500-999GB/day AN	\$1,875.00	ĸ	31%	\$1,293.75	\$0.00		\$0.00					SPLUNK
5 5	SEP-500-999AP-D SEP-500-999EM-D	SEL Splunk Ent Perp Lic 500-999GB/day AP SEL Splunk Ent Perp Lic 500-999GB/day EM	\$2,250.00 \$1,725.00	K	31% 31%	\$1,552.50 \$1,190.25	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPLUNK SPLUNK
5		SEL Splunk Ent Perp Lic 500-999GB/day US	\$1,500.00	ĸ	31%	\$1,035.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	SEP-50-99AN-D	SEL Splunk Ent Perp Lic 50-99GB/day AN	\$2,740.38	K	31%	\$1,890.86	\$0.00	\$0.00	\$0.00	\$0.00				SPLUNK
5 5	SEP-50-99AP-D SEP-50-99EM-D	SEL Splunk Ent Perp Lic 50-99GB/day AP SEL Splunk Ent Perp Lic 50-99GB/day EM	\$3,288.46 \$2,521.15	K K	31% 31%	\$2,269.04 \$1,739.59	\$0.00 \$0.00		\$0.00 \$0.00					SPLUNK SPLUNK
5	SEP-50-99US-D	SEL Splunk Ent Perp Lic 50-99GB/day US	\$2,192.31	K	31%	\$1,512.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5		SEL Splunk Ent Perp UPG 100-199GB/dayAN SEL Splunk Ent Perp UPG 100-199GB/dayAP	\$2,163.46 \$2,596.15	K K	31% 31%	\$1,492.79 \$1,791.34	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	SEPU-100-199EM-D	SEL Splunk Ent Perp UPG 100-199GB/dayEM	\$1,990.38	K	31%	\$1,373.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			SPLUNK
5 5		SEL Splunk Ent Perp UPG 100-199GB/dayUS SEL Splunk Ent Perp UPG 1K-1999GB/dayAN	\$1,730.77 \$1,730.77	K	31% 31%	\$1,194.23 \$1,194.23	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5		SEL Splunk Ent Perp UPG 1K-1999GB/dayAP	\$2,076.92	ĸ	31%	\$1,433.07	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5		SEL Splunk Ent Perp UPG 1K-1999GB/dayEM	\$1,592.31	K	31%	\$1,098.69	\$0.00		\$0.00	\$0.00				SPLUNK
5		SEL Splunk Ent Perp UPG 1K-1999GB/dayUS SEL Splunk Ent Perp UPG 200-499GB/dayAN	\$1,384.62 \$2,019.23	K K	31% 31%	\$955.39 \$1,393.27	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00	SPLUNK SPLUNK
5	SEPU-200-499AP-D	SEL Splunk Ent Perp UPG 200-499GB/dayAP	\$2,423.08	K	31%	\$1,671.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5		SEL Splunk Ent Perp UPG 200-499GB/dayEM SEL Splunk Ent Perp UPG 200-499GB/dayUS	\$1,857.69 \$1,615.38	K K	31% 31%	\$1,281.81 \$1,114.61	\$0.00 \$0.00		\$0.00 \$0.00					SPLUNK SPLUNK
5	SEPU-2K-4999AN-D	SEL Splunk Ent Perp UPG 2K-4999GB/dayAN	\$1,586.54	ĸ	31%	\$1,094.71	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5		SEL Splunk Ent Perp UPG 2K-4999GB/dayAP SEL Splunk Ent Perp UPG 2K-4999GB/dayEM	\$1,903.85 \$1,459.62	ĸ	31% 31%	\$1,313.66 \$1,007.14	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5	SEPU-2K-4999US-D	SEL Splunk Ent Perp UPG 2K-4999GB/dayUS	\$1,269.23	K	31%	\$875.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	SEPU-500-999AN-D	SEL Splunk Ent Perp UPG 500-999GB/dayAN	\$1,875.00	K	31%	\$1,293.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5		SEL Splunk Ent Perp UPG 500-999GB/dayAP SEL Splunk Ent Perp UPG 500-999GB/dayEM	\$2,250.00 \$1,725.00	K K	31% 31%	\$1,552.50 \$1,190.25			\$0.00 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00	SPLUNK SPLUNK
5	SEPU-500-999US-D	SEL Splunk Ent Perp UPG 500-999GB/dayUS	\$1,500.00	ĸ	31%	\$1,035.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	SEPU-50-99AN-D SEPU-50-99AP-D	SEL Splunk Ent Perp UPG 50-99GB/dayAN SEL Splunk Ent Perp UPG 50-99GB/dayAP	\$2,740.38 \$3,288.46	K K	31% 31%	\$1,890.86 \$2,269.04	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPLUNK SPLUNK
5		SEL Splunk Ent Perp UPG 50-99GB/dayEM	\$2,521.15	ĸ	31%	\$1,739.59			\$0.00					SPLUNK

					N	VP LEVEL 1								[
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5		SEL Splunk Ent Perp UPG 50-99GB/dayUS SEL Splunk Ent TermL ESUP100-199GB/dayAN	\$2,192.31 \$865.38	K K	31% 31%	\$1,512.69 \$597.11	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		) SPLUNK ) SPLUNK
5	SETE-100-199AP-D	SEL Splunk Ent TermL ESUP100-199GB/dayAP	\$1,038.46		31%	\$716.54	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5		SEL Splunk Ent TermL ESUP100-199GB/dayEM SEL Splunk Ent TermL ESUP100-199GB/dayUS	\$796.15 \$692.31	K K	31% 31%	\$549.34 \$477.69				\$0.00 \$0.00				) SPLUNK ) SPLUNK
5	SETE-1K-1999AN-D	SEL Splunk Ent TermL ESUP1K-1999GB/dayAN	\$778.85	K	31%	\$537.41	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5		SEL Splunk Ent TermL ESUP1K-1999GB/dayAP SEL Splunk Ent TermL ESUP1K-1999GB/dayEM	\$934.62 \$716.54	K K	31% 31%	\$644.89 \$494.41	\$0.00 \$0.00			\$0.00 \$0.00				) SPLUNK ) SPLUNK
5	SETE-1K-1999US-D	SEL Splunk Ent TermL ESUP1K-1999GB/dayUS	\$623.08	K	31%	\$429.93	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5		SEL Splunk Ent TermL ESUP200-499GB/dayAN SEL Splunk Ent TermL ESUP200-499GB/dayAP	\$836.54 \$1,003.85	K	31% 31%	\$577.21 \$692.66	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				) SPLUNK ) SPLUNK
5	SETE-200-499EM-D	SEL Splunk Ent TermL ESUP200-499GB/dayEM	\$769.62	ĸ	31%	\$531.04	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5		SEL Splunk Ent TermL ESUP200-499GB/dayUS SEL Splunk Ent TermL ESUP2K-4999GB/dayAN	\$669.23 \$750.00		31% 31%	\$461.77 \$517.50				\$0.00 \$0.00				) SPLUNK ) SPLUNK
5		SEL Splunk Ent TermL ESUP2K-4999GB/dayAP	\$900.00		31%	\$621.00				\$0.00			\$0.00	SPLUNK
5 5		SEL Splunk Ent TermL ESUP2K-4999GB/dayEM SEL Splunk Ent TermL ESUP2K-4999GB/dayUS	\$690.00 \$600.00	K K	31% 31%	\$476.10 \$414.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				) SPLUNK ) SPLUNK
5		SEL Splunk Ent TermL ESUP500-999GB/dayAN	\$807.69	K	31%	\$414.00 \$557.31	\$0.00			\$0.00				SPLUNK
5		SEL Splunk Ent TermL ESUP500-999GB/dayAP	\$969.23		31%	\$668.77	\$0.00			\$0.00				SPLUNK
5		SEL Splunk Ent TermL ESUP500-999GB/dayEM SEL Splunk Ent TermL ESUP500-999GB/dayUS	\$743.08 \$646.15	K K	31% 31%	\$512.73 \$445.84	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				) SPLUNK ) SPLUNK
5	SETE-50-99AN-D	SEL Splunk Ent TermL ESUP50-99GB/dayAN	\$1,096.15	K	31%	\$756.34				\$0.00	\$0.00		\$0.00	SPLUNK
5	SETE-50-99AP-D SETE-50-99EM-D	SEL Splunk Ent TermL ESUP50-99GB/dayAP SEL Splunk Ent TermL ESUP50-99GB/dayEM	\$1,315.38 \$1,008.46	K	31% 31%	\$907.61 \$695.84	\$0.00 \$0.00			\$0.00 \$0.00				) SPLUNK ) SPLUNK
5	SETE-50-99US-D	SEL Splunk Ent TermL ESUP50-99GB/dayUS	\$876.92	ĸ	31%	\$605.07	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5		SEL Splunk Ent TermL GSUP100-199GB/dayAN SEL Splunk Ent TermL GSUP100-199GB/dayAP	\$973.85 \$1,168.85	K	31% 31%	\$671.96 \$806.51	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				) SPLUNK ) SPLUNK
5		SEL Splunk Ent TermL GSUP100-199GB/dayEM	\$895.38	K	31%	\$617.81	\$0.00			\$0.00				SPLUNK
5		SEL Splunk Ent TermL GSUP100-199GB/dayUS SEL Splunk Ent TermL GSUP1K-1999GB/dayAN	\$778.85 \$865.38		31% 31%	\$537.41 \$597.11	\$0.00 \$0.00			\$0.00 \$0.00				) SPLUNK ) SPLUNK
5 5		SEL Splunk Ent TermL GSUP1K-1999GB/dayAP	\$1,038.46	K K	31%	\$597.11 \$716.54	\$0.00		\$0.00	\$0.00				SPLUNK SPLUNK
5	SETG-1K-1999EM-D	SEL Splunk Ent TermL GSUP1K-1999GB/dayEM	\$796.15	K	31%	\$549.34	\$0.00			\$0.00			\$0.00	SPLUNK
5 5		SEL Splunk Ent TermL GSUP1K-1999GB/dayUS SEL Splunk Ent TermL GSUP200-499GB/dayAN	\$692.31 \$937.50	K	31% 31%	\$477.69 \$646.88				\$0.00 \$0.00				) SPLUNK ) SPLUNK
5		SEL Splunk Ent TermL GSUP200-499GB/dayAP	\$1,125.00	ĸ	31%	\$776.25				\$0.00			\$0.00	SPLUNK
5 5		SEL Splunk Ent TermL GSUP200-499GB/dayEM SEL Splunk Ent TermL GSUP200-499GB/dayUS	\$862.50 \$750.00	K	31% 31%	\$595.13 \$517.50	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				) SPLUNK ) SPLUNK
5		SEL Splunk Ent TermL GSUP2K-4999GB/dayAN	\$829.33		31%	\$572.24				\$0.00				SPLUNK
5		SEL Splunk Ent TermL GSUP2K-4999GB/dayAP	\$995.19	K	31%	\$686.68				\$0.00				SPLUNK
5		SEL Splunk Ent TermL GSUP2K-4999GB/dayEM SEL Splunk Ent TermL GSUP2K-4999GB/dayUS	\$762.98 \$663.46	K K	31% 31%	\$526.46 \$457.79	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				) SPLUNK ) SPLUNK
5	SETG-500-999AN-D	SEL Splunk Ent TermL GSUP500-999GB/dayAN	\$901.44	ĸ	31%	\$621.99	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5		SEL Splunk Ent TermL GSUP500-999GB/dayAP SEL Splunk Ent TermL GSUP500-999GB/dayEM	\$1,081.73 \$829.33	K	31% 31%	\$746.39 \$572.24				\$0.00 \$0.00				) SPLUNK ) SPLUNK
5	SETG-500-999US-D	SEL Splunk Ent TermL GSUP500-999GB/dayUS	\$721.15	ĸ	31%	\$497.59	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5		SEL Splunk Ent TermUPG ESup Buck \$1000AN SEL Splunk Ent TermUPG ESup Buck \$1000AP	\$1,000.00 \$1,000.00	K	31% 31%	\$690.00 \$690.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				) SPLUNK ) SPLUNK
5		SEL Splunk Ent TermUPG ESup Buck \$1000EM	\$1,000.00	ĸ	31%	\$690.00				\$0.00				SPLUNK
5 5		SEL Splunk Ent TermUPG ESup Buck \$1000US SEL Splunk Ent TermUPG ESup Buck \$100AN	\$1,000.00 \$100.00	K K	31% 31%	\$690.00 \$69.00				\$0.00 \$0.00				) SPLUNK ) SPLUNK
5		SEL Splunk Ent TermUPG ESup Buck \$100AP	\$100.00	K	31%	\$69.00	\$0.00		\$0.00	\$0.00				SPLUNK
5 5		SEL Splunk Ent TermUPG ESup Buck \$100EM	\$100.00	K	31%	\$69.00				\$0.00				SPLUNK
5		SEL Splunk Ent TermUPG ESup Buck \$100US SEL Splunk Ent TermUPG ESup Buck \$1AN	\$100.00 \$1.00		31% 31%	\$69.00 \$0.69	\$0.00 \$0.00			\$0.00 \$0.00				) SPLUNK ) SPLUNK
5		SEL Splunk Ent TermUPG ESup Buck \$1AP	\$1.00	K	31%	\$0.69	\$0.00			\$0.00				SPLUNK
5		SEL Splunk Ent TermUPG ESup Buck \$1EM SEL Splunk Ent TermUPG ESup Buck \$1US	\$1.00 \$1.00	K K	31% 31%	\$0.69 \$0.69	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				) SPLUNK ) SPLUNK
5	SETU-GS-1000AN-D	SEL Splunk Ent TermUPG GSup Buck \$1000AN	\$1,000.00		31%	\$690.00				\$0.00				SPLUNK
5 5		SEL Splunk Ent TermUPG GSup Buck \$1000AP SEL Splunk Ent TermUPG GSup Buck \$1000EM	\$1,000.00 \$1,000.00		31% 31%	\$690.00 \$690.00				\$0.00 \$0.00				) SPLUNK ) SPLUNK
5	SETU-GS-1000US-D	SEL Splunk Ent TermUPG GSup Buck \$1000US	\$1,000.00	K	31%	\$690.00	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5		SEL Splunk Ent TermUPG GSup Buck \$100AN SEL Splunk Ent TermUPG GSup Buck \$100AP	\$100.00 \$100.00	K	31% 31%	\$69.00 \$69.00	\$0.00 \$0.00			\$0.00 \$0.00				) SPLUNK ) SPLUNK
5		SEL Splunk Ent TermUPG GSup Buck \$100EM	\$100.00	ĸ	31%	\$69.00	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00		\$0.00	SPLUNK
5		SEL Splunk Ent TermUPG GSup Buck \$100US	\$100.00	K	31% 31%	\$69.00 \$0.69	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00				) SPLUNK ) SPLUNK
5	SETU-GS-1AP-D	SEL Splunk Ent TermUPG GSup Buck \$1AN SEL Splunk Ent TermUPG GSup Buck \$1AP	\$1.00 \$1.00	K	31%	\$0.69	\$0.00	0 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	SETU-GS-1EM-D	SEL Splunk Ent TermUPG GSup Buck \$1EM	\$1.00		31%	\$0.69				\$0.00				SPLUNK
5 5	SETU-GS-1US-D EGL-0032PE14-I	SEL Splunk Ent TermUPG GSup Buck \$1US SEL Eyeglass 2 Cluster Kit Ent-Installed	\$1.00 \$14,249.00		31% 31%	\$0.69 \$9,831.81				\$0.00 \$0.00				) SPLUNK ) SUPERNA
5	EGL-0032PE15-P	SEL IGLS 2 CLST KIT ENT-QUICK START PLUS	\$36,045.00	K	31%	\$24,871.05	\$0.00		\$0.00	\$0.00		\$0.00	\$0.00	SUPERNA
5 5	EGL-0032PE15-Q EGL-0032UE-2	SEL IGLS 2 CLST KIT ENT-QUICK START SEL IGLS Basic-ADV to ENT Upg 2 Pack v2	\$23,480.00 \$7,338.00	K K	31% 31%	\$16,201.20 \$5,063.22				\$0.00 \$0.00				) SUPERNA ) SUPERNA
5	EGL2-SRM-LIC	SEL Cluster Storage Monitor Lic v2	\$9,231.00	K	31%	\$6,369.39	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SUPERNA
5	EGL-AUD-AGT EGI-AUD-LIC	SEL Eyeglass Easy Auditor Agent Lic SEL Eyeglass Easy Auditor Feature Lic	\$4,615.00 \$2,565.00	K	31% 31%	\$3,184.35 \$1,769.85	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SUPERNA SUPERNA
5	EGL-EDGE-C1	SEL ISILONSD EDGE CLUSTER DISCOVERY-LIC	\$1,250.00	ĸ	31%	\$862.50	\$0.00			\$0.00		\$0.00		SUPERNA
5		SEL EYEGLASS DR MANAGER Enterprise VAPP	\$598.00 \$2,565.00	K	31% 31%	\$412.62 \$1,769.85	\$0.00			\$0.00				SUPERNA SUPERNA
5	EGL-RAND-LIC	SEL Ransomware Defender Agent Lic SEL Ransomware Defender Feature Lic	\$2,565.00		31%	\$1,769.85 \$1,326.87				\$0.00 \$0.00			\$0.00	SUPERNA
5	EYEGLASS-003E	SEL EyeGlass DR Single Cluster License	\$5,806.00	K	31%	\$4,006.14	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SUPERNA
5 5	EYEGLASS-005 EYEGLASS-010	SEL EyeGlass VM Management SEL EyeGlass Vblock Ent 1 Pack	\$21.00 \$6,410.00	K K	31% 31%	\$14.49 \$4,422.90				\$0.00 \$0.00				SUPERNA SUPERNA
5	EYEGLASS-011	SEL EyeGlass vCenter Discovery	\$754.00	ĸ	31%	\$520.26	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SUPERNA
5	EYEGLASS-I1 IGL-CA-009	SEL IGLS RHEL-Centos Installer License SEL Eyeglass Isilon Probe-Basic	\$3,077.00 \$1,795.00	K	31% 31%	\$2,123.13 \$1,238.55				\$0.00 \$0.00				SUPERNA SUPERNA
5	IGL-CA-012	SEL Eyeglass Vblock Probe-Basic	\$2,820.00		31%	\$1,945.80	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SUPERNA
5	IGLS-CB-3YR IGLS-CB-5YR	SEL IGLS Starter Suite 2 CLSTR Bundle 3y SEL IGLS Starter Suite 2 CLSTR Bundle 5y	\$43,840.00 \$51,391.00		31% 31%	\$30,249.60 \$35,459.79								SUPERNA SUPERNA
5	IGLS-NB-3YR	SEL IGLS Starter Suite 2 CLS IR Bundle 5y SEL IGLS Starter Suite 6 Node Bundle 3y	\$35,926.00		31%	\$35,459.79 \$24,788.94				\$0.00 \$0.00				SUPERNA
5	IGLS-NB-5YR	SEL IGLS Starter Suite 6 Node Bundle 5y	\$42,822.00	K	31%	\$29,547.18				\$0.00				SUPERNA
5 5		SEL IGLS Bundle 1 Writeable Cluster 1yr SEL IGLS Bundle 2 Writeable Cluster 1y	\$19,851.00 \$25,918.00		31% 31%	\$13,697.19 \$17,883.42								SUPERNA SUPERNA
-			<del>+==</del> ,= 10.00			Ţ,000.1Z	ψ0.01	. 20.00	<b>\$0.00</b>	20.00	\$0.00	\$0.00	20.00	•

					N	IVP LEVEL 1								
BAND	эки	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5		SEL IGLS Bundle 2 Writeable Cluster 3y SEL IGLS Bundle 2 Writeable Cluster 5y	\$33,918.00 \$41,918.00	K K	31% 31%	\$23,403.42 \$28,923.42			\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		) SUPERNA ) SUPERNA
5	IGLS-SUITE-3YR	SEL IGLS Bundle 1 Writeable Cluster 3yr	\$25,051.00	K	31%	\$17,285.19	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SUPERNA
5		SEL IGLS Bundle 1 Writeable Cluster 5yr SEL Sync EE CLD Storage 1-10 TB 1 yr	\$30,251.00 \$2,160.00	K K	31% 31%	\$20,873.19 \$1,490.40				\$0.00 \$0.00		\$0.00 \$0.00		) SUPERNA ) SYNCPLICITY
5	SYNCCD-STG-T1-2Y	SEL Sync EE CLD Storage 1-10 TB 2 yr	\$4,104.00	K	31%	\$2,831.76	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5 5		SEL Sync EE CLD Storage 1-10 TB 3 yr SEL Sync EE CLD Storage 11-100 TB 1 yr	\$5,832.00 \$1,800.00	K K	31% 31%	\$4,024.08 \$1,242.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		) SYNCPLICITY ) SYNCPLICITY
5	SYNCCD-STG-T2-2Y	SEL Sync EE CLD Storage 11-100 TB 2 yr	\$3,420.00	K	31%	\$2,359.80	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5		SEL Sync EE CLD Storage 11-100 TB 3 yr SEL Sync EE CLD Storage 101-1,000 TB 1yr	\$4,860.00 \$1,620.00	K	31% 31%	\$3,353.40 \$1,117.80	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		) SYNCPLICITY ) SYNCPLICITY
5	SYNCCD-STG-T3-2Y	SEL Sync EE CLD Storage 101-1,000 TB 2yr	\$3,078.00	ĸ	31%	\$2,123.82	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5 5		SEL Sync EE CLD Storage 101-1,000 TB 3yr SEL Sync EE CLD Storage 1,001 TB+ 1yr	\$4,374.00 \$1,440.00	K	31% 31%	\$3,018.06 \$993.60				\$0.00 \$0.00				) SYNCPLICITY ) SYNCPLICITY
5		SEL Sync EE CLD Storage 1,001 TB+ Tyr	\$2,736.00	ĸ	31%	\$1,887.84				\$0.00			\$0.00	SYNCPLICITY
5 5		SEL Sync EE CLD Storage 1,001 TB+ 3 yr SEL Sync EE 25-1,000 sts 1 yr	\$3,888.00 \$150.00	K	31% 31%	\$2,682.72 \$103.50			\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		) SYNCPLICITY ) SYNCPLICITY
5		SEL Sync EE 25-1,000 sts 1 yr SEL Sync EE 25-1,000 sts 2 yr	\$286.00	ĸ	31%	\$103.34				\$0.00				) SYNCPLICITY
5	SYNC-EE-T1-3Y SYNC-EE-T2-1Y	SEL Sync EE 25-1,000 sts 3 yr SEL Sync EE 1,001-5,000 sts 1 yr	\$405.00 \$120.00	K	31% 31%	\$279.45 \$82.80				\$0.00 \$0.00				) SYNCPLICITY ) SYNCPLICITY
5	SYNC-EE-T2-17	SEL Sync EE 1,001-5,000 sts 1 yr SEL Sync EE 1,001-5,000 sts 2 yr	\$228.00	K	31%	\$157.32			\$0.00	\$0.00		\$0.00		) SYNCPLICITY
5	SYNC-EE-T2-3Y	SEL Sync EE 1,001-5,000 sts 3 yr	\$324.00	K	31%	\$223.56	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SYNCPLICITY
5 5	SYNC-EE-T3-1Y SYNC-EE-T3-2Y	SEL Sync EE 5,001-10,000 sts 1 yr SEL Sync EE 5,001-10,000 sts 2 yr	\$96.00 \$182.00	K K	31% 31%	\$66.24 \$125.58				\$0.00 \$0.00				) SYNCPLICITY ) SYNCPLICITY
5	SYNC-EE-T3-3Y	SEL Sync EE 5,001-10,000 sts 3 yr	\$258.00	ĸ	31%	\$178.02	\$0.00	0 \$0.00	\$0.00	\$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	K K	31% 31%	\$58.65 \$110.40	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		) SYNCPLICITY ) SYNCPLICITY
5	SYNC-EE-T4-3Y	SEL Sync EE 10,001+ sts 3 yr	\$225.00	K	31%	\$155.25	\$0.00	0 \$0.00	\$0.00	\$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	K K	31% 31%	\$18,026.25 \$34,344.75			\$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	ĸ	31%	\$49,145.25	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5 5	AE-0-50PL AE-0-50TL	SEL Automation Engine PL SEL Automation Engine TL	\$149.25 \$59.70		31% 31%	\$102.98 \$41.19	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	ψ0.00	) VARONIS ) VARONIS
5	AE-1001-1500PL	SEL Automation Engine PL	\$42.75	ĸ	31%	\$29.50	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5		SEL Automation Engine TL SEL Automation Engine PL	\$17.10 \$22.50	K	31% 31%	\$11.80 \$15.53	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		) VARONIS ) VARONIS
5	AE-100K-150KPL	SEL Automation Engine PL SEL Automation Engine TL	\$9.00	ĸ	31%	\$6.21	\$0.00		\$0.00	\$0.00		\$0.00		VARONIS VARONIS
5		SEL Automation Engine PL	\$81.75	K	31%	\$56.41	\$0.00			\$0.00				VARONIS VARONIS
5	AE-101-250TL AE-10K-20KPL	SEL Automation Engine TL SEL Automation Engine PL	\$32.70 \$26.25	K	31% 31%	\$22.56 \$18.11				\$0.00 \$0.00				VARONIS VARONIS
5	AE-10K-20KTL	SEL Automation Engine TL	\$10.50	K	31% 31%	\$7.25			\$0.00	\$0.00		\$0.00		VARONIS
5	AE-1501-2000PL AE-1501-2000TL	SEL Automation Engine PL SEL Automation Engine TL	\$38.70 \$15.45	K	31%	\$26.70 \$10.66			\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	ψ0.00	VARONIS VARONIS
5	AE-150K-PL	SEL Automation Engine PL	\$22.20	K	31%	\$15.32	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	AE-150K-TL AE-2001-2500PL	SEL Automation Engine TL SEL Automation Engine PL	\$8.85 \$36.00	K K	31% 31%	\$6.11 \$24.84	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	AE-2001-2500TL	SEL Automation Engine TL	\$14.40	К	31%	\$9.94	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	AE-20K-35KPL AE-20K-35KTL	SEL Automation Engine PL SEL Automation Engine TL	\$24.75 \$9.90	K K	31% 31%	\$17.08 \$6.83				\$0.00 \$0.00				VARONIS VARONIS
5	AE-2501-4000PL	SEL Automation Engine PL	\$33.75		31%	\$23.29	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	AE-2501-4000TL AE-251-500PL	SEL Automation Engine TL SEL Automation Engine PL	\$13.50 \$62.25	K K	31% 31%	\$9.32 \$42.95	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	AE-251-500TL	SEL Automation Engine TL	\$24.90	K	31%	\$17.18	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5		SEL Automation Engine PL SEL Automation Engine TL	\$24.00 \$9.60	K	31% 31%	\$16.56 \$6.62				\$0.00 \$0.00				) VARONIS ) VARONIS
5	AE-4001-6000PL	SEL Automation Engine PL	\$31.50	ĸ	31%	\$21.74	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		SEL Automation Engine TL SEL Automation Engine PL	\$12.60 \$50.25	K K	31% 31%	\$8.69 \$34.67	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	AE-501-750TL	SEL Automation Engine PL	\$20.10	K	31%	\$13.87	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	AE-50K-100KPL AE-50K-100KTL	SEL Automation Engine PL SEL Automation Engine TL	\$23.25 \$9.30	K	31% 31%	\$16.04 \$6.42	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		) VARONIS ) VARONIS
5	AE-51-100PL	SEL Automation Engine PL	\$9.30 \$104.25	ĸ	31%	\$71.93			\$0.00	\$0.00		\$0.00		VARONIS VARONIS
5	AE-51-100TL	SEL Automation Engine TL	\$41.70	K	31% 31%	\$28.77				\$0.00				VARONIS VARONIS
5		SEL Automation Engine PL SEL Automation Engine TL	\$29.25 \$11.70	ĸ	31%	\$20.18 \$8.07	\$0.00 \$0.00			\$0.00 \$0.00				VARONIS
5 5	AE-751-1000PL AE-751-1000TI	SEL Automation Engine PL SEL Automation Engine TL	\$46.50 \$18.60	K	31% 31%	\$32.09 \$12.83	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	AE-8001-10KPL	SEL Automation Engine PL	\$10.00	ĸ	31%	\$12.03 \$19.15				\$0.00				VARONIS VARONIS
5	AE-8001-10KTL	SEL Automation Engine TL	\$11.10	K	31%	\$7.66				\$0.00				VARONIS
5 5	CL-11-15PL CL-11-15TL	SEL Collector PL SEL Collector TL	\$4,725.00 \$1.890.00	K K	31% 31%	\$3,260.25 \$1,304.10			\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		) VARONIS ) VARONIS
5	CL-1-5PL	SEL Collector PL	\$10,500.00	K	31%	\$7,245.00			\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	CL-1-5TL CL-16-20PL	SEL Collector TL SEL Collector PL	\$4,200.00 \$4,252.50	K K	31% 31%	\$2,898.00 \$2,934.23				\$0.00 \$0.00				) VARONIS ) VARONIS
5	CL-16-20TL	SEL Collector TL	\$1,701.00	ĸ	31%	\$1,173.69	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	CL-21-PL CL-21-TL	SEL Collector PL SEL Collector TL	\$3,828.00 \$1,531,20	K	31% 31%	\$2,641.32 \$1.056.53	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		) VARONIS ) VARONIS
5	CL-6-10PL	SEL Collector PL	\$7,350.00	ĸ	31%	\$5,071.50	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	CL-6-10TL CLC-11-15PL	SEL Collector TL SEL Collector 100 SL PL	\$2,940.00 \$9,450.00		31% 31%	\$2,028.60 \$6,520.50				\$0.00 \$0.00				) VARONIS ) VARONIS
5	CLC-11-15TL	SEL Collector 100 SL TL	\$3,780.00	K	31%	\$2,608.20	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	CLC-1-5PL CLC-1-5TL	SEL Collector 100 SL PL SEL Collector 100 SL TL	\$21,000.00 \$8,400.00		31% 31%	\$14,490.00 \$5,796.00				\$0.00 \$0.00				VARONIS VARONIS
5	CLC-16-20PL	SEL Collector 100 SL PL	\$8,505.00	K	31%	\$5,868.45	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	CLC-16-20TL	SEL Collector 100 SL TL	\$3,402.00	K	31%	\$2,347.38	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	CLC-21-PL CLC-21-TL	SEL Collector 100 SL PL SEL Collector 100 SL TL	\$7,656.00 \$3,062.40	K	31% 31%	\$5,282.64 \$2,113.06	\$0.00			\$0.00 \$0.00			\$0.00	) VARONIS ) VARONIS
5	CLC-6-10PL	SEL Collector 100 SL PL	\$14,700.00	K	31%	\$10,143.00	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	CLC-6-10TL CLU-11-15PL	SEL Collector 100 SL TL SEL Collector Upgrade PL	\$5,880.00 \$4,725.00		31% 31%	\$4,057.20 \$3,260.25				\$0.00 \$0.00				) VARONIS ) VARONIS
5	CLU-11-15TL	SEL Collector Upgrade TL	\$1,890.00	K	31%	\$1,304.10	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	CLU-1-5PL CLU-1-5TL	SEL Collector Upgrade PL SEL Collector Upgrade TL	\$10,500.00 \$4,200.00		31% 31%	\$7,245.00 \$2,898.00				\$0.00 \$0.00				) VARONIS ) VARONIS
3	220 · 0.E	opgiaso 12	ψ-,200.00		3170	Ψ2,030.00	ψ0.00	φυ.00	ψ0.00	φυ.00	ψ0.00	φυ.00	Ψ0.00	

March   Marc						N	IVP LEVEL 1								
1	BAND			LIST PRICE USD	CODE	DISCOUNT %		PLUS MNT LP	W/MC PREM MNT LP	ENH MNT LP		TO PS W/MC PREM LP	TO PS ENH LP		THIRD PARTY PRODUCT PARTNER
Column	5 5														
Column	5	CLU-21+TL	SEL Collector Upgrade TL					\$0.0	0 \$0.00						
Column	5		SEL Collector Upgrade PL SEL Collector Upgrade PL												
March   Marc	5	CLU-6-10TL	SEL Collector Upgrade TL	\$2,940.00	K	31%	\$2,028.60	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
Controlled   Con	5		SEL DatAdvantage - DS PL												
Control of the cont	5														
Description	5														
1	5														
1	5	DADS-101-250PL	SEL DatAdvantage - DS PL	\$106.35		31%	\$73.38	\$0.0	0 \$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VARONIS
1	5	DADS-101-250TL DADS-10K-20KPI													
2	5	DADS-10K-20KTL	SEL DatAdvantage - DS TL	\$13.65	K	31%	\$9.42	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
Control   Cont	5														
Control   Cont	5													\$0.00	VARONIS
1	5														
Control   Cont	5														
1	5	DADS-20K-35KPL	SEL DatAdvantage - DS PL	\$32.25		31%	\$22.25	\$0.0	0 \$0.00	\$0.00			\$0.00	\$0.00	VARONIS
1	5														
5   OCCUPATION   CEL Conference of 15   CEL CONTROL   CE	5			\$17.55				\$0.0	0 \$0.00		\$0.00				
Decision	5														
Color	5														
State   Control   Contro	5	DADS-35K-50KTL	SEL DatAdvantage - DS TL	\$12.45		31%	\$8.59	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
Company	5 5														
5   Mode Science   1975   19	5	DADS-501-750PL	SEL DatAdvantage - DS PL	\$65.40		31%	\$45.13	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
Company	5														
State	5						\$8.38	\$0.0	0 \$0.00						
Str.   Control and Control a	5														
5 DAG-6-07-07-07-07-07-07-07-07-07-07-07-07-07-	5														
S. DIAGE-FEI-NOTE  SEL DEMONSTRUM; C. DIT   1.5   1.	5			\$15.15		31%	\$10.45	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
Section   Control   Cont	5														
5 DREL-1011-1007. ESC. ELIAbelements for Entiring List Fig. 149.25 K 3114 \$100.00 \$0	5	DADS-8001-10KPL	SEL DatAdvantage - DS PL	\$36.15	K	31%	\$24.94	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
Delic Lord   Del	5														
Delicity   1907   Delicity	5			\$59.70											
Delicit - 1000   Deli	5	DAEL-1001-1500PL	SEL DatAdvantage for Exchange Lite PL												
Delicity   1975   Delicity   1975   Telephone   1	5														
Delicity   Delicity	5														
Def-1-(C-C)CPFT   Security   Se	5														
DAIL-101-1000PM,   Security	5		SEL DatAdvantage for Exchange Lite PL												
State   Continue   C	5														
S   DAEL-190-TL   SEL Dakk-brange for Exchange Lie PL   SSE, Dakk-brange for Exchange Lie PL	5	DAEL-1501-2000TL	SEL DatAdvantage for Exchange Lite TL	\$15.45		31%	\$10.66	\$0.0	0 \$0.00		\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
S   DAEL-2001-200701   SEL Darkdwarrings for Exchange Life FL   \$16.00   K   31%   \$22.484   \$0.00	-														
S   DAEL-20K-35FK   SEL Darkhavariage for Exchange Liber   S24 75 K   31%   \$17.08 \$ 9.00 \$	5	DAEL-2001-2500PL	SEL DatAdvantage for Exchange Lite PL	\$36.00	K	31%	\$24.84	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5   DAEL-20K-39KTT   SEL Dalkharmage for Exchange Like PL   \$33.75   K   311/W   \$33.29   \$30.00   \$	5														
5   DAEL-2501-400TL   SEL DatAdvartage for Exchange Lile PL   \$22.5 K 31% \$2.25 S 0.00 \$	5														
DAEL_251-600PL   SEL Dath/avantage for Exchange Like PL   S24.90 K   31%   S12.90 K   31%   S12.90 K   31%   S12.90 K   31%   S12.90 K   31%   S12.90 K   31%   S12.90 K   31%   S12.90 K   31%   S12.90 K   31%   S12.90 K   31%   S12.90 K   31%   S12.90 K   31%   S12.90 K   31%   S12.90 K   31%   S12.90 K   31%   S12.90 K   31%   S12.90 K   31%   S12.90 K   31%   S12.90 K   31%   S12.90 K   S1	-														
5   DAEL-251-50TL   SEL DaIA/varrange for Exchange Life PL   \$24.00 K   \$31%   \$17.18   \$0.00   \$0.0	-														
S   DAEL_93K-96/TL   SEL DaIA/variange for Exchange Life TL   S9.00   K   31%   S9.00   S0.00	5														
S   DAEL-401-6000PL   SEL DatA/vantage for Exchange Litle T   S12.00   S3.00   S0.00	-														
S   DAEL-501-750PL   SEL DalAdvantage for Exchange Life PL   SS0.25   K   31%   S34.67   S0.00   S0.	5	DAEL-4001-6000PL	SEL DatAdvantage for Exchange Lite PL	\$31.50	K	31%	\$21.74	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
S   DAEL-501-750TL   SEL DatAdvantage for Exchange Lite TL   \$20.10   K   31%   \$13.87   \$0.00   \$0.	5 5														
S	5	DAEL-501-750TL	SEL DatAdvantage for Exchange Lite TL	\$20.10	K	31%	\$13.87	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 DAEL-51-00PL SEL DatAdvaratage for Exchange Litle PL \$104.25 K 31% \$71.93 \$0.00 \$0	5														
SEL DatAdvantage for Exchange Lile PL   S29 S K   S11/4 S20 IS   S20 IS	5	DAEL-51-100PL	SEL DatAdvantage for Exchange Lite PL											\$0.00	VARONIS
SEL DatAdvantage for Exchange Lite TL	5														
State   DAEL-751-100PL   SEL DatAdvantage for Exchange Lile PL   S44.50   K   S14.60   K   S14	5			4			\$8.07	\$0.0							
State	5			\$46.50		31%	\$32.09	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 DAEL-8001-10KTL SEL DatAdvantage for Exchange PL	5 5														
5 DAEX-40-50TL SEL DatAdvantage for Exchange PL \$19.40 K 31% \$82.39 \$0.00 \$0.0	5	DAEL-8001-10KTL	SEL DatAdvantage for Exchange Lite TL	\$11.10	K	31%	\$7.66	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 DAEX-101-1500PL SEL DatAdvantage for Exchange PL \$85.50 K 311% \$9.00 \$0.00 \$	5														
5 DAEX-100K-150KPL SEL DatAdvantage for Exchange PL \$45.00 K 31% \$31.05 \$0.00	5	DAEX-1001-1500PL	SEL DatAdvantage for Exchange PL	\$85.50		31%	\$59.00	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 DAEX-1010X-150FL SEL DatAdvantage for Exchange PL \$18.00 K 31% \$12.42 \$0.00	5	DAEX-1001-1500TL	SEL DatAdvantage for Exchange TL												
5 DAEX-101-250PL SEL DatAdvantage for Exchange PL \$163.50 K 31% \$112.82 \$0.00	5	DAEX-100K-150KPL	SEL DatAdvantage for Exchange TL												
5 DAEX-10K-20KPL SEL DatAdvantage for Exchange PL \$52.50 K 31% \$36.23 \$0.00 \$0	5	DAEX-101-250PL	SEL DatAdvantage for Exchange PL	\$163.50	K	31%	\$112.82	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 DAEX-10K-20KTL SEL DatAdvantage for Exchange TL \$21.00 K 31% \$14.49 \$0.00 \$0	5 5														
5 DAEX-1501-2000PL SEL DatAdvantage for Exchange PL \$77.25 K 31% \$53.30 \$0.00	5	DAEX-10K-20KTL	SEL DatAdvantage for Exchange TL	\$21.00	K	31%	\$14.49	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
	5	DAEX-1501-2000PL	SEL DatAdvantage for Exchange PL	\$77.25	К	31%	\$53.30	\$0.0	U \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS

					N	VP LEVEL 1								
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	DAEX-1501-2000TL DAEX-150K-PI	SEL DatAdvantage for Exchange TL SEL DatAdvantage for Exchange PL	\$30.90 \$44.25	K	31% 31%	\$21.32 \$30.53	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DAEX-150K-TL	SEL DatAdvantage for Exchange TL	\$17.70	K	31%	\$12.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		SEL DatAdvantage for Exchange PL SEL DatAdvantage for Exchange TL	\$72.00 \$28.80	K K	31% 31%	\$49.68 \$19.87	\$0.00 \$0.00							VARONIS VARONIS
5	DAEX-20K-35KPL	SEL DatAdvantage for Exchange PL	\$49.50	K	31%	\$34.16	\$0.00		\$0.00				\$0.00	VARONIS
5 5		SEL DatAdvantage for Exchange TL	\$19.80	K	31%	\$13.66	\$0.00		\$0.00					VARONIS VARONIS
5		SEL DatAdvantage for Exchange PL SEL DatAdvantage for Exchange TL	\$67.50 \$27.00	K K	31% 31%	\$46.58 \$18.63	\$0.00 \$0.00							VARONIS VARONIS
5		SEL DatAdvantage for Exchange PL	\$124.50	K	31%	\$85.91	\$0.00							VARONIS
5 5		SEL DatAdvantage for Exchange TL SEL DatAdvantage for Exchange PL	\$49.80 \$48.00	K K	31% 31%	\$34.36 \$33.12	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DAEX-35K-50KTL	SEL DatAdvantage for Exchange TL	\$19.20	K	31%	\$13.25	\$0.00	\$0.00					\$0.00	VARONIS
5 5		SEL DatAdvantage for Exchange PL SEL DatAdvantage for Exchange TL	\$63.00 \$25.20	K K	31% 31%	\$43.47 \$17.39	\$0.00 \$0.00							VARONIS VARONIS
5	DAEX-501-750PL	SEL DatAdvantage for Exchange PL	\$100.50	K	31%	\$69.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		SEL DatAdvantage for Exchange TL SEL DatAdvantage for Exchange PL	\$40.20 \$46.50	K K	31% 31%	\$27.74 \$32.09	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5		SEL DatAdvantage for Exchange TL	\$18.60	ĸ	31%	\$12.83	\$0.00							VARONIS
5 5		SEL DatAdvantage for Exchange PL	\$208.50 \$83.40	K	31% 31%	\$143.87 \$57.55	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5		SEL DatAdvantage for Exchange TL SEL DatAdvantage for Exchange PL	\$58.50	K	31%	\$40.37	\$0.00		\$0.00					VARONIS
5	DAEX-6001-8000TL	SEL DatAdvantage for Exchange TL	\$23.40	K	31%	\$16.15								VARONIS
5 5		SEL DatAdvantage for Exchange PL SEL DatAdvantage for Exchange TL	\$93.00 \$37.20	K K	31% 31%	\$64.17 \$25.67	\$0.00 \$0.00							VARONIS VARONIS
5	DAEX-8001-10KPL	SEL DatAdvantage for Exchange PL	\$55.50	K	31%	\$38.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DAEX-8001-10KTL DAOD-0-50PL	SEL DatAdvantage for Exchange TL SEL DatAdvantage - OD PL	\$22.20 \$298.50	K K	31% 31%	\$15.32 \$205.97	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DAOD-0-50TL	SEL DatAdvantage - OD TL	\$119.40	ĸ	31%	\$82.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DAOD-1001-1500PL	SEL DatAdvantage - OD PL SEL DatAdvantage - OD TL	\$85.50 \$34.20	K K	31% 31%	\$59.00 \$23.60	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DAOD-100K-150KPL	SEL DatAdvantage - OD PL	\$45.00	ĸ	31%	\$31.05	\$0.00		\$0.00				\$0.00	VARONIS
5 5	DAOD-100K-150KTL DAOD-101-250PL	SEL DatAdvantage - OD TL SEL DatAdvantage - OD PL	\$18.00 \$163.50	K K	31% 31%	\$12.42 \$112.82	\$0.00 \$0.00							VARONIS VARONIS
5		SEL DatAdvantage - OD TL	\$65.40	K	31%	\$45.13	\$0.00							VARONIS
5		SEL DatAdvantage - OD PL	\$52.50	K K	31% 31%	\$36.23	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5		SEL DatAdvantage - OD TL SEL DatAdvantage - OD PL	\$21.00 \$77.25	K	31%	\$14.49 \$53.30	\$0.00							VARONIS
5 5	DAOD-1501-2000TL DAOD-150K-PL	SEL DatAdvantage - OD TL SEL DatAdvantage - OD PL	\$30.90 \$44.25	K	31% 31%	\$21.32 \$30.53	\$0.00 \$0.00							VARONIS VARONIS
5		SEL DatAdvantage - OD TL	\$17.70	K	31%	\$12.21	\$0.00		\$0.00					VARONIS
5		SEL DatAdvantage - OD PL	\$72.00	K	31%	\$49.68	\$0.00		\$0.00	\$0.00	\$0.00			VARONIS
5 5	DAOD-2001-25001L DAOD-20K-35KPL	SEL DatAdvantage - OD TL SEL DatAdvantage - OD PL	\$28.80 \$49.50	K K	31% 31%	\$19.87 \$34.16	\$0.00 \$0.00							VARONIS VARONIS
5		SEL DatAdvantage - OD TL	\$19.80	K	31%	\$13.66	\$0.00							VARONIS
5 5		SEL DatAdvantage - OD PL SEL DatAdvantage - OD TL	\$67.50 \$27.00	K K	31% 31%	\$46.58 \$18.63	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DAOD-251-500PL	SEL DatAdvantage - OD PL	\$124.50	K	31%	\$85.91	\$0.00	\$0.00						VARONIS
5 5	DAOD-251-500TL DAOD-35K-50KPL	SEL DatAdvantage - OD TL SEL DatAdvantage - OD PL	\$49.80 \$48.00	K K	31% 31%	\$34.36 \$33.12	\$0.00 \$0.00							VARONIS VARONIS
5	DAOD-35K-50KTL	SEL DatAdvantage - OD TL	\$19.20	K	31%	\$13.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5		SEL DatAdvantage - OD PL SEL DatAdvantage - OD TL	\$63.00 \$25.20	K K	31% 31%	\$43.47 \$17.39	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DAOD-501-750PL	SEL DatAdvantage - OD PL	\$100.50	K	31%	\$69.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5		SEL DatAdvantage - OD TL SEL DatAdvantage - OD PL	\$40.20 \$46.50	K K	31% 31%	\$27.74 \$32.09	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DAOD-50K-100KTL	SEL DatAdvantage - OD TL	\$18.60	K	31%	\$12.83	\$0.00	\$0.00	\$0.00		\$0.00			VARONIS
5 5	DAOD-51-100PL DAOD-51-100TL	SEL DatAdvantage - OD PL SEL DatAdvantage - OD TL	\$208.50 \$83.40	K K	31% 31%	\$143.87 \$57.55	\$0.00 \$0.00							VARONIS VARONIS
5		SEL DatAdvantage - OD PL	\$58.50	K	31%	\$40.37	\$0.00							VARONIS
5		SEL DatAdvantage - OD TL SEL DatAdvantage - OD PL	\$23.40 \$93.00	K K	31% 31%	\$16.15 \$64.17	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DAOD-751-1000TL	SEL DatAdvantage - OD TL	\$37.20	K	31%	\$25.67	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00		VARONIS
5		SEL DatAdvantage - OD PL SEL DatAdvantage - OD TL	\$55.50 \$22.20	K K	31% 31%	\$38.30 \$15.32	\$0.00 \$0.00							VARONIS VARONIS
5	DAOL-0-50PL	SEL DatAdvantage - OD Lite PL	\$149.25	K	31%	\$102.98	\$0.00		\$0.00					VARONIS VARONIS
5	DAOL-0-50TL DAOL-1001-1500PL	SEL DatAdvantage - OD Lite TL SEL DatAdvantage - OD Lite PL	\$59.70 \$42.75	K K	31% 31%	\$41.19 \$29.50	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			VARONIS VARONIS
5	DAOL-1001-1500TL	SEL DatAdvantage - OD Lite TL	\$17.10	K	31%	\$11.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5		SEL DatAdvantage - OD Lite PL SEL DatAdvantage - OD Lite TL	\$22.50 \$9.00	K K	31% 31%	\$15.53 \$6.21	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DAOL-101-250PL	SEL DatAdvantage - OD Lite PL	\$81.75	K	31%	\$56.41	\$0.00		\$0.00				\$0.00	VARONIS
5	DAOL-101-250TL DAOL-10K-20KPL	SEL DatAdvantage - OD Lite TL SEL DatAdvantage - OD Lite PL	\$32.70 \$26.25	K K	31% 31%	\$22.56 \$18.11	\$0.00 \$0.00						\$0.00 \$0.00	VARONIS VARONIS
5	DAOL-10K-20KTL	SEL DatAdvantage - OD Lite TL	\$10.50	K	31%	\$7.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5		SEL DatAdvantage - OD Lite PL SEL DatAdvantage - OD Lite TL	\$38.70 \$15.45	K K	31% 31%	\$26.70 \$10.66	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DAOL-150K-PL	SEL DatAdvantage - OD Lite PL	\$22.20	K	31%	\$15.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DAOL-150K-TL DAOL-2001-2500PL	SEL DatAdvantage - OD Lite TL SEL DatAdvantage - OD Lite PL	\$8.85 \$36.00	K K	31% 31%	\$6.11 \$24.84								VARONIS VARONIS
5	DAOL-2001-2500TL	SEL DatAdvantage - OD Lite TL	\$14.40	ĸ	31%	\$9.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		SEL DatAdvantage - OD Lite PL SEL DatAdvantage - OD Lite TL	\$24.75 \$9.90	K K	31% 31%	\$17.08 \$6.83	\$0.00 \$0.00							VARONIS VARONIS
5	DAOL-2501-4000PL	SEL DatAdvantage - OD Lite PL	\$33.75	K	31%	\$23.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5		SEL DatAdvantage - OD Lite TL	\$13.50	K	31% 31%	\$9.32								VARONIS VARONIS
5 5	DAOL-251-500TL	SEL DatAdvantage - OD Lite PL SEL DatAdvantage - OD Lite TL	\$62.25 \$24.90	K K	31% 31%	\$42.95 \$17.18	\$0.00 \$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DAOL-35K-50KPL	SEL DatAdvantage - OD Lite PL SEL DatAdvantage - OD Lite TL	\$24.00	K	31%	\$16.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS VARONIS
5 5	DAOL-4001-6000PL	SEL DatAdvantage - OD Lite PL	\$9.60 \$31.50	K K	31% 31%	\$6.62 \$21.74	\$0.00	\$0.00				\$0.00	\$0.00	VARONIS
5 5	DAOL-4001-6000TL	SEL DatAdvantage - OD Lite TL SEL DatAdvantage - OD Lite PL	\$12.60 \$50.25	K K	31% 31%	\$8.69 \$34.67								VARONIS VARONIS
5		SEL DatAdvantage - OD Lite TL	\$20.10	K	31%	\$34.67 \$13.87	\$0.00							VARONIS

					N	VP LEVEL 1								
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP		THIRD PARTY PRODUCT PARTNER
5 5		SEL DatAdvantage - OD Lite PL SEL DatAdvantage - OD Lite TL	\$23.25 \$9.30	K K	31% 31%	\$16.04 \$6.42	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	DAOL-51-100PL	SEL DatAdvantage - OD Lite PL SEL DatAdvantage - OD Lite TL	\$104.25	K K	31% 31%	\$71.93	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VARONIS
5 5		SEL DatAdvantage - OD Lite PL	\$41.70 \$29.25	K	31%	\$28.77 \$20.18	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00		\$0.00	\$0.00	\$0.00	VARONIS VARONIS
5 5		SEL DatAdvantage - OD Lite TL SEL DatAdvantage - OD Lite PL	\$11.70 \$46.50	K K	31% 31%	\$8.07 \$32.09	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DAOL-751-1000TL	SEL DatAdvantage - OD Lite TL	\$18.60	K	31%	\$12.83	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		SEL DatAdvantage - OD Lite PL SEL DatAdvantage - OD Lite TL	\$27.75 \$11.10	K K	31% 31%	\$19.15 \$7.66	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5 5	DAOS-0-50PL DAOS-0-50TL	SEL DatAdvantage - SPOL & OD PL	\$447.75 \$179.10	K K	31% 31%	\$308.95 \$123.58	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5		SEL DatAdvantage - SPOL & OD TL SEL DatAdvantage - SPOL & OD PL	\$179.10	K	31%	\$88.49	\$0.00		\$0.00					VARONIS
5		SEL DatAdvantage - SPOL & OD TL SEL DatAdvantage - SPOL & OD PL	\$51.30 \$67.50	K	31% 31%	\$35.40 \$46.58	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DAOS-100K-150KTL	SEL DatAdvantage - SPOL & OD TL	\$27.00	ĸ	31%	\$18.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DAOS-101-250PL DAOS-101-250TL	SEL DatAdvantage - SPOL & OD PL SEL DatAdvantage - SPOL & OD TL	\$245.25 \$98.10	K K	31% 31%	\$169.22 \$67.69	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DAOS-10K-20KPL	SEL DatAdvantage - SPOL & OD PL SEL DatAdvantage - SPOL & OD TL	\$78.75 \$31.50	K K	31% 31%	\$54.34 \$21.74	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS VARONIS
5	DAOS-1501-2000PL	SEL DatAdvantage - SPOL & OD PL	\$115.95	K	31%	\$80.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DAOS-1501-2000TL DAOS-150K-PL	SEL DatAdvantage - SPOL & OD TL SEL DatAdvantage - SPOL & OD PL	\$46.35 \$66.45	K K	31% 31%	\$31.98 \$45.85	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DAOS-150K-TL	SEL DatAdvantage - SPOL & OD TL	\$26.55	ĸ	31%	\$18.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		SEL DatAdvantage - SPOL & OD PL SEL DatAdvantage - SPOL & OD TL	\$108.00 \$43.20	K K	31% 31%	\$74.52 \$29.81	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5 5	DAOS-20K-35KPL	SEL DatAdvantage - SPOL & OD PL SEL DatAdvantage - SPOL & OD TL	\$74.25 \$29.70	K K	31% 31%	\$51.23 \$20.49	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DAOS-2501-4000PL	SEL DatAdvantage - SPOL & OD PL	\$101.25	K	31%	\$69.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		SEL DatAdvantage - SPOL & OD TL SEL DatAdvantage - SPOL & OD PL	\$40.50 \$186.75	K K	31% 31%	\$27.95 \$128.86	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DAOS-251-500TL	SEL DatAdvantage - SPOL & OD TL	\$74.70	K	31%	\$51.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DAOS-35K-50KPL DAOS-35K-50KTL	SEL DatAdvantage - SPOL & OD PL SEL DatAdvantage - SPOL & OD TL	\$72.00 \$28.80	K K	31% 31%	\$49.68 \$19.87	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5		SEL DatAdvantage - SPOL & OD PL SEL DatAdvantage - SPOL & OD TL	\$94.50 \$37.80	K	31% 31%	\$65.21 \$26.08	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DAOS-501-750PL	SEL DatAdvantage - SPOL & OD PL	\$150.75	K	31%	\$104.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		SEL DatAdvantage - SPOL & OD TL SEL DatAdvantage - SPOL & OD PL	\$60.30 \$69.75	K K	31% 31%	\$41.61 \$48.13	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DAOS-50K-100KTL	SEL DatAdvantage - SPOL & OD TL	\$27.90	K	31%	\$19.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DAOS-51-100PL DAOS-51-100TL	SEL DatAdvantage - SPOL & OD PL SEL DatAdvantage - SPOL & OD TL	\$312.75 \$125.10	K K	31% 31%	\$215.80 \$86.32	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5 5		SEL DatAdvantage - SPOL & OD PL SEL DatAdvantage - SPOL & OD TL	\$87.75 \$35.10	K	31% 31%	\$60.55 \$24.22	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DAOS-751-1000PL	SEL DatAdvantage - SPOL & OD PL	\$139.50	ĸ	31%	\$96.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		SEL DatAdvantage - SPOL & OD TL SEL DatAdvantage - SPOL & OD PL	\$55.80 \$83.25	K K	31% 31%	\$38.50 \$57.44	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DAOS-8001-10KTL	SEL DatAdvantage - SPOL & OD TL	\$33.30	K	31% 31%	\$22.98	\$0.00		\$0.00	\$0.00		\$0.00	\$0.00	VARONIS
5 5	DASL-0-50PL DASL-0-50TL	SEL DatAdvantage - SP Lite PL SEL DatAdvantage - SP Lite TL	\$149.25 \$59.70	K K	31%	\$102.98 \$41.19	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00	\$0.00	\$0.00	VARONIS VARONIS
5 5		SEL DatAdvantage - SP Lite PL SEL DatAdvantage - SP Lite TL	\$42.75 \$17.10	K K	31% 31%	\$29.50 \$11.80	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DASL-100K-150KPL	SEL DatAdvantage - SP Lite PL	\$22.50	K	31%	\$15.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		SEL DatAdvantage - SP Lite TL SEL DatAdvantage - SP Lite PL	\$9.00 \$81.75	K K	31% 31%	\$6.21 \$56.41	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5 5		SEL DatAdvantage - SP Lite TL SEL DatAdvantage - SP Lite PL	\$32.70 \$26.25	K K	31% 31%	\$22.56 \$18.11	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5	DASL-10K-20KTL	SEL DatAdvantage - SP Lite TL	\$10.50	K	31%	\$7.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		SEL DatAdvantage - SP Lite PL SEL DatAdvantage - SP Lite TL	\$38.70 \$15.45	K K	31% 31%	\$26.70 \$10.66	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DASL-150K-PL	SEL DatAdvantage - SP Lite PL	\$22.20	K	31%	\$15.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DASL-150K-TL DASL-2001-2500PL	SEL DatAdvantage - SP Lite TL SEL DatAdvantage - SP Lite PL	\$8.85 \$36.00	K K	31% 31%	\$6.11 \$24.84	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5 5		SEL DatAdvantage - SP Lite TL SEL DatAdvantage - SP Lite PL	\$14.40 \$24.75	K K	31% 31%	\$9.94 \$17.08	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DASL-20K-35KTL	SEL DatAdvantage - SP Lite TL	\$9.90	K	31%	\$6.83	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		SEL DatAdvantage - SP Lite PL SEL DatAdvantage - SP Lite TL	\$33.75 \$13.50	K K	31% 31%	\$23.29 \$9.32	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5 5		SEL DatAdvantage - SP Lite PL SEL DatAdvantage - SP Lite TL	\$62.25 \$24.90	K K	31% 31%	\$42.95 \$17.18	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DASL-35K-50KPL	SEL DatAdvantage - SP Lite PL	\$24.00	K	31%	\$16.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		SEL DatAdvantage - SP Lite TL SEL DatAdvantage - SP Lite PL	\$9.60 \$31.50	K K	31% 31%	\$6.62 \$21.74	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DASL-4001-6000TL	SEL DatAdvantage - SP Lite TL	\$12.60	K	31%	\$8.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS VARONIS
5		SEL DatAdvantage - SP Lite PL SEL DatAdvantage - SP Lite TL	\$50.25 \$20.10	K	31% 31%	\$34.67 \$13.87	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5	DASL-50K-100KPL	SEL DatAdvantage - SP Lite PL	\$23.25 \$9.30	K	31% 31%	\$16.04 \$6.42	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DASL-51-100PL	SEL DatAdvantage - SP Lite 1L SEL DatAdvantage - SP Lite PL	\$104.25	K	31%	\$71.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		SEL DatAdvantage - SP Lite TL SEL DatAdvantage - SP Lite PL	\$41.70 \$29.25	K K	31% 31%	\$28.77 \$20.18	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DASL-6001-8000TL	SEL DatAdvantage - SP Lite TL	\$11.70	K	31%	\$8.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DASL-751-1000TL	SEL DatAdvantage - SP Lite PL SEL DatAdvantage - SP Lite TL	\$46.50 \$18.60	K K	31% 31%	\$32.09 \$12.83	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS VARONIS
5 5		SEL DatAdvantage - SP Lite PL SEL DatAdvantage - SP Lite TL	\$27.75 \$11.10	K	31% 31%	\$19.15 \$7.66	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DASO-0-50PL	SEL DatAdvantage - SPOL PL	\$298.50	K	31%	\$205.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DASO-0-50TL DASO-1001-1500PL	SEL DatAdvantage - SPOL TL SEL DatAdvantage - SPOL PL	\$119.40 \$85.50	K K	31% 31%	\$82.39 \$59.00	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DASO-1001-1500TL	SEL DatAdvantage - SPOL TL SEL DatAdvantage - SPOL PL	\$34.20 \$45.00	K K	31% 31%	\$23.60 \$31.05	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS VARONIS
5	DASO-100K-150KTL	SEL DatAdvantage - SPOL TL	\$18.00	K	31%	\$12.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DASO-101-250PL	SEL DatAdvantage - SPOL PL	\$163.50	K	31%	\$112.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS

						-	NVP LEVEL 1								
BAND	SKU		DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	DASO-101-250TL DASO-10K-20KPL	SEL DatAdvantage - SPOL TL SEL DatAdvantage - SPOL PL		\$65.40 \$52.50	K K	31% 31%	\$45.13 \$36.23	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DASO-10K-20KTL	SEL DatAdvantage - SPOL TL		\$21.00	K	31%	\$14.49		0 \$0.00		\$0.00	\$0.00	0 \$0.00	\$0.00	VARONIS
5 5		SEL DatAdvantage - SPOL PL SEL DatAdvantage - SPOL TL		\$77.25 \$30.90	K K	31% 31%	\$53.30 \$21.32	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DASO-150K-PL DASO-150K-TL	SEL DatAdvantage - SPOL PL		\$44.25 \$17.70	K K	31% 31%	\$30.53 \$12.21	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5		SEL DatAdvantage - SPOL TL SEL DatAdvantage - SPOL PL		\$17.70 \$72.00	K K	31%	\$12.21 \$49.68	\$0.0 \$0.0			\$0.00	\$0.00			VARONIS VARONIS
5 5		SEL DatAdvantage - SPOL TL		\$28.80	K K	31%	\$19.87	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DASO-20K-35KPL DASO-20K-35KTL	SEL DatAdvantage - SPOL PL SEL DatAdvantage - SPOL TL		\$49.50 \$19.80	K	31% 31%	\$34.16 \$13.66			\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5		SEL DatAdvantage - SPOL PL		\$67.50	K	31%	\$46.58	\$0.0		\$0.00	\$0.00	\$0.00			VARONIS
5	DASO-251-500PL	SEL DatAdvantage - SPOL TL SEL DatAdvantage - SPOL PL		\$27.00 \$124.50	K K	31% 31%	\$18.63 \$85.91	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DASO-251-500TL	SEL DatAdvantage - SPOL TL		\$49.80	K	31%	\$34.36	\$0.0			\$0.00	\$0.00			VARONIS
5 5	DASO-35K-50KPL DASO-35K-50KTL	SEL DatAdvantage - SPOL PL SEL DatAdvantage - SPOL TL		\$48.00 \$19.20	K K	31% 31%	\$33.12 \$13.25	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5		SEL DatAdvantage - SPOL PL		\$63.00	K	31%	\$43.47	\$0.0			\$0.00	\$0.00			VARONIS
5 5		SEL DatAdvantage - SPOL TL SEL DatAdvantage - SPOL PL		\$25.20 \$100.50	K K	31% 31%	\$17.39 \$69.35	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DASO-501-750TL	SEL DatAdvantage - SPOL TL		\$40.20	K	31%	\$27.74	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VARONIS
5		SEL DatAdvantage - SPOL PL SEL DatAdvantage - SPOL TL		\$46.50 \$18.60	K K	31% 31%	\$32.09 \$12.83	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DASO-51-100PL	SEL DatAdvantage - SPOL PL		\$208.50	K	31%	\$143.87	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VARONIS
5	DASO-51-100TL DASO-6001-8000PI	SEL DatAdvantage - SPOL TL SEL DatAdvantage - SPOL PL		\$83.40 \$58.50	K K	31% 31%	\$57.55 \$40.37	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DASO-6001-8000TL	SEL DatAdvantage - SPOL TL		\$23.40	K	31%	\$16.15	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VARONIS
5 5		SEL DatAdvantage - SPOL PL SEL DatAdvantage - SPOL TL		\$93.00 \$37.20	K K	31% 31%	\$64.17 \$25.67	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DASO-8001-10KPL	SEL DatAdvantage - SPOL PL		\$55.50	K	31%	\$38.30	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VARONIS
5 5	DASO-8001-10KTL DASP-0-50PL	SEL DatAdvantage - SPOL TL SEL DatAdvantage - SP PL		\$22.20 \$298.50	K K	31% 31%	\$15.32 \$205.97	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DASP-0-50TL	SEL DatAdvantage - SP TL		\$119.40	K	31%	\$82.39	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VARONIS
5 5		SEL DatAdvantage - SP PL SEL DatAdvantage - SP TL		\$85.50 \$34.20	K K	31% 31%	\$59.00 \$23.60	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DASP-100K-150KPL	SEL DatAdvantage - SP PL		\$45.00	K	31%	\$31.05	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VARONIS
5 5	DASP-100K-150KTL DASP-101-250PL	SEL DatAdvantage - SP TL SEL DatAdvantage - SP PL		\$18.00 \$163.50	K K	31% 31%	\$12.42 \$112.82	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DASP-101-250TL	SEL DatAdvantage - SP TL		\$65.40	ĸ	31%	\$45.13	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VARONIS
5	DASP-10K-20KPL DASP-10K-20KTL	SEL DatAdvantage - SP PL SEL DatAdvantage - SP TL		\$52.50 \$21.00	K K	31% 31%	\$36.23 \$14.49	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5		SEL DatAdvantage - SP PL		\$77.25	K	31%	\$53.30	\$0.0		\$0.00	\$0.00	\$0.00			VARONIS
5 5	DASP-1501-2000TL DASP-150K-PL	SEL DatAdvantage - SP TL SEL DatAdvantage - SP PL		\$30.90 \$44.25	K K	31% 31%	\$21.32 \$30.53	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DASP-150K-TL	SEL DatAdvantage - SP TL		\$17.70	ĸ	31%	\$12.21	\$0.0	0 \$0.00		\$0.00	\$0.00		\$0.00	VARONIS
5		SEL DatAdvantage - SP PL SEL DatAdvantage - SP TL		\$72.00 \$28.80	K K	31% 31%	\$49.68 \$19.87	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DASP-20K-35KPL	SEL DatAdvantage - SP PL		\$49.50	K	31%	\$34.16	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VARONIS
5	DASP-20K-35KTL DASP-2501-4000PL	SEL DatAdvantage - SP TL SEL DatAdvantage - SP PL		\$19.80 \$67.50	K K	31% 31%	\$13.66 \$46.58	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5		SEL DatAdvantage - SP TL		\$27.00	ĸ	31%	\$18.63	\$0.0		\$0.00	\$0.00	\$0.00		\$0.00	VARONIS
5	DASP-251-500PL DASP-251-500TL	SEL DatAdvantage - SP PL SEL DatAdvantage - SP TL		\$124.50 \$49.80	K K	31% 31%	\$85.91 \$34.36	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DASP-35K-50KPL	SEL DatAdvantage - SP PL		\$48.00	ĸ	31%	\$33.12				\$0.00	\$0.00			VARONIS
5	DASP-35K-50KTL	SEL DatAdvantage - SP TL SEL DatAdvantage - SP PL		\$19.20 \$63.00	K K	31% 31%	\$13.25 \$43.47	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5		SEL DatAdvantage - SP TL		\$25.20	ĸ	31%	\$17.39	\$0.0		\$0.00	\$0.00	\$0.00			VARONIS
5	DASP-501-750PL DASP-501-750TL	SEL DatAdvantage - SP PL SEL DatAdvantage - SP TL		\$100.50 \$40.20	K K	31% 31%	\$69.35 \$27.74	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DASP-50K-100KPL	SEL DatAdvantage - SP PL		\$46.50	ĸ	31%	\$32.09	\$0.0			\$0.00	\$0.00			VARONIS
5	DASP-50K-100KTL DASP-51-100PL	SEL DatAdvantage - SP TL SEL DatAdvantage - SP PL		\$18.60 \$208.50	K K	31% 31%	\$12.83 \$143.87	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DASP-51-100TL	SEL DatAdvantage - SP TL		\$83.40	K	31%	\$57.55	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VARONIS
5		SEL DatAdvantage - SP PL SEL DatAdvantage - SP TL		\$58.50 \$23.40	K K	31% 31%	\$40.37 \$16.15	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DASP-751-1000PL	SEL DatAdvantage - SP PL		\$93.00	K	31%	\$64.17	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VARONIS
5		SEL DatAdvantage - SP TL SEL DatAdvantage - SP PL		\$37.20 \$55.50	K K	31% 31%	\$25.67 \$38.30	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DASP-8001-10KTL	SEL DatAdvantage - SP TL		\$22.20	K	31%	\$15.32	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VARONIS
5	DAUX-0-50PL DAUX-0-50TL	SEL DatAdvantage - NIX PL SEL DatAdvantage - NIX TL		\$298.50 \$119.40	K K	31% 31%	\$205.97 \$82.39	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DAUX-1001-1500PL	SEL DatAdvantage - NIX PL		\$85.50	K	31%	\$59.00	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VARONIS
5		SEL DatAdvantage - NIX TL SEL DatAdvantage - NIX PL		\$34.20 \$45.00	K K	31% 31%	\$23.60 \$31.05	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DAUX-100K-150KTL	SEL DatAdvantage - NIX TL		\$18.00	K	31%	\$12.42	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VARONIS
5		SEL DatAdvantage - NIX PL		\$163.50 \$65.40	K	31% 31%	\$112.82 \$45.13	\$0.0 \$0.0	0 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	0 \$0.00	\$0.00	VARONIS VARONIS
5	DAUX-101-250TL DAUX-10K-20KPL	SEL DatAdvantage - NIX TL SEL DatAdvantage - NIX PL		\$65.40 \$52.50	K K	31% 31%	\$45.13 \$36.23	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00			VARONIS VARONIS
5	DAUX-10K-20KTL	SEL DatAdvantage - NIX TL SEL DatAdvantage - NIX PL		\$21.00	K K	31% 31%	\$14.49	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VARONIS
5	DAUX-1501-2000TL	SEL DatAdvantage - NIX TL		\$77.25 \$30.90	K	31%	\$53.30 \$21.32		0 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	0 \$0.00	\$0.00	VARONIS VARONIS
5	DAUX-150K-PL	SEL DatAdvantage - NIX PL		\$44.25	K	31%	\$30.53	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VARONIS VARONIS
5 5	DAUX-150K-TL DAUX-2001-2500PL	SEL DatAdvantage - NIX TL SEL DatAdvantage - NIX PL		\$17.70 \$72.00	K K	31% 31%	\$12.21 \$49.68	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DAUX-2001-2500TL	SEL DatAdvantage - NIX TL		\$28.80	K	31%	\$19.87	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VARONIS
5 5	DAUX-20K-35KTL	SEL DatAdvantage - NIX PL SEL DatAdvantage - NIX TL		\$49.50 \$19.80	K K	31% 31%	\$34.16 \$13.66	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DAUX-2501-4000PL	SEL DatAdvantage - NIX PL		\$67.50	K	31%	\$46.58	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VARONIS
5 5		SEL DatAdvantage - NIX TL SEL DatAdvantage - NIX PL		\$27.00 \$124.50	K K	31% 31%	\$18.63 \$85.91	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DAUX-251-500TL	SEL DatAdvantage - NIX TL		\$49.80	K	31%	\$34.36	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VARONIS
5 5		SEL DatAdvantage - NIX PL SEL DatAdvantage - NIX TL		\$48.00 \$19.20	K K	31% 31%	\$33.12 \$13.25	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	SAUA-JOIN-JUIN I L	SEE Damavantage - IVIA TE		φ1 <del>3</del> .20		3170	φ13.25	φ0.0	υ φυ.υυ	φυ.00	φυ.00	φυ.υι	φυ.00	φυ.00	.,

					N	VP LEVEL 1								
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5		SEL DatAdvantage - NIX PL SEL DatAdvantage - NIX TL	\$63.00 \$25.20	K	31% 31%	\$43.47 \$17.39	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DAUX-501-750PL	SEL DatAdvantage - NIX PL	\$100.50	ĸ	31%	\$69.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		SEL DatAdvantage - NIX TL SEL DatAdvantage - NIX PL	\$40.20 \$46.50	K K	31% 31%	\$27.74 \$32.09								VARONIS VARONIS
5	DAUX-50K-100KTL	SEL DatAdvantage - NIX TL	\$18.60	K	31%	\$12.83	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		SEL DatAdvantage - NIX PL SEL DatAdvantage - NIX TL	\$208.50 \$83.40	K K	31% 31%	\$143.87 \$57.55	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DAUX-6001-8000PL	SEL DatAdvantage - NIX PL	\$58.50	K	31%	\$40.37	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		SEL DatAdvantage - NIX TL SEL DatAdvantage - NIX PL	\$23.40 \$93.00	K K	31% 31%	\$16.15 \$64.17	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DAUX-751-1000TL	SEL DatAdvantage - NIX TL	\$37.20	K	31%	\$25.67	\$0.00		\$0.00	\$0.00	\$0.00		\$0.00	VARONIS
5 5		SEL DatAdvantage - NIX PL SEL DatAdvantage - NIX TL	\$55.50 \$22.20	K K	31% 31%	\$38.30 \$15.32	\$0.00 \$0.00							VARONIS VARONIS
5	DAW-0-50PL	SEL DatAdvantage for Windows PL	\$298.50	K	31% 31%	\$205.97	\$0.00							VARONIS
5 5	DAW-0-50TL DAW-1001-1500PL	SEL DatAdvantage for Windows TL SEL DatAdvantage for Windows PL	\$119.40 \$85.50	K K	31%	\$82.39 \$59.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5 5		SEL DatAdvantage for Windows TL SEL DatAdvantage for Windows PL	\$34.20 \$45.00	K K	31% 31%	\$23.60 \$31.05	\$0.00 \$0.00							VARONIS VARONIS
5	DAW-100K-150KTL	SEL DatAdvantage for Windows TL	\$18.00	K	31%	\$12.42	\$0.00						\$0.00	VARONIS
5 5	DAW-101-250PL DAW-101-250TL	SEL DatAdvantage for Windows PL SEL DatAdvantage for Windows TL	\$163.50 \$65.40	K	31% 31%	\$112.82 \$45.13	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5		SEL DatAdvantage for Windows PL	\$52.50	K	31%	\$36.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DAW-10K-20KTL DAW-1501-2000PL	SEL DatAdvantage for Windows TL SEL DatAdvantage for Windows PL	\$21.00 \$77.25	K K	31% 31%	\$14.49 \$53.30	\$0.00 \$0.00							VARONIS VARONIS
5	DAW-1501-2000TL	SEL DatAdvantage for Windows TL	\$30.90	K	31%	\$21.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DAW-150K-PL DAW-150K-TL	SEL DatAdvantage for Windows PL SEL DatAdvantage for Windows TL	\$44.25 \$17.70	K K	31% 31%	\$30.53 \$12.21	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DAW-2001-2500PL	SEL DatAdvantage for Windows PL	\$72.00	ĸ	31%	\$49.68	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		SEL DatAdvantage for Windows TL SEL DatAdvantage for Windows PL	\$28.80 \$49.50	K	31% 31%	\$19.87 \$34.16	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DAW-20K-35KTL	SEL DatAdvantage for Windows TL	\$19.80	ĸ	31%	\$13.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		SEL DatAdvantage for Windows PL SEL DatAdvantage for Windows TL	\$67.50 \$27.00	K K	31% 31%	\$46.58 \$18.63	\$0.00 \$0.00							VARONIS VARONIS
5	DAW-251-500PL	SEL DatAdvantage for Windows PL	\$124.50	K	31%	\$85.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DAW-251-500TL DAW-35K-50KPL	SEL DatAdvantage for Windows TL SEL DatAdvantage for Windows PL	\$49.80 \$48.00	K K	31% 31%	\$34.36 \$33.12	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DAW-35K-50KTL	SEL DatAdvantage for Windows TL	\$19.20	ĸ	31%	\$13.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		SEL DatAdvantage for Windows PL SEL DatAdvantage for Windows TL	\$63.00 \$25.20	K K	31% 31%	\$43.47 \$17.39	\$0.00 \$0.00							VARONIS VARONIS
5	DAW-501-750PL	SEL DatAdvantage for Windows PL	\$100.50	K	31%	\$69.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAW-501-750TL DAW-50K-100KPL	SEL DatAdvantage for Windows TL SEL DatAdvantage for Windows PL	\$40.20 \$46.50	K K	31% 31%	\$27.74 \$32.09	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DAW-50K-100KTL	SEL DatAdvantage for Windows TL	\$18.60	K	31%	\$12.83	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DAW-51-100PL DAW-51-100TL	SEL DatAdvantage for Windows PL SEL DatAdvantage for Windows TL	\$208.50 \$83.40	K K	31% 31%	\$143.87 \$57.55	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5		SEL DatAdvantage for Windows PL	\$58.50	K	31%	\$40.37	\$0.00		\$0.00	\$0.00	\$0.00			VARONIS
5 5	DAW-6001-8000TL DAW-751-1000PL	SEL DatAdvantage for Windows TL SEL DatAdvantage for Windows PL	\$23.40 \$93.00	K K	31% 31%	\$16.15 \$64.17	\$0.00 \$0.00							VARONIS VARONIS
5 5	DAW-751-1000TL DAW-8001-10KPL	SEL DatAdvantage for Windows TL SEL DatAdvantage for Windows PL	\$37.20 \$55.50	K	31% 31%	\$25.67 \$38.30	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5		SEL DatAdvantage for Windows TL	\$22.20	K	31%	\$15.32	\$0.00		\$0.00	\$0.00				VARONIS
5 5	DAWL-0-50PL DAWL-0-50TL	SEL DatAdvantage for Windows Lite PL SEL DatAdvantage for Windows Lite TL	\$149.25 \$59.70	K K	31% 31%	\$102.98 \$41.19	\$0.00 \$0.00							VARONIS VARONIS
5	DAWL-1001-1500PL	SEL DatAdvantage for Windows Lite PL	\$42.75	K	31%	\$29.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		SEL DatAdvantage for Windows Lite TL SEL DatAdvantage for Windows Lite PL	\$17.10 \$22.50	K	31% 31%	\$11.80 \$15.53	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DAWL-100K-150KTL	SEL DatAdvantage for Windows Lite TL	\$9.00	K	31%	\$6.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DAWL-101-250PL DAWL-101-250TL	SEL DatAdvantage for Windows Lite PL SEL DatAdvantage for Windows Lite TL	\$81.75 \$32.70	K K	31% 31%	\$56.41 \$22.56	\$0.00 \$0.00							VARONIS VARONIS
5	DAWL-10K-20KPL	SEL DatAdvantage for Windows Lite PL	\$26.25	K	31%	\$18.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5		SEL DatAdvantage for Windows Lite TL SEL DatAdvantage for Windows Lite PL	\$10.50 \$38.70	K K	31% 31%	\$7.25 \$26.70	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5		SEL DatAdvantage for Windows Lite TL	\$15.45	K	31%	\$10.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DAWL-150K-TL	SEL DatAdvantage for Windows Lite PL SEL DatAdvantage for Windows Lite TL	\$22.20 \$8.85	K	31% 31%	\$15.32 \$6.11	\$0.00 \$0.00		\$0.00 \$0.00				\$0.00	VARONIS VARONIS
5 5		SEL DatAdvantage for Windows Lite PL	\$36.00 \$14.40	K K	31%	\$24.84 \$9.94	\$0.00		\$0.00	\$0.00	\$0.00			VARONIS
5	DAWL-20K-35KPL	SEL DatAdvantage for Windows Lite TL SEL DatAdvantage for Windows Lite PL	\$24.75	K	31% 31%	\$17.08	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS VARONIS
5		SEL DatAdvantage for Windows Lite TL SEL DatAdvantage for Windows Lite PL	\$9.90 \$33.75	K	31% 31%	\$6.83 \$23.29	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DAWL-2501-4000TL	SEL DatAdvantage for Windows Lite TL	\$13.50	ĸ	31%	\$9.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DAWL-251-500PL DAWL-251-500TI	SEL DatAdvantage for Windows Lite PL SEL DatAdvantage for Windows Lite TI	\$62.25 \$24.90	K K	31% 31%	\$42.95 \$17.18	\$0.00 \$0.00						\$0.00 \$0.00	VARONIS VARONIS
5	DAWL-35K-50KPL	SEL DatAdvantage for Windows Lite PL	\$24.00	ĸ	31%	\$16.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		SEL DatAdvantage for Windows Lite TL SEL DatAdvantage for Windows Lite PL	\$9.60 \$31.50	K K	31% 31%	\$6.62 \$21.74	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DAWL-4001-6000TL	SEL DatAdvantage for Windows Lite TL	\$12.60	K	31%	\$8.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DAWL-501-750PL DAWL-501-750TL	SEL DatAdvantage for Windows Lite PL SEL DatAdvantage for Windows Lite TL	\$50.25 \$20.10	K K	31% 31%	\$34.67 \$13.87	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DAWL-50K-100KPL	SEL DatAdvantage for Windows Lite PL	\$23.25	ĸ	31%	\$16.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		SEL DatAdvantage for Windows Lite TL SEL DatAdvantage for Windows Lite PL	\$9.30 \$104.25	K K	31% 31%	\$6.42 \$71.93	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DAWL-51-100TL	SEL DatAdvantage for Windows Lite TL	\$41.70	K	31% 31%	\$28.77	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	VARONIS VARONIS
5	DAWL-6001-8000TL	SEL DatAdvantage for Windows Lite PL SEL DatAdvantage for Windows Lite TL	\$29.25 \$11.70	K K	31%	\$20.18 \$8.07	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DAWL-751-1000PL	SEL DatAdvantage for Windows Lite PL SEL DatAdvantage for Windows Lite TL	\$46.50 \$18.60	K K	31% 31%	\$32.09 \$12.83	\$0.00 \$0.00							VARONIS VARONIS
5	DAWL-8001-10KPL	SEL DatAdvantage for Windows Lite PL	\$27.75	K	31%	\$19.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DAWL-8001-10KTL DCF-0-50PL	SEL DatAdvantage for Windows Lite TL SEL Data Classification Framework PL	\$11.10 \$214.95	K	31% 31%	\$7.66 \$148.32	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DCF-0-50TL	SEL Data Classification Framework TL	\$85.95	ĸ	31%	\$59.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DCF-1001-1500PL	SEL Data Classification Framework PL	\$61.50	K	31%	\$42.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS

					N	VP LEVEL 1								
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5		SEL Data Classification Framework TL SEL Data Classification Framework PI	\$24.60 \$32.40	K	31% 31%	\$16.97 \$22.36	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DCF-100K-150KTL	SEL Data Classification Framework TL	\$12.90	K	31%	\$8.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DCF-101-250PL DCF-101-250TL	SEL Data Classification Framework PL SEL Data Classification Framework TL	\$117.75 \$47.10	K K	31% 31%	\$81.25 \$32.50			\$0.00 \$0.00					VARONIS VARONIS
5	DCF-10K-20KPL	SEL Data Classification Framework PL	\$37.80	K	31%	\$26.08	\$0.00		\$0.00					VARONIS
5	DCF-10K-20KTL	SEL Data Classification Framework TL	\$15.15	K	31% 31%	\$10.45	\$0.00		\$0.00 \$0.00					VARONIS VARONIS
5 5		SEL Data Classification Framework PL SEL Data Classification Framework TL	\$55.65 \$22.20	K K	31%	\$38.40 \$15.32	\$0.00 \$0.00							VARONIS VARONIS
5	DCF-150K-PL	SEL Data Classification Framework PL	\$31.80	K	31%	\$21.94	\$0.00							VARONIS
5 5	DCF-150K-TL DCF-2001-2500PL	SEL Data Classification Framework TL SEL Data Classification Framework PL	\$12.75 \$51.90	K K	31% 31%	\$8.80 \$35.81	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5		SEL Data Classification Framework TL	\$20.70	K	31%	\$14.28	\$0.00							VARONIS
5 5	DCF-20K-35KPL DCF-20K-35KTL	SEL Data Classification Framework PL SEL Data Classification Framework TL	\$35.70 \$14.25	K K	31% 31%	\$24.63 \$9.83	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DCF-2501-4000PL	SEL Data Classification Framework PL	\$48.60	K	31%	\$33.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		SEL Data Classification Framework TL SEL Data Classification Framework PL	\$19.50 \$89.70	K K	31% 31%	\$13.46 \$61.89	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DCF-251-500TL	SEL Data Classification Framework TL	\$35.85	ĸ	31%	\$24.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		SEL Data Classification Framework PL SEL Data Classification Framework TL	\$34.50 \$13.80	K	31% 31%	\$23.81 \$9.52	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5		SEL Data Classification Framework PL	\$45.30	K	31%	\$31.26	\$0.00		\$0.00					VARONIS
5		SEL Data Classification Framework TL	\$18.15	K	31%	\$12.52	\$0.00							VARONIS
5 5		SEL Data Classification Framework PL SEL Data Classification Framework TL	\$72.30 \$28.95	K K	31% 31%	\$49.89 \$19.98	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DCF-50K-100KPL	SEL Data Classification Framework PL	\$33.45	K	31%	\$23.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DCF-50K-100KTL DCF-51-100PL	SEL Data Classification Framework TL SEL Data Classification Framework PL	\$13.35 \$150.15	K K	31% 31%	\$9.21 \$103.60	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			VARONIS VARONIS
5	DCF-51-100TL	SEL Data Classification Framework TL	\$60.00	ĸ	31%	\$41.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		SEL Data Classification Framework PL SEL Data Classification Framework TI	\$42.15 \$16.80	K	31% 31%	\$29.08 \$11.59	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DO: 0001 00001E	SEL Data Classification Framework PL	\$66.90	K	31%	\$46.16	\$0.00		\$0.00					VARONIS
5		SEL Data Classification Framework TL	\$26.85	K	31%	\$18.53								VARONIS
5 5		SEL Data Classification Framework PL SEL Data Classification Framework TL	\$39.90 \$16.05	K K	31% 31%	\$27.53 \$11.07	\$0.00 \$0.00							VARONIS VARONIS
5	DCFU-0-50PL	SEL DataClass Framework for UNIX PL	\$214.95	K	31%	\$148.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ψ0.00	VARONIS
5 5	DCFU-0-50TL DCFU-1001-1500PL	SEL DataClass Framework for UNIX TL SEL DataClass Framework for UNIX PI	\$85.95 \$61.50	K K	31% 31%	\$59.31 \$42.44	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DCFU-1001-1500TL	SEL DataClass Framework for UNIX TL	\$24.60	ĸ	31%	\$16.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		SEL DataClass Framework for UNIX PL SEL DataClass Framework for UNIX TI	\$32.40 \$12.90	K	31% 31%	\$22.36 \$8.90	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5		SEL DataClass Framework for UNIX PL	\$117.75	K	31%	\$81.25	\$0.00		\$0.00	\$0.00	\$0.00			VARONIS
5		SEL DataClass Framework for UNIX TL	\$47.10	K	31%	\$32.50	\$0.00							VARONIS
5 5		SEL DataClass Framework for UNIX PL SEL DataClass Framework for UNIX TL	\$37.80 \$15.15	K K	31% 31%	\$26.08 \$10.45	\$0.00 \$0.00							VARONIS VARONIS
5	DCFU-1501-2000PL	SEL DataClass Framework for UNIX PL	\$55.65	K	31%	\$38.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5		SEL DataClass Framework for UNIX TL SEL DataClass Framework for UNIX PL	\$22.20 \$31.80	K K	31% 31%	\$15.32 \$21.94	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DCFU-150K-TL	SEL DataClass Framework for UNIX TL	\$12.75	K	31%	\$8.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		SEL DataClass Framework for UNIX PL SEL DataClass Framework for UNIX TL	\$51.90 \$20.70	K	31% 31%	\$35.81 \$14.28	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DCFU-20K-35KPL	SEL DataClass Framework for UNIX PL	\$35.70	ĸ	31%	\$24.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5		SEL DataClass Framework for UNIX TL SEL DataClass Framework for UNIX PL	\$14.25 \$48.60	K	31% 31%	\$9.83 \$33.53	\$0.00 \$0.00							VARONIS VARONIS
5		SEL DataClass Framework for UNIX TL	\$19.50	ĸ	31%	\$13.46	\$0.00							VARONIS
5	DCFU-251-500PL DCFU-251-500TL	SEL DataClass Framework for UNIX PL SEL DataClass Framework for UNIX TL	\$89.70 \$35.85	K	31% 31%	\$61.89 \$24.74	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5		SEL DataClass Framework for UNIX PL	\$34.50	K	31%	\$23.81	\$0.00		\$0.00		\$0.00			VARONIS
5	DCFU-35K-50KTL	SEL DataClass Framework for UNIX TL	\$13.80	K	31% 31%	\$9.52	\$0.00							VARONIS
5		SEL DataClass Framework for UNIX PL SEL DataClass Framework for UNIX TL	\$45.30 \$18.15	K	31%	\$31.26 \$12.52	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5		SEL DataClass Framework for UNIX PL	\$72.30	K	31%	\$49.89	\$0.00		\$0.00	\$0.00	\$0.00			VARONIS
5		SEL DataClass Framework for UNIX TL SEL DataClass Framework for UNIX PL	\$28.95 \$33.45	K K	31% 31%	\$19.98 \$23.08	\$0.00 \$0.00							VARONIS VARONIS
5	DCFU-50K-100KTL	SEL DataClass Framework for UNIX TL	\$13.35	K	31%	\$9.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DCFU-51-100PL DCFU-51-100TL	SEL DataClass Framework for UNIX PL SEL DataClass Framework for UNIX TL	\$150.15 \$60.00	K K	31% 31%	\$103.60 \$41.40	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			VARONIS VARONIS
5	DCFU-6001-8000PL	SEL DataClass Framework for UNIX PL	\$42.15	K	31%	\$29.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		SEL DataClass Framework for UNIX TL SEL DataClass Framework for UNIX PL	\$16.80 \$66.90	K	31% 31%	\$11.59 \$46.16	\$0.00 \$0.00							VARONIS VARONIS
5		SEL DataClass Framework for UNIX TL	\$26.85	ĸ	31%	\$18.53	\$0.00		\$0.00				\$0.00	VARONIS
5		SEL DataClass Framework for UNIX PL	\$39.90	K	31%	\$27.53 \$11.07	\$0.00		\$0.00					VARONIS VARONIS
5	DCOD-0-50PL	SEL DataClass Framework for UNIX TL SEL DCF for OneDrive PL	\$16.05 \$214.95	ĸ	31% 31%	\$148.32	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS
5	DCOD-0-50TL	SEL DCF for OneDrive TL	\$85.95	K	31%	\$59.31	\$0.00							VARONIS
5		SEL DCF for OneDrive PL SEL DCF for OneDrive TL	\$61.50 \$24.60	K K	31% 31%	\$42.44 \$16.97	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5		SEL DCF for OneDrive PL	\$32.40	K	31%	\$22.36	\$0.00							VARONIS
5 5		SEL DCF for OneDrive TL SEL DCF for OneDrive PL	\$12.90 \$117.75	K K	31% 31%	\$8.90 \$81.25								VARONIS VARONIS
5	DCOD-101-250TL	SEL DCF for OneDrive TL	\$47.10	ĸ	31%	\$32.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		SEL DCF for OneDrive PL SEL DCF for OneDrive TL	\$37.80 \$15.15	K	31% 31%	\$26.08 \$10.45	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5		SEL DCF for OneDrive PL	\$15.15 \$55.65	K	31%	\$10.45								VARONIS VARONIS
5		SEL DCF for OneDrive TL SEL DCF for OneDrive PL	\$22.20	K	31% 31%	\$15.32								VARONIS VARONIS
5 5		SEL DCF for OneDrive PL SEL DCF for OneDrive TL	\$31.80 \$12.75	K K	31% 31%	\$21.94 \$8.80	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DCOD-2001-2500PL	SEL DCF for OneDrive PL	\$51.90	K	31%	\$35.81	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		SEL DCF for OneDrive TL SEL DCF for OneDrive PL	\$20.70 \$35.70	K K	31% 31%	\$14.28 \$24.63	\$0.00 \$0.00							VARONIS VARONIS
5	DCOD-20K-35KTL	SEL DCF for OneDrive TL	\$14.25	к	31%	\$9.83	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		SEL DCF for OneDrive PL SEL DCF for OneDrive TL	\$48.60 \$19.50	K K	31% 31%	\$33.53 \$13.46	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	2000-2001-40001L	SEE SO. IS. SHODING TE	φ1 <del>3</del> .50	18	3170	φ13.40	φυ.υυ	, 90.00	φυ.00	φυ.00	φ0.00	φυ.00	φυ.00	

					N	VP LEVEL 1								
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5		SEL DCF for OneDrive PL SEL DCF for OneDrive TL	\$89.70 \$35.85	K	31% 31%	\$61.89 \$24.74	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DCOD-35K-50KPL	SEL DCF for OneDrive PL	\$34.50	ĸ	31%	\$23.81	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		SEL DCF for OneDrive TL SEL DCF for OneDrive PL	\$13.80 \$45.30	K K	31% 31%	\$9.52 \$31.26	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DCOD-4001-6000TL	SEL DCF for OneDrive TL	\$18.15	K	31%	\$12.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		SEL DCF for OneDrive PL SEL DCF for OneDrive TL	\$72.30 \$28.95	K K	31% 31%	\$49.89 \$19.98	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DCOD-50K-100KPL	SEL DCF for OneDrive PL	\$33.45	ĸ	31%	\$23.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		SEL DCF for OneDrive TL SEL DCF for OneDrive PL	\$13.35 \$150.15	K	31% 31%	\$9.21 \$103.60	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DCOD-51-100TL	SEL DCF for OneDrive TL	\$60.00	ĸ	31%	\$41.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		SEL DCF for OneDrive PL SEL DCF for OneDrive TL	\$42.15 \$16.80	K K	31% 31%	\$29.08 \$11.59	\$0.00 \$0.00							VARONIS VARONIS
5	DCOD-751-1000PL	SEL DCF for OneDrive PL	\$66.90	ĸ	31%	\$46.16	\$0.00					\$0.00	\$0.00	VARONIS
5 5		SEL DCF for OneDrive TL SEL DCF for OneDrive PL	\$26.85 \$39.90	K	31% 31%	\$18.53 \$27.53	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DCOD-8001-10KTL	SEL DCF for OneDrive TL	\$16.05	ĸ	31%	\$11.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DCOS-0-50PL DCOS-0-50TL	SEL DCF for SP Online & OneDrive PL SEL DCF for SP Online & OneDrive TL	\$322.35 \$129.00	K	31% 31%	\$222.42 \$89.01	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DCOS-1001-1500PL	SEL DCF for SP Online & OneDrive PL	\$92.40	K	31%	\$63.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		SEL DCF for SP Online & OneDrive TL SEL DCF for SP Online & OneDrive PL	\$36.90 \$48.60	K K	31% 31%	\$25.46 \$33.53	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DCOS-100K-150KTL	SEL DCF for SP Online & OneDrive TL	\$19.50	K	31%	\$13.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		SEL DCF for SP Online & OneDrive PL SEL DCF for SP Online & OneDrive TL	\$176.55 \$70.65	K K	31% 31%	\$121.82 \$48.75	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5		SEL DCF for SP Online & OneDrive PL	\$56.70	K	31%	\$39.12	\$0.00		\$0.00					VARONIS
5 5		SEL DCF for SP Online & OneDrive TL SEL DCF for SP Online & OneDrive PL	\$22.65 \$83.40	K K	31% 31%	\$15.63 \$57.55	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5		SEL DCF for SP Online & OneDrive TL	\$33.30	K	31%	\$22.98	\$0.00							VARONIS
5 5	DCOS-150K-PL DCOS-150K-TI	SEL DCF for SP Online & OneDrive PL	\$47.85 \$19.05	K	31% 31%	\$33.02 \$13.14	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5		SEL DCF for SP Online & OneDrive TL SEL DCF for SP Online & OneDrive PL	\$77.70	K	31%	\$13.14 \$53.61	\$0.00							VARONIS
5	DCOS-2001-2500TL	SEL DCF for SP Online & OneDrive TL	\$31.05	K	31%	\$21.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS VARONIS
5		SEL DCF for SP Online & OneDrive PL SEL DCF for SP Online & OneDrive TL	\$53.40 \$21.45	K	31% 31%	\$36.85 \$14.80	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS
5		SEL DCF for SP Online & OneDrive PL	\$72.90	K	31%	\$50.30	\$0.00		\$0.00		\$0.00			VARONIS
5 5		SEL DCF for SP Online & OneDrive TL SEL DCF for SP Online & OneDrive PL	\$29.10 \$134.40	K K	31% 31%	\$20.08 \$92.74	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5		SEL DCF for SP Online & OneDrive TL	\$53.85	K	31%	\$37.16	\$0.00							VARONIS
5 5	D000 0011 00111 E	SEL DCF for SP Online & OneDrive PL SEL DCF for SP Online & OneDrive TL	\$51.90 \$20.70	K K	31% 31%	\$35.81 \$14.28	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			VARONIS VARONIS
5	DCOS-4001-6000PL	SEL DCF for SP Online & OneDrive PL	\$68.10	K	31%	\$46.99	\$0.00							VARONIS
5 5		SEL DCF for SP Online & OneDrive TL SEL DCF for SP Online & OneDrive PL	\$27.15 \$108.60	K K	31% 31%	\$18.73 \$74.93	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DCOS-501-750TL	SEL DCF for SP Online & OneDrive TL	\$43.35	K	31%	\$29.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5		SEL DCF for SP Online & OneDrive PL SEL DCF for SP Online & OneDrive TL	\$50.25 \$20.10	K K	31% 31%	\$34.67 \$13.87	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			VARONIS VARONIS
5	DCOS-51-100PL	SEL DCF for SP Online & OneDrive PL	\$225.15	K	31%	\$155.35	\$0.00	\$0.00	\$0.00					VARONIS
5	DCOS-51-100TL DCOS-6001-8000PL	SEL DCF for SP Online & OneDrive TL SEL DCF for SP Online & OneDrive PL	\$90.00 \$63.15	K K	31% 31%	\$62.10 \$43.57	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5		SEL DCF for SP Online & OneDrive TL	\$25.20	K	31%	\$17.39	\$0.00		\$0.00	\$0.00	\$0.00			VARONIS
5		SEL DCF for SP Online & OneDrive PL SEL DCF for SP Online & OneDrive TL	\$100.50 \$40.20	K K	31% 31%	\$69.35 \$27.74	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5		SEL DCF for SP Online & OneDrive PL	\$60.00	K	31%	\$41.40	\$0.00							VARONIS
5 5	DCOS-8001-10KTL DCSO-0-50PL	SEL DCF for SP Online & OneDrive TL SEL DCF for SharePoint Online PL	\$24.00 \$214.95	K K	31% 31%	\$16.56 \$148.32	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			VARONIS VARONIS
5	DCSO-0-50TL	SEL DCF for SharePoint Online TL	\$85.95	K	31%	\$59.31	\$0.00		\$0.00					VARONIS
5 5		SEL DCF for SharePoint Online PL SEL DCF for SharePoint Online TL	\$61.50 \$24.60	K K	31% 31%	\$42.44 \$16.97	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DCSO-100K-150KPL	SEL DCF for SharePoint Online PL	\$32.40	K	31%	\$22.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5		SEL DCF for SharePoint Online TL SEL DCF for SharePoint Online PL	\$12.90 \$117.75	K K	31% 31%	\$8.90 \$81.25	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DCSO-101-250TL	SEL DCF for SharePoint Online TL	\$47.10	K	31%	\$32.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5		SEL DCF for SharePoint Online PL SEL DCF for SharePoint Online TL	\$37.80 \$15.15	K	31% 31%	\$26.08 \$10.45	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5		SEL DCF for SharePoint Online PL	\$55.65	K	31%	\$38.40	\$0.00		\$0.00		\$0.00			VARONIS
5 5	DCSO-1501-20001L DCSO-150K-PL	SEL DCF for SharePoint Online TL SEL DCF for SharePoint Online PL	\$22.20 \$31.80	K K	31% 31%	\$15.32 \$21.94	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DCSO-150K-TL	SEL DCF for SharePoint Online TL	\$12.75	K	31%	\$8.80	\$0.00							VARONIS
5		SEL DCF for SharePoint Online PL SEL DCF for SharePoint Online TL	\$51.90 \$20.70	K	31% 31%	\$35.81 \$14.28	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5		SEL DCF for SharePoint Online PL	\$35.70	K	31%	\$24.63	\$0.00	\$0.00						VARONIS
5		SEL DCF for SharePoint Online TL SEL DCF for SharePoint Online PL	\$14.25 \$48.60	K K	31% 31%	\$9.83 \$33.53	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DCSO-2501-4000TL	SEL DCF for SharePoint Online TL	\$19.50	K	31%	\$13.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		SEL DCF for SharePoint Online PL SEL DCF for SharePoint Online TL	\$89.70 \$35.85	K K	31% 31%	\$61.89 \$24.74	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DCSO-35K-50KPL	SEL DCF for SharePoint Online PL	\$34.50	ĸ	31%	\$23.81	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DCSO-35K-50KTL DCSO-4001-6000PI	SEL DCF for SharePoint Online TL SEL DCF for SharePoint Online PL	\$13.80 \$45.30	K K	31% 31%	\$9.52 \$31.26	\$0.00 \$0.00						\$0.00 \$0.00	VARONIS VARONIS
5	DCSO-4001-6000TL	SEL DCF for SharePoint Online TL	\$18.15	K	31%	\$12.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		SEL DCF for SharePoint Online PL SEL DCF for SharePoint Online TL	\$72.30 \$28.95	K K	31% 31%	\$49.89 \$19.98			\$0.00 \$0.00					VARONIS VARONIS
5	DCSO-50K-100KPL	SEL DCF for SharePoint Online PL	\$33.45	K	31%	\$23.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DCSO-50K-100KTL DCSO-51-100PI	SEL DCF for SharePoint Online TL SEL DCF for SharePoint Online PL	\$13.35 \$150.15	K K	31% 31%	\$9.21 \$103.60	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DCSO-51-100TL	SEL DCF for SharePoint Online TL	\$60.00	K	31%	\$41.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		SEL DCF for SharePoint Online PL SEL DCF for SharePoint Online TL	\$42.15 \$16.80	K	31% 31%	\$29.08 \$11.59			\$0.00 \$0.00					VARONIS VARONIS
5	DCSO-751-1000PL	SEL DCF for SharePoint Online PL	\$66.90	ĸ	31%	\$46.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		SEL DCF for SharePoint Online TL SEL DCF for SharePoint Online PL	\$26.85 \$39.90	K K	31% 31%	\$18.53 \$27.53	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
э	2030-0001-10KPL	OLL DOT TO SHAREFULL CHILLE FL	<b>ა</b> აყ.90	IV.	J176	\$27.53	φυ.υι	, şu.uu	φυ.00	\$0.00	φυ.υυ	\$0.00	\$U.UU	VALCINIO

					N	VP LEVEL 1								
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP		THIRD PARTY PRODUCT PARTNER
5 5	DCSO-8001-10KTL DL-0-50PL	SEL DCF for SharePoint Online TL SEL DatAlert PL	\$16.05 \$134.40	K	31% 31%	\$11.07 \$92.74	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00	VARONIS VARONIS
5	DL-0-50TL	SEL DatAlert TL	\$53.70	ĸ	31%	\$37.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DL-1001-1500PL DL-1001-1500TL	SEL DatAlert PL SEL DatAlert TL	\$38.55 \$15.45	K K	31% 31%	\$26.60 \$10.66	\$0.00 \$0.00							VARONIS VARONIS
5	DL-100K-150KPL	SEL DatAlert PL	\$20.25	ĸ	31%	\$13.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DL-100K-150KTL DL-101-250PL	SEL DatAlert TL SEL DatAlert PL	\$8.10 \$73.65	K K	31% 31%	\$5.59 \$50.82	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DL-101-250TL	SEL DatAlert TL	\$29.40	ĸ	31%	\$20.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DL-10K-20KPL DL-10K-20KTL	SEL DatAlert PL SEL DatAlert TL	\$23.70 \$9.45	K	31% 31%	\$16.35 \$6.52	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DL-1501-2000PL	SEL DatAlert PL	\$34.80	ĸ	31%	\$24.01	\$0.00		\$0.00					VARONIS
5 5	DL-1501-2000TL DL-150K-PL	SEL DatAlert TL SEL DatAlert PL	\$13.95 \$19.95	K K	31% 31%	\$9.63 \$13.77	\$0.00 \$0.00							VARONIS VARONIS
5	DL-150K-FL	SEL DatAlert TL	\$7.95	K	31%	\$5.49	\$0.00							VARONIS
5 5	DL-2001-2500PL DL-2001-2500TL	SEL DatAlert PL SEL DatAlert TL	\$32.40 \$12.90	K K	31% 31%	\$22.36 \$8.90	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DL-20K-35KPL	SEL DatAlert PL	\$22.35	K	31%	\$15.42								VARONIS
5 5	DL-20K-35KTL DL-2501-4000PL	SEL DatAlert TL SEL DatAlert PL	\$8.85 \$30.45	K K	31% 31%	\$6.11 \$21.01	\$0.00 \$0.00							VARONIS VARONIS
5	DL-2501-4000FL	SEL DatAlert TL	\$12.15	K	31%	\$8.38	\$0.00		\$0.00					VARONIS
5	DL-251-500PL	SEL DatAlert PL	\$56.10	K	31% 31%	\$38.71	\$0.00		\$0.00					VARONIS VARONIS
5 5	DL-251-500TL DL-35K-50KPL	SEL DatAlert TL SEL DatAlert PL	\$22.35 \$21.60	K K	31%	\$15.42 \$14.90	\$0.00 \$0.00							VARONIS
5	DL-35K-50KTL DL-4001-6000PL	SEL DatAlert TL SEL DatAlert PL	\$8.70 \$28.35	K	31% 31%	\$6.00 \$19.56	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5 5	DL-4001-6000PL DL-4001-6000TL	SEL DatAlert TL	\$20.35 \$11.40	K K	31%	\$7.87	\$0.00		\$0.00					VARONIS
5 5	DL-501-750PL DL-501-750TL	SEL DatAlert PL SEL DatAlert TL	\$45.30 \$18.15	K K	31% 31%	\$31.26 \$12.52	\$0.00 \$0.00							VARONIS VARONIS
5	DL-50K-100KPL	SEL DatAlert PL	\$21.00	K	31%	\$14.49	\$0.00							VARONIS
5 5	DL-50K-100KTL DL-51-100PL	SEL DatAlert TL SEL DatAlert PI	\$8.40	K K	31% 31%	\$5.80 \$64.79	\$0.00		\$0.00 \$0.00				ψ0.00	VARONIS VARONIS
5	DL-51-100FL DL-51-100TL	SEL DatAlert TL	\$93.90 \$37.50	K	31%	\$25.88	\$0.00 \$0.00							VARONIS
5 5	DL-6001-8000PL	SEL DatAlert PL	\$26.40	K	31%	\$18.22	\$0.00							VARONIS VARONIS
5	DL-6001-8000TL DL-751-1000PL	SEL DatAlert TL SEL DatAlert PL	\$10.50 \$41.85	K K	31% 31%	\$7.25 \$28.88	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS
5	DL-751-1000TL	SEL DatAlert TL	\$16.80	K	31%	\$11.59	\$0.00		\$0.00					VARONIS VARONIS
5 5	DL-8001-10KPL DL-8001-10KTL	SEL DatAlert PL SEL DatAlert TL	\$25.05 \$10.05	K K	31% 31%	\$17.28 \$6.93	\$0.00 \$0.00							VARONIS
5	DLS-0-50PL	SEL DatAlert Suite PL	\$208.95 \$83.55	K	31%	\$144.18	\$0.00							VARONIS VARONIS
5 5	DLS-0-50TL DLS-1001-1500PL	SEL DatAlert Suite TL SEL DatAlert Suite PL	\$83.55 \$59.85	K K	31% 31%	\$57.65 \$41.30	\$0.00 \$0.00		\$0.00 \$0.00				ψ0.00	VARONIS VARONIS
5		SEL DatAlert Suite TL	\$24.00	K	31%	\$16.56	\$0.00	\$0.00						VARONIS
5 5	DLS-100K-150KPL DLS-100K-150KTL	SEL DatAlert Suite PL SEL DatAlert Suite TL	\$31.50 \$12.60	K K	31% 31%	\$21.74 \$8.69	\$0.00 \$0.00							VARONIS VARONIS
5	DLS-101-250PL	SEL DatAlert Suite PL	\$114.45	K	31%	\$78.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DLS-101-250TL DLS-10K-20KPL	SEL DatAlert Suite TL SEL DatAlert Suite PL	\$45.75 \$36.75	K K	31% 31%	\$31.57 \$25.36	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			VARONIS VARONIS
5	DLS-10K-20KTL	SEL DatAlert Suite TL	\$14.70	K	31%	\$10.14	\$0.00	\$0.00	\$0.00	\$0.00				VARONIS
5	DLS-1501-2000PL DLS-1501-2000TL	SEL DatAlert Suite PL SEL DatAlert Suite TL	\$54.15 \$21.60	K K	31% 31%	\$37.36 \$14.90	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DLS-150K-PL	SEL DatAlert Suite PL	\$31.05	K	31%	\$21.42	\$0.00		\$0.00					VARONIS
5 5	DLS-150K-TL DLS-2001-2500PL	SEL DatAlert Suite TL SEL DatAlert Suite PL	\$12.45 \$50.40	K K	31% 31%	\$8.59 \$34.78	\$0.00 \$0.00							VARONIS VARONIS
5	DLS-2001-2500TL DI S-20K-35KPI	SEL DatAlert Suite TL	\$20.10	K	31% 31%	\$13.87	\$0.00							VARONIS VARONIS
5 5	DLS-20K-35KPL DLS-20K-35KTL	SEL DatAlert Suite PL SEL DatAlert Suite TL	\$34.65 \$13.80	K K	31%	\$23.91 \$9.52	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			VARONIS
5	DLS-2501-4000PL	SEL DatAlert Suite PL	\$47.25	K	31%	\$32.60	\$0.00				\$0.00			VARONIS
5 5	DLS-2501-4000TL DLS-251-500PL	SEL DatAlert Suite TL SEL DatAlert Suite PL	\$18.90 \$87.15	K K	31% 31%	\$13.04 \$60.13	\$0.00 \$0.00							VARONIS VARONIS
5	DLS-251-500TL	SEL DatAlert Suite TL SEL DatAlert Suite PL	\$34.80	K	31% 31%	\$24.01	\$0.00		\$0.00					VARONIS VARONIS
5	DLS-35K-50KPL DLS-35K-50KTL	SEL DatAlert Suite TL	\$33.60 \$13.50	K	31%	\$23.18 \$9.32	\$0.00 \$0.00							VARONIS
5	DLS-4001-6000PL DLS-4001-6000TL	SEL DatAlert Suite PL SEL DatAlert Suite TL	\$44.10 \$17.70	K K	31% 31%	\$30.43 \$12.21	\$0.00 \$0.00							VARONIS VARONIS
5	DLS-501-750PL	SEL DatAlert Suite PL	\$70.35	K	31%	\$48.54	\$0.00		\$0.00					VARONIS
5	DLS-501-750TL	SEL DatAlert Suite TL	\$28.20	K	31%	\$19.46	\$0.00							VARONIS VARONIS
5 5	DLS-50K-100KPL DLS-50K-100KTL	SEL DatAlert Suite PL SEL DatAlert Suite TL	\$32.55 \$13.05	K K	31% 31%	\$22.46 \$9.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DLS-51-100PL DLS-51-100TL	SEL DatAlert Suite PL SEL DatAlert Suite TL	\$145.95 \$58.35	K	31% 31%	\$100.71	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5		SEL DatAlert Suite PL	\$40.95	K	31%	\$40.26 \$28.26	\$0.00		\$0.00					VARONIS
5	DLS-6001-8000TL DLS-751-1000PL	SEL DatAlert Suite TL SEL DatAlert Suite PL	\$16.35 \$65.10	K	31% 31%	\$11.28 \$44.92	\$0.00 \$0.00							VARONIS VARONIS
5	DLS-751-1000FL	SEL DatAlert Suite TL	\$26.10	K	31%	\$18.01	\$0.00							VARONIS
5	DLS-8001-10KPL DLS-8001-10KTI	SEL DatAlert Suite PL	\$38.85	K	31%	\$26.81	\$0.00		\$0.00					VARONIS
5	DLX-0-50PL	SEL DatAlert Suite TL SEL DatAlert Analytics PL	\$15.60 \$89.55	K	31% 31%	\$10.76 \$61.79	\$0.00 \$0.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	VARONIS VARONIS
5	DLX-0-50TL DLX-1001-1500PL	SEL DatAlert Analytics TL	\$35.85	K	31%	\$24.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DLX-1001-1500TL	SEL DatAlert Analytics PL SEL DatAlert Analytics TL	\$25.65 \$10.20	K K	31% 31%	\$17.70 \$7.04	\$0.00	\$0.00			\$0.00	\$0.00	\$0.00	VARONIS VARONIS
5	DLX-100K-150KPL	SEL DatAlert Analytics PL	\$13.50	K	31%	\$9.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DLX-100K-150KTL DLX-101-250PL	SEL DatAlert Analytics TL SEL DatAlert Analytics PL	\$5.40 \$49.05	K K	31% 31%	\$3.73 \$33.84	\$0.00 \$0.00							VARONIS VARONIS
5	DLX-101-250TL	SEL DatAlert Analytics TL	\$19.65	K	31%	\$13.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DLX-10K-20KPL DLX-10K-20KTL	SEL DatAlert Analytics PL SEL DatAlert Analytics TL	\$15.75 \$6.30	K K	31% 31%	\$10.87 \$4.35	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DLX-1501-2000PL	SEL DatAlert Analytics PL	\$23.25	K	31%	\$16.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DLX-1501-2000TL DLX-150K-PL	SEL DatAlert Analytics TL SEL DatAlert Analytics PL	\$9.30 \$13.35	K K	31% 31%	\$6.42 \$9.21			\$0.00 \$0.00					VARONIS VARONIS
5	DLX-150K-TL	SEL DatAlert Analytics TL SEL DatAlert Analytics PL	\$5.25	K	31%	\$3.62	\$0.00	\$0.00						VARONIS
5 5		SEL DatAlert Analytics PL SEL DatAlert Analytics TL	\$21.60 \$8.70	K K	31% 31%	\$14.90 \$6.00								VARONIS VARONIS
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BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	DLX-20K-35KPL DLX-20K-35KTL	SEL DatAlert Analytics PL SEL DatAlert Analytics TL	\$14.85 \$6.00	K K	31% 31%	\$10.25 \$4.14	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DLX-2501-4000PL	SEL DatAlert Analytics PL	\$20.25	K	31%	\$13.97	\$0.0		\$0.00	\$0.00	\$0.00			VARONIS
5 5	DLX-2501-4000TL DLX-251-500PL	SEL DatAlert Analytics TL SEL DatAlert Analytics PL	\$8.10 \$37.35	K K	31% 31%	\$5.59 \$25.77	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			) VARONIS ) VARONIS
5	DLX-251-500TL	SEL DatAlert Analytics TL	\$15.00	ĸ	31%	\$10.35	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DLX-35K-50KPL	SEL DatAlert Analytics PL	\$14.40	K	31%	\$9.94	\$0.0		\$0.00	\$0.00	\$0.00			VARONIS
5 5	DLX-35K-50KTL DLX-4001-6000PL	SEL DatAlert Analytics TL SEL DatAlert Analytics PL	\$5.70 \$18.90	K K	31% 31%	\$3.93 \$13.04	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			) VARONIS ) VARONIS
5	DLX-4001-6000TL	SEL DatAlert Analytics TL	\$7.50	K	31%	\$5.18	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DLX-501-750PL	SEL DatAlert Analytics PL SEL DatAlert Analytics TL	\$30.15 \$12.00	K K	31% 31%	\$20.80	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DLX-501-750TL DLX-50K-100KPL	SEL DatAlert Analytics TL SEL DatAlert Analytics PL	\$12.00 \$13.95	K	31%	\$8.28 \$9.63	\$0.0		\$0.00	\$0.00	\$0.00			VARONIS VARONIS
5	DLX-50K-100KTL	SEL DatAlert Analytics TL	\$5.55	K	31%	\$3.83	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DLX-51-100PL DLX-51-100TL	SEL DatAlert Analytics PL SEL DatAlert Analytics TL	\$62.55 \$25.05	K K	31% 31%	\$43.16 \$17.28	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			) VARONIS ) VARONIS
5	DLX-6001-8000PL	SEL DatAlert Analytics PL	\$17.55	ĸ	31%	\$12.11	\$0.0		\$0.00	\$0.00	\$0.00			VARONIS
5	DLX-6001-8000TL	SEL DatAlert Analytics TL	\$7.05	K	31%	\$4.86	\$0.0		\$0.00	\$0.00	\$0.00			VARONIS
5 5	DLX-751-1000PL DLX-751-1000TL	SEL DatAlert Analytics PL SEL DatAlert Analytics TL	\$27.90 \$11.10	K K	31% 31%	\$19.25 \$7.66	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			) VARONIS ) VARONIS
5	DLX-8001-10KPL	SEL DatAlert Analytics PL	\$16.65	ĸ	31%	\$11.49	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DLX-8001-10KTL	SEL DatAlert Analytics TL	\$6.60	K	31%	\$4.55	\$0.0		\$0.00	\$0.00	\$0.00			VARONIS
5 5	DN-0-50PL DN-0-50TL	SEL DatAnywhere PL SEL DatAnywhere TL	\$238.80 \$95.55	K K	31% 31%	\$164.77 \$65.93	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DN-1001-1500PL	SEL DatAnywhere PL	\$68.40	K	31%	\$47.20	\$0.0		\$0.00	\$0.00	\$0.00		\$0.00	VARONIS
5	DN-1001-1500TL DN-100K-150KPL	SEL DatAnywhere TL SEL DatAnywhere PL	\$27.30 \$36.00	K K	31% 31%	\$18.84 \$24.84	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DN-100K-150KFL	SEL DatAnywhere PL SEL DatAnywhere TL	\$36.00 \$14.40	K	31%	\$24.04 \$9.94	\$0.0		\$0.00	\$0.00	\$0.00			VARONIS VARONIS
5	DN-101-250PL	SEL DatAnywhere PL	\$130.80	K	31%	\$90.25	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DN-101-250TL DN-10K-20KPL	SEL DatAnywhere TL SEL DatAnywhere PL	\$52.35 \$42.00	K K	31% 31%	\$36.12 \$28.98	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			) VARONIS ) VARONIS
5	DN-10K-20KFL	SEL DatAnywhere TL	\$16.80	ĸ	31%	\$11.59	\$0.0		\$0.00	\$0.00	\$0.00			VARONIS
5	DN-1501-2000PL	SEL DatAnywhere PL	\$61.80	K	31%	\$42.64	\$0.0		\$0.00	\$0.00	\$0.00			VARONIS
5 5	DN-1501-2000TL DN-150K-PL	SEL DatAnywhere TL SEL DatAnywhere PL	\$24.75 \$35.40	K K	31% 31%	\$17.08 \$24.43	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			) VARONIS ) VARONIS
5	DN-150K-TL	SEL DatAnywhere TL	\$14.10	ĸ	31%	\$9.73	\$0.0		\$0.00	\$0.00	\$0.00			VARONIS
5	DN-2001-2500PL	SEL DatAnywhere PL	\$57.60	K	31%	\$39.74	\$0.0		\$0.00	\$0.00	\$0.00			VARONIS
5	DN-2001-2500TL DN-20K-35KPL	SEL DatAnywhere TL SEL DatAnywhere PL	\$23.10 \$39.60	K K	31% 31%	\$15.94 \$27.32	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			) VARONIS ) VARONIS
5	DN-20K-35KTL	SEL DatAnywhere TL	\$15.90	K	31%	\$10.97	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DN-2501-4000PL DN-2501-4000TL	SEL DatAnywhere PL SEL DatAnywhere TL	\$54.00 \$21.60	K K	31% 31%	\$37.26 \$14.90	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DN-251-500PL	SEL DatAnywhere PL	\$99.60	K	31%	\$68.72			\$0.00	\$0.00	\$0.00		Ψ0.00	VARONIS
5	DN-251-500TL	SEL DatAnywhere TL	\$39.90	K	31%	\$27.53	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DN-35K-50KPL DN-35K-50KTL	SEL DatAnywhere PL SEL DatAnywhere TL	\$38.40 \$15.30	K K	31% 31%	\$26.50 \$10.56	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DN-4001-6000PL	SEL DatAnywhere PL	\$50.40	ĸ	31%	\$34.78	\$0.0		\$0.00	\$0.00	\$0.00			VARONIS
5	DN-4001-6000TL	SEL DatAnywhere TL	\$20.10	K	31%	\$13.87	\$0.0		\$0.00	\$0.00	\$0.00			VARONIS
5 5	DN-501-750PL DN-501-750TL	SEL DatAnywhere PL SEL DatAnywhere TL	\$80.40 \$32.10	K K	31% 31%	\$55.48 \$22.15	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			) VARONIS ) VARONIS
5	DN-50K-100KPL	SEL DatAnywhere PL	\$37.20	K	31%	\$25.67	\$0.0		\$0.00	\$0.00	\$0.00			VARONIS
5	DN-50K-100KTL	SEL DatAnywhere TL	\$14.85	K K	31%	\$10.25	\$0.0		\$0.00	\$0.00	\$0.00			VARONIS
5 5	DN-51-100PL DN-51-100TL	SEL DatAnywhere PL SEL DatAnywhere TL	\$166.80 \$66.75	K K	31% 31%	\$115.09 \$46.06	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DN-6001-8000PL	SEL DatAnywhere PL	\$46.80	K	31%	\$32.29	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DN-6001-8000TL DN-751-1000PL	SEL DatAnywhere TL SEL DatAnywhere PL	\$18.75 \$74.40	K K	31% 31%	\$12.94 \$51.34	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DN-751-1000TL	SEL DatAnywhere TL	\$29.70	ĸ	31%	\$20.49	\$0.0		\$0.00	\$0.00	\$0.00			VARONIS
5	DN-8001-10KPL	SEL DatAnywhere PL	\$44.40	K	31%	\$30.64	\$0.0		\$0.00	\$0.00	\$0.00			VARONIS
5 5	DN-8001-10KTL DNI-PL	SEL DatAnywhere TL SEL DatAnywhere Instance Add-on PL	\$17.70 \$10,500.00	K K	31% 31%	\$12.21 \$7,245.00	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			) VARONIS ) VARONIS
5	DNI-TL	SEL DatAnywhere Instance Add-on TL	\$4,200.00	K	31%	\$2,898.00	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DNM-PL DNS-11-15PL	SEL DatAnywhere Mobile Editor PL	\$15.00	K K	31%	\$10.35 \$6.500.40	\$0.0		\$0.00 \$0.00	\$0.00	\$0.00			VARONIS VARONIS
5	DNS-11-15FL DNS-11-15TL	SEL DatAnywhere Server PL SEL DatAnywhere Server TL	\$8,099.25 \$3,239.70	K	31% 31%	\$5,588.48 \$2,235.39	\$0.0 \$0.0		\$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DNS-1-3PL	SEL DatAnywhere Server PL	\$10,500.00	K	31%	\$7,245.00	\$0.0		\$0.00	\$0.00	\$0.00			VARONIS VARONIS
5 5	DNS-1-3TL DNS-16-PL	SEL DatAnywhere Server TL SEL DatAnywhere Server PL	\$4,200.00 \$7,299.45	K K	31% 31%	\$2,898.00 \$5,036.62	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		Ψ0.00	) VARONIS ) VARONIS
5	DNS-16-TL	SEL DatAnywhere Server TL	\$2,919.75	K	31%	\$2,014.63	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DNS-4-5PL	SEL DatAnywhere Server PL	\$9,997.50	K	31%	\$6,898.28 \$2,750.21	\$0.0		\$0.00	\$0.00	\$0.00			VARONIS
5	DNS-4-5TL DNS-6-10PL	SEL DatAnywhere Server TL SEL DatAnywhere Server PL	\$3,999.00 \$8,998.50	K K	31% 31%	\$2,759.31 \$6,208.97	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			) VARONIS ) VARONIS
5	DNS-6-10TL	SEL DatAnywhere Server TL	\$3,599.40	K	31%	\$2,483.59	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DNX-0-50PL DNX-0-50TL	SEL DatAnywhere - Ext Users PL SEL DatAnywhere - Ext Users TL	\$119.40 \$47.70	K K	31% 31%	\$82.39 \$32.91	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			) VARONIS ) VARONIS
5		SEL DatAnywhere - Ext Users PL	\$34.20	ĸ	31%	\$23.60	\$0.0		\$0.00	\$0.00	\$0.00			VARONIS
5	DNX-1001-1500TL	SEL DatAnywhere - Ext Users TL	\$13.65	K	31%	\$9.42	\$0.0		\$0.00	\$0.00	\$0.00		\$0.00	VARONIS
5	DNX-100K-150KPL DNX-100K-150KTL	SEL DatAnywhere - Ext Users PL SEL DatAnywhere - Ext Users TL	\$18.00 \$7.20	K K	31% 31%	\$12.42 \$4.97	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			) VARONIS ) VARONIS
5	DNX-101-250PL	SEL DatAnywhere - Ext Users PL	\$65.40	K	31%	\$45.13	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DNX-101-250TL	SEL DatAnywhere - Ext Users TL	\$26.10	K	31%	\$18.01	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DNX-10K-20KPL DNX-10K-20KTL	SEL DatAnywhere - Ext Users PL SEL DatAnywhere - Ext Users TL	\$21.00 \$8.40	K K	31% 31%	\$14.49 \$5.80	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			) VARONIS ) VARONIS
5	DNX-1501-2000PL	SEL DatAnywhere - Ext Users PL	\$30.90	K	31%	\$21.32	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DNX-1501-2000TL	SEL DatAnywhere - Ext Users TL	\$12.30	K	31%	\$8.49	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DNX-150K-PL DNX-150K-TL	SEL DatAnywhere - Ext Users PL SEL DatAnywhere - Ext Users TL	\$17.70 \$7.05	K K	31% 31%	\$12.21 \$4.86	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DNX-2001-2500PL	SEL DatAnywhere - Ext Users PL	\$28.80	K	31%	\$19.87	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DNX-2001-2500TL DNX-20K-35KPL	SEL DatAnywhere - Ext Users TL	\$11.55	K	31%	\$7.97	\$0.0		\$0.00	\$0.00	\$0.00			VARONIS
5 5	DNX-20K-35KPL DNX-20K-35KTL	SEL DatAnywhere - Ext Users PL SEL DatAnywhere - Ext Users TL	\$19.80 \$7.95	K K	31% 31%	\$13.66 \$5.49	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DNX-2501-4000PL	SEL DatAnywhere - Ext Users PL	\$27.00	K	31%	\$18.63	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DNX-2501-4000TL	SEL DatAnywhere - Ext Users TL	\$10.80	K	31%	\$7.45	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS

						ı	NVP LEVEL 1								
BAND	sku		DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	DNX-251-500PL DNX-251-500TI	SEL DatAnywhere - Ext Users PL SEL DatAnywhere - Ext Users TL		\$49.80 \$19.95	K K	31% 31%	\$34.36 \$13.77	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DNX-35K-50KPL	SEL DatAnywhere - Ext Users PL		\$19.20	K	31%	\$13.25	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VARONIS
5 5	DNX-35K-50KTL DNX-4001-6000PL	SEL DatAnywhere - Ext Users TL SEL DatAnywhere - Ext Users PL		\$7.65 \$25.20	K K	31% 31%	\$5.28 \$17.39	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DNX-4001-6000TL	SEL DatAnywhere - Ext Users TL		\$10.05	ĸ	31%	\$6.93	\$0.0		\$0.00	\$0.00	\$0.00		\$0.00	VARONIS
5	DNX-501-750PL	SEL DatAnywhere - Ext Users PL		\$40.20	K	31%	\$27.74	\$0.0		\$0.00	\$0.00	\$0.00			VARONIS
5	DNX-501-750TL DNX-50K-100KPL	SEL DatAnywhere - Ext Users TL SEL DatAnywhere - Ext Users PL		\$16.05 \$18.60	K K	31% 31%	\$11.07 \$12.83	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DNX-50K-100KTL	SEL DatAnywhere - Ext Users TL		\$7.50	K	31%	\$5.18	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VARONIS
5	DNX-51-100PL DNX-51-100TL	SEL DatAnywhere - Ext Users PL SEL DatAnywhere - Ext Users TL		\$83.40 \$33.30	K K	31% 31%	\$57.55 \$22.98	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DNX-6001-8000PL	SEL DatAnywhere - Ext Users PL		\$23.40	K	31%	\$16.15	\$0.0			\$0.00	\$0.00			VARONIS
5	DNX-6001-8000TL	SEL DatAnywhere - Ext Users TL		\$9.30	K	31%	\$6.42	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00		VARONIS
5 5	DNX-751-1000PL DNX-751-1000TL	SEL DatAnywhere - Ext Users PL SEL DatAnywhere - Ext Users TL		\$37.20 \$14.85	K K	31% 31%	\$25.67 \$10.25	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DNX-8001-10KPL	SEL DatAnywhere - Ext Users PL		\$22.20	ĸ	31%	\$15.32	\$0.0		\$0.00	\$0.00	\$0.00			VARONIS
5	DNX-8001-10KTL DP-0-50PL	SEL DatAnywhere - Ext Users TL SEL DataPrivilege PL		\$8.85 \$194.10	K K	31% 31%	\$6.11 \$133.93	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5 5	DP-0-50TL	SEL DataPrivilege PL SEL DataPrivilege TL		\$194.10 \$77.55	K	31%	\$53.51	\$0.0			\$0.00	\$0.00			VARONIS
5	DP-1001-1500PL	SEL DataPrivilege PL		\$55.65	K	31%	\$38.40	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00		VARONIS
5 5	DP-1001-1500TL DP-100K-150KPL	SEL DataPrivilege TL SEL DataPrivilege PL		\$22.20 \$29.25	K K	31% 31%	\$15.32 \$20.18	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DP-100K-150KTL	SEL DataPrivilege TL		\$11.70	ĸ	31%	\$8.07	\$0.0			\$0.00	\$0.00			VARONIS
5	DP-101-250PL	SEL DataPrivilege PL		\$106.35	K	31%	\$73.38	\$0.0			\$0.00	\$0.00			VARONIS
5 5	DP-101-250TL DP-10K-20KPL	SEL DataPrivilege TL SEL DataPrivilege PL		\$42.45 \$34.20	K K	31% 31%	\$29.29 \$23.60	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DP-10K-20KTL	SEL DataPrivilege TL		\$13.65	K	31%	\$9.42	\$0.0			\$0.00	\$0.00		\$0.00	VARONIS
5	DP-1501-2000PL DP-1501-2000TL	SEL DataPrivilege PL SEL DataPrivilege TL		\$50.25 \$20.10	K K	31% 31%	\$34.67 \$13.87	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DP-150K-PL	SEL DataPrivilege PL		\$28.80	K	31%	\$19.87	\$0.0		\$0.00	\$0.00	\$0.00			VARONIS
5	DP-150K-TL	SEL DataPrivilege TL		\$11.55	K	31%	\$7.97	\$0.0		\$0.00	\$0.00	\$0.00			VARONIS
5 5	DP-2001-2500PL DP-2001-2500TL	SEL DataPrivilege PL SEL DataPrivilege TL		\$46.80 \$18.75	K K	31% 31%	\$32.29 \$12.94	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DP-20K-35KPL	SEL DataPrivilege PL		\$32.25	K	31%	\$22.25	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VARONIS
5	DP-20K-35KTL DP-2501-4000PL	SEL DataPrivilege TL		\$12.90 \$43.95	K K	31% 31%	\$8.90 \$30.33	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DP-2501-4000FL	SEL DataPrivilege PL SEL DataPrivilege TL		\$43.95 \$17.55	K	31%	\$30.33 \$12.11	\$0.0			\$0.00	\$0.00			VARONIS
5	DP-251-500PL	SEL DataPrivilege PL		\$81.00	K	31%	\$55.89	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DP-251-500TL DP-35K-50KPL	SEL DataPrivilege TL SEL DataPrivilege PL		\$32.40 \$31.20	K K	31% 31%	\$22.36 \$21.53	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DP-35K-50KTL	SEL DataPrivilege TL		\$12.45	ĸ	31%	\$8.59	\$0.0		\$0.00	\$0.00	\$0.00		\$0.00	VARONIS
5	DP-4001-6000PL DP-4001-6000TL	SEL DataPrivilege PL SEL DataPrivilege TL		\$40.95 \$16.35	K K	31% 31%	\$28.26 \$11.28	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DP-501-750PL	SEL DataPrivilege TL SEL DataPrivilege PL		\$65.40	K	31%	\$45.13	\$0.0			\$0.00	\$0.00			VARONIS
5	DP-501-750TL	SEL DataPrivilege TL		\$26.10	K	31%	\$18.01	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VARONIS
5	DP-50K-100KPL DP-50K-100KTL	SEL DataPrivilege PL SEL DataPrivilege TL		\$30.30 \$12.15	K K	31% 31%	\$20.91 \$8.38	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DP-51-100PL	SEL DataPrivilege PL		\$135.60	ĸ	31%	\$93.56	\$0.0			\$0.00	\$0.00			VARONIS
5	DP-51-100TL	SEL DataPrivilege TL		\$54.15 \$38.10	K	31% 31%	\$37.36	\$0.0			\$0.00	\$0.00			VARONIS VARONIS
5	DP-6001-8000PL DP-6001-8000TL	SEL DataPrivilege PL SEL DataPrivilege TL		\$38.10 \$15.15	K K	31%	\$26.29 \$10.45	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DP-751-1000PL	SEL DataPrivilege PL		\$60.45	K	31%	\$41.71	\$0.0	0 \$0.00		\$0.00	\$0.00	0 \$0.00	\$0.00	VARONIS
5 5	DP-751-1000TL DP-8001-10KPL	SEL DataPrivilege TL SEL DataPrivilege PL		\$24.15 \$36.15	K K	31% 31%	\$16.66 \$24.94	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DP-8001-10KTL	SEL DataPrivilege TL		\$14.40	ĸ	31%	\$9.94	\$0.0		\$0.00	\$0.00	\$0.00		\$0.00	VARONIS
5	DPS-0-50PL	SEL DataPrivilege for SharePoint P		\$194.10	K	31%	\$133.93	\$0.0		\$0.00	\$0.00	\$0.00			VARONIS
5	DPS-0-50TL DPS-1001-1500PL	SEL DataPrivilege for SharePoint T SEL DataPrivilege for SharePoint P		\$77.55 \$55.65	K K	31% 31%	\$53.51 \$38.40	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DPS-1001-1500TL	SEL DataPrivilege for SharePoint T		\$22.20	K	31%	\$15.32	\$0.0			\$0.00	\$0.00			VARONIS
5 5	DPS-100K-150KPL DPS-100K-150KTL	SEL DataPrivilege for SharePoint P SEL DataPrivilege for SharePoint T		\$29.25 \$11.70	K K	31% 31%	\$20.18 \$8.07	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DPS-101-250PL	SEL DataPrivilege for SharePoint P	L	\$106.35	ĸ	31%	\$73.38	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VARONIS
5	DPS-101-250TL DPS-10K-20KPL	SEL DataPrivilege for SharePoint T SEL DataPrivilege for SharePoint P		\$42.45 \$34.20	K K	31% 31%	\$29.29 \$23.60	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DPS-10K-20KFL	SEL DataPrivilege for SharePoint T	L	\$34.20 \$13.65	K	31%	\$9.42	\$0.0		\$0.00	\$0.00	\$0.00		\$0.00	VARONIS
5	DPS-1501-2000PL	SEL DataPrivilege for SharePoint P		\$50.25	K	31%	\$34.67	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VARONIS
5 5	DPS-1501-2000TL DPS-150K-PL	SEL DataPrivilege for SharePoint T SEL DataPrivilege for SharePoint P		\$20.10 \$28.80	K K	31% 31%	\$13.87 \$19.87	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DPS-150K-TL	SEL DataPrivilege for SharePoint T	L	\$11.55	K	31%	\$7.97	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VARONIS
5	DPS-2001-2500PL DPS-2001-2500TI	SEL DataPrivilege for SharePoint P SEL DataPrivilege for SharePoint T		\$46.80 \$18.75	K K	31% 31%	\$32.29 \$12.94	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DPS-20K-35KPL	SEL DataPrivilege for SharePoint P		\$32.25	K	31%	\$22.25	\$0.0			\$0.00	\$0.00			VARONIS
5	DPS-20K-35KTL	SEL DataPrivilege for SharePoint T	L	\$12.90	K	31%	\$8.90	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00		VARONIS
5 5	DPS-2501-4000PL DPS-2501-4000TL	SEL DataPrivilege for SharePoint F SEL DataPrivilege for SharePoint T		\$43.95 \$17.55	K K	31% 31%	\$30.33 \$12.11	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DPS-251-500PL	SEL DataPrivilege for SharePoint P	L	\$81.00	ĸ	31%	\$55.89	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VARONIS
5	DPS-251-500TL DPS-35K-50KPL	SEL DataPrivilege for SharePoint T SEL DataPrivilege for SharePoint P		\$32.40 \$31.20	K K	31% 31%	\$22.36 \$21.53	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DPS-35K-50KPL DPS-35K-50KTL	SEL DataPrivilege for SharePoint F SEL DataPrivilege for SharePoint T		\$31.20 \$12.45	K	31%	\$21.53 \$8.59				\$0.00	\$0.00			VARONIS VARONIS
5	DPS-4001-6000PL	SEL DataPrivilege for SharePoint P	L	\$40.95	K	31%	\$28.26	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VARONIS
5 5	DPS-4001-6000TL DPS-501-750PL	SEL DataPrivilege for SharePoint T SEL DataPrivilege for SharePoint P		\$16.35 \$65.40	K K	31% 31%	\$11.28 \$45.13	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DPS-501-750TL	SEL DataPrivilege for SharePoint T	L	\$26.10	K	31%	\$18.01	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VARONIS
5	DPS-50K-100KPL	SEL DataPrivilege for SharePoint P SEL DataPrivilege for SharePoint T		\$30.30	K	31%	\$20.91	\$0.0			\$0.00	\$0.00			VARONIS VARONIS
5 5	DPS-50K-100KTL DPS-51-100PL	SEL DataPrivilege for SharePoint I SEL DataPrivilege for SharePoint P		\$12.15 \$135.60	K K	31% 31%	\$8.38 \$93.56	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DPS-51-100TL	SEL DataPrivilege for SharePoint T	L	\$54.15	K	31%	\$37.36	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VARONIS
5 5	DPS-6001-8000PL DPS-6001-8000TL	SEL DataPrivilege for SharePoint P SEL DataPrivilege for SharePoint T		\$38.10 \$15.15	K K	31% 31%	\$26.29 \$10.45	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DPS-751-1000PL	SEL DataPrivilege for SharePoint P	L	\$60.45	K	31%	\$41.71	\$0.0	0 \$0.00		\$0.00	\$0.00		\$0.00	VARONIS
5	DPS-751-1000TL	SEL DataPrivilege for SharePoint T	L	\$24.15	K	31%	\$16.66	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VARONIS
5	DPS-8001-10KPL	SEL DataPrivilege for SharePoint P	'L	\$36.15	K	31%	\$24.94	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VARONIS

					N	VP LEVEL 1								
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	DPS-8001-10KTL DR-PL	SEL DataPrivilege for SharePoint TL SEL Disaster Recovery Add-on PL	\$14.40 \$15,000.00	K	31% 31%	\$9.94 \$10,350.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DR-TL	SEL Disaster Recovery Add-on TL	\$6,000.00	ĸ	31%	\$4,140.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DTE-0-50PL DTE-0-50TL	SEL Data Transport Engine PL SEL Data Transport Engine TL	\$179.10 \$71.70	K K	31% 31%	\$123.58 \$49.47	\$0.00 \$0.00							VARONIS VARONIS
5	DTE-1001-1500PL	SEL Data Transport Engine PL	\$51.30	K	31%	\$35.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DTE-1001-1500TL DTE-100K-150KPL	SEL Data Transport Engine TL SEL Data Transport Engine PL	\$20.55 \$27.00	K K	31% 31%	\$14.18 \$18.63	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DTE-100K-150KTL	SEL Data Transport Engine TL	\$10.80	K	31%	\$7.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DTE-101-250PL DTE-101-250TL	SEL Data Transport Engine PL SEL Data Transport Engine TL	\$98.10 \$39.30	K K	31% 31%	\$67.69 \$27.12			\$0.00 \$0.00					VARONIS VARONIS
5	DTE-10K-20KPL	SEL Data Transport Engine PL	\$31.50	K	31%	\$21.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DTE-10K-20KTL DTE-1501-2000PL	SEL Data Transport Engine TL SEL Data Transport Engine PL	\$12.60 \$46.35	K K	31% 31%	\$8.69 \$31.98	\$0.00 \$0.00							VARONIS VARONIS
5	DTE-1501-2000TL	SEL Data Transport Engine TL	\$18.60	ĸ	31%	\$12.83	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DTE-150K-PL DTE-150K-TL	SEL Data Transport Engine PL SEL Data Transport Engine TL	\$26.55 \$10.65	K K	31% 31%	\$18.32 \$7.35	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DTE-2001-2500PL	SEL Data Transport Engine PL	\$43.20	K	31%	\$29.81	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DTE-2001-2500TL DTE-20K-35KPL	SEL Data Transport Engine TL SEL Data Transport Engine PL	\$17.25 \$29.70	K K	31% 31%	\$11.90 \$20.49	\$0.00 \$0.00							VARONIS VARONIS
5	DTE-20K-35KTL	SEL Data Transport Engine TL	\$11.85	K	31%	\$8.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		SEL Data Transport Engine PL SEL Data Transport Engine TL	\$40.50 \$16.20	K K	31% 31%	\$27.95 \$11.18	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DTE-251-500PL	SEL Data Transport Engine PL	\$74.70	K	31%	\$51.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DTE-251-500TL DTE-35K-50KPL	SEL Data Transport Engine TL SEL Data Transport Engine PL	\$29.85 \$28.80	K K	31% 31%	\$20.60 \$19.87	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DTE-35K-50KTL	SEL Data Transport Engine PL SEL Data Transport Engine TL	\$20.00 \$11.55	K	31%	\$7.97	\$0.00		\$0.00					VARONIS
5 5	DTE-4001-6000PL DTE-4001-6000TL	SEL Data Transport Engine PL SEL Data Transport Engine TL	\$37.80 \$15.15	K K	31% 31%	\$26.08 \$10.45	\$0.00 \$0.00							VARONIS VARONIS
5	DTE-501-750PL	SEL Data Transport Engine PL	\$60.30	K	31%	\$41.61	\$0.00							VARONIS
5 5	DTE-501-750TL DTE-50K-100KPI	SEL Data Transport Engine TL	\$24.15	K K	31% 31%	\$16.66	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DTE-50K-100KPL	SEL Data Transport Engine PL SEL Data Transport Engine TL	\$27.90 \$11.10	K	31%	\$19.25 \$7.66	\$0.00							VARONIS
5	DTE-51-100PL	SEL Data Transport Engine PL	\$125.10	K	31%	\$86.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS VARONIS
5	DTE-51-100TL DTE-6001-8000PL	SEL Data Transport Engine TL SEL Data Transport Engine PL	\$50.10 \$35.10	K K	31% 31%	\$34.57 \$24.22	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS
5	DTE-6001-8000TL	SEL Data Transport Engine TL	\$14.10	K	31%	\$9.73	\$0.00		\$0.00	\$0.00	\$0.00			VARONIS
5 5	DTE-751-1000PL DTE-751-1000TL	SEL Data Transport Engine PL SEL Data Transport Engine TL	\$55.80 \$22.35	K K	31% 31%	\$38.50 \$15.42	\$0.00 \$0.00							VARONIS VARONIS
5	DTE-8001-10KPL	SEL Data Transport Engine PL	\$33.30	K	31%	\$22.98	\$0.00							VARONIS
5 5	DTE-8001-10KTL DW-0-50PL	SEL Data Transport Engine TL SEL DATANSWERS - WIN PL	\$13.35 \$298.50	K K	31% 31%	\$9.21 \$205.97	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DW-0-50TL	SEL DATANSWERS - WIN TL	\$119.40	K	31%	\$82.39	\$0.00	\$0.00						VARONIS
5 5	DW-1001-1500PL DW-1001-1500TL	SEL DATANSWERS - WIN PL SEL DATANSWERS - WIN TL	\$85.50 \$34.20	K K	31% 31%	\$59.00 \$23.60	\$0.00 \$0.00							VARONIS VARONIS
5	DW-100K-150KPL	SEL DATANSWERS - WIN PL	\$45.00	K	31%	\$31.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DW-100K-150KTL DW-101-250PL	SEL DATANSWERS - WIN TL SEL DATANSWERS - WIN PL	\$18.00 \$163.50	K K	31% 31%	\$12.42 \$112.82	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			VARONIS VARONIS
5	DW-101-250TL	SEL DATANSWERS - WIN TL	\$65.40	K	31%	\$45.13	\$0.00	\$0.00	\$0.00	\$0.00				VARONIS
5	DW-10K-20KPL DW-10K-20KTL	SEL DATANSWERS - WIN PL SEL DATANSWERS - WIN TL	\$52.50 \$21.00	K K	31% 31%	\$36.23 \$14.49	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DW-1501-2000PL	SEL DATANSWERS - WIN PL	\$77.25	K	31%	\$53.30	\$0.00		\$0.00	\$0.00	\$0.00			VARONIS
5 5	DW-1501-2000TL DW-150K-PL	SEL DATANSWERS - WIN TL SEL DATANSWERS - WIN PL	\$30.90 \$44.25	K K	31% 31%	\$21.32 \$30.53	\$0.00 \$0.00							VARONIS VARONIS
5	DW-150K-TL	SEL DATANSWERS - WIN TL	\$17.70	K	31%	\$12.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DW-2001-2500PL DW-2001-2500TL	SEL DATANSWERS - WIN PL SEL DATANSWERS - WIN TL	\$72.00 \$28.80	K K	31% 31%	\$49.68 \$19.87	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			VARONIS VARONIS
5	DW-20K-35KPL	SEL DATANSWERS - WIN PL	\$49.50	K	31%	\$34.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	VARONIS
5 5	DW-20K-35KTL DW-2501-4000PL	SEL DATANSWERS - WIN TL SEL DATANSWERS - WIN PL	\$19.80 \$67.50	K K	31% 31%	\$13.66 \$46.58	\$0.00 \$0.00							VARONIS VARONIS
5	DW-2501-4000TL	SEL DATANSWERS - WIN TL	\$27.00	K	31%	\$18.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DW-251-500PL DW-251-500TL	SEL DATANSWERS - WIN PL SEL DATANSWERS - WIN TL	\$124.50 \$49.80	K K	31% 31%	\$85.91 \$34.36	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			VARONIS VARONIS
5	DW-35K-50KPL	SEL DATANSWERS - WIN PL	\$48.00	K	31%	\$33.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DW-35K-50KTL DW-4001-6000PL	SEL DATANSWERS - WIN TL SEL DATANSWERS - WIN PL	\$19.20 \$63.00	K K	31% 31%	\$13.25 \$43.47	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DW-4001-6000TL	SEL DATANSWERS - WIN TL	\$25.20	K	31%	\$17.39	\$0.00				\$0.00	\$0.00	\$0.00	VARONIS
5 5	DW-501-750PL DW-501-750TL	SEL DATANSWERS - WIN PL SEL DATANSWERS - WIN TL	\$100.50 \$40.20	K K	31% 31%	\$69.35 \$27.74	\$0.00 \$0.00							VARONIS VARONIS
5	DW-50K-100KPL	SEL DATANSWERS - WIN PL	\$46.50	K	31%	\$32.09	\$0.00							VARONIS
5 5	DW-50K-100KTL DW-51-100PL	SEL DATANSWERS - WIN TL SEL DATANSWERS - WIN PL	\$18.60 \$208.50	K K	31% 31%	\$12.83 \$143.87	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DW-51-100TL	SEL DATANSWERS - WIN TL	\$83.40	K	31%	\$57.55	\$0.00	\$0.00	\$0.00	\$0.00			\$0.00	VARONIS
5 5	DW-6001-8000PL DW-6001-8000TL	SEL DATANSWERS - WIN PL SEL DATANSWERS - WIN TL	\$58.50 \$23.40	K K	31% 31%	\$40.37 \$16.15	\$0.00 \$0.00							VARONIS VARONIS
5	DW-751-1000PL	SEL DATANSWERS - WIN PL	\$93.00	K	31%	\$64.17	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DW-751-1000TL DW-8001-10KPL	SEL DATANSWERS - WIN TL SEL DATANSWERS - WIN PL	\$37.20 \$55.50	K K	31% 31%	\$25.67 \$38.30	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DW-8001-10KTL	SEL DATANSWERS - WIN TL	\$22.20	ĸ	31%	\$15.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DWOD-0-50PL DWOD-0-50TL	SEL DATANSWERS - OD PL SEL DATANSWERS - OD TL	\$298.50 \$119.40	K K	31% 31%	\$205.97 \$82.39	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DWOD-1001-1500PL	SEL DATANSWERS - OD PL	\$85.50	K	31%	\$59.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DWOD-1001-1500TL	SEL DATANSWERS - OD TL SEL DATANSWERS - OD PL	\$34.20 \$45.00	K K	31% 31%	\$23.60 \$31.05								VARONIS VARONIS
5	DWOD-100K-150KTL	SEL DATANSWERS - OD TL	\$18.00	K	31%	\$12.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		SEL DATANSWERS - OD PL SEL DATANSWERS - OD TL	\$163.50 \$65.40	K	31% 31%	\$112.82 \$45.13	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DWOD-10K-20KPL	SEL DATANSWERS - OD PL	\$52.50	K	31%	\$36.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		SEL DATANSWERS - OD TL SEL DATANSWERS - OD PL	\$21.00 \$77.25	K	31% 31%	\$14.49 \$53.30			\$0.00 \$0.00					VARONIS VARONIS
5	DWOD-1501-2000TL	SEL DATANSWERS - OD TL	\$30.90	ĸ	31%	\$21.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		SEL DATANSWERS - OD PL SEL DATANSWERS - OD TL	\$44.25 \$17.70	K K	31% 31%	\$30.53 \$12.21	\$0.00 \$0.00							VARONIS VARONIS
5	PAAOD-190K-1F	OLL DATAROWERS - OD TE	\$17.70	IX.	J 170	\$12.21	φυ.υι	, \$0.00	φυ.00	\$0.00	\$U.UU	\$0.00	\$U.UU	VALCINIO

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BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5		SEL DATANSWERS - OD PL SEL DATANSWERS - OD TL	\$72.00 \$28.80	K K	31% 31%	\$49.68 \$19.87	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5		SEL DATANSWERS - OD PL SEL DATANSWERS - OD TL	\$49.50	K	31%	\$34.16			\$0.00	\$0.00	\$0.00			VARONIS VARONIS
5		SEL DATANSWERS - OD TL SEL DATANSWERS - OD PL	\$19.80 \$67.50	K K	31% 31%	\$13.66 \$46.58	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5		SEL DATANSWERS - OD TL	\$27.00	K	31%	\$18.63	\$0.00		\$0.00	\$0.00	\$0.00			VARONIS
5		SEL DATANSWERS - OD PL SEL DATANSWERS - OD TL	\$124.50 \$49.80	K K	31% 31%	\$85.91 \$34.36	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DWOD-35K-50KPL	SEL DATANSWERS - OD PL	\$48.00	K	31%	\$33.12	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5		SEL DATANSWERS - OD TL SEL DATANSWERS - OD PL	\$19.20 \$63.00	K K	31% 31%	\$13.25 \$43.47	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DWOD-4001-6000TL	SEL DATANSWERS - OD TL	\$25.20	K	31%	\$17.39	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		SEL DATANSWERS - OD PL SEL DATANSWERS - OD TL	\$100.50 \$40.20	K K	31% 31%	\$69.35 \$27.74	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DWOD-50K-100KPL	SEL DATANSWERS - OD PL	\$46.50	ĸ	31%	\$32.09	\$0.00		\$0.00	\$0.00	\$0.00		\$0.00	VARONIS
5		SEL DATANSWERS - OD TL SEL DATANSWERS - OD PL	\$18.60 \$208.50	K K	31% 31%	\$12.83 \$143.87	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5		SEL DATANSWERS - OD TL	\$83.40	ĸ	31%	\$57.55	\$0.00		\$0.00	\$0.00	\$0.00			VARONIS
5		SEL DATANSWERS - OD PL SEL DATANSWERS - OD TL	\$58.50 \$23.40	K K	31% 31%	\$40.37 \$16.15	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00	VARONIS VARONIS
5		SEL DATANSWERS - OD PL	\$93.00	K	31%	\$64.17	\$0.00		\$0.00	\$0.00	\$0.00			VARONIS
5		SEL DATANSWERS - OD TL	\$37.20	K	31%	\$25.67	\$0.00		\$0.00	\$0.00	\$0.00			VARONIS
5		SEL DATANSWERS - OD PL SEL DATANSWERS - OD TL	\$55.50 \$22.20	K K	31% 31%	\$38.30 \$15.32	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DWOS-0-50PL	SEL DATANSWERS - OD & SPOL PL	\$447.75	K	31%	\$308.95	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DWOS-0-50TL DWOS-1001-1500PI	SEL DATANSWERS - OD & SPOL TL SEL DATANSWERS - OD & SPOL PL	\$179.10 \$128.25	K K	31% 31%	\$123.58 \$88.49	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DWOS-1001-1500TL	SEL DATANSWERS - OD & SPOL TL	\$51.30	K	31%	\$35.40	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		SEL DATANSWERS - OD & SPOL PL SEL DATANSWERS - OD & SPOL TL	\$67.50 \$27.00	K K	31% 31%	\$46.58 \$18.63	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5		SEL DATANSWERS - OD & SPOL PL	\$245.25	ĸ	31%	\$169.22	\$0.00		\$0.00	\$0.00	\$0.00		\$0.00	VARONIS
5		SEL DATANSWERS - OD & SPOL TL SEL DATANSWERS - OD & SPOL PL	\$98.10 \$78.75	K K	31% 31%	\$67.69 \$54.34	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		Ψ0.00	VARONIS VARONIS
5		SEL DATANSWERS - OD & SPOL FL	\$31.50	K	31%	\$21.74	\$0.00		\$0.00	\$0.00	\$0.00			VARONIS
5		SEL DATANSWERS - OD & SPOL PL SEL DATANSWERS - OD & SPOL TL	\$115.95 \$46.35	K	31% 31%	\$80.01 \$31.98	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5		SEL DATANSWERS - OD & SPOL TE SEL DATANSWERS - OD & SPOL PL	\$66.45	K K	31%	\$31.96 \$45.85	\$0.00		\$0.00	\$0.00	\$0.00			VARONIS
5	DWOS-150K-TL	SEL DATANSWERS - OD & SPOL TL	\$26.55	K	31%	\$18.32	\$0.00		\$0.00	\$0.00	\$0.00			VARONIS
5		SEL DATANSWERS - OD & SPOL PL SEL DATANSWERS - OD & SPOL TL	\$108.00 \$43.20	K K	31% 31%	\$74.52 \$29.81	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5		SEL DATANSWERS - OD & SPOL PL	\$74.25	K	31%	\$51.23	\$0.00		\$0.00	\$0.00	\$0.00			VARONIS
5 5		SEL DATANSWERS - OD & SPOL TL SEL DATANSWERS - OD & SPOL PL	\$29.70 \$101.25	K K	31% 31%	\$20.49 \$69.86	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		Ψ0.00	VARONIS VARONIS
5	DWOS-2501-4000TL	SEL DATANSWERS - OD & SPOL TL	\$40.50	K	31%	\$27.95	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		SEL DATANSWERS - OD & SPOL PL SEL DATANSWERS - OD & SPOL TL	\$186.75 \$74.70	K K	31% 31%	\$128.86 \$51.54	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DWOS-35K-50KPL	SEL DATANSWERS - OD & SPOL PL	\$72.00	K	31%	\$49.68	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		SEL DATANSWERS - OD & SPOL TL SEL DATANSWERS - OD & SPOL PL	\$28.80 \$94.50	K K	31% 31%	\$19.87 \$65.21	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DWOS-4001-6000TL	SEL DATANSWERS - OD & SPOL TL	\$37.80	K	31%	\$26.08	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		SEL DATANSWERS - OD & SPOL PL SEL DATANSWERS - OD & SPOL TL	\$150.75 \$60.30	K K	31% 31%	\$104.02 \$41.61	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5		SEL DATANSWERS - OD & SPOL PL	\$69.75	ĸ	31%	\$48.13			\$0.00	\$0.00	\$0.00			VARONIS
5 5		SEL DATANSWERS - OD & SPOL TL SEL DATANSWERS - OD & SPOL PL	\$27.90 \$312.75	K K	31% 31%	\$19.25 \$215.80	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5		SEL DATANSWERS - OD & SPOL FL	\$125.10	K	31%	\$86.32	\$0.00		\$0.00	\$0.00	\$0.00			VARONIS
5		SEL DATANSWERS - OD & SPOL PL SEL DATANSWERS - OD & SPOL TL	\$87.75 \$35.10	K K	31% 31%	\$60.55 \$24.22	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5 5		SEL DATANSWERS - OD & SPOL TE SEL DATANSWERS - OD & SPOL PL	\$139.50	ĸ	31%	\$24.22 \$96.26	\$0.00			\$0.00	\$0.00			VARONIS
5		SEL DATANSWERS - OD & SPOL TL	\$55.80	K	31%	\$38.50	\$0.00		\$0.00	\$0.00	\$0.00			VARONIS
5 5		SEL DATANSWERS - OD & SPOL PL SEL DATANSWERS - OD & SPOL TL	\$83.25 \$33.30	K K	31% 31%	\$57.44 \$22.98	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DWS-0-50PL	SEL DATANSWERS - SP PL	\$298.50	K	31%	\$205.97	\$0.00		\$0.00	\$0.00	\$0.00			VARONIS
5 5	DWS-0-50TL DWS-1001-1500PL	SEL DATANSWERS - SP TL SEL DATANSWERS - SP PL	\$119.40 \$85.50	K K	31% 31%	\$82.39 \$59.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5		SEL DATANSWERS - SP TL	\$34.20	K	31%	\$23.60	\$0.00		\$0.00	\$0.00	\$0.00			VARONIS
5 5		SEL DATANSWERS - SP PL SEL DATANSWERS - SP TL	\$45.00 \$18.00	K K	31% 31%	\$31.05 \$12.42	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DWS-101-250PL	SEL DATANSWERS - SP PL	\$163.50	K	31%	\$112.82	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DWS-101-250TL DWS-10K-20KPI	SEL DATANSWERS - SP TL SEL DATANSWERS - SP PL	\$65.40 \$52.50	K K	31% 31%	\$45.13 \$36.23	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DWS-10K-20KTL	SEL DATANSWERS - SP TL	\$21.00	K	31%	\$14.49	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5		SEL DATANSWERS - SP PL SEL DATANSWERS - SP TL	\$77.25 \$30.90	K K	31% 31%	\$53.30 \$21.32	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DWS-150K-PL	SEL DATANSWERS - SP PL	\$44.25	ĸ	31%	\$30.53	\$0.00		\$0.00	\$0.00	\$0.00		\$0.00	VARONIS
5 5	DWS-150K-TL	SEL DATANSWERS - SP TL SEL DATANSWERS - SP PL	\$17.70 \$72.00	K K	31% 31%	\$12.21 \$49.68	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5		SEL DATANSWERS - SP TL	\$28.80	K	31%	\$49.66 \$19.87	\$0.00		\$0.00	\$0.00	\$0.00			VARONIS
5		SEL DATANSWERS - SP PL	\$49.50	K	31%	\$34.16			\$0.00	\$0.00	\$0.00			VARONIS
5		SEL DATANSWERS - SP TL SEL DATANSWERS - SP PL	\$19.80 \$67.50	K K	31% 31%	\$13.66 \$46.58	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DWS-2501-4000TL	SEL DATANSWERS - SP TL	\$27.00	K	31%	\$18.63	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DWS-251-500PL DWS-251-500TL	SEL DATANSWERS - SP PL SEL DATANSWERS - SP TL	\$124.50 \$49.80	K K	31% 31%	\$85.91 \$34.36	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DWS-35K-50KPL	SEL DATANSWERS - SP PL	\$48.00	K	31%	\$33.12	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5		SEL DATANSWERS - SP TL SEL DATANSWERS - SP PL	\$19.20 \$63.00	K K	31% 31%	\$13.25 \$43.47	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DWS-4001-6000TL	SEL DATANSWERS - SP TL	\$25.20	K	31%	\$17.39	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5		SEL DATANSWERS - SP PL SEL DATANSWERS - SP TL	\$100.50 \$40.20	K K	31% 31%	\$69.35 \$27.74	\$0.00 \$0.00	0 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00		VARONIS VARONIS
5	DWS-50K-100KPL	SEL DATANSWERS - SP PL	\$46.50	K	31%	\$32.09	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DWS-50K-100KTL	SEL DATANSWERS - SP TL SEL DATANSWERS - SP PL	\$18.60	K K	31%	\$12.83	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DWS-51-100PL	SEL DATANOWERS - SP PL	\$208.50	ĸ	31%	\$143.87	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS

					N	VP LEVEL 1								
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	DWS-51-100TL DWS-6001-8000PL	SEL DATANSWERS - SP TL SEL DATANSWERS - SP PL	\$83.40 \$58.50	K K	31% 31%	\$57.55 \$40.37	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5 5	DWS-6001-8000TL DWS-751-1000PL	SEL DATANSWERS - SP TL	\$23.40	K	31%	\$16.15 \$64.17				\$0.00				VARONIS VARONIS
5		SEL DATANSWERS - SP PL SEL DatAnswers - SP TL	\$93.00 \$37.20	ĸ	31% 31%	\$25.67	\$0.00 \$0.00			\$0.00 \$0.00				VARONIS
5 5	DWS-8001-10KPL DWS-8001-10KTI	SEL DATANSWERS - SP PL SEL DATANSWERS - SP TL	\$55.50 \$22.20	K	31% 31%	\$38.30 \$15.32	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DWSO-0-50PL	SEL DATANSWERS - SPOL PL	\$298.50	K	31%	\$205.97	\$0.00			\$0.00				VARONIS
5 5	DWSO-0-50TL	SEL DATANSWERS - SPOL TL SEL DATANSWERS - SPOL PL	\$119.40 \$85.50		31% 31%	\$82.39 \$59.00	\$0.00 \$0.00			\$0.00 \$0.00				VARONIS VARONIS
5		SEL DATANSWERS - SPOL TL	\$34.20	K	31%	\$23.60	\$0.00		\$0.00	\$0.00	\$0.00			VARONIS
5 5		SEL DATANSWERS - SPOL PL SEL DATANSWERS - SPOL TL	\$45.00 \$18.00	K K	31% 31%	\$31.05 \$12.42	\$0.00 \$0.00			\$0.00 \$0.00				VARONIS VARONIS
5	DWSO-101-250PL	SEL DATANSWERS - SPOL PL	\$163.50	K	31%	\$112.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5		SEL DATANSWERS - SPOL TL SEL DATANSWERS - SPOL PL	\$65.40 \$52.50	K	31% 31%	\$45.13 \$36.23	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DWSO-10K-20KTL	SEL DATANSWERS - SPOL TL	\$21.00	ĸ	31%	\$14.49	\$0.00			\$0.00			\$0.00	VARONIS
5		SEL DATANSWERS - SPOL PL SEL DATANSWERS - SPOL TL	\$77.25 \$30.90	K	31% 31%	\$53.30 \$21.32	\$0.00 \$0.00			\$0.00 \$0.00				VARONIS VARONIS
5	DWSO-150K-PL	SEL DATANSWERS - SPOL PL	\$44.25	K	31%	\$30.53	\$0.00			\$0.00	\$0.00		\$0.00	VARONIS
5 5	DWSO-150K-TL	SEL DATANSWERS - SPOL TL SEL DATANSWERS - SPOL PL	\$17.70 \$72.00	K	31% 31%	\$12.21 \$49.68	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DWSO-2001-2500TL	SEL DATANSWERS - SPOL TL	\$28.80	K	31%	\$19.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		SEL DATANSWERS - SPOL PL SEL DATANSWERS - SPOL TL	\$49.50 \$19.80	K	31% 31%	\$34.16 \$13.66	\$0.00 \$0.00			\$0.00 \$0.00				VARONIS VARONIS
5	DWSO-2501-4000PL	SEL DATANSWERS - SPOL PL	\$67.50	K	31%	\$46.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DWSO-2501-4000TL DWSO-251-500PL	SEL DATANSWERS - SPOL TL SEL DATANSWERS - SPOL PL	\$27.00 \$124.50	K K	31% 31%	\$18.63 \$85.91	\$0.00 \$0.00			\$0.00 \$0.00				VARONIS VARONIS
5	DWSO-251-500TL	SEL DATANSWERS - SPOL TL	\$49.80	K	31%	\$34.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		SEL DATANSWERS - SPOL PL SEL DATANSWERS - SPOL TL	\$48.00 \$19.20	K	31% 31%	\$33.12 \$13.25	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DWSO-4001-6000PL	SEL DATANSWERS - SPOL PL	\$63.00	ĸ	31%	\$43.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		SEL DATANSWERS - SPOL TL SEL DATANSWERS - SPOL PL	\$25.20 \$100.50	K	31% 31%	\$17.39 \$69.35	\$0.00 \$0.00			\$0.00 \$0.00				VARONIS VARONIS
5	DWSO-501-750TL	SEL DATANSWERS - SPOL TL	\$40.20	ĸ	31%	\$27.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		SEL DATANSWERS - SPOL PL SEL DATANSWERS - SPOL TI	\$46.50 \$18.60	K K	31% 31%	\$32.09 \$12.83	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DWSO-51-100PL	SEL DATANSWERS - SPOL PL	\$208.50	K	31%	\$143.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DWSO-51-100TL DWSO-6001-8000PL	SEL DATANSWERS - SPOL TL SEL DATANSWERS - SPOL PL	\$83.40 \$58.50	K K	31% 31%	\$57.55 \$40.37	\$0.00 \$0.00			\$0.00 \$0.00				VARONIS VARONIS
5	DWSO-6001-8000TL	SEL DATANSWERS - SPOL TL	\$23.40	K	31%	\$16.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		SEL DATANSWERS - SPOL PL SEL DATANSWERS - SPOL TL	\$93.00 \$37.20	K K	31% 31%	\$64.17 \$25.67	\$0.00 \$0.00			\$0.00 \$0.00				VARONIS VARONIS
5	DWSO-8001-10KPL	SEL DATANSWERS - SPOL PL	\$55.50	K	31%	\$38.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	EOL-0-50PL	SEL DATANSWERS - SPOL TL SEL DatAdvantage for EO Lite PL	\$22.20 \$149.25	K K	31% 31%	\$15.32 \$102.98	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	EOL-0-50TL	SEL DatAdvantage for EO Lite TL	\$59.70	K	31%	\$41.19	\$0.00			\$0.00	\$0.00			VARONIS
5 5	EOL-1001-1500PL EOL-1001-1500TL	SEL DatAdvantage for EO Lite PL SEL DatAdvantage for EO Lite TL	\$42.75 \$17.10	K	31% 31%	\$29.50 \$11.80	\$0.00 \$0.00			\$0.00 \$0.00				VARONIS VARONIS
5 5	EOL-100K-150KPL EOL-100K-150KTL	SEL DatAdvantage for EO Lite PL	\$22.50 \$9.00	K	31% 31%	\$15.53 \$6.21	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00				VARONIS VARONIS
5	EOL-100K-150K1L EOL-101-250PL	SEL DatAdvantage for EO Lite TL SEL DatAdvantage for EO Lite PL	\$81.75	K	31%	\$56.41	\$0.00			\$0.00 \$0.00				VARONIS
5 5	EOL-101-250TL EOL-10K-20KPL	SEL DatAdvantage for EO Lite TL SEL DatAdvantage for EO Lite PL	\$32.70 \$26.25	K	31% 31%	\$22.56 \$18.11	\$0.00 \$0.00			\$0.00 \$0.00				VARONIS VARONIS
5	EOL-10K-20KTL	SEL DatAdvantage for EO Lite TL	\$10.50	K	31%	\$7.25	\$0.00			\$0.00			\$0.00	VARONIS
5 5	EOL-1501-2000PL EOL-1501-2000TL	SEL DatAdvantage for EO Lite PL SEL DatAdvantage for EO Lite TL	\$38.70 \$15.45	K K	31% 31%	\$26.70 \$10.66	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	EOL-150K-PL	SEL DatAdvantage for EO Lite PL	\$22.20	K	31%	\$15.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	EOL-150K-TL EOL-2001-2500PL	SEL DatAdvantage for EO Lite TL SEL DatAdvantage for EO Lite PL	\$8.85 \$36.00	K K	31% 31%	\$6.11 \$24.84	\$0.00 \$0.00			\$0.00 \$0.00				VARONIS VARONIS
5	EOL-2001-2500TL	SEL DatAdvantage for EO Lite TL	\$14.40	ĸ	31%	\$9.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	EOL-20K-35KPL EOL-20K-35KTL	SEL DatAdvantage for EO Lite PL SEL DatAdvantage for EO Lite TL	\$24.75 \$9.90	K K	31% 31%	\$17.08 \$6.83	\$0.00 \$0.00			\$0.00 \$0.00				VARONIS VARONIS
5	EOL-2501-4000PL	SEL DatAdvantage for EO Lite PL	\$33.75	K	31%	\$23.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	EOL-2501-4000TL EOL-251-500PL	SEL DatAdvantage for EO Lite TL SEL DatAdvantage for EO Lite PL	\$13.50 \$62.25	K	31% 31%	\$9.32 \$42.95	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	EOL-251-500TL	SEL DatAdvantage for EO Lite TL	\$24.90	K	31%	\$17.18				\$0.00	\$0.00			VARONIS
5 5	EOL-35K-50KPL EOL-35K-50KTL	SEL DatAdvantage for EO Lite PL SEL DatAdvantage for EO Lite TL	\$24.00 \$9.60	K K	31% 31%	\$16.56 \$6.62	\$0.00 \$0.00			\$0.00 \$0.00				VARONIS VARONIS
5	EOL-4001-6000PL FOI -4001-6000TI	SEL DatAdvantage for EO Lite PL	\$31.50		31%	\$21.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	EOL-501-750PL	SEL DatAdvantage for EO Lite TL SEL DatAdvantage for EO Lite PL	\$12.60 \$50.25	K	31% 31%	\$8.69 \$34.67	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00			\$0.00	VARONIS VARONIS
5 5	EOL-501-750TL	SEL DatAdvantage for EO Lite TL	\$20.10 \$23.25	K	31% 31%	\$13.87	\$0.00			\$0.00				VARONIS
5	EOL-50K-100KPL EOL-50K-100KTL	SEL DatAdvantage for EO Lite PL SEL DatAdvantage for EO Lite TL	\$9.30	K	31%	\$16.04 \$6.42	\$0.00 \$0.00			\$0.00 \$0.00				VARONIS VARONIS
5 5	EOL-51-100PL	SEL DatAdvantage for EO Lite PL	\$104.25 \$41.70	K	31% 31%	\$71.93 \$28.77	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	EOL-51-100TL EOL-6001-8000PL	SEL DatAdvantage for EO Lite TL SEL DatAdvantage for EO Lite PL	\$29.25	K	31%	\$20.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	EOL-6001-8000TL EOL-751-1000PL	SEL DatAdvantage for EO Lite TL SEL DatAdvantage for EO Lite PL	\$11.70 \$46.50	K K	31% 31%	\$8.07 \$32.09	\$0.00 \$0.00			\$0.00 \$0.00				VARONIS VARONIS
5	EOL-751-1000TL	SEL DatAdvantage for EO Lite TL	\$18.60	ĸ	31%	\$12.83	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	EOL-8001-10KPL EOL-8001-10KTL	SEL DatAdvantage for EO Lite PL SEL DatAdvantage for EO Lite TL	\$27.75 \$11.10	K	31% 31%	\$19.15 \$7.66	\$0.00 \$0.00			\$0.00 \$0.00				VARONIS VARONIS
5	FC-0-50PL	SEL Framework Connector PL	\$134.40	K	31%	\$92.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	FC-0-50TL FC-1001-1500PL	SEL Framework Connector TL SEL Framework Connector PL	\$53.70 \$38.55	K	31% 31%	\$37.05 \$26.60				\$0.00 \$0.00				VARONIS VARONIS
5	FC-1001-1500TL	SEL Framework Connector TL	\$15.45	ĸ	31%	\$10.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	FC-100K-150KPL FC-100K-150KTL	SEL Framework Connector PL SEL Framework Connector TL	\$20.25 \$8.10	K	31% 31%	\$13.97 \$5.59	\$0.00 \$0.00			\$0.00 \$0.00				VARONIS VARONIS
5	FC-101-250PL	SEL Framework Connector PL	\$73.65	ĸ	31%	\$50.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	FC-101-250TL FC-10K-20KPL	SEL Framework Connector TL SEL Framework Connector PL	\$29.40 \$23.70	K K	31% 31%	\$20.29 \$16.35	\$0.00 \$0.00			\$0.00 \$0.00			\$0.00 \$0.00	VARONIS VARONIS
5	FC-10K-20KTL	SEL Framework Connector TL	\$9.45		31%	\$6.52				\$0.00				VARONIS

					1	IVP LEVEL 1								
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5		SEL Framework Connector PL SEL Framework Connector TL	\$34.80 \$13.95	K K	31% 31%	\$24.01 \$9.63	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	FC-150K-PL	SEL Framework Connector PL SEL Framework Connector TL	\$19.95 \$7.95	K	31% 31%	\$13.77 \$5.49	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5 5		SEL Framework Connector FL SEL Framework Connector PL	\$7.95 \$32.40	K K	31%	\$5.49 \$22.36				\$0.00	\$0.00			VARONIS VARONIS
5		SEL Framework Connector TL SEL Framework Connector PL	\$12.90 \$22.35	K K	31% 31%	\$8.90	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5		SEL Framework Connector PL SEL Framework Connector TL	\$22.35 \$8.85	K K	31%	\$15.42 \$6.11	\$0.0 \$0.0			\$0.00	\$0.00			VARONIS VARONIS
5	FC-2501-4000PL	SEL Framework Connector PL	\$30.45	K	31%	\$21.01	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5		SEL Framework Connector TL SEL Framework Connector PL	\$12.15 \$56.10	K K	31% 31%	\$8.38 \$38.71	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5		SEL Framework Connector TL	\$22.35	K	31%	\$15.42	\$0.0			\$0.00	\$0.00			VARONIS
5		SEL Framework Connector PL SEL Framework Connector TL	\$21.60 \$8.70	K K	31% 31%	\$14.90 \$6.00	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5		SEL Framework Connector PL	\$28.35	K	31%	\$19.56	\$0.0			\$0.00	\$0.00			VARONIS
5 5		SEL Framework Connector TL SEL Framework Connector PL	\$11.40 \$45.30	K K	31% 31%	\$7.87 \$31.26	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5		SEL Framework Connector TL	\$18.15	K	31%	\$12.52	\$0.0			\$0.00	\$0.00			VARONIS
5 5		SEL Framework Connector PL SEL Framework Connector TL	\$21.00 \$8.40	K K	31% 31%	\$14.49 \$5.80				\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	FC-51-100PL	SEL Framework Connector PL	\$93.90	K	31%	\$64.79	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VARONIS
5 5		SEL Framework Connector TL SEL Framework Connector PL	\$37.50 \$26.40	K K	31% 31%	\$25.88 \$18.22	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	FC-6001-8000TL	SEL Framework Connector TL	\$10.50	K	31%	\$7.25	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VARONIS
5 5		SEL Framework Connector PL SEL Framework Connector TL	\$41.85 \$16.80	K K	31% 31%	\$28.88 \$11.59	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	FC-8001-10KPL	SEL Framework Connector PL	\$25.05	K	31%	\$17.28	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VARONIS
5 5		SEL Framework Connector TL SEL GDPR Patterns PL	\$10.05 \$74.63	K K	31% 31%	\$6.93 \$51.49	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	GDPR-0-50TL	SEL GDPR Patterns TL	\$29.85	ĸ	31%	\$20.60	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VARONIS
5		SEL GDPR Patterns PL SEL GDPR Patterns TL	\$21.38 \$8.55	K K	31% 31%	\$14.75 \$5.90	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	GDPR-100K-150KPL	SEL GDPR Patterns PL	\$11.25	ĸ	31%	\$7.76	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VARONIS
5		SEL GDPR Patterns TL SEL GDPR Patterns PL	\$4.50 \$40.88	K K	31% 31%	\$3.11 \$28.21	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5		SEL GDPR Patterns TL	\$16.35	K	31%	\$11.28	\$0.0			\$0.00	\$0.00		\$0.00	VARONIS
5 5		SEL GDPR Patterns PL SEL GDPR Patterns TL	\$13.13	K K	31% 31%	\$9.06	\$0.0 \$0.0		\$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5		SEL GDPR Patterns 1L SEL GDPR Patterns PL	\$5.25 \$19.31	K	31%	\$3.62 \$13.32	\$0.0 \$0.0			\$0.00	\$0.00			VARONIS VARONIS
5		SEL GDPR Patterns TL	\$7.73	K	31%	\$5.33	\$0.0			\$0.00	\$0.00			VARONIS VARONIS
5		SEL GDPR Patterns PL SEL GDPR Patterns TL	\$11.06 \$4.43	K K	31% 31%	\$7.63 \$3.06	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5		SEL GDPR Patterns PL SEL GDPR Patterns TL	\$18.00	K	31%	\$12.42				\$0.00	\$0.00			VARONIS
5 5		SEL GDPR Patterns 1L SEL GDPR Patterns PL	\$7.20 \$12.38	K K	31% 31%	\$4.97 \$8.54	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	GDPR-20K-35KTL	SEL GDPR Patterns TL	\$4.95	K	31%	\$3.42	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VARONIS
5		SEL GDPR Patterns PL SEL GDPR Patterns TL	\$16.88 \$6.75	K K	31% 31%	\$11.65 \$4.66	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	GDPR-251-500PL	SEL GDPR Patterns PL	\$31.13	K	31%	\$21.48	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5		SEL GDPR Patterns TL SEL GDPR Patterns PL	\$12.45 \$12.00	K K	31% 31%	\$8.59 \$8.28	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	GDPR-35K-50KTL	SEL GDPR Patterns TL	\$4.80	K	31%	\$3.31	\$0.0			\$0.00	\$0.00			VARONIS
5 5		SEL GDPR Patterns PL SEL GDPR Patterns TL	\$15.75 \$6.30	K K	31% 31%	\$10.87 \$4.35	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	GDPR-501-750PL	SEL GDPR Patterns PL	\$25.13	K	31%	\$17.34	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VARONIS
5 5		SEL GDPR Patterns TL SEL GDPR Patterns PL	\$10.05 \$11.63	K K	31% 31%	\$6.93 \$8.02	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	GDPR-50K-100KTL	SEL GDPR Patterns TL	\$4.65	K	31%	\$3.21	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VARONIS
5 5		SEL GDPR Patterns PL SEL GDPR Patterns TL	\$52.13 \$20.85	K K	31% 31%	\$35.97 \$14.39	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	GDPR-6001-8000PL	SEL GDPR Patterns PL	\$14.63	K	31%	\$10.09	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VARONIS
5 5		SEL GDPR Patterns TL SEL GDPR Patterns PL	\$5.85 \$23.25	K K	31% 31%	\$4.04 \$16.04	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	GDPR-751-1000TL	SEL GDPR Patterns TL	\$9.30	K	31%	\$6.42	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VARONIS
5 5		SEL GDPR Patterns PL SEL GDPR Patterns TL	\$13.88 \$5.55	K K	31% 31%	\$9.58 \$3.83	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	IDAW-0-500	SEL DAWin+Pb+SS⋑ 1yr 1 user 500band	\$142.00	K	31%	\$97.98	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VARONIS
5 5	IDAW-1000-2500 IDAW-10K-25K	SEL DAWin+Pb+SS⋑ 1yr 1 user 1001-2500 SEL DAWin+Pb+SS&Sup1yr 1user 10001-25000	\$81.00 \$52.00	K K	31% 31%	\$55.89 \$35.88	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	IDAW-2500-5000	SEL DAWin+Pb+SS⋑ 1yr 1 user 2501-5000	\$69.00	K	31%	\$47.61	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VARONIS
5 5		SEL DAWin+Pb+SS&Sup1yr 1user 25001-50000 SEL DAWin+Pb+SS⋑ 1yr 1user 5001-10000	\$49.00 \$57.00	K K	31% 31%	\$33.81 \$39.33	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	IDAW-500-1000	SEL DAWin+Pb+SS⋑ 1yr 1 user 501-1000	\$108.00	K	31%	\$74.52	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VARONIS
5 5		SEL DAWin+Pb+SS⋑ 1yr 1 user 50001+ SEL DTE+SS⋑ 1 yr 1 user 500band	\$47.00 \$59.00	K K	31% 31%	\$32.43 \$40.71	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	IDTE-1000-2500	SEL DTE+SS⋑ 1 yr 1 user 1001-2500	\$46.00	ĸ	31%	\$31.74	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VARONIS
5		SEL DTE+SS⋑ 1 yr 1 user 10001-25000 SEL DTE+SS⋑ 1 yr 1 user 2501-5000	\$31.00 \$40.00	K	31% 31%	\$21.39 \$27.60	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	IDTE-25K-50K	SEL DTE+SS⋑ 1 yr 1 user 25001-50000	\$30.00	K	31%	\$20.70	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VARONIS
5		SEL DTE+SS⋑ 1 yr 1 user 5001-10000 SEL DTE+SS⋑ 1 yr 1 user 501-1000	\$34.00 \$56.00	K K	31% 31%	\$23.46 \$38.64	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	IDTE-OVER50K	SEL DTE+SS⋑ 1 yr 1 user 50000+	\$29.00	K	31%	\$20.01	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VARONIS
5	IVSB-0-500 IVSB-1000-2500	SEL SecBun+SS⋑ 1yr 1 user 500band SEL SecBun+SS⋑ 1yr 1 user 1001-2500	\$282.00 \$187.00	K K	31% 31%	\$194.58 \$129.03	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	IVSB-10K-25K	SEL SecBun+SS⋑ 1yr 1 user 10001-25000	\$125.00	K	31%	\$86.25	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VARONIS
5	IVSB-2500-5000	SEL SecBun+SS⋑ 1yr 1 user 2501-5000	\$164.00 \$118.00	K K	31% 31%	\$113.16 \$81.42	\$0.0	0 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	0 \$0.00		VARONIS VARONIS
5	IVSB-5000-10K	SEL SecBun+SS⋑ 1yr 1 user 25001-50000 SEL SecBun+SS⋑ 1yr 1 user 5001-10000	\$118.00 \$138.00	K K	31% 31%	\$95.22				\$0.00 \$0.00	\$0.00		\$0.00	VARONIS
5	IVSB-500-1000	SEL SecBun+SS⋑ 1yr 1 user 501-1000	\$241.00	K	31%	\$166.29	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VARONIS
5	IVSB-OVER50K OSL-0-50PL	SEL SecBun+SS⋑ 1yr 1 user 50001+ SEL DatAdvantage - SPOL & OD Lite PL	\$113.00 \$223.95	K K	31% 31%	\$77.97 \$154.53	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	OSL-0-50TL	SEL DatAdvantage - SPOL & OD Lite TL	\$89.55	K	31%	\$61.79	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VARONIS
5	OSL-1001-1500PL	SEL DatAdvantage - SPOL & OD Lite PL	\$64.20	K	31%	\$44.30	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VARONIS

The content						1	NVP LEVEL 1								
Column	BAND	sku	DESCRIPTION				NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP			BASIC MNT LP	TO PS W/MC		RENEWAL	THIRD PARTY PRODUCT PARTNER
Control   Cont					K										
1	5	OSL-100K-150KTL	SEL DatAdvantage - SPOL & OD Lite TL	\$13.50		31%	\$9.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
Control   Cont					K K										
10   10   10   10   10   10   10   10		OSL-10K-20KPL	SEL DatAdvantage - SPOL & OD Lite PL	\$39.45	К	31%	\$27.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
Column	5 5				K K										
Control		OSL-1501-2000TL	SEL DatAdvantage - SPOL & OD Lite TL	\$23.25	ĸ	31%	\$16.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
Control   Cont	5 5				K										
Controlled   Con	5	OSL-2001-2500PL	SEL DatAdvantage - SPOL & OD Lite PL	\$54.00	ĸ	31%	\$37.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
Controlled   Con	5				K										
No. of the content	-	OSL-20K-35KTL	SEL DatAdvantage - SPOL & OD Lite TL	\$14.85	ĸ	31%	\$10.25		\$0.00	\$0.00				\$0.00	VARONIS
Column	5				K										
State	5				ĸ										
Control   Cont					K										
1			SEL DatAdvantage - SPOL & OD Lite TL		ĸ									\$0.00	VARONIS
1					K										
1					K										
Company					K										
Control   Cont	5				K K										
Section   Continue			SEL DatAdvantage - SPOL & OD Lite PL		K										
1	5				K K										
Color   Colo	5	OSL-6001-8000TL	SEL DatAdvantage - SPOL & OD Lite TL	\$17.55	K		\$12.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
Section   Control   Cont	5 5				K K										
S	-	OSL-8001-10KPL	SEL DatAdvantage - SPOL & OD Lite PL	\$41.70	ĸ	31%	\$28.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
Feb   Feb					K										
5 S.C0-071.  5 S.C.	5	PE-TL	SEL Production Environment Add-on TL	\$6,000.00	ĸ	31%	\$4,140.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 SCI-180-11-0000000000000000000000000000000	-				K										
5 SCI-1004-1507C.  5 SCI-1004-15	-		SEL DatAdvantage - SPOL Lite PL	\$42.75	ĸ		\$29.50	\$0.00	\$0.00	\$0.00				\$0.00	VARONIS
5 SC-1091-1091-1091-1191-1191-1191-1191-119					K										
S. CL. 101-2071   S. CL. 101					ĸ										
State   Color					K										
S   GL -151-200FF,   S   S   CL -151-200FF,   S   S   CL -151-200FF,   S   S   CL -151-200FF,   S   S   S   S   S   S   S   S   S					ĸ										
S   CL-190-20071   S   C-190-20071   S   C-190					K										
S   SOL-207-TL   S   ED   Deliveratings - SPIC   Lib P   S   S   S   S   S   S   S   S   S					K										
S   SCL_2001_2007   SEL Deskinatings-SPOL Line PL   S14.04   S14.05   S14.05   S10.05   S10	5				K										
St.   200-259-194-1941   St.   St.   200-259-194-1941   St.   St	5				ĸ										
SOL-2005-SSYTL   SOL-2007-SSYTL   SOL-	5				K										
SOL-201-400TM   SOL-201-400TM   SOL-204-Amangas -SPOL Lie TL   \$1.50 K   311/4   \$1.25 S   \$0.0 S	5				ĸ										
SOL-261-00PIE   SEL Delichamings - SPOL Lie PL   SEC.25   K   311/4   STO.05   SOL	5				K										
S SOL-251-400PTL SEL Dark-brandings-SPOL Lib TI	5				K K										
S SOL-39K-59KTL SEL Dal-Marrainger-SPOL Lie PI. S SOL-30K-59KTL SEL Dal-Marrainger-SPOL Lie PI. S SOL-30K-50KTL SEL Dal-Marrainger-SPOL Lie PI. S SOL-30KTL SEL Dal-Marrainger	-	SOL-251-500TL	SEL DatAdvantage - SPOL Lite TL	\$24.90	K		\$17.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		
Society   Soci					K										
5 SOL-501-750PL SEL Data/darratings - SPOL Line PL \$50.25 K 31% \$13.67 \$0.00 \$			SEL DatAdvantage - SPOL Lite PL		K				\$0.00	\$0.00	\$0.00			\$0.00	VARONIS
5 SOL-50K-100PR, SEL Dath/damlage- SPOL Lite PL 5 SOL-50K-100PR, SEL Dath/damlage- SPOL Lite PL 5 SOL-51-100PL					K K										
Sol506-Hone   Sel. Dark/arrange - SPOL Like TL   Sp 30   K   31%   Sp 42   Sp 500   Sp 50					K										
Sol. 61-100PL   SEL DatA/variange - SPOL Libe TL   S104 25   K   31%   \$71.93   \$0.00   \$0.0					K K										
Society			SEL DatAdvantage - SPOL Lite PL		K									\$0.00	VARONIS
SOL-6001-6000TL   SEL DatAdvantage - SPOL Life TL   S11.0   K   31%   S8.07   S0.0   S0.00	5				K K										
Soci-751-100TL   Sel DalAdvantage - SPOL Life TL   Sel DalAdvantage - SP	5	SOL-6001-8000TL	SEL DatAdvantage - SPOL Lite TL	\$11.70	K		\$8.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 SOL-8001-10KPL SEL Dak/dvantage - SPOL Litle PL	5 5				K K										
FE-PL   SEL Test Environment Add-on PL   S15,000.00   K   31%   S10,350.00   S0.00	5	SOL-8001-10KPL	SEL DatAdvantage - SPOL Lite PL	\$27.75	ĸ	31%	\$19.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
Fig. 12   SEL Test Environment Add-on TL   Se,000.00   K   31%   S4,140.00   S0.00	5 5				K										
5   100-100198   SEL SW Wilsdom Server Ent Lic   \$40,000.00   K   31%   \$27,600.00   \$0.00	5	TE-TL	SEL Test Environment Add-on TL	\$6,000.00	ĸ	31%		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 100-100199 SEL SW Wilsdom Server Dept Lic Ann'l \$258.00 K 31% \$14,881.22 \$0.00 \$0.	5				K										
5 100-100207-A SEL AS ProbesW-032 Lic Amri	-	100-100199	SEL SW VWisdom Server Dept Lic	\$21,538.00	K	31%	\$14,861.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 100-100209-AA SEL AS ProbeSW-192 Lic Ann¹					K										
5 100-100209-AA SEL AS ProbesW-256 Lic Amril \$2,843.00 K 31% \$1,961.67 \$0.00 \$		100-100208-AA	SEL AS ProbeSW-192 Lic Ann'I	\$2,123.00	K	31%	\$1,464.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 100-100211-AA SEL AS ProbesW-384 Lia Ann'l \$4,246.00 K 31% \$2,292.74 \$0.00 \$		100-100209-AA	SEL AS ProbeSW-256 Lic Ann'I	\$2,843.00			\$1,961.67	\$0.00	\$0.00		\$0.00			\$0.00	VIRTUAL INSTRUMENTS
5 100-100212-AA SEL AS ProbeSW-528 Lic Ann'l \$5,852.00 K 31% \$4,037.88 \$0.00 \$					K										
5 100-100213-AA SEL AS VSphere-001 Lic Ann I \$148.00 K 31% \$102.12 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 VRTUAL INSTRUMENTS 5 100-100215-AA SEL AS ProbeVM-1010 Lic Ann'I \$1.477.00 K 31% \$1.019.13 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 VRTUAL INSTRUMENTS 5 100-100215-AA SEL AS ProbeVM-100 VSphere Lic \$13,08.00 K 31% \$5,095.65 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 VRTUAL INSTRUMENTS 5 100-100216 SEL SW ProbeVM-100 VSphere Lic \$152,08.00 K 31% \$105,092.52 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 VRTUAL INSTRUMENTS	5	100-100212-AA	SEL AS ProbeSW-528 Lic Ann'I	\$5,852.00	K		\$4,037.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 100-100214-AA SEL AS PriobeVM-010 Lic Ann'l \$1,477.00 K 31% \$1,019.13 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$1.00 VRTUAL INSTRUMENTS 5 100-100215-AA SEL AS PriobeVM-050 Lic Ann'l \$7,385.00 K 31% \$5,095.65 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 VRTUAL INSTRUMENTS 5 100-100216 SEL SW PriobeVM-100 Vsphere Lic \$152,308.00 K 31% \$105,092.52 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 VRTUAL INSTRUMENTS					K K										
5 100-100216 SEL SW ProbeVM-100 vSphere Lic \$152,308.00 K 31% \$105,092.52 \$0.00 \$0.0	5	100-100214-AA	SEL AS ProbeVM-010 Lic Ann'I	\$1,477.00	K	31%	\$1,019.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
	5 5				K K										
	5				K										

					N	IVP LEVEL 1								I
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	100-100217-AA 100-100276	SEL AS ProbeVM-500 Lic Ann'l SEL HW PCbl OM3 2F LC-LC 2M	\$73,846.00 \$62.00	K K	31% 31%	\$50,953.74 \$42.78	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-100278	SEL HW PCbl OM3 2F LC-LC 3M	\$69.00	K	31%	\$47.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-100280 100-100288	SEL HW PCbl OM3 2F LC-LC 5M SEL HW TCV-008LFLFLF-57-RP Cass	\$77.00 \$1,692.00	K K	31% 31%	\$53.13 \$1.167.48	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS
5	100-100290	SEL HW TCV-012LRLFLF-57-RP Cass	\$2,538.00	K	31%	\$1,751.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5 5	100-100292 100-100293	SEL HW TCV-012MRLFLF-57-OB Cass SEL HW TCV-024MRLFMR-57-OB Cass	\$2,538.00 \$5,077.00	K K	31% 31%	\$1,751.22 \$3,503.13	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-100300 100-100301	SEL HW TPS-01OF TCV TAP Shelf 1U SEL HW TPS-01OS TCV TAP Shelf 1U	\$285.00	K	31% 31%	\$196.65 \$132.48	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-100346	SEL HW ProbeFC8 8G MM	\$192.00 \$36,923.00	K	31%	\$25,476.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-100602 100-100602-AA	SEL SW FC8-0802 2 Link Lic SEL AS ProbeFC8-0802 Lic Ann'l	\$21,538.00 \$2.031.00	K	31% 31%	\$14,861.22 \$1.401.39	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS
5	100-100603	SEL SW FC8-0808 8 Link Lic	\$86,154.00	K	31%	\$59,446.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-100603-AA 100-100617-AA	SEL AS ProbeFC8-0808 Lic Ann'l SEL AS ProbeSWAG-24 Lic Ann'l	\$8,031.00 \$37.00	K K	31% 31%	\$5,541.39 \$25.53	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-100618-AA	SEL AS ProbeSWAG-192 Lic Ann'l	\$351.00	K	31%	\$242.19	\$0.00		\$0.00	\$0.00	\$0.00		\$0.00	VIRTUAL INSTRUMENTS
5 5	100-100619-AA 100-100837	SEL AS ProbeSWAG-528 Lic Ann'I SEL HW ProbeFC8/-HD FRU Pwr Sup	\$978.00 \$846.00	K K	31% 31%	\$674.82 \$583.74	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-101019	SEL HW Mob Rack Cab Probe SEL HW Pwr Cord C19-515 15A 15FT	\$17,308.00	K	31%	\$11,942.52	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-101048 100-101049	SEL HW Pwr Cord C19-515 15A 15F1 SEL HW Pwr Cord C19-520 20A 15FT	\$62.00 \$92.00	K	31% 31%	\$42.78 \$63.48	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS
5	100-101050 100-101051	SEL HW Pwr Cord C19-620 20A 15FT SEL HW Pwr Cord C19-615 15A 15FT	\$85.00 \$85.00	K	31% 31%	\$58.65 \$58.65	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-101052	SEL HW Pwr Cord C13-515 18IN x2	\$11.00	ĸ	31%	\$7.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-101053 100-101054	SEL HW Pwr Cord C13-515 6FT x2 SEL HW Pwr Cord C13-C14 6FT x2	\$17.00 \$23.00	K K	31% 31%	\$11.73 \$15.87	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-101055	SEL HW Pwr Cord C13-C14 18IN x2	\$14.00	ĸ	31%	\$9.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-101056 100-101057	SEL HW Pwr Cord C13-CEE77 2M x2 SEL HW Pwr Cord C13-1363 2M x2	\$20.00 \$31.00	K K	31% 31%	\$13.80 \$21.39	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-101058	SEL HW Pwr Cord C13-C14 3FT x2	\$17.00	K	31%	\$11.73	\$0.00		\$0.00	\$0.00	\$0.00		\$0.00	VIRTUAL INSTRUMENTS
5	100-101085 100-101216	SEL HW PCbI OM3 12F MPOf-LC 2M SEL HW PCbI OM3 2F LC-LC 10M	\$462.00 \$100.00	K	31% 31%	\$318.78 \$69.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-101228 100-101231	SEL HW PCbl OM3 2F LC-LC 15M SEL HW ProbeFC8-HD 8G MM	\$100.00 \$52,308.00	K	31% 31%	\$69.00 \$36.092.52	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS
5	100-101281	SEL HW FibIns CIT Kit MPO Addon	\$4,462.00	K	31%	\$3,078.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-101309 100-101310	SEL HW Fiblns CIT Kit Refill SEL HW Fiblns CIT MPO Refill	\$2,231.00 \$538.00	K	31% 31%	\$1,539.39 \$371.22	\$0.00 \$0.00		\$0.00 \$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	ĸ	31%	\$143.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-101312 100-101313	SEL HW TCbi OM3 12F MPOfLC 2M x2 SEL HW TCbi OM3 1F LCSC 2M x2	\$885.00 \$208.00	K K	31% 31%	\$610.65 \$143.52	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-101314	SEL HW TCbi OM3 1F LCMU 2M x2	\$231.00	K	31%	\$159.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
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			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-101319	SEL HW Ship Rack Cab 1 Probe SEL HW ProbeFC8/-HD FRU Fan	\$7,308.00	K	31%	\$5,042.52 \$398.13	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	100-101322 100-101324	SEL HW Rack Shelf 1U 20	\$577.00 \$485.00	K	31% 31%	\$334.65	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5 5	100-101325 100-101343	SEL HW Rack Shelf 1U 24 SEL SW FC8HD-0816 16 Link Lic	\$577.00 \$120.000.00	K K	31% 31%	\$398.13 \$82.800.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-101343-AA	SEL AS ProbeFC8-0816 Lic Ann'I	\$11,077.00	ĸ	31%	\$7,643.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-101348 100-101566	SEL HW Pwr Cord C19-C14 15A 15FT SEL HW SFP 8GFC 850NM MM HS x16	\$108.00 \$7,308.00	K K	31% 31%	\$74.52 \$5,042.52	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-101570 100-101571	SEL HW Fiblns Cass Refill SEL HW Fiblns MPO Cass Refill	\$615.00 \$692.00	K	31% 31%	\$424.35 \$477.48	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-101571	SEL SW VWisdom Srvr Ent DR Lic	\$20,000.00	K	31%	\$17,46	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	100-101804 100-101854	SEL HW ProbeFC8-HD48 8G MM SEL HW FibIns CIT Adv Kit	\$147,692.00 \$22,308.00	K	31% 31%	\$101,907.48 \$15,392.52	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-101855	SEL HW Pwr Cord C13-C20 6FT x2	\$31.00	ĸ	31%	\$21.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-101925 100-102044	SEL HW TCV-012MRLFLF-57-EB Cass SEL HW ProbeFC8-HD48 FRU Fan	\$2,538.00 \$1,115.00	K K	31% 31%	\$1,751.22 \$769.35	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102045	SEL HW ProbeFC8-HD48 FRU Pwr Sup	\$923.00	K	31%	\$636.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-102046 100-102046-AA	SEL SW FC8HD48-0848 48 Link Lic SEL AS ProbeFC8-0848 Lic Ann'l	\$243,077.00 \$23,077.00	K K	31% 31%	\$167,723.13 \$15,923.13	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102064 100-102065	SEL HW TCV-024MRLFMR-57-EB Cass SEL SW FC8HD48-0824 24 Link Lic	\$5,077.00 \$156,923.00	K	31% 31%	\$3,503.13 \$108,276.87	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102065-AA	SEL AS ProbeFC8-0824 Lic Ann'l	\$14,677.00	K	31%	\$10,127.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102069 100-102070	SEL HW VWisdom Pltfrm Appl 4210 SEL SW VWisdom Mgmt Ent Ed	\$60,000.00 \$67,692.00	K	31% 31%	\$41,400.00 \$46,707.48	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102071	SEL SW VWisdom Mgmt Virt Ed	\$36,923.00	ĸ	31%	\$25,476.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-102072 100-102073	SEL SW VWisdom Mgmt Ent DR Ed SEL HW PA 4210 FRU Pwr Sup	\$33,846.00 \$538.00	K K	31% 31%	\$23,353.74 \$371.22	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102074	SEL HW PA 4210 FRU Data Drv 1TB	\$346.00	K	31%	\$238.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102075 100-102076	SEL HW PA 4210 FRU Sys Drv 80GB SEL HW PA 4210 Shllw Mnt Kit	\$385.00 \$115.00	K K	31% 31%	\$265.65 \$79.35	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5 5	100-102077 100-102091	SEL HW PA 4210 FRU Bezel/Keys SEL HW ProbeFC8-HD Chass	\$69.00	K K	31% 31%	\$47.61	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS
5	100-102091	SEL HW ProbeFC8-HD48 Chass	\$40,000.00 \$110,769.00	K	31%	\$27,600.00 \$76,430.61	\$0.00		\$0.00	\$0.00	\$0.00		\$0.00	VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5 5	100-102094 100-102267	SEL HW ProbeFC8-HD48 Recess Mnt SEL SW ProbeSW-010 Port Lic	\$308.00 \$1,138.00	K	31% 31%	\$212.52 \$785.22	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102267-AA	SEL AS ProbeSW-010 Lic Ann'l	\$111.00	ĸ	31%	\$76.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-102268 100-102268-AA	SEL SW ProbeSW-100 Port Lic SEL AS ProbeSW-100 Lic Ann'l	\$11,385.00 \$1,108.00	K K	31% 31%	\$7,855.65 \$764.52	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102269	SEL SW ProbeSWAG-010 Port Lic	\$569.00	ĸ	31%	\$392.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-102269-AA 100-102270	SEL AS ProbeSWAG-010 Lic Ann'I SEL SW ProbeSWAG-100 Port Lic	\$18.00 \$5,692.00	K K	31% 31%	\$12.42 \$3,927.48	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102270-AA	SEL AS ProbeSWAG-100 Lic Ann'l SEL SW ProbeNTAP-001 Node Lic	\$185.00	K	31%	\$127.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5 5	100-102271 100-102271-AA	SEL AS ProbeNTAP-001 Lic Ann'l	\$1,769.00 \$166.00	K	31% 31%	\$1,220.61 \$114.54	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00	VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102272 100-102272-AA	SEL SW ProbeNTAP-100 Node Lic SEL AS ProbeNTAP-100 Lic Ann'I	\$176,923.00 \$16,615.00	K	31% 31%	\$122,076.87 \$11,464.35	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102301	SEL HW PA 4210 Std Mnt Kit	\$115.00	K	31%	\$79.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102341 100-102375	SEL HW TCV Blank Plate Kit x3 SEL HW ProbeFC-16G-24 Chass	\$38.00 \$76,923.00	K K	31% 31%	\$26.22 \$53,076.87	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
,	.00 .02010		ψ10,320.00		U 1 /0	φ30,070.07	ψ0.00	ψ0.00	ψ0.00	ψ0.00	ψ0.00	ψ0.00	φ0.00	5.12

					N	VP LEVEL 1								
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	100-102455 100-102456	SEL HW ProbeFC8/All Shllw Mnt Kit SEL HW ProbeFC8/All Std Mnt Kit	\$115.00 \$115.00	K	31% 31%	\$79.35 \$79.35	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102457	SEL HW ProbeFC8/All Rk Adpt 1U35	\$115.00	K	31%	\$79.35	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102458 100-102490	SEL HW PA-4210 Rk Adpt 2U35 SEL HW TCV-008LFLFLF-58-RP Cass	\$115.00 \$1,846.00	K	31% 31%	\$79.35 \$1,273.74			\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102490	SEL HW TCV-008LFLFLF-50-RP Cass	\$2,769.00	K	31%	\$1,273.74			\$0.00	\$0.00	\$0.00		\$0.00	VIRTUAL INSTRUMENTS
5	100-102500	SEL HW TCV-012LRLFLF-97-RP Cass	\$2,169.00	K	31%	\$1,496.61	\$0.0		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	100-102579 100-102580	SEL HW SFP 4-Link Kit 8G MM HS SEL HW SFP 4-Link Kit 8G SM SR	\$3,077.00 \$4,308.00	K	31% 31%	\$2,123.13 \$2,972.52			\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102581	SEL SW Link Lic 8G 4-Link Kit	\$24,615.00	K	31%	\$16,984.35			\$0.00		\$0.00			VIRTUAL INSTRUMENTS
5 5	100-102581-AA 100-102582	SEL AS LnkLic 8G 4Lnk Kit Ann'l SEL SW Link Lic 8G Full FC8-HD48	\$2,215.00 \$203,077.00	K K	31% 31%	\$1,528.35 \$140,123.13			\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102582-AA	SEL AS LnkLic 8G FC8-HD48 Ann'I	\$23,077.00	K	31%	\$15,923.13	\$0.0		\$0.00	\$0.00	\$0.00		\$0.00	VIRTUAL INSTRUMENTS
5 5	100-102583 100-102583-AA	SEL SW Link Lic 8G Full FC16G24 SEL AS LnkLic 8G FC16G24 Ann'l	\$100,000.00 \$13,292.00	K	31% 31%	\$69,000.00 \$9,171.48			\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102584	SEL SW Link Lic 8G Full FC8-HD	\$86,154.00	K	31%	\$59,446.26	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102584-AA 100-102595	SEL AS LnkLic 8G FC8-HD Ann'I SEL SW Link Lic 16G 4-Link Kit	\$8,862.00 \$36,923.00	K	31% 31%	\$6,114.78 \$25,476.87	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102595-AA	SEL AS LnkLic 16G 4Lnk Kit Ann'l	\$2,954.00	ĸ	31%	\$2,038.26			\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	100-102596 100-102596-AA	SEL SW Link Lic 16G FullFC16G24 SEL AS LinkLic 16G FC16G24 Ann'l	\$138,462.00 \$17,723.00	K	31% 31%	\$95,538.78 \$12,228.87			\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5 5	100-102590-744	SEL HW SFP 4-Link Kit 16G MM UHS	\$6,154.00	ĸ	31%	\$4,246.26	\$0.0		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	100-102615	SEL HW SFP 4-Link Kit 16G SM SR	\$7,385.00	K	31%	\$5,095.65			\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5 5	100-102618 100-102624	SEL HW SFP 16GFC 1310NM SM LR SEL Opt patch cable 50m OM4 MM LC-LC 2M	\$922.00 \$88.00	K	31% 31%	\$636.18 \$60.72			\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102625	SEL Opt patch cable 50um OM4 MM LC-LC 3M	\$92.00	K	31%	\$63.48	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-102626 100-102627	SEL Opt patch cable 50um OM4 MM LC-LC 5M SEL Opt patch cable 50um OM4 MM LCLC 10M	\$102.00 \$129.00	K	31% 31%	\$70.38 \$89.01	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102645	SEL SW ProbeVM-001 HyperV Lic	\$754.00	ĸ	31%	\$520.26	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102645-AA 100-102646	SEL AS ProbeVM-001 Hyper-V Ann'l SEL SW ProbeVM-100 HyperV Lic	\$74.00 \$75,385.00	K	31% 31%	\$51.06 \$52,015.65			\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102646-AA	SEL AS ProbeVM-100 Hyper-V Ann'l	\$7,385.00	ĸ	31%	\$5,095.65	\$0.0		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	100-102647 100-102647-AA	SEL SW ProbeVM-001 PowerVM Lic SEL AS ProbeVM-001 PowerVM Ann'l	\$762.00 \$74.00	K	31% 31%	\$525.78 \$51.06	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5 5	100-102647-AA	SEL SW ProbeVM-100 PowerVM Lic	\$74.00 \$76,154.00	K	31%	\$52,546.26			\$0.00		\$0.00			VIRTUAL INSTRUMENTS
5	100-102648-AA	SEL AS ProbeVM-100 PowerVM Ann'I	\$7,385.00	K	31%	\$5,095.65	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-102697 100-102698	SEL HW ProbeFC-16G-12 Chass SEL HW ProbeNAS-10G-16 Chass	\$40,000.00 \$107,692.00	K K	31% 31%	\$27,600.00 \$74,307.48			\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102700	SEL CABLE OM4 MM MTP MALE - LC B	\$392.00	K	31%	\$270.48	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-102701 100-102702	SEL CABLE OM4 MM MTP FEMALE2M12F SEL CABLE OS2 SM MTP MALE 2M12F	\$374.00 \$263.00	K	31% 31%	\$258.06 \$181.47	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102703	SEL CABLE OS2 SM MTP FEMALE2M12F	\$245.00	ĸ	31%	\$169.05	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-102739 100-102740	SEL HW PCbI OM4 12F MTPmLC 3M SEL HW PCbI OM4 12F MTPfLC 3M	\$471.00 \$449.00	K	31% 31%	\$324.99 \$309.81	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102741	SEL HW PCbl OM4 12F MTPmLC 5M	\$523.00	ĸ	31%	\$360.87	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-102742 100-102743	SEL HW PCbi OM4 12F MTPfLC 5M SEL HW PCbi OM4 12F MTPmLC 10M	\$497.00 \$649.00	K	31% 31%	\$342.93 \$447.81	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS
5	100-102744	SEL HW PCbl OM4 12F MTPfLC 10M	\$623.00	ĸ	31%	\$429.87	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-102745 100-102746	SEL HW PCbI OS2 SM 12F MTPmLC 3M SEL HW PCbI OS2 SM 12F MTPfLC 3M	\$309.00 \$283.00	K	31% 31%	\$213.21 \$195.27	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102747	SEL HW PCbl OS2 SM 12F MTPmLC 5M	\$318.00	ĸ	31%	\$219.42	\$0.0	0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102748 100-102749	SEL HW PCbI OS2 SM 12F MTPfLC 5M SEL HW PCbI OS2 SM 12F MTPmLC10M	\$298.00 \$351.00	K	31% 31%	\$205.62 \$242.19	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102750	SEL HW PCbl OS2 SM 12F MTPfLC10M	\$329.00	ĸ	31%	\$227.01	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-102751 100-102752	SEL HW TCV-008LFLFLF-97-RP Cass SEL HW TCV-012MRLFLF-97-OB Cass	\$2,358.00 \$3,448.00	K	31% 31%	\$1,627.02 \$2,379.12			\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102753	SEL HW TCV-012MRLFLF-97-EB Cass	\$3,448.00	ĸ	31%	\$2,379.12	\$0.0		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5 5	100-102754 100-102755	SEL HW TCV-024MRLFMR-97-OB Cass SEL HW TCV-024MRLFMR-97-EB Cass	\$6,894.00 \$6,894.00	K	31% 31%	\$4,756.86 \$4,756.86	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102791	SEL SW Link Lic NAS 10G 1Active	\$6,923.00	ĸ	31%	\$4,776.87	\$0.0		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	100-102791-AA 100-102792	SEL AS LnkLic 10G 1Lnk Actv Annl SEL SW Link Lic NAS 10G 1Passive	\$738.00 \$1,846.00	K	31% 31%	\$509.22 \$1,273.74	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102792-AA	SEL AS LnkLic 10G 1Lnk Pasv Annl	\$1,840.00	K	31%	\$63.48	\$0.0		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	100-102793 100-102793-AA	SEL SW Link Lic 10G FullNAS10G16 SEL AS LnkLic 10G NAS10G16 Ann'I	\$93,846.00 \$9,231.00	K	31% 31%	\$64,753.74 \$6,369.39			\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102794	SEL SW Target Lic 10G 4-Tgt Kit	\$9,231.00	ĸ	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	K	31%	\$636.87	\$0.0		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5 5	100-102795 100-102795-AA	SEL SW Link Lic 10G 4-Link Kit SEL AS LnkLic 10G 4Lnk Kit Ann'l	\$36,923.00 \$3,692.00	K	31% 31%	\$25,476.87 \$2,547.48			\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102796	SEL SW LinkLic 10G FullFCoE10G24 SEL AS LinkLic 10G FCoE10G24 April	\$152,308.00	K	31% 31%	\$105,092.52	\$0.0	0 \$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-102796-AA 100-102797	SEL SW Link Lic 8G Full FC16G12	\$15,231.00 \$61,538.00	K	31%	\$10,509.39 \$42,461.22	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS
5	100-102797-AA	SEL AS LnkLic 8G FC16G12 Ann'l	\$6,000.00	K	31%	\$4,140.00	\$0.0		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5 5	100-102798 100-102798-AA	SEL SW Link Lic 16G Full FC16G12 SEL AS LnkLic 16G FC16G12 Ann'l	\$92,308.00 \$9,231.00	K K	31% 31%	\$63,692.52 \$6,369.39			\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102799	SEL HW ProbeFCoE-10G-24 Chass	\$76,923.00	K	31%	\$53,076.87	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-103010 100-103077	SEL HW VWisdom Pltfrm Appl 4220 SEL SW ProbeSDS-001 Server Lic	\$60,000.00 \$2,769.00	K	31% 31%	\$41,400.00 \$1,910.61	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-103077-AA	SEL AS ProbeSDS-001 Server Lic	\$295.00	K	31%	\$203.55	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-103078 100-103078-AA	SEL SW ProbeNetFlow-100 Endpoint Lic SEL AS ProbeNetFlow-100 Endpoint Lic	\$3,692.00 \$443.00	K	31% 31%	\$2,547.48 \$305.67	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	200-200000	SEL-HW LDX-E PItfmAppi LDX-E1000	\$60,000.00	K	31%	\$41,400.00	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	200-200003	SEL-HW LDX LoadGenAppl LDX-5108S	\$227,885.00	K	31%	\$157,240.65			\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5 5	200-200006 200-200007	SEL-HW LDX LoadGenAppl LDX-6204 SEL-HW LDX LoadGenAppl LDX-6208	\$136,731.00 \$227,885.00	K K	31% 31%	\$94,344.39 \$157,240.65			\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	200-200011	SEL-HW LDX LoadGenAppl LDX-U1044	\$273,462.00	K	31%	\$188,688.78	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	200-200014 200-200015	SEL-HW LDXE+LoadGnAppl LDX-E1040 SEL-HW LDXE+LoadGnAppl LDX-E1004	\$190,577.00 \$190,577.00	K K	31% 31%	\$131,498.13 \$131,498.13			\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	200-200025	SEL-SW Virt LDX-E1000V-10TB-VW	\$29,231.00	ĸ	31%	\$20,169.39	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	200-200069 200-200070	SEL-SW LG CInt FCS FCS-FCI1-4 SEL-SW LG CInt iSCSI ISC-10GC1-4	\$60,577.00 \$60,577.00	K K	31% 31%	\$41,798.13 \$41,798.13			\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	200-200071	SEL-SW LG Cint CIFS SMB-10GC1-4	\$60,577.00	ĸ	31%	\$41,798.13	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	200-200072	SEL-SW LG Clnt SMB2 SMB-10GC2-4	\$60,577.00	К	31%	\$41,798.13	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS

					N	VP LEVEL 1								I
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	200-200073 200-200074	SEL-SW LG Clnt SMB3 SMB-10GC3-4 SEL-SW LG Clnt NFSv2 NFS-10GC2-4	\$60,577.00 \$60,577.00	K K	31% 31%	\$41,798.13 \$41,798.13	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS
5	200-200075	SEL-SW LG CInt NFSv3 NFS-10GC3-4	\$60,577.00	ĸ	31%	\$41,798.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	200-200076 200-200077	SEL-SW LG Cint NFSv4NFS-10GC4-4 SEL-SW LG CintNFS41 NFS-10GC41-4	\$60,577.00 \$60,577.00	K K	31% 31%	\$41,798.13 \$41,798.13	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	200-200078	SEL-SW LG Cint HTTP HCS-10GC1-4	\$60,577.00	K	31%	\$41,798.13	\$0.00			\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5 5	200-200079 200-200080	SEL-SW LG Cint HTPS HCSS-10GC1-4 SEL-SW LG Cint Swt OSSWT-10GC1-4	\$17,308.00 \$17,308.00	K K	31% 31%	\$11,942.52 \$11.942.52	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	200-200081	SEL-SW LG Clnt S3 AMZS3-10GC1-4	\$17,308.00	K	31%	\$11,942.52	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	200-200084 200-200085	SEL-SW LG Cint Kerb KER-10GC1-4 SEL-SW LG Srvr CIFS SMB-10GS1-4	\$17,308.00 \$42,692.00	K K	31% 31%	\$11,942.52 \$29,457.48	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	200-200086	SEL-SW LG Srvr SMB2 SMB-10GS2-4	\$42,692.00	K	31%	\$29,457.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	200-200087 200-200089	SEL-SW LG Srvr SMB3 SMB-10GS3-4 SEL-SW LG Cint IPv6 IPV6-10GC1-4	\$42,692.00 \$138,462.00	K K	31% 31%	\$29,457.48 \$95,538.78	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	200-200090	SEL-SW LG Clnt FCS FCS-FCI1-8	\$100,962.00	K	31%	\$69,663.78	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	200-200091 200-200092	SEL-SW LG CInt iSCSI ISC-10GC1-8 SEL-SW LG CInt CIFS SMB-10GC1-8	\$100,962.00 \$100,962.00	K	31% 31%	\$69,663.78 \$69,663.78	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	200-200093 200-200094	SEL-SW LG Cint SMB2 SMB-10GC2-8 SEL-SW LG Cint SMB3 SMB-10GC3-8	\$100,962.00 \$100,962.00	K	31% 31%	\$69,663.78 \$69.663.78	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	200-200095	SEL-SW LG CInt NFSv2 NFS-10GC2-8	\$100,962.00	K	31%	\$69,663.78	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	200-200096 200-200097	SEL-SW LG Cint NFSv3 NFS-10GC3-8 SEL-SW LG Cint NFSv4 NFS-10GC4-8	\$100,962.00 \$100.962.00	K	31% 31%	\$69,663.78 \$69,663.78	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	200-200097	SEL-SW LG CInt NFS-41 NFS-10GC4-6 SEL-SW LG CInt NFS-41 NFS-10GC41-8	\$100,962.00	K	31%	\$69,663.78	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	200-200099 200-200100	SEL-SW LG Cint HTTP HCS-10GC1-8 SEL-SW LG Cint HTPS HCSS-10GC1-8	\$100,962.00 \$28,846.00	K	31% 31%	\$69,663.78 \$19,903.74	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	200-200101	SEL-SW LG CInt Swt OSSWT-10GC1-8	\$28,846.00	ĸ	31%	\$19,903.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	200-200102 200-200105	SEL-SW LG Cint S3 AMZS3-10GC1-8 SEL-SW LG Cint Kerb KER-10GC1-8	\$28,846.00 \$28.846.00	K	31% 31%	\$19,903.74 \$19,903.74	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	200-200106	SEL-SW LG Srvr CIFS SMB-10GS1-8	\$71,154.00	K	31%	\$49,096.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	200-200107 200-200108	SEL-SW LG Srvr SMB2 SMB-10GS2-8 SEL-SW LG Srvr SMB3 SMB-10GS3-8	\$71,154.00 \$71,154.00	K K	31% 31%	\$49,096.26 \$49,096.26	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	200-200110	SEL-SW LG Cint IPv6 IPV6-10GC1-8	\$230,769.00	К	31%	\$159,230.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	200-200111 200-200112	SEL-SW LDX-E Mgmt 2P LDXE-APP02 SEL-SW LDX-E Mgmt 4P LDXE-APP04	\$40,385.00 \$60.577.00	K K	31% 31%	\$27,865.65 \$41,798.13	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	200-200113	SEL-SW LDX-E Mgmt 8P LDXE-APP08	\$100,962.00	K	31%	\$69,663.78	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	*****	VIRTUAL INSTRUMENTS
5	200-200302 200-200305	SEL-HW LDX LoadGenAppl LDX-5104 SEL-HW LDX LoadGenA LDX-6204-32G	\$136,731.00 \$329,008.00	K K	31% 31%	\$94,344.39 \$227,015.52	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	200-200312	SEL-SW LG Srvr NFSv3 NFS-10GS3-4	\$42,692.00	K	31%	\$29,457.48	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	200-200313 200-200324	SEL-SW LG Srvr NFSv3 NFS-10GS3-8 SEL-SW LG Srvr HTTP HTTP-10GS3-4	\$71,154.00 \$42,692.00	K	31% 31%	\$49,096.26 \$29,457.48	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	200-200325 200-200398	SEL-SW LG Srvr HTTP HTTP-10GS3-8 SEL-SW LG Cint FCS FCS-FCI2-4	\$71,154.00 \$151,442.00	K	31% 31%	\$49,096.26 \$104,494.98	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	200-200398	SEL-HW LDX LoadGenAppl LDX-7104	\$329,008.00	K	31%	\$104,494.96	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	200-200430 200-200432	SEL-SW LG Cint iSCSI ISC-40GC1-4 SEL-SW LG Cint SMB2 SMB-40GC2-4	\$145,769.00 \$145,769.00	K	31% 31%	\$100,580.61 \$100,580.61	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	200-200433	SEL-SW LG CInt SMB3 SMB-40GC3-4	\$145,769.00	K	31%	\$100,580.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	200-200435 200-200437	SEL-SW LG Cint NFSv3 NFS-40GC3-4 SEL-SW LG Cint NFSv4 NFS-40GC4-4	\$145,769.00 \$145,769.00	K	31% 31%	\$100,580.61 \$100.580.61	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	200-200438	SEL-SW LG Clnt NFS41 NFS-40GC41-	\$145,769.00	K	31%	\$100,580.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	200-200439 200-200440	SEL-SW LG Cint HTTP HCS-40GC1-4 SEL-SW LG Cint HTTPS-40GC1-4	\$145,769.00 \$41,646.00	K	31% 31%	\$100,580.61 \$28,735.74	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	200-200441	SEL-SW LG Clnt Swt OSSWT-40GC1-4	\$41,646.00	К	31%	\$28,735.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	200-200442 200-200445	SEL-SW LG Cint S3 AMZS3-40GC1-4 SEL-SW LG Cint Kerb KER-40GC1-4	\$41,646.00 \$41.646.00	K K	31% 31%	\$28,735.74 \$28,735.74	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	200-200450	SEL-SW LG Clnt IPv6 IPV6-40GC1-4	\$333,169.00	K	31%	\$229,886.61	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5 5	1433-LIC AADENC100UC	SEL 1433-LIC VF-DD2-25VM-F SEL AV-ADV-ENTC100-UG-C )	\$20,625.00 \$3,300.00	K K	31% 31%	\$14,231.25 \$2,277.00	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			) VMWARE ) VMWARE
5	AADENC100UC-I	SEL AV-ADV-ENTC100-UG-C ) SEL AV-ADV-ENTC100-UG-C )	\$3,448.50 \$3,535.86	K	31% 31%	\$2,379.47 \$2,439.74	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARF
5	AADENC100UC-K AADENT100UC	SEL AV-ADV-ENTO100-0G-C ) SEL AV-ADV-ENTN100-UG-C )	\$2,200.00	K	31%	\$2,439.74 \$1,518.00	\$0.00		\$0.00	\$0.00	\$0.00			VMWARE
5	AADENT100UC-I AADENT100UC-K	SEL AV-ADV-ENTN100-UG-C ) SEL AV-ADV-ENTN100-UG-C )	\$2,299.00 \$2,355.96	K	31% 31%	\$1,586.31 \$1,625.61	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	AADENT10UC	SEL AV-ADV-ENTC10-UG-C)	\$330.00	K	31%	\$227.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	AADENT10UC-I AADENT10UC-K	SEL AV-ADV-ENTC10-UG-C ) SEL AV-ADV-ENTC10-UG-C )	\$344.85 \$353.59	K	31% 31%	\$237.95 \$243.98	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	AADETN10UC	SEL AV-ADV-ENTN10-UG-C )	\$220.00	K	31%	\$151.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	AADETN10UC-I AADETN10UC-K	SEL AV-ADV-ENTN10-UG-C ) SEL AV-ADV-ENTN10-UG-C )	\$229.90 \$235.60	K K	31% 31%	\$158.63 \$162.56	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			) VMWARE ) VMWARE
5	ASTADC10UC ASTADC10UC-I	SEL AV-STD-ADVC10-UG-C )	\$660.00	Ķ	31%	\$455.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE VMWARE
5	ASTADC10UC-I	SEL AV-STD-ADVC10-UG-C ) SEL AV-STD-ADVC10-UG-C )	\$689.70 \$707.55	K K	31% 31%	\$475.89 \$488.21	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE
5	ASTADV100UC ASTADV100UC-I	SEL AV-STD-ADVC100-UG-C )	\$6,600.00	K	31%	\$4,554.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	ASTADV100UC-I ASTADV100UC-K	SEL AV-STD-ADVC100-UG-C ) SEL AV-STD-ADVC100-UG-C )	\$6,897.00 \$7,075.54	K	31% 31%	\$4,758.93 \$4,882.12	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			) VMWARE ) VMWARE
5 5	ASTADVN10UC	SEL AV-STD-ADVN10-UG-C )	\$440.00 \$459.80	K	31% 31%	\$303.60 \$317.26	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		*****	VMWARE VMWARE
5	ASTADVN10UC-I ASTADVN10UC-K	SEL AV-STD-ADVN10-UG-C ) SEL AV-STD-ADVN10-UG-C )	\$471.58	K	31%	\$317.26	\$0.00			\$0.00	\$0.00			VMWARE
5	ASTDADV100UC ASTDADV100UC-I	SEL AV-STD-ADVN100-UG-C )	\$4,400.00 \$4,598.00	K	31% 31%	\$3,036.00 \$3,172.62	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	ASTDADV100UC-K	SEL AV-STD-ADVN100-UG-C ) SEL AV-STD-ADVN100-UG-C )	\$4,715.75	K	31%	\$3,253.87	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ASTDENC10UC ASTDENC10UC-I	SEL AV-STD-ENTC10-UG-C ) SEL AV-STD-ENTC10-UG-C )	\$990.00 \$1,034.55	K	31% 31%	\$683.10 \$713.84	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	ASTDENC10UC-K	SEL AV-STD-ENTC10-UG-C )	\$1,061.14	ĸ	31%	\$732.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	ASTDNT100UC ASTDNT100UC-I	SEL AV-STD-ENTN100-UG-C ) SEL AV-STD-ENTN100-UG-C )	\$6,600.00 \$6,897.00	K K	31% 31%	\$4,554.00 \$4,758.93	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	ASTDNT100UC-K	SEL AV-STD-ENTN100-UG-C )	\$7,075.54	ĸ	31%	\$4,882.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	ASTENN10UC ASTENN10UC-I	SEL AV-STD-ENTN10-UG-C ) SEL AV-STD-ENTN10-UG-C )	\$660.00 \$689.70	K K	31% 31%	\$455.40 \$475.89	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	ASTENN10UC-K	SEL AV-STD-ENTN10-UG-C )	\$707.55	K	31%	\$488.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	ASTENT100UC ASTENT100UC-I	SEL AV-STD-ENTC100-UG-C ) SEL AV-STD-ENTC100-UG-C )	\$9,900.00 \$10,345.50	K K	31% 31%	\$6,831.00 \$7,138.40	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			) VMWARE ) VMWARE
5	ASTENT100UC-K	SEL AV-STD-ENTC100-UG-C )	\$10,611.40	K	31%	\$7,321.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	AVADVC100C	SEL AV-ADVC-100-C)	\$15,000.00	K	31%	\$10,350.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE

					ı	NVP LEVEL 1								
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	AVADVC100C-I AVADVC100C-K	SEL AV-ADVC-100-C ) SEL AV-ADVC-100-C )	\$15,675.00 \$16,051.18	K K	31% 31%	\$10,815.75 \$11,075.31	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5 5	AVADVC10C AVADVC10C-I	SEL AV-ADVC-10-C ) SEL AV-ADVC-10-C )	\$1,500.00 \$1,567.50	K K	31% 31%	\$1,035.00 \$1,081.58	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	AVADVC10C-K	SEL AV-ADVC-10-C )	\$1,605.12	K	31%	\$1,107.53	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE
5 5	AVADVN100C AVADVN100C-I	SEL AV-ADVN-100-C ) SEL AV-ADVN-100-C )	\$10,000.00 \$10,450.00	K K	31% 31%	\$6,900.00 \$7,210.50	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	AVADVN100C-K	SEL AV-ADVN-100-C)	\$10,688.02	K	31%	\$7,374.73	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE
5 5	AVADVN10C AVADVN10C-I	SEL AV-ADVN-10-C ) SEL AV-ADVN-10-C )	\$1,000.00 \$1,045.00	K K	31% 31%	\$690.00 \$721.05	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	AVADVN10C-K AVENTC100C	SEL AV-ADVN-10-C ) SEL AV-ENTC-100-C )	\$1,068.80	K K	31% 31%	\$737.47	\$0.0 \$0.0	0 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	0 \$0.00	\$0.00	VMWARE VMWARE
5	AVENTC100C-I	SEL AV-ENTC-100-C)	\$18,000.00 \$18,810.00	K	31%	\$12,420.00 \$12,978.90	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE
5	AVENTC100C-K AVENTC10C	SEL AV-ENTC-100-C ) SEL AV-ENTC-10-C )	\$19,269.08 \$1,800.00	K K	31% 31%	\$13,295.67 \$1,242.00	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	AVENTC10C-I	SEL AV-ENTC-10-C)	\$1,881.00	K	31%	\$1,297.89	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE
5 5	AVENTC10C-K AVENTN100C	SEL AV-ENTC-10-C ) SEL AV-ENTN-100-C )	\$1,926.91 \$12,000.00	K K	31% 31%	\$1,329.57 \$8,280.00	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	AVENTN100C-I	SEL AV-ENTN-100-C)	\$12,540.00	K	31%	\$8,652.60	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00		VMWARE
5	AVENTN100C-K AVENTN10C	SEL AV-ENTN-100-C ) SEL AV-ENTN-10-C )	\$12,833.28 \$1,200.00	K K	31% 31%	\$8,854.96 \$828.00	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	AVENTN10C-I AVENTN10C-K	SEL AV-ENTN-10-C ) SEL AV-ENTN-10-C )	\$1,254.00 \$1,283.33	K K	31% 31%	\$865.26 \$885.50	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	AVSTDC100C	SEL AV-STDC-100-C)	\$9,000.00	K	31%	\$6,210.00	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE
5 5	AVSTDC100C-I AVSTDC100C-K	SEL AV-STDC-100-C ) SEL AV-STDC-100-C )	\$9,405.00 \$9,615.38	K K	31% 31%	\$6,489.45 \$6.634.61	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	AVSTDC10C	SEL AV-STDC-10-C)	\$900.00	K	31%	\$621.00	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE
5 5	AVSTDC10C-I AVSTDC10C-K	SEL AV-STDC-10-C ) SEL AV-STDC-10-C )	\$940.50 \$961.54	K K	31% 31%	\$648.95 \$663.46	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	AVSTDN100C	SEL AV-STDN-100-C )	\$6,000.00	K	31%	\$4,140.00	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE
5	AVSTDN100C-I AVSTDN100C-K	SEL AV-STDN-100-C ) SEL AV-STDN-100-C )	\$6,270.00 \$6,431.96	K K	31% 31%	\$4,326.30 \$4,438.05	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5 5	AVSTDN10C AVSTDN10C-I	SEL AV-STDN-10-C ) SEL AV-STDN-10-C )	\$600.00 \$627.00	K K	31% 31%	\$414.00 \$432.63	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	AVSTDN10C-K	SEL AV-STDN-10-C )	\$643.20	K	31%	\$443.81	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE
5 5	CA6DEVKC CA6DEVKC-I	SEL CA6-DEVK-C ) SEL CA6-DEVK-C )	\$20,000.00 \$23,400.00	K K	31% 31%	\$13,800.00 \$16.146.00	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	CA6DEVKC-K	SEL CA6-DEVK-C)	\$22,486.98	K	31%	\$15,516.02	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE
5 5	CL17ADVC CL17ADVC-I	SEL CL17-ADV-C ) SEL CL17-ADV-C )	\$7,995.00 \$9,354.15	K K	31% 31%	\$5,516.55 \$6,454.36	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	CL17ADVC-K	SEL CL17-ADV-C)	\$9,002.45	K	31%	\$6,211.69	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE
5		SEL CL17-ENT-ADV-UG-C ) SEL CL17-ENT-ADV-UG-C )	\$6,925.00 \$8,102.25	K K	31% 31%	\$4,778.25 \$5,590.55	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	CL17ENTADVUGC-K CL17ENTC	SEL CL17-ENT-ADV-UG-C ) SEL CL17-ENT-C )	\$7,776.59 \$9,495.00	K K	31% 31%	\$5,365.85 \$6,551.55	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	CL17ENTC-I	SEL CL17-ENT-C)	\$11,109.15	K	31%	\$7,665.31	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE
5 5	CL17ENTC-K CL17ENTENTUGC	SEL CL17-ENT-C ) SEL CL17-ENT-ENT-UG-C )	\$10,688.02 \$8,425.00	K K	31% 31%	\$7,374.73 \$5,813.25	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	CL17ENTENTUGC-I	SEL CL17-ENT-UG-C)	\$9,857.25	K	31%	\$6,801.50	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE
5		SEL CL17-ENT-UG-C ) SEL CL17-ENT-STD-UG-C )	\$9,462.15 \$4,425.00	K K	31% 31%	\$6,528.88 \$3,053.25	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5		SEL CL17-ENT-STD-UG-C )	\$5,177.25	K K	31%	\$3,572.30	\$0.0			\$0.00	\$0.00			VMWARE
5	CL17EPAVUGC	SEL CL17-ENT-STD-UG-C ) SEL CL17-EPL-ADV-UG-C )	\$4,976.25 \$6,245.00	K	31% 31%	\$3,433.61 \$4,309.05	\$0.0 \$0.0	0 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	0 \$0.00	\$0.00	VMWARE VMWARE
5	CL17EPAVUGC-I CL17EPAVUGC-K	SEL CL17-EPL-ADV-UG-C ) SEL CL17-EPL-ADV-UG-C )	\$7,306.65 \$7,021.91	K K	31% 31%	\$5,041.59 \$4.845.12	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	CL17EPLENTUGC	SEL CL17-EPL-ENT-UG-C )	\$7,745.00	K	31%	\$5,344.05	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE
5 5		SEL CL17-EPL-ENT-UG-C ) SEL CL17-EPL-ENT-UG-C )	\$9,061.65 \$8,695.99	K K	31% 31%	\$6,252.54 \$6,000.23	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	CL17EPLSTDUGC	SEL CL17-EPL-STD-UG-C )	\$3,745.00	K	31% 31%	\$2,584.05	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE
5		SEL CL17-EPL-STD-UG-C ) SEL CL17-EPL-STD-UG-C )	\$4,381.65 \$4,210.08	K K	31%	\$3,023.34 \$2,904.96	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	CL170EADUGC CL170EADUGC-I	SEL CL17-OENT-ADV-UG-C ) SEL CL17-OENT-ADV-UG-C )	\$5,935.00 \$6,943.95	K K	31% 31%	\$4,095.15 \$4,791.33	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	CL170EADUGC-K	SEL CL17-OENT-ADV-UG-C )	\$6,669.48	K	31%	\$4,601.94	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE
5 5	CL170EENUGC CL170EENUGC-I	SEL CL17-0EPL-ENT-UG-C ) SEL CL17-0EPL-ENT-UG-C )	\$6,755.00 \$7,903.35	K K	31% 31%	\$4,660.95 \$5.453.31	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	CL170EENUGC-K	SEL CL17-OEPL-ENT-UG-C )	\$7,596.54	K	31%	\$5,241.61	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	CL170ENNTUGC CL170ENNTUGC-I	SEL CL17-OENT-ENT-UG-C ) SEL CL17-OENT-ENT-UG-C )	\$7,435.00 \$8,698.95	K K	31% 31%	\$5,130.15 \$6,002.28	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	CL170ENNTUGC-K CL170PLAUGC	SEL CL17-OENT-ENT-UG-C ) SEL CL17-OEPL-ADV-UG-C )	\$8,389.52 \$5,255.00	K	31% 31%	\$5,788.77 \$3.625.95	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARF
5	CL170PLAUGC-I	SEL CL17-OEPL-ADV-UG-C )	\$6,148.35	ĸ	31%	\$4,242.36	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE
5 5	CL17OPLAUGC-K CL17OTSTDUGC	SEL CL17-OEPL-ADV-UG-C ) SEL CL17-OENT-STD-UG-C )	\$5,910.97 \$3,435.00	K K	31% 31%	\$4,078.57 \$2,370.15	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	CL17OTSTDUGC-I	SEL CL17-OENT-STD-UG-C )	\$4,018.95	ĸ	31%	\$2,773.08	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE
5 5		SEL CL17-OENT-STD-UG-C ) SEL CL17-STD-ADV-UG-C )	\$3,857.65 \$7,700.00	K K	31% 31%	\$2,661.78 \$5,313.00	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	CL17STDADVUGC-I	SEL CL17-STD-ADV-UG-C ) SEL CL17-STD-ADV-UG-C )	\$9,009.00	K	31%	\$6,216.21	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE
5	CL17STDC	SEL CL17-STD-C)	\$8,619.37 \$5,495.00	K K	31% 31%	\$5,947.37 \$3,791.55	\$0.0 \$0.0	0 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	0 \$0.00	\$0.00	VMWARE VMWARE
5	CL17STDC-I CL17STDC-K	SEL CL17-STD-C ) SEL CL17-STD-C )	\$6,429.15 \$6,179.13	K K	31% 31%	\$4,436.11 \$4,263.60	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	CL17STDENTUGC	SEL CL17-STD-ENT-UG-C )	\$9,350.00	K	31%	\$6,451.50	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE
5 5		SEL CL17-STD-ENT-UG-C ) SEL CL17-STD-ENT-UG-C )	\$10,939.50 \$10,534.78	K K	31% 31%	\$7,548.26 \$7,269.00				\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	CL17STDSTDUGC	SEL CL17-STD-STD-UG-C )	\$4,950.00	K	31%	\$3,415.50	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE
5 5		SEL CL17-STD-UG-C ) SEL CL17-STD-UG-C )	\$5,791.50 \$5,566.20	K K	31% 31%	\$3,996.14 \$3,840.68	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	CL7ELENUGPO	SEL CL7-EPL-ENT-UG-PRO ) SEL CL7-EPL-ENT-UG-PRO )	\$6,975.00	K	31% 31%	\$4,812.75 \$5,630.92	\$0.0	0 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE VMWARE
5	CL7ELENUGPO-K	SEL CL7-EPL-ENT-UG-PRO )	\$8,160.75 \$7,853.20	K K	31%	\$5,418.71	\$0.0 \$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE
5	CL7ELSDUGPO	SEL CL7-EPL-STD-UG-PRO )	\$3,375.00	K	31%	\$2,328.75	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE

						N	IVP LEVEL 1								
BAND	SKU		DESCRIPTION	EMC T PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	CL7ELSDUGPO-I CL7ELSDUGPO-K	SEL CL7-EPL-STD-UG-PRO ) SEL CL7-EPL-STD-UG-PRO )		\$3,948.75 \$3,796.35	K K	31% 31%	\$2,724.64 \$2,619.48	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	CL7ENSDUGRO CL7ENSDUGRO-I	SEL CL7-ENT-STD-UG-PRO ) SEL CL7-ENT-STD-UG-PRO )		\$3,985.00 \$4,662.45	K	31% 31%	\$2,749.65 \$3,217.09	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5 5		SEL CL7-ENT-STD-UG-PRO )		\$4,478.24	K K	31%	\$3,089.99	\$0.0			\$0.00	\$0.00			VMWARE
5	CL7EPLAVUPO CL7EPLAVUPO-I	SEL CL7-EPL-ADV-UG-PRO ) SEL CL7-EPL-ADV-UG-PRO )		\$5,625.00 \$6,581.25	K K	31% 31%	\$3,881.25 \$4,541.06	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	CL7EPLAVUPO-K	SEL CL7-EPL-ADV-UG-PRO )		\$6,324.70	K	31%	\$4,364.04	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	CL7ETAVUPRO CL7ETAVUPRO-I	SEL CL7-ENT-ADV-UG-PRO ) SEL CL7-ENT-ADV-UG-PRO )		\$6,235.00 \$7,294.95	K K	31% 31%	\$4,302.15 \$5,033.52	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	CL7ETAVUPRO-K	SEL CL7-ENT-ADV-UG-PRO)		\$7,006.59	K	31%	\$4,834.55	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CL7NTENUGPO CL7NTENUGPO-I	SEL CL7-ENT-ENT-UG-PRO ) SEL CL7-ENT-ENT-UG-PRO )		\$7,585.00 \$8,874.45	K K	31% 31%	\$5,233.65 \$6,123.37	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5		SEL CL7-ENT-ENT-UG-PRO )		\$8,542.75	K	31%	\$5,894.50	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5		SEL CL7-OEPL-ENT-UG-PRO ) SEL CL7-OEPL-ENT-UG-PRO )		\$6,075.00 \$7,107.75	K K	31% 31%	\$4,191.75 \$4,904.35	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5		SEL CL7-OEPL-ENT-UG-PRO )		\$6,830.37	K K	31%	\$4,712.96	\$0.0		\$0.00	\$0.00	\$0.00			VMWARE
5	CL70ETADUGRO-I	SEL CL7-OENT-ADV-UG-PRO ) SEL CL7-OENT-ADV-UG-PRO )		\$5,345.00 \$6,253.65	K	31% 31%	\$3,688.05 \$4,315.02	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5		SEL CL7-OENT-ADV-UG-PRO ) SEL CL7-OENT-ENT-UG-PRO )		\$6,010.57 \$6,695.00	K K	31% 31%	\$4,147.29 \$4.619.55	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	CL7ONTNTUPO-I	SEL CL7-OENT-ENT-UG-PRO )		\$7,833.15	K	31%	\$5,404.87	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	CL7ONTNTUPO-K CL7ONTSTUPO	SEL CL7-OENT-ENT-UG-PRO ) SEL CL7-OENT-STD-UG-PRO )		\$7,527.58 \$3,095.00	K K	31% 31%	\$5,194.03 \$2,135.55	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	CL7ONTSTUPO-I	SEL CL7-OENT-STD-UG-PRO )		\$3,621.15	K	31%	\$2,498.59	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5		SEL CL7-OENT-STD-UG-PRO ) SEL CL7-OEPL-ADV-UG-PRO )		\$3,482.22 \$4,735.00	K K	31% 31%	\$2,402.73 \$3,267.15	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5		SEL CL7-OEPL-ADV-UG-PRO )		\$5,539.95	K	31%	\$3,822.57	\$0.0			\$0.00	\$0.00			VMWARE
5 5		SEL CL7-OEPL-ADV-UG-PRO ) SEL CL7-OPL-STD-UG-PRO )		\$5,321.02 \$2,475.00	K K	31% 31%	\$3,671.50 \$1,707.75	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	CL7OPSTUGPO-I	SEL CL7-OPL-STD-UG-PRO )		\$2,895.75	K	31% 31%	\$1,998.07 \$1.921.66	\$0.0 \$0.0	0 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00	VMWARE VMWARE
5	CL7PLSTDUGC	SEL CL7-OPL-STD-UG-PRO ) SEL CL17-OEPL-STD-UG-C )		\$2,785.01 \$2,755.00	K K	31%	\$1,921.00	\$0.0			\$0.00	\$0.00			VMWARE
5	CL7PLSTDUGC-I CL7PLSTDUGC-K	SEL CL17-OEPL-STD-UG-C ) SEL CL17-OEPL-STD-UG-C )		\$3,223.35 \$3,099.14	K K	31% 31%	\$2,224.11 \$2,138.41	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	CL7STETUPRO	SEL CL7-STD-ENT-UG-PRO )		\$8,415.00	K	31%	\$5,806.35	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	CL7STETUPRO-I CL7STETUPRO-K	SEL CL7-STD-ENT-UG-PRO ) SEL CL7-STD-ENT-UG-PRO )		\$9,845.55 \$9,462.15	K K	31% 31%	\$6,793.43 \$6,528.88	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	CL7STSTUGPO	SEL CL7-STD-STD-UG-PRO)		\$4,455.00	K	31%	\$3,073.95	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	CL7STSTUGPO-I CL7STSTUGPO-K	SEL CL7-STD-STD-UG-PRO ) SEL CL7-STD-STD-UG-PRO )		\$5,212.35 \$5,006.90	K K	31% 31%	\$3,596.52 \$3,454.76	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	CL7TADVGPRO	SEL CL7-STD-ADV-UG-PRO )		\$6,930.00	К	31%	\$4,781.70	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5		SEL CL7-STD-ADV-UG-PRO ) SEL CL7-STD-ADV-UG-PRO )		\$8,108.10 \$7,776.59	K K	31% 31%	\$5,594.59 \$5,365.85	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	FUS10PROC FUS10PROC-I	SEL FUS10-PRO-C ) SEL FUS10-PRO-C )		\$159.99 \$163.19	K K	31% 31%	\$110.39 \$112.60	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	FUS10PROC-K	SEL FUS10-PRO-C )		\$165.45	K	31%	\$112.60	\$0.0			\$0.00	\$0.00			VMWARE
5	FUS10PROUGC FUS10PROUGC-I	SEL FUS10-PRO-UG-C ) SEL FUS10-PRO-UG-C )		\$119.99 \$122.39	K	31% 31%	\$82.79 \$84.45	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	FUS10PROUGC-K	SEL FUS10-PRO-UG-C )		\$124.08	K	31%	\$85.62	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5		SEL HZ7-AVA-APADN10-UG-C ) SEL HZ7-AVA-APADN10-UG-C )		\$1,100.00 \$1,149.50	K K	31% 31%	\$759.00 \$793.16	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	H7AAAPAN10UGC-K	SEL HZ7-AVA-APADN10-UG-C )		\$1,176.06	K	31%	\$811.48	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7AANN100UC H7AANN100UC-I	SEL HZ7-AVA-ENN100-UG-C ) SEL HZ7-AVA-ENN100-UG-C )		\$27,500.00 \$28,737.50	K K	31% 31%	\$18,975.00 \$19,828.88	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	H7AANN100UC-K	SEL HZ7-AVA-ENN100-UG-C)		\$29,459.09	K	31%	\$20,326.77	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7ACEC100UC H7ACEC100UC-I	SEL HZ7-ADC-ENC-100-UG-C ) SEL HZ7-ADC-ENC-100-UG-C )		\$19,250.00 \$20,116.25	K K	31% 31%	\$13,282.50 \$13,880.21	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	H7ACEC100UCV2-K H7ACEC10UC	SEL HZ7-ADC-ENC-100-UG-C ) SEL HZ7-ADC-ENC-10-UG-C )		\$20,648.18 \$1,925.00	K	31% 31%	\$14,247.24 \$1,328.25	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5		SEL HZ7-ADC-ENC-10-UG-C )		\$2,011.63	K	31%	\$1,388.02	\$0.0			\$0.00	\$0.00			VMWARE
5		SEL HZ7-ADC-ENC-10-UG-C ) SEL HZ7-ADA-ENN10-UG-C )		\$2,064.82 \$1,650.00	K K	31% 31%	\$1,424.73 \$1,138.50	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	H7ADAUGN10UC-I	SEL HZ7-ADA-ENN10-UG-C )		\$1,724.25	K	31%	\$1,189.73	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	H7ADAUGN10UC-K H7AEEC100GC	SEL HZ7-ADA-ENN10-UG-C ) SEL HZ7-AVE-ENC100-UG-C )		\$1,766.01 \$43,450.00	K K	31% 31%	\$1,218.55 \$29,980.50	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	H7AEEC100GC-I	SEL HZ7-AVE-ENC100-UG-C )		\$45,405.25	K	31%	\$31,329.62	\$0.0	0 \$0.00		\$0.00	\$0.00			VMWARE
5	H7AEEC100GC-K H7AEENC10GC	SEL HZ7-AVE-ENC100-UG-C ) SEL HZ7-AVE-ENC10-UG-C )		\$46,544.59 \$4,345.00	K K	31% 31%	\$32,115.77 \$2,998.05	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	H7AEENC10GC-I H7AEENC10GC-K	SEL HZ7-AVE-ENC10-UG-C )		\$4,540.53	K	31% 31%	\$3,132.97	\$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	H7AEN100UGC	SEL HZ7-AVE-ENC10-UG-C ) SEL HZ7-AVE-ENN100-UG-C )		\$4,654.46 \$25,300.00	K K	31%	\$3,211.58 \$17,457.00	\$0.0 \$0.0		\$0.00	\$0.00	\$0.00			VMWARE
5	H7AEN100UGC-I H7AEN100UGC-K	SEL HZ7-AVE-ENN100-UG-C ) SEL HZ7-AVE-ENN100-UG-C )		\$26,438.50 \$27,083.97	K K	31% 31%	\$18,242.57 \$18,687.94	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	H7ANEN100UC	SEL HZ7-ADN-ENN-100-UG-C)		\$11,000.00	ĸ	31%	\$7,590.00	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5		SEL HZ7-ADN-ENN-100-UG-C ) SEL HZ7-ADN-ENN-100-UG-C )		\$11,495.00 \$11,760.65	K	31% 31%	\$7,931.55 \$8.114.85	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	H7ANEN10UC	SEL HZ7-ADN-ENN-10-UG-C )		\$1,100.00	K	31%	\$759.00	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5		SEL HZ7-ADN-ENN-10-UG-C ) SEL HZ7-ADN-ENN-10-UG-C )		\$1,149.50 \$1,176.06	K K	31% 31%	\$793.16 \$811.48	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	H7ASAPA100UC	SEL HZ7-AVS-APADC100-UG-C)		\$25,850.00	K	31%	\$17,836.50	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5		SEL HZ7-AVS-APADC100-UG-C ) SEL HZ7-AVS-APADC100-UG-C )		\$27,013.25 \$27,696.90	K K	31% 31%	\$18,639.14 \$19,110.86	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	H7ASAPAN100UC	SEL HZ7-AVS-APADN100-UG-C )		\$15,400.00	K	31%	\$10,626.00	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5		SEL HZ7-AVS-APADN100-UG-C ) SEL HZ7-AVS-APADN100-UG-C )		\$16,093.00 \$16,510.88	K K	31% 31%	\$11,104.17 \$11,392.51	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00		\$0.00	VMWARE VMWARE
5		SEL HZ7-AVA-APADC10-UG-C) SEL HZ7-AVA-APADC10-UG-C)		\$1,925.00	K K	31%	\$1,328.25 \$1.388.02	\$0.0	0 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	H7AVAPAC10UGC-K	SEL HZ7-AVA-APADC10-UG-C )		\$2,011.63 \$2,064.82	K	31% 31%	\$1,424.73		0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5		SEL HZ7-AVA-APADN100-UG-C ) SEL HZ7-AVA-APADN100-UG-C )		\$11,000.00 \$11,495.00	K K	31% 31%	\$7,590.00 \$7,931.55	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	VMWARE VMWARE
5	H7AVAPAD100UC-K	SEL HZ7-AVA-APADN100-UG-C )		\$11,760.65	K	31%	\$8,114.85	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7AVEE10UGC	SEL HZ7-AVE-ENN10-UG-C )		\$2,530.00	K	31%	\$1,745.70	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE

May   Second S						1	NVP LEVEL 1								
Property of the Company of the Com	BAND			LIST PRICE USD				PLUS MNT LP			BASIC MNT LP	TO PS W/MC			
Company	-				K K										
1	5	H7AVEN10UC	SEL HZ7-AVA-ENN10-UG-C )	\$2,750.00		31%	\$1,897.50		0 \$0.00	\$0.00		\$0.00	\$0.00		
Machement   Mach	5														
Printed Control   Contro	5														
Company	5	H7AVENC100UC-K	SEL HZ7-AVS-ENC100-UG-C )	\$57,194.30		31%	\$39,464.07	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
Commence   Commence	5														
1   1   1   1   1   1   1   1   1   1	5	H7AVENC10UC-K	SEL HZ7-AVA-ENC10-UG-C )	\$5,006.90	K	31%	\$3,454.76	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
MACHINE   Machine   Mach	5 5														
Company	5	H7AVNN10UC-K	SEL HZ7-AVS-ENN10-UG-C )	\$3,420.93	K	31%	\$2,360.44	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
Part   Part	5														
Property	5			\$2,769.69			\$1,911.09	\$0.0	0 \$0.00						
1	5	H7AVSAAD10UGC-I	SEL HZ7-AVS-APADN10-UG-C ) SEL HZ7-AVS-APADN10-UG-C )												
MARCHESTON   STATE AND ADDRESS   STATE AND A	5														
MINISTER   MINISTER	5														
STEAM COLOR   CELEPT AND COLOR   1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	5														
Temperature   Temperature	5	H7DDAAC10GC-I	SEL HZ7-ADA-ADC10-UG-C )	\$1,149.50	K	31%	\$793.16	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
STATEMENT   1975   19	5 5														
S. PERSONALION   S. P. P. P. P. P. P. P. P. P. P. P. P. P.	5	H7DENNA100UC-I	SEL HZ7-ADA-ENN100-UG-C )	\$17,242.50	K	31%	\$11,897.33	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
Ministration   September   S	5 5														
The part of the	5	H7E100ERCUC-I	SEL HZ7-E100-AERC-UG-C )	\$14,368.75	K	31%	\$9,914.44	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
1	5 5													*****	
S	5	H7EAEC100UGC-I	SEL HZ7-ENA-ENC100-UG-C )	\$17,242.50	K	31%	\$11,897.33	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
S. PERTONOME   11.000   1.00	5														
THE PROPOSAL   STATE CONTINUES   11   12   12   13   14   12   13   14   13   13   14   13   13   13	5	H7EAST100UC	SEL HZ7-EAD-STD100-UG-C )		K		\$12,075.00								
THE PROPERTY   THE	5														
STREAM   1,000   1,0	5														
5 HTMMAGNOLD SELECTION COLUMN SELECTION	5														
Fig.   Fig.	5														
5 HTPMSCHOLOUS SELE, RTZ-FIN-STOM-SIGLE) 5 HTPMSCHOLOUS SELE, RTZ-FIN-STOM-SIGLE) 5 HTPMSCHOLOUS SELE, RTZ-FIN-STOM-SIGLE) 5 HTPMSCHOLOUS SELE, RTZ-FIN-STOM-SIGLE) 6 HTPMSCHOLOUS SELE, RTZ-FIN-STOM-SIGLE) 6 HTPMSCHOLOUS SELE, RTZ-FIN-STOM-SIGLE) 6 HTPMSCHOLOUS SELE, RTZ-FIN-STOM-SIGLE) 7 HTPMSCHOLOUS SELE, RTZ-FIN-STOM-SIG	5	H7ENASDA10UC	SEL HZ7-ENTA-STDA10-UG-C )	\$1,000.00	K	31%	\$690.00	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
Fire   Fire	5 5														
FIRECTORICYSE   SET-72-EM-ED-COULDG   126,547.00   10.00   1	5	H7ENEC100UC	SEL HZ7-ENN-ENC-100-UG-C )	\$24,750.00	K	31%	\$17,077.50	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
FIRECURD   SEL   APPENENCE	5 5				K K										
FIRECTION: CS   SELECT   SELECTION: CS   SELECT   SELECTION: CS   SELECTION:	5	H7ENEC10UC	SEL HZ7-ENN-ENC-10-UG-C)	\$2,475.00	K	31%	\$1,707.75	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
MTEMOLYCLOCK   SELECT AMERICAL PLOCE   \$17.25   K   31%   \$1,1850   \$10.0   \$	5				K K										
MTENNECHOUSE   BELFEZ-REAL-ERIOL GLOS   \$1,786.01   K 31%   \$1,285   \$0.00	5	H7ENNC10UGC	SEL HZ7-ENA-ENC10-UG-C )	\$1,650.00	K	31%	\$1,138.50	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
FILE   FILE   SEL   FILE   SEL   S	5														
FT.XXCETOULC   SELECT.XCEND.100.GC   S0.00	5														
Fig. 100   Fig. 100	5	H7LXCEC100UC-K	SEL HZ7-LXC-ENC-100-UG-C )	\$50,988.35		31%	\$35,181.96	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
Fire   Fire	5 5				K										
Fig.   HTMGAC100UCV   SEL   HZT-MIRG-ADC-10U-UG-C)   \$28,737.50   K   31%   \$19,828.88   \$50.00   \$0	5	H7LXCEC10UC-K	SEL HZ7-LXC-ENC-10-UG-C )	\$5,098.84	ĸ	31%	\$3,518.20	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
Fig.   HTMCAC100UCV2-K SEL HZ7-MRG-ADC-10-UG-C)	5 5														
S	5	H7MGAC100UCV2-K	SEL HZ7-MRG-ADC-100-UG-C )	\$29,459.09		31%	\$20,326.77	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5   H7MGAC10UC/2K   SEL H27-MRG-AD-10-UG-C)   \$2,94591   K   31%   \$2,02.88   \$0.00	5														
5 H7MGAN10UCL-I SEL HZ-MRG-ADN-100-LGC) 5 H7MGAN10UCL-I SEL HZ-MRG-ADN-100-LGC) 5 H7MGAN10UC SEL HZ-MRG-ADN-100-LGC) 5 H7MGAN10UC SEL HZ-MRG-ADN-100-LGC) 5 H7MGAN10UC SEL HZ-MRG-ADN-100-LGC) 5 H7MGAN10UC SEL HZ-MRG-ADN-100-LGC) 5 H7MGAN10UC SEL HZ-MRG-ADN-100-LGC) 5 H7MGAN10UC SEL HZ-MRG-ADN-100-LGC) 5 H7MGAN10UC SEL HZ-MRG-ADN-100-LGC) 5 H7MGAN10UC SEL HZ-MRG-ADN-100-LGC) 5 H7MGAN10UC SEL HZ-MRG-ADN-100-LGC) 5 H7MGAN10UC SEL HZ-MRG-ADN-100-LGC) 5 H7MGAN10UC SEL HZ-MRG-ADN-100-LGC) 5 H7MGAN10UC SEL HZ-MRG-ADN-100-LGC) 5 H7MGAN10UC SEL HZ-MRG-ADN-100-LGC) 5 H7MGAN10UC SEL HZ-MRG-ADN-100-LGC) 5 H7MGAN10UC SEL HZ-MRG-ADN-100-LGC) 5 H7MGAN10UC SEL HZ-MRG-ADN-100-LGC) 5 H7MGAN10UC SEL HZ-MRG-ADN-100-LGC) 5 H7MGAN10UC SEL HZ-MG-ADC-100-LGC) 5 H7MGAN10UC SEL HZ-MGR-ADC-100-LGC) 5 H7MGAN10UC SEL HZ-MGR-ADN-100-LGC) 5 H7MG	5	H7MGAC10UCV2-K	SEL HZ7-MRG-ADC-10-UG-C )	\$2,945.91			\$2,032.68	\$0.0	0 \$0.00	\$0.00					
5 H7MGAN10UC SEL H27-MRG-ADN-10-UG-C) \$1,100.00 K 31,495.00 K 31% \$793.16 \$0.00 \$0.	5				K										
Standamoucle   Stan	5				K										
5 H7MPAC10UCL SEL HZ7-MGP-ADC-10-U-GC) \$27,500.00 K 31% \$18,975.0 \$0.0 \$0.0 \$0.0 \$0.0 \$0.0 \$0.0 \$0.0 \$	5	H7MGAN10UC-I	SEL HZ7-MRG-ADN-10-UG-C )	\$1,149.50	K	31%	\$793.16	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 H7MPAC100UC-Y SEL HZ7-MGP-ADC-10-UG-C) 5 H27MPAC10UC-Y SEL HZ7-MGP-ADC-10-UG-C) 5 H7MPAC10UC-Y SEL HZ7-MGP-ADC-10-UG-C) 5 H7	5														
5 H7MPAC10UC SEL HZ7-MGP-ADC-10-UG-C) \$2,750.00 K 31% \$1,897.50 \$0.00 \$0	5	H7MPAC100UC-I	SEL HZ7-MGP-ADC-100-UG-C )	\$28,737.50		31%	\$19,828.88	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 H7MPAC10UCV-2 SEL HZ7-MGP-ADC-10-UG-C) \$2,873.75 K 31% \$1,982.89 \$0.00	5 5				K K										
5 H7MPAN10UC SEL HZ7-MGP-ADN-100-UG-C) \$11,000.00 K 31% \$7,931.55 \$0.00	5	H7MPAC10UC-I	SEL HZ7-MGP-ADC-10-UG-C )	\$2,873.75		31%	\$1,982.89	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 H7MPAN10UCV2-X SEL HZ7-MGP-ADN-10-UG-C) \$11,495.00 K 31% \$7,931.55 \$0.00 \$0.	5 5														
5 H7MPAN1UUC SEL HZ7-MGP-ADN-10-UG-C) \$1,100.00 K 31,49 \$759.00 \$0	5	H7MPAN100UC-I	SEL HZ7-MGP-ADN-100-UG-C )	\$11,495.00	K	31%	\$7,931.55	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 H7MPAN1UUCJ- SEL HZ7-MGP-ADN-10-UG-C) \$1,149.50 K 31% \$793.16 \$0.00 \$0	5 5													\$0.00 \$0.00	VMWARE
5 H7PEPEC100GC SEL HZ7-APA-ENC100-UG-C) \$27,500.00 K 31% \$18,875.00 \$0.0	5	H7MPAN10UC-I	SEL HZ7-MGP-ADN-10-UG-C )	\$1,149.50	K	31%	\$793.16	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 H7PEPEC100GC-I SEL HZ7-APA-ENC100-UG-C) \$28,737.50 K 31% \$19,828.88 \$0.00 \$0	5 5														
5 H7SACA100UGC SELHZ7-STA-ADCA100-UG-C) \$12,00.00 K 31% \$8,349.00 \$0.00	5	H7PEPEC100GC-I	SEL HZ7-APA-ENC100-UG-C )	\$28,737.50			\$19,828.88							\$0.00	VMWARE
5 H7SACA100UGC-I SEL HZ7-STA-ADCA100-UG-C) \$12,644.50 K 31% \$8,724.71 \$0.00 \$0	-	H7SACA100UGC	SEL HZ7-STA-ADCA100-UG-C )				\$8,349.00	\$0.0	0 \$0.00					\$0.00	VMWARE
	5														
	5														

					-	NVP LEVEL 1								
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5		SEL HZ7-ST-ADC-100-UG-C ) SEL HZ7-ST-ADC-100-UG-C )	\$17,242.50 \$17,660.13	K K	31% 31%	\$11,897.33 \$12,185.49	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	H7SADC10UC	SEL HZ7-ST-ADC-10-UG-C)	\$1,650.00	K	31%	\$1,138.50	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5 5		SEL HZ7-ST-ADC-10-UG-C ) SEL HZ7-ST-ADC-10-UG-C )	\$1,724.25 \$1,766.01	K K	31% 31%	\$1,189.73 \$1,218.55	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5		SEL HZ7-STA-ENCA10-UG-C ) SEL HZ7-STA-ENCA10-UG-C )	\$2,585.00 \$2,701.33	K K	31% 31%	\$1,783.65 \$1,863.92	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	H7SAENSA10UC-K	SEL HZ7-STA-ENCA10-UG-C )	\$2,769.69	K	31%	\$1,911.09	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5		SEL HZ7-ST-ENC-100-UG-C ) SEL HZ7-ST-ENC-100-UG-C )	\$35,750.00 \$37,358.75		31% 31%	\$24,667.50 \$25,777.54	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	H7SENC100UCV2-K	SEL HZ7-ST-ENC-100-UG-C )	\$38,346.61	K	31%	\$26,459.16	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5		SEL HZ7-ST-ENC-10-UG-C ) SEL HZ7-ST-ENC-10-UG-C )	\$3,575.00 \$3,735.88	K K	31% 31%	\$2,466.75 \$2,577.76	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	H7SENC10UCV2-K	SEL HZ7-ST-ENC-10-UG-C )	\$3,834.66	K	31%	\$2,645.92	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5		SEL HZ7-STA-ADCA10-UG-C ) SEL HZ7-STA-ADCA10-UG-C )	\$1,210.00 \$1,264.45		31% 31%	\$834.90 \$872.47	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5		SEL HZ7-STA-ADCA10-UG-C )	\$1,298.65	K	31%	\$896.07	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5		SEL HZ7-STA-ADC10-UG-C ) SEL HZ7-STA-ADC10-UG-C )	\$2,310.00 \$2,413.95	K K	31% 31%	\$1,593.90 \$1,665.63	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	H7STADC10UGC-K	SEL HZ7-STA-ADC10-UG-C )	\$2,478.55	K	31%	\$1,710.20	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5		SEL HZ7-STDA-STD100-UG-C ) SEL HZ7-STDA-STD100-UG-C )	\$7,000.00 \$7,315.00	K K	31% 31%	\$4,830.00 \$5,047.35	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5		SEL HZ7-STDA-STD100-UG-C )	\$7,504.60	K	31%	\$5,178.17	\$0.0			\$0.00	\$0.00			VMWARE
5 5		SEL HZ7-STDA-STD10-UG-C ) SEL HZ7-STDA-STD10-UG-C )	\$700.00 \$731.50	K K	31% 31%	\$483.00 \$504.74	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	H7STASD10UCV2-K	SEL HZ7-STDA-STD10-UG-C )	\$750.46	K	31%	\$517.82	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5		SEL HZ7-TAC-STA100-UG-C ) SEL HZ7-TAC-STA100-UG-C )	\$17,100.00 \$17,869.50	K K	31% 31%	\$11,799.00 \$12,329.96	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	H7TAST100UCV2-K	SEL HZ7-TAC-STA100-UG-C )	\$18,349.68	K	31%	\$12,661.28	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00		\$0.00	VMWARE
5		SEL HZ7-TCL-STA10-UG-C ) SEL HZ7-TCL-STA10-UG-C )	\$1,700.00 \$1,776.50	K K	31% 31%	\$1,173.00 \$1,225.79	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	H7TCST10GC-K	SEL HZ7-TCL-STA10-UG-C )	\$1,819.64	K	31%	\$1,255.55	\$0.0			\$0.00	\$0.00		*****	VMWARE
5		SEL HZ7-THIN-ST100-UG-C ) SEL HZ7-THIN-ST100-UG-C )	\$20,000.00 \$20,900.00	K K	31% 31%	\$13,800.00 \$14,421.00	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5		SEL HZ7-THIN-ST100-UG-C )	\$21,414.34	K	31%	\$14,775.89	\$0.0			\$0.00	\$0.00			VMWARE
5		SEL HZ7-TPRO-ST10-UG-C ) SEL HZ7-TPRO-ST10-UG-C )	\$2,100.00 \$2,194.50	K K	31% 31%	\$1,449.00 \$1,514.21	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5		SEL HZ7-TPRO-ST10-UG-C )	\$2,248.70	K	31%	\$1,551.60	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5 5		SEL HZ7-UEM-ENC-100-UG-C ) SEL HZ7-UEM-ENC-100-UG-C )	\$52,500.00 \$54,862.50	K K	31% 31%	\$36,225.00 \$37,855.13	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	H7UEENC100UC-K	SEL HZ7-UEM-ENC-100-UG-C )	\$56,274.90	K	31%	\$38,829.68	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE VMWARF
5		SEL HZ7-UEM-ENC-10-UG-C ) SEL HZ7-UEM-ENC-10-UG-C )	\$5,250.00 \$5,486.25	K K	31% 31%	\$3,622.50 \$3,785.51	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00		*****	VMWARE VMWARE
5	H7UEENC10UC-K	SEL HZ7-UEM-ENC-10-UG-C )	\$5,627.49		31%	\$3,882.97	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5		SEL HZ7-UEM-ENN-100-UG-C ) SEL HZ7-UEM-ENN-100-UG-C )	\$32,000.00 \$33,440.00	K	31% 31%	\$22,080.00 \$23,073.60	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5		SEL HZ7-UEM-ENN-100-UG-C )	\$34,285.93	K K	31%	\$23,657.29	\$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5		SEL HZ7-UEM-ENN-10-UG-C ) SEL HZ7-UEM-ENN-10-UG-C )	\$3,200.00 \$3,344.00		31% 31%	\$2,208.00 \$2,307.36	\$0.0 \$0.0			\$0.00	\$0.00			VMWARE
5		SEL HZ7-UEM-ENN-10-UG-C ) SEL HZ7-VAD-ADC-100-UG-C )	\$3,428.59 \$23,000.00	K K	31% 31%	\$2,365.73 \$15,870.00	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5		SEL HZ7-VAD-ADC-100-UG-C )	\$24,035.00	K	31%	\$16,584.15	\$0.0			\$0.00	\$0.00			VMWARE
5		SEL HZ7-VAD-ADC-100-UG-C ) SEL HZ7-VAD-ADC-10-UG-C )	\$24,632.24 \$2,300.00	K K	31% 31%	\$16,996.25 \$1,587.00	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	H7VAAC10UC-I	SEL HZ7-VAD-ADC-10-UG-C )	\$2,403.50	K	31%	\$1,658.42	\$0.0			\$0.00	\$0.00			VMWARE
5		SEL HZ7-VAD-ADC-10-UG-C ) SEL HZ7-VAD-ENC-100-UG-C )	\$2,463.22 \$42,250.00	K K	31% 31%	\$1,699.62 \$29,152.50	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	H7VAEC100UC-I	SEL HZ7-VAD-ENC-100-UG-C )	\$44,151.25	K	31%	\$30,464.36	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5		SEL HZ7-VAD-ENC-100-UG-C ) SEL HZ7-VAD-ENC-10-UG-C )	\$45,318.73 \$4,225.00	K	31% 31%	\$31,269.92 \$2,915.25	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	H7VAEC10UC-I	SEL HZ7-VAD-ENC-10-UG-C)	\$4,415.13	ĸ	31%	\$3,046.44	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5		SEL HZ7-VAD-ENC-10-UG-C ) SEL HZ7-AVA-ENC100-UG-C )	\$4,531.87 \$46,750.00	K K	31% 31%	\$3,126.99 \$32,257.50	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	H7VANC100UC-I	SEL HZ7-AVA-ENC100-UG-C )	\$48,853.75	K	31%	\$33,709.09	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5		SEL HZ7-AVA-ENC100-UG-C ) SEL HZ7-AVA-APADC100-UG-C )	\$50,068.95 \$19,250.00	K K	31% 31%	\$34,547.58 \$13,282.50	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5		SEL HZ7-AVA-APADC100-UG-C )	\$20,116.25	K	31%	\$13,880.21	\$0.0	0 \$0.00		\$0.00	\$0.00			VMWARE
5		SEL HZ7-AVA-APADC100-UG-C ) SEL HZ7-VENT-ST100-UG-C )	\$20,648.18 \$10,000.00	K K	31% 31%	\$14,247.24 \$6,900.00	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5		SEL HZ7-VENT-ST100-UG-C )	\$10,450.00	K	31%	\$7,210.50	\$0.0			\$0.00	\$0.00			VMWARE
5		SEL HZ7-VENT-ST100-UG-C ) SEL HZ7-VENT-ST10-UG-C )	\$10,688.02 \$1,000.00	K K	31% 31%	\$7,374.73 \$690.00	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5		SEL HZ7-VENT-ST10-UG-C ) SEL HZ7-VENT-ST10-UG-C )	\$1,045.00	K	31%	\$721.05	\$0.0			\$0.00	\$0.00			VMWARE
5		SEL HZ7-VENT-S110-UG-C ) SEL HZ7-AVS-ENN100-UG-C )	\$1,068.80 \$31,900.00	K K	31% 31%	\$737.47 \$22,011.00	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	H7VSEN100GC-I	SEL HZ7-AVS-ENN100-UG-C ) SEL HZ7-AVS-ENN100-UG-C )	\$33,335.50	K	31% 31%	\$23,001.50 \$23,604.43	\$0.0 \$0.0	0 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00	VMWARE VMWARE
5	H7WSAD100UGC	SEL HZ7-WSP-ADN-100-UG-C )	\$34,209.32 \$11,000.00		31% 31%	\$7,590.00	\$0.0	0 \$0.00		\$0.00	\$0.00 \$0.00	\$0.00	\$0.00	VMWARE
5	H7WSAD100UGC-I	SEL HZ7-WSP-ADN-100-UG-C ) SEL HZ7-WSP-ADN-100-UG-C )	\$11,495.00	K	31%	\$7,931.55	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7WSAD10UGC	SEL HZ7-WSP-ADN-10-UG-C )	\$11,760.65 \$1,100.00		31% 31%	\$8,114.85 \$759.00				\$0.00 \$0.00	\$0.00 \$0.00		\$0.00	VMWARE VMWARE
5	H7WSAD10UGC-I	SEL HZ7-WSP-ADN-10-UG-C )	\$1,149.50	K	31%	\$793.16	\$0.0		\$0.00	\$0.00	\$0.00		\$0.00	VMWARE
5 5		SEL HZ7-WSP-ADN-10-UG-C ) SEL HZ7-APA-ENC10-UG-C )	\$1,176.06 \$2,750.00	K K	31% 31%	\$811.48 \$1,897.50				\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	HAPA7NC10UC-I	SEL HZ7-APA-ENC10-UG-C )	\$2,873.75	K	31%	\$1,982.89	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5		SEL HZ7-APA-ENC10-UG-C ) SEL HCI-ADV-CPU-C )	\$2,945.91 \$7,490.00	K K	31% 31%	\$2,032.68 \$5,168.10	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5		SEL HCI-ADV-CPU-C )	\$8,763.30	K	31%	\$6,046.68 \$5,788.77	\$0.0			\$0.00	\$0.00		\$0.00	VMWARE
5 5		SEL HCI-ADV-CPU-C ) SEL HCI-AK-CPU-C )	\$8,389.52 \$7,852.50		31% 31%	\$5,788.77 \$5,418.23	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5 5		SEL HCI-AK-CPU-C ) SEL HCI-AK-CPU-C )	\$9,187.43 \$8,849.22		31% 31%	\$6,339.33 \$6,105.96	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5		SEL HCI-AR-CPU-C ) SEL HCI-ENT-CPU-C )	\$9,890.00		31%	\$6,824.10				\$0.00	\$0.00			VMWARE

					1	NVP LEVEL 1								
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	HCIENCPUC-I HCIENCPUC-K	SEL HCI-ENT-CPU-C ) SEL HCI-ENT-CPU-C )	\$11,571.30 \$11,147.72	K K	31% 31%	\$7,984.20 \$7.691.93	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5		SEL HCI-RBAD-25VM-C )	\$24,500.00	K	31%	\$16,905.00	\$0.0			\$0.00	\$0.00			VMWARE
5 5		SEL HCI-RBAD-25VM-C ) SEL HCI-RBAD-25VM-C )	\$28,665.00 \$27,543.67	K K	31% 31%	\$19,778.85 \$19,005.13	\$0.0 \$0.0				\$0.00 \$0.00			VMWARE VMWARE
5	HCIRBT25VMC HCIRBT25VMC-I	SEL HCI-RBST-25VM-C ) SEL HCI-RBST-25VM-C )	\$15,500.00 \$18,135.00	K K	31% 31%	\$10,695.00 \$12,513.15	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	HCIRBT25VMC-K	SEL HCI-RBST-25VM-C )	\$17,430.28	K	31%	\$12,026.89	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE
5 5	HCISTCPUPO HCISTCPUPO-I	SEL HCI-STD-CPU-PRO) SEL HCI-STD-CPU-PRO)	\$3,141.00 \$3,674.97	K K	31% 31%	\$2,167.29 \$2,535.73	\$0.0 \$0.0				\$0.00 \$0.00			VMWARE VMWARE
5	HCISTCPUPO-K	SEL HCI-STD-CPU-PRO )	\$3,528.19	K	31%	\$2,434.45	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE
5 5	HCISTDCPUC HCISTDCPUC-I	SEL HCI-STD-CPU-C ) SEL HCI-STD-CPU-C )	\$3,490.00 \$4,083.30	K K	31% 31%	\$2,408.10 \$2,817.48	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	HCISTDCPUC-K	SEL HCI-STD-CPU-C)	\$3,926.60	K	31%	\$2,709.35	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE
5 5	HF8W12FXUC HF8W12FXUC-I	SEL HZ-F8WS12-FLX-UG-C ) SEL HZ-F8WS12-FLX-UG-C )	\$100.00 \$104.50	K K	31% 31%	\$69.00 \$72.11	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	HF8W12FXUC-K	SEL HZ-F8WS12-FLX-UG-C )	\$106.88	K	31%	\$73.75	\$0.0		\$0.00	\$0.00	\$0.00			VMWARE
5		SEL HZ7-APS-ENN100-UG-C ) SEL HZ7-APS-ENN100-UG-C )	\$24,750.00 \$25,863.75	K K	31% 31%	\$17,077.50 \$17,845.99	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5		SEL HZ7-APS-ENN100-UG-C ) SEL HZ7-ENA-ENN100-UG-C )	\$26,547.66	K K	31% 31%	\$18,317.89 \$4,933.50	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5		SEL HZ7-ENA-ENN100-UG-C ) SEL HZ7-ENA-ENN100-UG-C )	\$7,150.00 \$7,471.75	K	31%	\$4,933.50 \$5,155.51	\$0.0 \$0.0		\$0.00	\$0.00	\$0.00			VMWARE VMWARE
5 5		SEL HZ7-ENA-ENN100-UG-C ) SEL HZ7-STA-ENCA100-UG-C )	\$7,699.97 \$25,850.00	K K	31% 31%	\$5,312.98 \$17,836.50	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5		SEL HZ7-STA-ENCA100-0G-C )	\$25,050.00	K	31%	\$18,639.14	\$0.0				\$0.00			VMWARE VMWARE
5		SEL HZ7-STA-ENCA100-UG-C ) SEL HZ7-A100-AERC-C )	\$27,696.90 \$30,000.00	K K	31% 31%	\$19,110.86 \$20,700.00	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5		SEL HZ7-A100-AERC-C )	\$31,350.00	K	31%	\$20,700.00	\$0.0			\$0.00	\$0.00			VMWARE VMWARE
5		SEL HZ7-A100-AERC-C ) SEL HZ7-A10-AERC-C )	\$32,140.67 \$3,000.00	K K	31% 31%	\$22,177.06 \$2,070.00	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	HZ7A10AERCC-I	SEL HZ7-A10-AERC-C)	\$3,135.00	K	31%	\$2,163.15	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE
5	HZ7A10AERCC-K HZ7ADC100C	SEL HZ7-A10-AERC-C ) SEL HZ7-ADC-100-C )	\$3,214.07 \$40,000.00	K K	31% 31%	\$2,217.71 \$27,600.00	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	HZ7ADC100C-I	SEL HZ7-ADC-100-C )	\$41,800.00	K	31%	\$28,842.00	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE
5	HZ7ADC100CV2-K HZ7ADC10C	SEL HZ7-ADC-100-C ) SEL HZ7-ADC-10-C )	\$42,866.99 \$4,000.00	K K	31% 31%	\$29,578.22 \$2,760.00	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	HZ7ADC10C-I	SEL HZ7-ADC-10-C )	\$4,180.00	K	31%	\$2,884.20	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE
5 5	HZ7ADC10CV2-K HZ7ADN100C	SEL HZ7-ADC-10-C ) SEL HZ7-ADN-100-C )	\$4,286.70 \$25,000.00	K K	31% 31%	\$2,957.82 \$17,250.00	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	HZ7ADN100C-I	SEL HZ7-ADN-100-C )	\$26,125.00	K	31%	\$18,026.25	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE
5 5	HZ7ADN100CV2-K HZ7ADN10C	SEL HZ7-ADN-100-C ) SEL HZ7-ADN-10-C )	\$26,777.51 \$2,500.00	K K	31% 31%	\$18,476.48 \$1,725.00	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARF
5	HZ7ADN10C-I	SEL HZ7-ADN-10-C)	\$2,612.50	K	31%	\$1,802.63	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00		VMWARE
5 5	HZ7ADN10CV2-K HZ7ADNA100C	SEL HZ7-ADN-10-C ) SEL HZ7-ADN-A100-C )	\$2,677.75 \$20,000.00	K K	31% 31%	\$1,847.65 \$13,800.00	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	HZ7ADNA100C-I	SEL HZ7-ADN-A100-C )	\$20,900.00	K	31%	\$14,421.00	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE
5	HZ7ADNA100C-K HZ7ADNA10C	SEL HZ7-ADN-A100-C ) SEL HZ7-ADN-A10-C )	\$21,414.34 \$2,000.00	K K	31% 31%	\$14,775.89 \$1,380.00	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	HZ7ADNA10C-I	SEL HZ7-ADN-A10-C)	\$2,090.00	K K	31%	\$1,442.10	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	HZ7ADNA10C-K HZ7APADC100C	SEL HZ7-ADN-A10-C ) SEL HZ7-AP-ADC100-C )	\$2,141.43 \$32,500.00	K	31% 31%	\$1,477.59 \$22,425.00	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	HZ7APADC100C-I	SEL HZ7-AP-ADC100-C ) SEL HZ7-AP-ADC100-C )	\$33,962.50 \$34,822.25	K K	31% 31%	\$23,434.13 \$24,027.35	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	HZ7APADC10C	SEL HZ7-AP-ADC10-C)	\$3,250.00	K	31%	\$2,242.50	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE
5	HZ7APADC10C-I HZ7APADC10C-K	SEL HZ7-AP-ADC10-C ) SEL HZ7-AP-ADC10-C )	\$3,396.25 \$3,482.22	K K	31% 31%	\$2,343.41 \$2,402.73	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	HZ7APADN100C	SEL HZ7-AP-ADN100-C)	\$20,000.00	K	31%	\$13,800.00	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE
5 5		SEL HZ7-AP-ADN100-C ) SEL HZ7-AP-ADN100-C )	\$20,900.00 \$21,414.34	K K	31% 31%	\$14,421.00 \$14,775.89	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	HZ7APADN10C	SEL HZ7-AP-ADN10-C)	\$2,000.00	K	31%	\$1,380.00	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE
5		SEL HZ7-AP-ADN10-C ) SEL HZ7-AP-ADN10-C )	\$2,090.00 \$2,141.43	K K	31% 31%	\$1,442.10 \$1,477.59	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	HZ7APSCAC10UC	SEL HZ7-AP-STC-ADC10-UG-C ) SEL HZ7-AP-STC-ADC10-UG-C )	\$1,375.00 \$1,436.88	K	31% 31%	\$948.75 \$991.45	\$0.0 \$0.0	0 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	HZ7APSCAC10UC-K	SEL HZ7-AP-STC-ADC10-UG-C )	\$1,430.00 \$1,474.87	K K	31%	\$1,017.66	\$0.0			\$0.00	\$0.00			VMWARE VMWARE
5	HZ7APSTC100C HZ7APSTC100C-I	SEL HZ7-AP-STC100-C ) SEL HZ7-AP-STC100-C )	\$20,000.00 \$20,900.00	K K	31% 31%	\$13,800.00 \$14,421.00	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	HZ7APSTC100C-K	SEL HZ7-AP-STC100-C)	\$21,414.34	K	31%	\$14,775.89	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE
5	HZ7APSTC10C HZ7APSTC10C-I	SEL HZ7-AP-STC10-C ) SEL HZ7-AP-STC10-C )	\$2,000.00 \$2,090.00	K	31% 31%	\$1,380.00 \$1,442.10	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	HZ7APSTC10C-K	SEL HZ7-AP-STC10-C)	\$2,141.43	ĸ	31%	\$1,477.59	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE
5 5	HZ7APSTN100C HZ7APSTN100C-I	SEL HZ7-AP-STN100-C ) SEL HZ7-AP-STN100-C )	\$12,500.00 \$13,062.50	K K	31% 31%	\$8,625.00 \$9,013.13	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	HZ7APSTN100C-K	SEL HZ7-AP-STN100-C )	\$13,369.60	K	31%	\$9,225.02	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE
5	HZ7APSTN10C HZ7APSTN10C-I	SEL HZ7-AP-STN10-C ) SEL HZ7-AP-STN10-C )	\$1,250.00 \$1,306.25	K K	31% 31%	\$862.50 \$901.31	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	HZ7APSTN10C-K	SEL HZ7-AP-STN10-C )	\$1,336.96	ĸ	31%	\$922.50	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE
5 5		SEL HZ7-ADA-ADC100-UG-C ) SEL HZ7-ADA-ADC100-UG-C )	\$11,000.00 \$11,495.00	K K	31% 31%	\$7,590.00 \$7,931.55				\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	HZ7DADC100GC-K	SEL HZ7-ADA-ADC100-UG-C )	\$11,760.65	K	31%	\$8,114.85	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE
5 5		SEL HZ7-E100-AERC-C ) SEL HZ7-E100-AERC-C )	\$42,500.00 \$44,412.50	K K	31% 31%	\$29,325.00 \$30,644.63	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	HZ7E100AERCC-K	SEL HZ7-E100-AERC-C)	\$45,548.57	K	31%	\$31,428.51	\$0.0			\$0.00	\$0.00		\$0.00	VMWARE
5		SEL HZ7-E10-AERC-C ) SEL HZ7-E10-AERC-C )	\$4,250.00 \$4,441.25	K K	31% 31%	\$2,932.50 \$3,064.46	\$0.0 \$0.0				\$0.00 \$0.00			VMWARE VMWARE
5	HZ7E10AERCC-K	SEL HZ7-E10-AERC-C ) SEL HZ7-E10-AERC-UG-C )	\$4,554.86	K K	31% 31%	\$3,142.85 \$948.75	\$0.0 \$0.0	0 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	0 \$0.00	\$0.00	VMWARE VMWARE
5	HZ7E10AERCUGC-I	SEL HZ7-E10-AERC-UG-C )	\$1,375.00 \$1,436.88	K K	31%	\$991.45	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE
5	HZ7E10AERCUGC-K	SEL HZ7-E10-AERC-UG-C ) SEL HZ7-ADA-ENC100-UG-C )	\$1,474.87 \$30,250.00	K K	31% 31%	\$1,017.66 \$20,872.50	\$0.0	0 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00	VMWARE VMWARE
5	HZ7EDENC100UC-I	SEL HZ7-ADA-ENC100-UG-C )	\$31,611.25	K	31%	\$21,811.76	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE
5		SEL HZ7-ADA-ENC100-UG-C ) SEL HZ7-ENC-100-C )	\$32,447.13 \$57,500.00	K K	31% 31%	\$22,388.52 \$39,675.00	\$0.0 \$0.0				\$0.00 \$0.00			VMWARE VMWARE
9	I IZI ENG 1000	OEE 1127-ENO-100-0 )	φυ1,000.00	IX.	3170	φ39,075.00	\$0.0	\$0.00	φ0.00	φυ.00	\$0.00	φ0.00	φ0.00	AIMIAACAIVE

					N	VP LEVEL 1								1
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	HZ7ENC100C-I HZ7ENC100CV2-K	SEL HZ7-ENC-100-C ) SEL HZ7-ENC-100-C )	\$60,087.50 \$61,638.06	K K	31% 31%	\$41,460.38 \$42,530.26	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		) VMWARE ) VMWARE
5	HZ7ENC10C	SEL HZ7-ENC-10-C)	\$5,750.00	K	31%	\$3,967.50	\$0.0		\$0.00	\$0.00	\$0.00			VMWARE
5	HZ7ENC10C-I HZ7ENC10CV2-K	SEL HZ7-ENC-10-C ) SEL HZ7-ENC-10-C )	\$6,008.75 \$6,163.81	K K	31% 31%	\$4,146.04 \$4,253.03	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00	) VMWARE ) VMWARE
5	HZ7ENN100C	SEL HZ7-ENN-100-C )	\$35,000.00	K	31%	\$24,150.00	\$0.0		\$0.00	\$0.00	\$0.00			VMWARE
5	HZ7ENN100C-I HZ7ENN100CV2-K	SEL HZ7-ENN-100-C ) SEL HZ7-ENN-100-C )	\$36,575.00 \$37,503.83	K K	31% 31%	\$25,236.75 \$25,877.64	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			) VMWARE ) VMWARE
5	HZ7ENN10C	SEL HZ7-ENN-10-C)	\$3,500.00	K	31%	\$2,415.00	\$0.0	0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	HZ7ENN10C-I HZ7ENN10CV2-K	SEL HZ7-ENN-10-C ) SEL HZ7-ENN-10-C )	\$3,657.50 \$3,750.38	K K	31% 31%	\$2,523.68 \$2,587.76	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			) VMWARE ) VMWARE
5	HZ7ENNA100C	SEL HZ7-ENN-A100-C)	\$28,500.00	K	31%	\$19,665.00	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	HZ7ENNA100C-I HZ7ENNA100C-K	SEL HZ7-ENN-A100-C ) SEL HZ7-ENN-A100-C )	\$29,782.50 \$30,531.72	K	31% 31%	\$20,549.93 \$21,066.89	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			) VMWARE ) VMWARE
5	HZ7ENNA100UGC	SEL HZ7-ENN-A100-UG-C )	\$9,350.00	ĸ	31%	\$6,451.50	\$0.0		\$0.00	\$0.00	\$0.00		\$0.00	VMWARE
5		SEL HZ7-ENN-A100-UG-C ) SEL HZ7-ENN-A100-UG-C )	\$9,770.75 \$9,998.47	K K	31% 31%	\$6,741.82 \$6.898.94	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			) VMWARE ) VMWARE
5	HZ7ENNA10C	SEL HZ7-ENN-A10-C)	\$2,850.00	ĸ	31%	\$1,966.50	\$0.0		\$0.00	\$0.00	\$0.00			) VMWARE
5	HZ7ENNA10C-I HZ7ENNA10C-K	SEL HZ7-ENN-A10-C ) SEL HZ7-ENN-A10-C )	\$2,978.25 \$3,053.17	K K	31% 31%	\$2,054.99 \$2,106.69	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00	) VMWARE ) VMWARE
5		SEL HZ7-ENN-A10-C ) SEL HZ7-ENN-A10-UG-C )	\$935.00	K	31%	\$2,106.69	\$0.0		\$0.00	\$0.00	\$0.00			) VMWARE
5		SEL HZ7-ENN-A10-UG-C )	\$977.08	K	31%	\$674.19	\$0.0		\$0.00	\$0.00	\$0.00			VMWARE
5		SEL HZ7-ENN-A10-UG-C ) SEL HZ7-APS-ENN10-UG-C )	\$999.85 \$2,475.00	K K	31% 31%	\$689.90 \$1,707.75	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			) VMWARE ) VMWARE
5	HZ7GAEN10UGC-I	SEL HZ7-APS-ENN10-UG-C )	\$2,586.38	K	31%	\$1,784.60	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5		SEL HZ7-APS-ENN10-UG-C ) SEL HZ7-ENA-ENN10-UG-C )	\$2,654.77 \$715.00	K K	31% 31%	\$1,831.79 \$493.35	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			) VMWARE ) VMWARE
5	HZ7GUAN10UGC-I	SEL HZ7-ENA-ENN10-UG-C )	\$747.18	K	31%	\$515.55	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	HZ7GUAN10UGC-K HZ7LXC100C	SEL HZ7-ENA-ENN10-UG-C ) SEL HZ7-LXC-100-C )	\$770.00 \$15,000.00	K K	31% 31%	\$531.30 \$10,350.00	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			) VMWARE ) VMWARE
5	HZ7LXC100C-I	SEL HZ7-LXC-100-C )	\$16,500.00	ĸ	31%	\$11,385.00	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7LXC100C-K HZ7LXC10C	SEL HZ7-LXC-100-C ) SEL HZ7-LXC-10-C )	\$16,357.65 \$1,500.00	K K	31% 31%	\$11,286.78 \$1,035.00	\$0.0 \$0.0		\$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	ĸ	31%	\$1,035.00	\$0.0		\$0.00	\$0.00	\$0.00			) VMWARE
5	HZ7LXC10C-K HZ7PCAC100GC	SEL HZ7-LXC-10-C )	\$1,635.76	K	31%	\$1,128.67	\$0.0		\$0.00	\$0.00	\$0.00			VMWARE
5	HZ7PCAC100GC	SEL HZ7-AP-STC-ADC100-UG-C ) SEL HZ7-AP-STC-ADC100-UG-C )	\$13,750.00 \$14,368.75	K	31% 31%	\$9,487.50 \$9,914.44	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			) VMWARE ) VMWARE
5		SEL HZ7-AP-STC-ADC100-UG-C )	\$14,748.70	K	31%	\$10,176.60	\$0.0		\$0.00	\$0.00	\$0.00			VMWARE
5	HZ7PSADN10UGC HZ7PSADN10UGC-I	SEL HZ7-AP-STN-ADN10-UG-C ) SEL HZ7-AP-STN-ADN10-UG-C )	\$825.00 \$862.13	K K	31% 31%	\$569.25 \$594.87	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			) VMWARE ) VMWARE
5	HZ7PSADN10UGC-K	SEL HZ7-AP-STN-ADN10-UG-C )	\$884.92	K	31%	\$610.59	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5		SEL HZ7-AP-STN-ADN100-UG-C ) SEL HZ7-AP-STN-ADN100-UG-C )	\$8,250.00 \$8,621.25	K K	31% 31%	\$5,692.50 \$5,948.66	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			) VMWARE ) VMWARE
5	HZ7SNAD100UC-K	SEL HZ7-AP-STN-ADN100-UG-C )	\$8,849.22	ĸ	31%	\$6,105.96	\$0.0	0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7STD100C HZ7STD100C-I	SEL HZ7-STD-100-C ) SEL HZ7-STD-100-C )	\$25,000.00 \$26,125.00	K K	31% 31%	\$17,250.00 \$18,026,25	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			) VMWARE ) VMWARF
5		SEL HZ7-STD-100-C )	\$26,777.51	ĸ	31%	\$18,476.48	\$0.0		\$0.00	\$0.00	\$0.00			) VMWARE
5	HZ7STD10C	SEL HZ7-STD-10-C )	\$2,500.00	K	31%	\$1,725.00	\$0.0		\$0.00	\$0.00	\$0.00			) VMWARE
5	HZ7STD10C-I HZ7STD10CV2-K	SEL HZ7-STD-10-C ) SEL HZ7-STD-10-C )	\$2,612.50 \$2,677.75	K K	31% 31%	\$1,802.63 \$1,847.65	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			) VMWARE ) VMWARE
5	HZ7STDA100C	SEL HZ7-STD-A100-C )	\$19,000.00	K	31%	\$13,110.00	\$0.0		\$0.00	\$0.00	\$0.00			VMWARE
5 5	HZ7STDA100C-I HZ7STDA100CV2-K	SEL HZ7-STD-A100-C ) SEL HZ7-STD-A100-C )	\$19,855.00 \$20,341.71	K K	31% 31%	\$13,699.95 \$14,035.78	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			) VMWARE ) VMWARE
5	HZ7STDA10C	SEL HZ7-STD-A10-C)	\$1,900.00	K	31%	\$1,311.00	\$0.0	0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5		SEL HZ7-STD-A10-C ) SEL HZ7-STD-A10-C )	\$1,985.50 \$2,034.17	K K	31% 31%	\$1,370.00 \$1.403.58	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			) VMWARE ) VMWARE
5	HZAAAN100UC	SEL HZ7-ADA-ADN100-UG-C )	\$5,500.00	K	31%	\$3,795.00	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	HZAAAN100UC-I HZAAAN100UC-K	SEL HZ7-ADA-ADN100-UG-C ) SEL HZ7-ADA-ADN100-UG-C )	\$5,747.50 \$5,895.65	K K	31% 31%	\$3,965.78 \$4,068.00	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			) VMWARE ) VMWARE
5	HZADEC10UGC	SEL HZ7-ADA-ENC10-UG-C)	\$3,025.00	K	31%	\$2,087.25	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	HZADEC10UGC-I HZADEC10UGC-K	SEL HZ7-ADA-ENC10-UG-C ) SEL HZ7-ADA-ENC10-UG-C )	\$3,161.13 \$3,244.71	K K	31% 31%	\$2,181.18 \$2,238.85	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			) VMWARE ) VMWARF
5	HZDDNAA10UGC	SEL HZ7-ADA-ADN10-UG-C )	\$550.00	ĸ	31%	\$379.50	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	) VMWARE
5 5		SEL HZ7-ADA-ADN10-UG-C ) SEL HZ7-ADA-ADN10-UG-C )	\$574.75 \$589.56	K K	31% 31%	\$396.58 \$406.80	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			) VMWARE ) VMWARE
5	HZF7W11FXUC	SEL HZ-F7WS11-FLX-UG-C )	\$150.00	ĸ	31%	\$103.50	\$0.0		\$0.00	\$0.00	\$0.00			) VMWARE
5		SEL HZ-F7WS11-FLX-UG-C ) SEL HZ-F7WS11-FLX-UG-C )	\$156.75 \$160.51	K K	31% 31%	\$108.16 \$110.75	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			) VMWARE ) VMWARE
5 5	HZFLX10C	SEL HZ-FLX-10-C)	\$2,500.00	K K	31%	\$1,725.00	\$0.0	0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZFLX10C-I HZFLX10CV2-K	SEL HZ-FLX-10-C)	\$2,612.50	K	31%	\$1,802.63	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	) VMWARE
5 5	HZFLX10CV2-K HZFLX1C	SEL HZ-FLX-10-C ) SEL HZ-FLX-1-C )	\$2,677.75 \$250.00	K K	31% 31%	\$1,847.65 \$172.50	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			) VMWARE ) VMWARE
5	HZFLX1C-I	SEL HZ-FLX-1-C)	\$261.25	K	31%	\$180.26	\$0.0		\$0.00	\$0.00	\$0.00			VMWARE
5	HZFLX1C-K HZFLXAD10C	SEL HZ-FLX-1-C) SEL HZ-FLX-AD10-C)	\$267.78 \$1,500.00	K K	31% 31%	\$184.77 \$1,035.00	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			) VMWARE ) VMWARE
5	HZFLXAD10C-I	SEL HZ-FLX-AD10-C)	\$1,567.50	K	31%	\$1,081.58	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZFLXAD10CV2-K HZPANA100UC	SEL HZ-FLX-AD10-C) SEL HZ7-APA-ENN100-UG-C)	\$1,605.12 \$16.500.00	K K	31% 31%	\$1,107.53 \$11.385.00	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			) VMWARE ) VMWARE
5	HZPANA100UC-I	SEL HZ7-APA-ENN100-UG-C )	\$17,242.50	K	31%	\$11,897.33	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5		SEL HZ7-APA-ENN100-UG-C ) SEL HZ7-APS-ENC100-UG-C )	\$17,660.13 \$41,250.00	K K	31% 31%	\$12,185.49 \$28,462.50	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			) VMWARE ) VMWARE
5	HZPASE100UGC-I	SEL HZ7-APS-ENC100-UG-C )	\$43,106.25	K	31%	\$29,743.31	\$0.0	0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5		SEL HZ7-APS-ENC100-UG-C )	\$44,246.09	K	31%	\$30,529.80	\$0.0		\$0.00	\$0.00	\$0.00			) VMWARE
5		SEL HZ7-APS-ENC10-UG-C ) SEL HZ7-APS-ENC10-UG-C )	\$4,125.00 \$4,310.63	K K	31% 31%	\$2,846.25 \$2,974.33	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			) VMWARE ) VMWARE
5	HZPSEC10UGC-K	SEL HZ7-APS-ENC10-UG-C )	\$4,424.61	K	31%	\$3,052.98	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5		SEL HZ7-APA-ENN10-UG-C ) SEL HZ7-APA-ENN10-UG-C )	\$1,650.00 \$1,724.25	K K	31% 31%	\$1,138.50 \$1,189.73	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			) VMWARE ) VMWARE
5	HZPUGENN10UGC-K	( SEL HZ7-APA-ENN10-UG-C )	\$1,766.01	K	31%	\$1,218.55	\$0.0	0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5		SEL HZ7-STA-ADC100-UG-C ) SEL HZ7-STA-ADC100-UG-C )	\$23,100.00 \$24,139.50	K K	31% 31%	\$15,939.00 \$16,656.26	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			) VMWARE ) VMWARE
5	HZTAADC100UC-K	SEL HZ7-STA-ADC100-UG-C )	\$24,785.47	K	31%	\$17,101.97	\$0.0	0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	MGP100C	SEL MGP-100-C )	\$15,000.00	K	31%	\$10,350.00	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE

					ı	NVP LEVEL 1								
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	MGP100C-I MGP100CV2-K	SEL MGP-100-C ) SEL MGP-100-C )	\$15,675.00 \$16,051.18	K K	31% 31%	\$10,815.75 \$11,075.31	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	MGP10C	SEL MGP-10-C)	\$1,500.00	K	31%	\$1,035.00				\$0.00	\$0.00			VMWARE
5 5	MGP10C-I MGP10CV2-K	SEL MGP-10-C ) SEL MGP-10-C )	\$1,567.50 \$1,605.12	K K	31% 31%	\$1,081.58 \$1,107.53				\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	NXADENC100UC NXADENC100UC-I	SEL NX-ADV-ENTC100-UG-C )	\$5,500.00	K K	31% 31%	\$3,795.00 \$4,440.15	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5		SEL NX-ADV-ENTC100-UG-C ) SEL NX-ADV-ENTC100-UG-C )	\$6,435.00 \$6,179.13	K K	31%	\$4,440.15 \$4,263.60				\$0.00	\$0.00			VMWARE VMWARE
5	NXADENC10UC	SEL NX-ADV-ENTC-10-UG-C )	\$550.00	K	31%	\$379.50	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	NXADENC10UC-I NXADENC10UC-K	SEL NX-ADV-ENTC-10-UG-C ) SEL NX-ADV-ENTC-10-UG-C )	\$643.50 \$617.91	K K	31% 31%	\$444.02 \$426.36				\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	NXADENTUC	SEL NX-ADV-ENT-UG-C )	\$2,750.00	K	31%	\$1,897.50	\$0.0		\$0.00	\$0.00	\$0.00			VMWARE
5	NXADENTUC-I NXADENTUC-K	SEL NX-ADV-ENT-UG-C ) SEL NX-ADV-ENT-UG-C )	\$3,217.50 \$3,091.48	K K	31% 31%	\$2,220.08 \$2,133.12				\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	NXADVC	SEL NX-ADV-C)	\$4,495.00	K	31%	\$3,101.55				\$0.00	\$0.00			VMWARE
5	NXADVC100C NXADVC100C-I	SEL NX-ADVC-100-C ) SEL NX-ADVC-100-C )	\$9,000.00 \$10,530.00	K K	31% 31%	\$6,210.00 \$7,265.70	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	NXADVC100C-K	SEL NX-ADVC-100-C)	\$10,151.70	K	31%	\$7,004.67	\$0.0			\$0.00	\$0.00			VMWARE
5 5	NXADVC10C NXADVC10C-I	SEL NX-ADVC-10-C ) SEL NX-ADVC-10-C )	\$900.00 \$1,053.00	K K	31% 31%	\$621.00 \$726.57	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	NXADVC10C-K	SEL NX-ADVC-10-C)	\$1,015.17	K	31%	\$700.47	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	NXADVC-I NXADVC-K	SEL NX-ADV-C ) SEL NX-ADV-C )	\$5,259.15 \$5,052.87	K K	31% 31%	\$3,628.81 \$3,486.48	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	NXENTC	SEL NX-ENT-C)	\$6,995.00	K	31%	\$4,826.55	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	NXENTC100C NXENTC100C-I	SEL NX-ENTC-100-C ) SEL NX-ENTC-100-C )	\$14,000.00 \$16.380.00	K K	31% 31%	\$9,660.00 \$11,302.20				\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	NXENTC100C-K	SEL NX-ENTC-100-C )	\$15,744.71	K	31%	\$10,863.85	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	NXENTC10C NXENTC10C-I	SEL NX-ENTC-10-C ) SEL NX-ENTC-10-C )	\$1,400.00 \$1,638.00	K K	31% 31%	\$966.00 \$1,130.22				\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	NXENTC10C-K	SEL NX-ENTC-10-C )	\$1,574.47	ĸ	31%	\$1,086.38	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	NXENTC-I NXENTC-K	SEL NX-ENT-C ) SEL NX-ENT-C )	\$8,184.15 \$7,853.20	K K	31% 31%	\$5,647.06 \$5.418.71	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	NXRB25VMC	SEL NX-RB-25VM-C )	\$12,500.00	ĸ	31%	\$8,625.00	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	NXRB25VMC-I NXRB25VMC-K	SEL NX-RB-25VM-C ) SEL NX-RB-25VM-C )	\$14,625.00 \$14,059.15	K K	31% 31%	\$10,091.25 \$9,700.81	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	NXSTADVUC	SEL NX-STD-ADV-UG-C )	\$2,750.00	ĸ	31%	\$1,897.50				\$0.00	\$0.00			VMWARE
5 5	NXSTADVUC-I	SEL NX-STD-ADV-UG-C )	\$3,217.50	K K	31% 31%	\$2,220.08			\$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARF
5	NXSTADVUC-K NXSTDC	SEL NX-STD-ADV-UG-C ) SEL NX-STD-C )	\$3,091.48 \$1,995.00	K	31%	\$2,133.12 \$1,376.55				\$0.00	\$0.00			VMWARE VMWARE
5	NXSTDC-I	SEL NX-STD-C)	\$2,334.15	K	31% 31%	\$1,610.56				\$0.00	\$0.00			VMWARE VMWARF
5	NXSTDC-K NXSTETUGC	SEL NX-STD-C ) SEL NX-STD-ENT-UG-C )	\$2,241.04 \$5,500.00	K K	31%	\$1,546.32 \$3,795.00	\$0.0 \$0.0		\$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	NXSTETUGC-I	SEL NX-STD-ENT-UG-C)	\$6,435.00	K	31%	\$4,440.15	\$0.0			\$0.00	\$0.00			VMWARE
5	NXSTETUGC-K S6ADED10UCV2	SEL NX-STD-ENT-UG-C ) SEL ST6-ADEN-D10-UG-C )	\$6,179.13 \$330.00	K K	31% 31%	\$4,263.60 \$227.70				\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	S6ADED10UCV2-I	SEL ST6-ADEN-D10-UG-C)	\$386.10	K	31%	\$266.41	\$0.0			\$0.00	\$0.00			VMWARE
5	S6ADED10UCV2-K S6AEN100UCV2	SEL ST6-ADEN-D10-UG-C ) SEL ST6-ADEN-D100-UG-C )	\$371.21 \$3,300.00	K K	31% 31%	\$256.13 \$2,277.00	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	S6AEN100UCV2-I	SEL ST6-ADEN-D100-UG-C )	\$3,861.00	K	31%	\$2,664.09	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	S6AEN100UCV2-K S6SAD100UC	SEL ST6-ADEN-D100-UG-C ) SEL ST6-STAD-D100-UG-C )	\$3,712.07 \$4.950.00	K K	31% 31%	\$2,561.33 \$3.415.50	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	S6SAD100UC-I	SEL ST6-STAD-D100-UG-C )	\$5,791.50	K	31%	\$3,996.14	\$0.0			\$0.00	\$0.00			VMWARE
5	S6SAD100UC-K S6SEN100UC	SEL ST6-STAD-D100-UG-C ) SEL ST6-STEN-D100-UG-C )	\$5,566.20 \$8,250.00	K K	31% 31%	\$3,840.68 \$5,692.50	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	S6SEN100UC-I	SEL ST6-STEN-D100-UG-C )	\$9,652.50	K	31%	\$6,660.23	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	S6SEN100UC-K S6SEND10UC	SEL ST6-STEN-D100-UG-C ) SEL ST6-STEN-D10-UG-C )	\$9,308.92 \$825.00	K K	31% 31%	\$6,423.15 \$569.25	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	S6SEND10UC-I	SEL ST6-STEN-D10-UG-C)	\$965.25	K	31%	\$666.02	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5 5	S6SEND10UC-K ST6AD100PRO2	SEL ST6-STEN-D10-UG-C ) SEL ST6-AD-D100-PRO )	\$930.89 \$9,000.00	K K	31% 31%	\$642.31 \$6,210.00	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	ST6AD100PRO2-I	SEL ST6-AD-D100-PRO )	\$10,530.00	К	31%	\$7,265.70	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	ST6AD100PRO2-K ST6AD10PRO2	SEL ST6-AD-D100-PRO ) SEL ST6-AD-D10-PRO )	\$10,151.70 \$900.00	K K	31% 31%	\$7,004.67 \$621.00	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	ST6AD10PRO2-I	SEL ST6-AD-D10-PRO )	\$1,053.00	K	31%	\$726.57	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	ST6AD10PRO2-K ST6ADC	SEL ST6-AD-D10-PRO ) SEL ST6-AD-C )	\$1,015.17 \$3,995.00	K K	31% 31%	\$700.47 \$2,756.55	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	ST6ADC-I	SEL ST6-AD-C)	\$4,674.15	K	31%	\$3,225.16	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	ST6ADC-K ST6ADD100C	SEL ST6-AD-C) SEL ST6-AD-D100-C)	\$4,493.56 \$10,000.00	K K	31% 31%	\$3,100.56 \$6,900.00				\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	ST6ADD100C-I	SEL ST6-AD-D100-C )	\$11,700.00	ĸ	31%	\$8,073.00	\$0.0	0 \$0.00	\$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 )	\$11,224.33 \$1,000.00	K K	31% 31%	\$7,744.79 \$690.00	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	ST6ADD10C-I	SEL ST6-AD-D10-C)	\$1,170.00	K	31%	\$807.30	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	ST6ADD10C-K ST6ADENUGC	SEL ST6-AD-D10-C ) SEL ST6-AD-EN-UG-C )	\$1,122.43 \$1,650.00	K K	31% 31%	\$774.48 \$1,138.50				\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	ST6ADENUGC-I	SEL ST6-AD-EN-UG-C)	\$1,930.50	K	31%	\$1,332.05	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST6ADENUGC-K	SEL ST6-AD-EN-UG-C )	\$1,857.95 \$3,505.50	K	31%	\$1,281.99 \$2,480.00			\$0.00	\$0.00	\$0.00			VMWARE
5	ST6ADPRO2 ST6ADPRO2-I	SEL ST6-AD-PRO ) SEL ST6-AD-PRO )	\$3,595.50 \$4,206.74	K	31% 31%	\$2,480.90 \$2,902.65	\$0.0	0 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00	VMWARE VMWARE
5	ST6ADPRO2-K	SEL ST6-AD-PRO )	\$4,041.53	K	31%	\$2,788.66				\$0.00	\$0.00			VMWARE VMWARE
5	ST6ED100PRO2 ST6ED100PRO2-I	SEL ST6-EN-D100-PRO ) SEL ST6-EN-D100-PRO )	\$10,800.00 \$12,636.00	K K	31% 31%	\$7,452.00 \$8,718.84	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	ST6ED100PRO2-K	SEL ST6-EN-D100-PRO )	\$12,143.73	K	31%	\$8,379.17				\$0.00	\$0.00		\$0.00	VMWARE
5 5	ST6EDHA100C ST6EDHA100C-I	SEL ST6-ED-HA100-C ) SEL ST6-ED-HA100-C )	\$3,300.00 \$3,861.00	K K	31% 31%	\$2,277.00 \$2,664.09				\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	ST6EDHA100C-K	SEL ST6-ED-HA100-C)	\$3,712.07	K	31%	\$2,561.33	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	ST6EDHA10C ST6EDHA10C-I	SEL ST6-ED-HA10-C ) SEL ST6-ED-HA10-C )	\$330.00 \$386.10	K K	31% 31%	\$227.70 \$266.41				\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	ST6EDHA10C-K	SEL ST6-ED-HA10-C)	\$371.21	K	31%	\$256.13	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	ST6EN10PRO2 ST6EN10PRO2-I	SEL ST6-EN-D10-PRO ) SEL ST6-EN-D10-PRO )	\$1,080.00 \$1,263.60	K K	31% 31%	\$745.20 \$871.88				\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	ST6EN10PRO2-K	SEL ST6-EN-D10-PRO )	\$1,214.37	K	31%	\$837.92	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST6ENC	SEL ST6-EN-C)	\$5,495.00	К	31%	\$3,791.55	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE

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BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	ST6ENC-I ST6ENC-K	SEL ST6-EN-C ) SEL ST6-EN-C )	\$6,429.15 \$6,179.13	K K	31% 31%	\$4,436.11 \$4,263.60	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		) VMWARE ) VMWARE
5	ST6END100C	SEL ST6-EN-D100-C )	\$13,000.00	K	31%	\$8,970.00	\$0.00		\$0.00	\$0.00	\$0.00			VMWARE
5	ST6END100C-I ST6END100C-K	SEL ST6-EN-D100-C ) SEL ST6-EN-D100-C )	\$15,210.00 \$14,595.46	K K	31% 31%	\$10,494.90 \$10,070.87	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			) VMWARE ) VMWARE
5	ST6END10C	SEL ST6-EN-D10-C )	\$1,300.00	K	31%	\$897.00	\$0.00		\$0.00	\$0.00	\$0.00			VMWARE
5	ST6END10C-I ST6END10C-K	SEL ST6-EN-D10-C ) SEL ST6-EN-D10-C )	\$1,521.00 \$1,459.55	K K	31% 31%	\$1,049.49 \$1,007.09	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			) VMWARE ) VMWARE
5	ST6ENPRO2	SEL ST6-EN-PRO )	\$4,945.50	K	31%	\$3,412.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST6ENPRO2-I ST6ENPRO2-K	SEL ST6-EN-PRO ) SEL ST6-EN-PRO )	\$5,786.24 \$5,558.54	K K	31% 31%	\$3,992.51 \$3,835.39	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			) VMWARE ) VMWARE
5	ST6RA25PRO	SEL ST6-RBAD-25-PRO )	\$18,000.00	K	31%	\$12,420.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST6RA25PRO-I ST6RA25PRO-K	SEL ST6-RBAD-25-PRO ) SEL ST6-RBAD-25-PRO )	\$21,060.00 \$20,265.09	K K	31% 31%	\$14,531.40 \$13,982.91	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			) VMWARE ) VMWARE
5	ST6RB25VMC	SEL ST6-RB-25VM-C)	\$12,500.00	ĸ	31%	\$8,625.00	\$0.00		\$0.00	\$0.00	\$0.00		\$0.00	VMWARE
5	ST6RB25VMC-I ST6RB25VMC-K	SEL ST6-RB-25VM-C ) SEL ST6-RB-25VM-C )	\$14,625.00 \$14,059.15	K K	31% 31%	\$10,091.25 \$9.700.81	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			) VMWARE ) VMWARE
5	ST6RB25VPRO2	SEL ST6-RB-25VM-PRO )	\$11,250.00	K	31%	\$7,762.50	\$0.00		\$0.00	\$0.00	\$0.00			) VMWARE
5	ST6RB25VPRO2-I ST6RB25VPRO2-K	SEL ST6-RB-25VM-PRO ) SEL ST6-RB-25VM-PRO )	\$13,162.50 \$12,680.05	K K	31% 31%	\$9,082.13 \$8,749.23	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			) VMWARE ) VMWARE
5	ST6RBAD25C	SEL ST6-RBAD-25-C )	\$20,000.00	K	31%	\$13,800.00	\$0.00		\$0.00	\$0.00	\$0.00			) VMWARE
5	ST6RBAD25C-I	SEL ST6-RBAD-25-C)	\$23,400.00	K	31%	\$16,146.00	\$0.00		\$0.00	\$0.00	\$0.00			VMWARE
5 5	ST6RBAD25C-K ST6RBEN25C	SEL ST6-RBAD-25-C ) SEL ST6-RBEN-25-C )	\$22,486.98 \$27,500.00	K K	31% 31%	\$15,516.02 \$18,975.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			) VMWARE ) VMWARE
5	ST6RBEN25C-I	SEL ST6-RBEN-25-C)	\$32,175.00	K	31%	\$22,200.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	ST6RBEN25C-K ST6RBEN25PRO	SEL ST6-RBEN-25-C ) SEL ST6-RBEN-25-PRO )	\$30,914.80 \$24,750.00	K K	31% 31%	\$21,331.21 \$17,077.50	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			) VMWARE ) VMWARE
5	ST6RBEN25PRO-I	SEL ST6-RBEN-25-PRO )	\$28,957.50	K	31%	\$19,980.68	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST6RBEN25PRO-K ST6RBEN25UGC	SEL ST6-RBEN-25-PRO ) SEL ST6-RBEN-25-UG-C )	\$27,850.14 \$16,500.00	K K	31% 31%	\$19,216.60 \$11,385.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			) VMWARE ) VMWARE
5	ST6RBEN25UGC-I	SEL ST6-RBEN-25-UG-C )	\$19,305.00	ĸ	31%	\$13,320.45	\$0.00		\$0.00	\$0.00	\$0.00			VMWARE
5	ST6RBEN25UGC-K ST6SDT10PRO2	SEL ST6-RBEN-25-UG-C ) SEL ST6-VSDT10-PRO )	\$18,579.53 \$450.00	K K	31% 31%	\$12,819.88 \$310.50	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			) VMWARE ) VMWARE
5	ST6SDT10PRO2-I	SEL ST6-VSDT10-PRO ) SEL ST6-VSDT10-PRO )	\$450.00 \$526.50	K	31%	\$310.50 \$363.29	\$0.00		\$0.00	\$0.00	\$0.00			) VMWARE
5	ST6SDT10PRO2-K	SEL ST6-VSDT10-PRO )	\$506.05	K	31%	\$349.17	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST6STADD10UC ST6STADD10UC-I	SEL ST6-STAD-D10-UG-C ) SEL ST6-STAD-D10-UG-C )	\$495.00 \$579.15	K K	31% 31%	\$341.55 \$399.61	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			) VMWARE ) VMWARE
5	ST6STADD10UC-K	SEL ST6-STAD-D10-UG-C)	\$556.62	K	31%	\$384.07	\$0.00		\$0.00	\$0.00	\$0.00			VMWARE
5 5	ST6STADUC ST6STADUC-I	SEL ST6-ST-AD-UG-C ) SEL ST6-ST-AD-UG-C )	\$1,650.00 \$1,930.50	K K	31% 31%	\$1,138.50 \$1,332.05	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			) VMWARE ) VMWARE
5	ST6STADUC-K	SEL ST6-ST-AD-UG-C)	\$1,857.95	K	31%	\$1,281.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST6STENUC ST6STENUC-I	SEL ST6-ST-EN-UG-C ) SEL ST6-ST-EN-UG-C )	\$3,300.00 \$3,861.00	K K	31% 31%	\$2,277.00 \$2,664.09	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			) VMWARE ) VMWARE
5	ST6STENUC-K	SEL ST6-ST-EN-UG-C )	\$3,712.07	ĸ	31%	\$2,561.33	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST6VSANBNC ST6VSANBNC-I	SEL ST6-VSAN-BN-C ) SEL ST6-VSAN-BN-C )	\$14,970.00 \$17,514.90	K K	31% 31%	\$10,329.30 \$12,085,28	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			) VMWARE ) VMWARF
5	ST6VSANBNC-K	SEL ST6-VSAN-BN-C )	\$16,817.35		31%	\$11,603.97	\$0.00		\$0.00	\$0.00	\$0.00			) VMWARE
5	ST6VSANC ST6VSANC-I	SEL ST6-VSAN-C ) SEL ST6-VSAN-C )	\$2,495.00 \$2,919.15	K K	31% 31%	\$1,721.55 \$2,014.21	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			) VMWARE ) VMWARE
5	ST6VSANC-K	SEL ST6-VSAN-C )	\$2,808.00	ĸ	31%	\$1,937.52	\$0.00		\$0.00	\$0.00	\$0.00			) VMWARE
5 5	ST6VSAPRO2 ST6VSAPRO2-I	SEL ST6-VSAN-PRO ) SEL ST6-VSAN-PRO )	\$2,245.50 \$2,627.24	K	31% 31%	\$1,549.40 \$1.812.80	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			) VMWARE
5	ST6VSAPRO2-I	SEL ST6-VSAN-PRO )	\$2,524.52	K	31%	\$1,741.92			\$0.00	\$0.00	\$0.00			) VMWARE
5		SEL ST6-VSA-VSAN-UG-C )	\$11,475.00	K	31%	\$7,917.75	\$0.00		\$0.00	\$0.00	\$0.00			VMWARE
5 5		SEL ST6-VSA-VSAN-UG-C ) ( SEL ST6-VSA-VSAN-UG-C )	\$13,425.75 \$12,909.90	K K	31% 31%	\$9,263.77 \$8,907.83	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			) VMWARE ) VMWARE
5	ST6VSD100PRO2	SEL ST6-VSDT100-PRO )	\$4,500.00	K	31%	\$3,105.00	\$0.00		\$0.00	\$0.00	\$0.00			VMWARE
5 5		SEL ST6-VSDT100-PRO ) SEL ST6-VSDT100-PRO )	\$5,265.00 \$5,060.53	K K	31% 31%	\$3,632.85 \$3,491.77	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			) VMWARE ) VMWARE
5	ST6VSDT100C	SEL ST6-VSDT100-C)	\$5,500.00	K	31%	\$3,795.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	ST6VSDT100C-I ST6VSDT100C-K	SEL ST6-VSDT100-C ) SEL ST6-VSDT100-C )	\$6,435.00 \$6,179.13	K K	31% 31%	\$4,440.15 \$4.263.60	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			) VMWARE ) VMWARF
5	ST6VSDT10C	SEL ST6-VSDT10-C)	\$550.00	K	31%	\$379.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5 5	ST6VSDT10C-I ST6VSDT10C-K	SEL ST6-VSDT10-C ) SEL ST6-VSDT10-C )	\$643.50 \$617.91	K K	31% 31%	\$444.02 \$426.36	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			) VMWARE ) VMWARE
5	STRADE25UGC	SEL ST6-RB-ADEN-25-UG-C)	\$8,250.00	K	31%	\$5,692.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	STRADE25UGC-I STRADE25UGC-K	SEL ST6-RB-ADEN-25-UG-C ) SEL ST6-RB-ADEN-25-UG-C )	\$9,652.50 \$9,308.92	K K	31% 31%	\$6,660.23 \$6,423.15	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			) VMWARE ) VMWARE
5	STRBAD25UC	SEL ST6-RB-ADV-25-UG-C)	\$8,250.00	K	31%	\$5,692.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	STRBAD25UC-I STRBAD25UC-K	SEL ST6-RB-ADV-25-UG-C ) SEL ST6-RB-ADV-25-UG-C )	\$9,652.50 \$9,308.92	K K	31% 31%	\$6,660.23 \$6.423.15	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			) VMWARE ) VMWARE
5	THIN5100PKC	SEL THIN5-100PK-C)	\$1,900.00	K	31%	\$1,311.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	THIN5100PKC-I	SEL THIN5-100PK-C )	\$1,985.50	K	31%	\$1,370.00	\$0.00		\$0.00	\$0.00	\$0.00			) VMWARE
5	THIN5100PKCV2-K THIN5-STE-C	SEL THIN5-100PK-C ) SEL THIN5-STE-C )	\$2,034.17 \$5,000.00	K K	31% 31%	\$1,403.58 \$3,450.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			) VMWARE ) VMWARE
5	THIN5-STE-C-I	SEL THINS-STE-C)	\$5,225.00	K	31%	\$3,605.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	THIN5STECV2-K UEMCCU100C	SEL THIN5-STE-C ) SEL UEM-CCU-100-C )	\$5,359.33 \$5,000.00	K K	31% 31%	\$3,697.94 \$3,450.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		11111	) VMWARE ) VMWARE
5	UEMCCU100C-I	SEL UEM-CCU-100-C )	\$5,500.00	K	31%	\$3,795.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	UEMCCU100C-K UEMCCU10C	SEL UEM-CCU-100-C) SEL UEM-CCU-10-C)	\$5,412.96 \$500.00	K K	31% 31%	\$3,734.94 \$345.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			) VMWARE ) VMWARE
5	UEMCCU10C-I	SEL UEM-CCU-10-C )	\$550.00	K	31%	\$379.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	UEMCCU10C-K UEMNU100C	SEL UEM-CCU-10-C ) SEL UEM-NU-100-C )	\$541.30 \$3,000.00	K K	31% 31%	\$373.50 \$2,070.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			) VMWARE ) VMWARE
5	UEMNU100C-I	SEL UEM-NU-100-C )	\$3,300.00	K	31%	\$2,277.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	UEMNU100C-K UEMNU10C	SEL UEM-NU-100-C ) SEL UEM-NU-10-C )	\$3,244.71 \$300.00	K K	31% 31%	\$2,238.85 \$207.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			) VMWARE ) VMWARE
5	UEMNU10C-I	SEL UEM-NU-10-C ) SEL UEM-NU-10-C )	\$300.00 \$330.00	K K	31% 31%	\$207.00 \$227.70			\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			) VMWARE ) VMWARE
5	UEMNU10C-K	SEL UEM-NU-10-C )	\$324.47	K	31%	\$223.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	V6EEPLAUGC V6EEPLAUGC-I	SEL VS6-ES-EPL-AK-UG-C ) SEL VS6-ES-EPL-AK-UG-C )	\$22,750.00 \$26,617.50	K K	31% 31%	\$15,697.50 \$18,366.08	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			) VMWARE ) VMWARE
5	V6EEPLAUGC-K	SEL VS6-ES-EPL-AK-UG-C )	\$26,777.51	K	31%	\$18,476.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V6ENEPLUPO	SEL VS6-ENT-EPL-UG-PRO )	\$340.00	K	31%	\$234.60	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	) VMWARE

	NVP LEVEL 1				IVP LEVEL 1									
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	V6ENEPLUPO-I V6ENEPLUPO-K	SEL VS6-ENT-EPL-UG-PRO ) SEL VS6-ENT-EPL-UG-PRO )	\$397.80 \$400.32	K K	31% 31%	\$274.48 \$276.22	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	V6ENOEPLUC V6ENOEPLUC-I	SEL VS6-ENT-OEPL-UG-C ) SEL VS6-ENT-OEPL-UG-C )	\$1,675.00 \$1,959.75	K	31% 31%	\$1,155.75 \$1,352.23	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5 5		SEL VS6-ENT-OEPL-UG-C )	\$1,880.94	K K	31%	\$1,297.85	\$0.0			\$0.00	\$0.00			VMWARE
5	V6ENTEPLUC V6ENTEPLUC-I	SEL VS6-ENT-EPL-UG-C ) SEL VS6-ENT-EPL-UG-C )	\$682.00 \$797.94	K K	31% 31%	\$470.58 \$550.58	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	V6ENTEPLUC-K	SEL VS6-ENT-EPL-UG-C )	\$800.64	K	31%	\$552.44	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	V6EOEPUPRV2 V6EOEPUPRV2-I	SEL VS6-EN-OEPL-UG-PRO ) SEL VS6-EN-OEPL-UG-PRO )	\$837.50 \$979.88	K K	31% 31%	\$577.88 \$676.12	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	V6E0EPUPRV2-K	SEL VS6-EN-OEPL-UG-PRO )	\$938.55	K	31%	\$647.60	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V6EPLOELUC V6EPLOELUC-I	SEL VS6-EPL-OEPL-UG-C ) SEL VS6-EPL-OEPL-UG-C )	\$990.00 \$1,158.30	K K	31% 31%	\$683.10 \$799.23	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	V6EPLOELUC-K	SEL VS6-EPL-OEPL-UG-C )	\$1,114.77	K	31%	\$769.19	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	V6EPOPLAKUC V6EPOPLAKUC-I	SEL VS6-ESP-OEPL-AK-UG-C ) SEL VS6-ESP-OEPL-AK-UG-C )	\$22,550.00 \$26,383.50	K K	31% 31%	\$15,559.50 \$18,204.62	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5		SEL VS6-ESP-OEPL-AK-UG-C )	\$25,321.79	K K	31%	\$17,472.04	\$0.0		\$0.00	\$0.00	\$0.00			VMWARE VMWARE
5	V6EPSTDAUGC V6EPSTDAUGC-I	SEL VS6-ESP-STD-AK-UG-C ) SEL VS6-ESP-STD-AK-UG-C )	\$7,150.00 \$8,365.50	K	31% 31%	\$4,933.50 \$5,772.20	\$0.0 \$0.0	0 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00	VMWARE
5	V6EPSTDAUGC-K V6ESEPLAKUC	SEL VS6-ESP-STD-AK-UG-C ) SEL VS6-ES-OEPL-AK-UG-C )	\$8,389.52 \$24,750.00	K K	31% 31%	\$5,788.77 \$17,077.50	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	V6ESEPLAKUC-I	SEL VS6-ES-OEPL-AK-UG-C )	\$28,957.50	K	31%	\$19,980.68	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	V6ESEPLAKUC-K V6ESPELAUGC	SEL VS6-ES-OEPL-AK-UG-C ) SEL VS6-ESP-EPL-AK-UG-C )	\$27,850.14 \$20,350.00	K K	31% 31%	\$19,216.60 \$14,041.50	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	V6ESPELAUGC-I	SEL VS6-ESP-EPL-AK-UG-C )	\$23,809.50	K	31%	\$16,428.56	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	V6ESPELAUGC-K V6ESTDKUC	SEL VS6-ESP-EPL-AK-UG-C ) SEL VS6-ES-STD-AK-UG-C )	\$23,942.69 \$10,750.00	K K	31% 31%	\$16,520.46 \$7.417.50	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	V6ESTDKUC-I	SEL VS6-ES-STD-AK-UG-C )	\$12,577.50	K	31%	\$8,678.48	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	V6ESTDKUC-K V6HPOELUC	SEL VS6-ES-STD-AK-UG-C ) SEL VS6-HYP-OEPL-UG-C )	\$12,680.05 \$4,395.00	K K	31% 31%	\$8,749.23 \$3,032.55	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	V6HPOELUC-I V6HPOELUC-K	SEL VS6-HYP-OEPL-UG-C ) SEL VS6-HYP-OEPL-UG-C )	\$5,142.15	K	31% 31%	\$3,548.08 \$3.407.18	\$0.0 \$0.0	0 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00	VMWARE VMWARE
5	V6HPSTUGC	SEL VS6-HYP-STD-UG-C )	\$4,937.94 \$995.00	K K	31%	\$3,407.16 \$686.55	\$0.0			\$0.00	\$0.00			VMWARE
5	V6HPSTUGC-I V6HPSTUGC-K	SEL VS6-HYP-STD-UG-C ) SEL VS6-HYP-STD-UG-C )	\$1,164.15 \$1,168.40	K K	31% 31%	\$803.26 \$806.20	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	V6HYEPLUC	SEL VS6-HYP-EPL-UG-C)	\$3,495.00	K	31%	\$2,411.55	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	V6HYEPLUC-I V6HYEPLUC-K	SEL VS6-HYP-EPL-UG-C ) SEL VS6-HYP-EPL-UG-C )	\$4,089.15 \$4,118.14	K K	31% 31%	\$2,821.51 \$2.841.52	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	V60ENOELUC	SEL VS6-OENT-OEPL-UG-C )	\$850.00	K	31%	\$586.50	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	V60ENOELUC-I V60ENOELUC-K	SEL VS6-0ENT-0EPL-UG-C ) SEL VS6-0ENT-0EPL-UG-C )	\$994.50 \$953.88	K K	31% 31%	\$686.21 \$658.18	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	V60ENOELUPO	SEL VS6-OENT-OEPL-UG-PRO )	\$423.50	K	31%	\$292.22	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V60ENOELUPO-I V60ENOELUPO-K	SEL VS6-0ENT-0EPL-UG-PR0 ) SEL VS6-0ENT-0EPL-UG-PR0 )	\$495.50 \$476.17	K K	31% 31%	\$341.90 \$328.56	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	V6RBSAD25UC-I	SEL VS6-RBSTD-ADV25-UG-C ) SEL VS6-RBSTD-ADV25-UG-C )	\$1,650.00 \$1,930.50	K K	31% 31%	\$1,138.50 \$1,332.05	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	V6RBSAD25UC-K	SEL VS6-RBSTD-ADV25-UG-C )	\$1,942.23	K	31%	\$1,340.14	\$0.0			\$0.00	\$0.00			VMWARE
5	V6STDEPUGC V6STDEPUGC-I	SEL VS6-STD-OEPL-UG-C ) SEL VS6-STD-OEPL-UG-C )	\$3,740.00 \$4,375.80	K K	31% 31%	\$2,580.60 \$3,019.30	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	V6STDEPUGC-K	SEL VS6-STD-OEPL-UG-C )	\$4,202.42	K	31%	\$2,899.67	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	V6STEPLUC V6STEPLUC-I	SEL VS6-STD-EPL-UG-C ) SEL VS6-STD-EPL-UG-C )	\$2,750.00 \$3,217.50	K K	31% 31%	\$1,897.50 \$2,220.08	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	V6STEPLUC-K	SEL VS6-STD-EPL-UG-C)	\$3,237.05	K	31%	\$2,233.56	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V7ATA25CV2-K V7ATATEUCV2-K	SEL VR7-ATAD25-C ) SEL VR7-ATAD-ATEN-UG-C )	\$7,699.97 \$6,179.13	K K	31% 31%	\$5,312.98 \$4,263.60	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	V7ATE25CV2-K	SEL VR7-ATEN25-C )	\$13,369.60 \$174.00	K K	31% 31%	\$9,225.02	\$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VAAAPLDAUUGC-I	SEL VA-WAOA-PLLD-A-U-UG-C ) SEL VA-WAOA-PLLD-A-U-UG-C )	\$181.83	K	31%	\$120.06 \$125.46	\$0.0 \$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAAAPLDAUUGC-K VAADAPLAUGC	SEL VA-WAOA-PLLD-A-U-UG-C ) SEL VA-WAD-WA-PLA-U-UG-C )	\$186.56 \$99.00	K	31% 31%	\$128.73 \$68.31	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VAADAPLAUGC-I	SEL VA-WAD-WA-PLA-U-UG-C )	\$103.46	K	31%	\$71.39	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VAADAPLAUGC-K VAASPLADUGC	SEL VA-WAD-WA-PLA-U-UG-C ) SEL VA-WAOS-PLL-A-D-UG-C )	\$106.11 \$31.00	K K	31% 31%	\$73.22 \$21.39	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VAASPLADUGC-I	SEL VA-WAOS-PLL-A-D-UG-C )	\$32.40	K	31%	\$22.36	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAASPLADUGC-K VAOAPLAUUGC	SEL VA-WAOS-PLL-A-D-UG-C ) SEL VA-WOAA-PLL-A-U-UG-C )	\$33.21 \$15.00	K K	31% 31%	\$22.91 \$10.35	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VAOAPLAUUGC-I	SEL VA-WOAA-PLL-A-U-UG-C )	\$15.68	K K	31%	\$10.82	\$0.0	0 \$0.00		\$0.00	\$0.00			VMWARE VMWARE
5	VAOAPLAUUGC-K VASAPLADUC	SEL VA-WOAA-PLL-A-U-UG-C ) SEL VA-WSA-PLLA-D-UG-C )	\$16.05 \$44.00	K	31% 31%	\$11.07 \$30.36	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VASAPLADUC-I VASAPLADUC-K	SEL VA-WSA-PLLA-D-UG-C ) SEL VA-WSA-PLLA-D-UG-C )	\$45.98 \$47.16	K K	31% 31%	\$31.73 \$32.54	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VAWAPADUGC	SEL VA-WAOA-PLL-A-D-UG-C )	\$75.00	K	31%	\$51.75	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWAPADUGC-I VAWAPADUGC-K	SEL VA-WAOA-PLL-A-D-UG-C ) SEL VA-WAOA-PLL-A-D-UG-C )	\$78.38 \$80.06	K K	31% 31%	\$54.08 \$55.24	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VAWAPLAUUC	SEL VA-WSA-PLLA-U-UG-C )	\$99.00	K	31%	\$68.31	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5		SEL VA-WSA-PLLA-U-UG-C ) SEL VA-WSA-PLLA-U-UG-C )	\$103.46 \$106.11	K K	31% 31%	\$71.39 \$73.22	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VAWOAADAPLLUC	SEL VA-WOA-ADA-PLL-U-C )	\$126.00	ĸ	31%	\$86.94	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5		SEL VA-WOA-ADA-PLL-U-C ) (SEL VA-WOA-ADA-PLL-U-C )	\$131.67 \$135.23	K K	31% 31%	\$90.85 \$93.31	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VAWOAAPLLADC	SEL VA-WOAA-PLL-A-D-C )	\$22.00	K	31%	\$15.18	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWOAAPLLADC-K	SEL VA-WOAA-PLL-A-D-C ) SEL VA-WOAA-PLL-A-D-C )	\$22.99 \$23.56	K K	31% 31%	\$15.86 \$16.26	\$0.0 \$0.0	0 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00	VMWARE VMWARE
5	VAWOAAPLLAUC	SEL VA-WOAA-PLL-A-U-C ) SEL VA-WOAA-PLL-A-U-C )	\$36.00 \$37.62	K K	31% 31%	\$24.84 \$25.96	\$0.0	0 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00	VMWARE VMWARE
5	VAWOAAPLLAUC-K	SEL VA-WOAA-PLL-A-U-C )	\$38.58	K	31%	\$26.62	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5		SEL VA-WOA-PLL-A-D-C ) SEL VA-WOA-PLL-A-D-C )	\$90.00 \$94.05	K K	31% 31%	\$62.10 \$64.89	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VAWOAPLLADC-K	SEL VA-WOA-PLL-A-D-C)	\$96.15	K	31%	\$66.34	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5		SEL VA-WOA-PLL-A-U-C ) SEL VA-WOA-PLL-A-U-C )	\$180.00 \$188.10	K K	31% 31%	\$124.20 \$129.79	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VAWOAPLLAUC-K	SEL VA-WOA-PLL-A-U-C )	\$192.69	K	31%	\$132.96	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWOEPLL10UC	SEL VA-WOE-PLL-10U-C)	\$4,000.00	К	31%	\$2,760.00	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE

					1	NVP LEVEL 1								
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5		SEL VA-WOE-PLL-10U-C ) SEL VA-WOE-PLL-10U-C )	\$4,180.00 \$4,286.70	K K	31% 31%	\$2,884.20 \$2,957.82	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VAWOEPLLUC	SEL VA-WOE-PLL-U-C)	\$40,000.00	K	31%	\$27,600.00	\$0.0			\$0.00	\$0.00			VMWARE
5 5	VAWOEPLLUC-I VAWOEPLLUC-K	SEL VA-WOE-PLL-U-C ) SEL VA-WOE-PLL-U-C )	\$41,800.00 \$42,866.99	K K	31% 31%	\$28,842.00 \$29,578.22	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5		SEL VA-WAOS-PLL-A-DU-UG-C ) SEL VA-WAOS-PLL-A-DU-UG-C )	\$75.00 \$78.38	K K	31% 31%	\$51.75 \$54.08	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VAWOSADUUGC-K	SEL VA-WAOS-PLL-A-DU-UG-C )	\$80.06	K	31%	\$55.24	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE
5 5	VAWOSPLLADC VAWOSPLLADC-I	SEL VA-WOS-PLL-A-D-C ) SEL VA-WOS-PLL-A-D-C )	\$50.00 \$52.25	K K	31% 31%	\$34.50 \$36.05	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VAWOSPLLADC-K	SEL VA-WOS-PLL-A-D-C )	\$53.59	K	31%	\$36.98	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE
5 5		SEL VA-WOS-PLL-A-U-C ) SEL VA-WOS-PLL-A-U-C )	\$90.00 \$94.05	K K	31% 31%	\$62.10 \$64.89	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VAWOSPLLAUC-K	SEL VA-WOS-PLL-A-U-C)	\$96.15	K	31%	\$66.34	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE
5	VAWPLLAUGC VAWPLLAUGC-I	SEL VA-WAOA-PLL-A-U-UG-C ) SEL VA-WAOA-PLL-A-U-UG-C )	\$158.00 \$165.11	K K	31% 31%	\$109.02 \$113.93	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VAWPLLAUGC-K	SEL VA-WAOA-PLL-A-U-UG-C )	\$169.71	K	31%	\$117.10	\$0.0		\$0.00	\$0.00	\$0.00			VMWARE
5		SEL VA-WSD-WS-PLA-U-UG-C ) SEL VA-WSD-WS-PLA-U-UG-C )	\$44.00 \$45.98	K K	31% 31%	\$30.36 \$31.73	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VAWWSPLAUGC-K VC-CMW-C	SEL VA-WSD-WS-PLA-U-UG-C ) SEL VC-CMW-C)	\$47.16 \$40.00	K K	31% 31%	\$32.54 \$27.60	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VC-CMW-C-I	SEL VC-CMW-C)	\$40.00 \$44.00	K	31%	\$30.36	\$0.0		\$0.00	\$0.00	\$0.00			VMWARE
5 5	VC-CMW-C-K VCEPICC	SEL VC-CMS-3P-SSS-C) SEL VC-EPIC-C )	\$35.44 \$60,000.00	K K	31% 31%	\$24.45 \$41,400.00	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VCEPICC-I	SEL VC-EPIC-C )	\$70,200.00	K	31%	\$48,438.00	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE
5 5	VCEPICC-K VCS6FNDC	SEL VC-EPIC-C ) SEL VCS6-FND-C )	\$67,460.93 \$1,495.00	K K	31% 31%	\$46,548.04 \$1.031.55	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VCS6FNDC-I	SEL VCS6-FND-C)	\$1,749.15	K	31%	\$1,206.91	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE
5 5	VCS6FNDC-K VCS6FNSTUCV2	SEL VCS6-FND-C) SEL VCS6-FND-STD-UG-C)	\$1,758.35 \$4,950.00	K K	31% 31%	\$1,213.26 \$3,415.50	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VCS6FNSTUCV2-I	SEL VCS6-FND-STD-UG-C)	\$5,791.50	K	31%	\$3,996.14	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE
5 5	VCS6FNSTUCV2-K VCS6STDC-I	SEL VCS6-FND-STD-UG-C ) SEL VCS6-STD-C )	\$5,834.35 \$7,014.15	K K	31% 31%	\$4,025.70 \$4.839.76	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VCS6STDCV2	SEL VCS6-STD-C)	\$5,995.00	K	31%	\$4,136.55	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE
5	VCS6STDCV2-K VCSRM625EC	SEL VCS6-STD-C ) SEL VC-SRM6-25E-C )	\$7,060.22 \$12,375.00	K K	31% 31%	\$4,871.55 \$8,538.75	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VCSRM625EC-I	SEL VC-SRM6-25E-C )	\$14,478.75	K	31%	\$9,990.34	\$0.0			\$0.00	\$0.00			VMWARE
5 5	VCSRM625EC-K VCSRM625EUGC	SEL VC-SRM6-25E-C ) SEL VC-SRM6-25E-UG-C )	\$13,905.91 \$8,250.00	K K	31% 31%	\$9,595.08 \$5,692.50	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5		SEL VC-SRM6-25E-UG-C ) SEL VC-SRM6-25F-UG-C )	\$9,652.50	K	31% 31%	\$6,660.23	\$0.0			\$0.00	\$0.00			VMWARE
5	VCSRM625EUGC-K VCSRM625SC	SEL VC-SRM6-25E-UG-C ) SEL VC-SRM6-25S-C )	\$9,308.92 \$4,875.00	K K	31%	\$6,423.15 \$3,363.75	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VCSRM625SC-I VCSRM625SC-K	SEL VC-SRM6-25S-C ) SEL VC-SRM6-25S-C )	\$5,703.75 \$5,481.92	K K	31% 31%	\$3,935.59 \$3,782.52	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VFD225VCV2-K	SEL VF-DD2-25VM-C )	\$21,107.88	ĸ	31%	\$14,564.44	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE
5 5	VFDD225VMC-I	SEL VF-DD2-25VM-C ) SEL VF-DD2-25VM-C )	\$18,750.00 \$21,937.50	K K	31% 31%	\$12,937.50 \$15,136.88	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VFHYPM5C	SEL VF-HYPM5-C )	\$360.00	K	31%	\$248.40	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE
5 5	VFHYPM5C-I VFHYPM5CV2-K	SEL VF-HYPM5-C ) SEL VF-HYPM5-C )	\$421.20 \$404.92	K K	31% 31%	\$290.63 \$279.39	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VMAPLLDC-K	SEL V-MAW-PLL-D-C )	\$10.69	K	31%	\$7.38	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE
5	VMAWPLLDC VMAWPLLDC-I	SEL V-MAW-PLL-D-C ) SEL V-MAW-PLL-D-C )	\$10.00 \$10.00	K K	31% 31%	\$6.90 \$6.90	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VMBMLLDC-K	SEL V-MBM-PLL-D-C)	\$21.41	K	31%	\$14.77	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00		VMWARE
5	VMBMPLLDC VMBMPLLDC-I	SEL V-MBM-PLL-D-C ) SEL V-MBM-PLL-D-C )	\$20.00 \$20.00	K K	31% 31%	\$13.80 \$13.80	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VMSPLLDC-K VNIUGEN100UC	SEL V-OMS-PLL-D-C ) SEL VR-NI-UG-AENX100-UG-C )	\$75.05 \$2,145.00	K K	31% 31%	\$51.78 \$1,480.05	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VNIUGEN100UC-I	SEL VR-NI-UG-AENX100-UG-C )	\$2,509.65	K	31%	\$1,731.66	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE
5 5		SEL VR-NI-UG-AENX100-UG-C ) SEL VR-NI-UG-AENX10-UG-C )	\$2,409.59 \$215.00	K K	31% 31%	\$1,662.62 \$148.35	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VNIUGENX10UC-I	SEL VR-NI-UG-AENX10-UG-C )	\$251.55	ĸ	31%	\$173.57	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE
5 5	VNIUGENX10UC-K VOMSPLLDC	SEL VR-NI-UG-AENX10-UG-C ) SEL V-OMS-PLL-D-C )	\$241.73 \$70.00	K K	31% 31%	\$166.79 \$48.30	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VOMSPLLDC-I	SEL V-OMS-PLL-D-C )	\$70.00	K	31%	\$48.30	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE
5	VOMSPLLUC VOMSPLLUC-I	SEL V-OMS-PLL-U-C ) SEL V-OMS-PLL-U-C )	\$140.00 \$140.00	K K	31% 31%	\$96.60 \$96.60	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VOSPLLUC-K VPSPMGMADDON	SEL V-OMS-PLL-U-C ) SEL V-PS-PMGM-ADDON )	\$149.79 \$3,500.00	K K	31% 31%	\$103.36 \$2,415.00	\$0.0 \$0.0	0 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5		SEL V-PS-PMGM-ADDON )	\$3,500.00	K	31%	\$2,415.00	\$0.0			\$0.00	\$0.00			VMWARE
5		SEL V-PS-PMGM-ADDON ) SEL VR17-AADV-ENT-UG-C )	\$3,750.38 \$960.00	K	31% 31%	\$2,587.76 \$662.40	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VR17AADENTUC-I	SEL VR17-AADV-ENT-UG-C )	\$1,123.20	K	31%	\$775.01	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE
5		SEL VR17-AADV-ENT-UG-C ) SEL VR17-ADV-ENT-UG-C )	\$1,076.46 \$1,650.00	K K	31% 31%	\$742.76 \$1,138.50	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VR17ADENTGC-I	SEL VR17-ADV-ENT-UG-C )	\$1,930.50	ĸ	31%	\$1,332.05	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE
5 5		SEL VR17-ADV-ENT-UG-C ) SEL VR17-OADV-ENT-UG-C )	\$1,857.95 \$960.00	K K	31% 31%	\$1,281.99 \$662.40	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VR17ADENUGC-I	SEL VR17-OADV-ENT-UG-C )	\$1,123.20	K	31%	\$775.01	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE
5 5	VR17ADENUGC-K VR17ADVC	SEL VR17-OADV-ENT-UG-C ) SEL VR17-ADV-C )	\$1,076.46 \$6,245.00	K K	31% 31%	\$742.76 \$4,309.05	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VR17ADVC-I	SEL VR17-ADV-C )	\$7,306.65	K	31%	\$5,041.59	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE
5 5	VR17ADVC-K VR17BLADVUGC	SEL VR17-ADV-C ) SEL VR17-BCLC-ADV-UG-C )	\$7,021.91 \$3,570.00	K K	31% 31%	\$4,845.12 \$2,463.30	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VR17BLADVUGC-I	SEL VR17-BCLC-ADV-UG-C )	\$4,176.90	K	31%	\$2,882.06	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE
5 5	VR17BLENTUC	SEL VR17-BCLC-ADV-UG-C ) SEL VR17-BCLC-ENT-UG-C )	\$4,010.88 \$5,220.00	K K	31% 31%	\$2,767.51 \$3,601.80	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VR17BLENTUC-I	SEL VR17-BCLC-ENT-UG-C )	\$6,107.40	K	31%	\$4,214.11	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE
5 5	VR17BLOAUGC	SEL VR17-BCLC-ENT-UG-C ) SEL VR17-BCLO-ADV-UG-C )	\$5,865.00 \$1,370.00	K K	31% 31%	\$4,046.85 \$945.30	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00		\$0.00	VMWARE VMWARE
5 5		SEL VR17-BCLO-ADV-UG-C ) SEL VR17-BCLO-ADV-UG-C )	\$1,602.90 \$1,543.82	K K	31% 31%	\$1,106.00 \$1,065.24	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5		SEL VR17-BCLO-ADV-UG-C ) SEL VR17-BCLO-ENT-UG-C )	\$3,020.00	K	31%	\$2,083.80	\$0.0			\$0.00	\$0.00			VMWARE

The column   The							1	NVP LEVEL 1								
Column	BAND			DESCRIPTION	LIST PRICE USD							BASIC MNT LP	TO PS W/MC	WIT UPG BASIC		
- Marchard M	-					K K										
1   Wilson   Control   C	5	VR17ENTC	SEL VR17-ENT-C)		\$7,745.00			\$5,344.05								
Ministration   Mini	-															
1.5   1.5	5															
Column	5	VR17ISODVUGC-K	SEL VR17-LIS4O-ADV-UG-C)		\$1,543.82		31%	\$1,065.24	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE
Controlled   Con	5															
Marcheller   Mar	5	VR17L4CADUGC-K	SEL VR17-LIS4C-ADV-UG-C)		\$5,865.00	K	31%	\$4,046.85	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE
Marchellott	5 5															
Continued	-	VR17LI4CSTUC-K	SEL VR17-LIS4C-STD-UG-C)		\$2,777.35	K	31%	\$1,916.37	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE
The property   Control of the property   C																
1	5	VR17LIOETUGC-K	SEL VR17-LIS4O-ENT-UG-C )					\$2,344.59								
Controlled   Con	5		SEL VR17-LIS4C-ENT-UG-C )													
1	5	VR17LISENUGC-K	SEL VR17-LIS4C-ENT-UG-C)													
1	5															
Control   Cont	5															
Column	5	VR170DENTUGC-I	SEL VR17-OADVC-ENT-UG-C )		\$6,429.15		31%	\$4,436.11	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE
1	5 5															
1	-	VR170ISSTUC-I	SEL VR17-OIST-STD-UG-C )		\$2,246.40	K	31%	\$1,550.02	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE
1	5 5															
1	5	VR170ISVUGC-I	SEL VR17-OIST-ADV-UG-C)		\$5,463.90	K	31%	\$3,770.09	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE
1 VENTOCOPING   14 VE	5 5															
S	5	VR17OSCDVUC-I	SEL VR17-OSTC-ADV-UG-C)		\$6,429.15	K	31%	\$4,436.11	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE
5 WHYTOSTEROL   1,000	5															
1	5		SEL VR17-OSTC-ENT-UG-C)					\$5,768.16								
1																
5 WINTERFORCE SELVEY-CONTROL-STRUCK C) 5500 WARREN STATE STA	5	VR17OSTCSDGC-I	SEL VR17-OSTDC-STD-UG-C )													
WITTERFORMER   SELVENT-CORD-STATULE   SELVE	5															
S. WITCHTCHUS   E. WITCHTCHUSC   E. WI	5															
S. WITCHTCHICK   SELVET-INTERCRIPTURCY   SELVET AND S	5	VR17OTCTDUC	SEL VR17-OSTC-STD-UG-C)		\$2,745.00		31%	\$1,894.05	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE
STATISHIC   SELVET-TETLA-VALUE   SELVET-TETLA-VAL	5 5															
MITSANUCK   SEL WRITE CELL   WRITE CELL	5	VR17SAVUC	SEL VR17-STD-ADV-UG-C)		\$2,750.00	K	31%	\$1,897.50	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE
STATESTICE   SELVENT-CISTEMPTIGE   SELVENT	5 5					K K										
S. HRITSPITICK   SELVERY-OIST-ENTI-GC   S. 17-18-19   K   31-14   34,000.77   30.00	5	VR17SENTUC	SEL VR17-OIST-ENT-UG-C)		\$6,320.00		31%	\$4,360.80	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE
S. WRITSTIC: SELWRITSTIC: SEL	5															
S. VRITSTIDC   SELVRIT-STDO_C)   SELVRIT-STDO_C)   SESSO   K. 31%   S.294-89   S.00	5		SEL VR17-STD-C)		\$3,745.00		31%	\$2,584.05	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00		
S	5															
S   WRITESTEDGE   SEL WRIT-STEDENCY   SEL WR	5															
S   VRITSTETUGC  SEL VRIT-STEDHAGC  SEL VRIT-STED	5	VR17STDSTDGC-K	SEL VR17-OSTDO-STD-UG-C )		\$770.00		31%	\$531.30	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE
S   VRITSTETUGC, SEL VRIT-STETUGC, SEL VRIT-STED-ADV-UGC)	5					K										
5 VRICHADVIUGC-I SEL VRIT-OADVC-ADV-UGC-C)	5	VR17STETUGC-K	SEL VR17-STD-ENT-UG-C )		\$4,945.60	ĸ	31%	\$3,412.46	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE
5 VRIGNADVILICE SEL VRIT-JOSTICO-ADVUGCC) \$4,325.01 K 31% \$2,984.26 \$0.00 \$0.0	5 5															
5 VRISTADVIGG-L SEL VRIT-OSTDC-ADV-UG-C) \$7,072.65 K 31% \$4,886.52 \$0.00	5	VR10AADVUGC-K	SEL VR17-OADVC-ADV-UG-C )		\$4,325.01		31%	\$2,984.26	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE
S	5															
S	5	VR1STADVUGC-K	SEL VR17-OSTDC-ADV-UG-C)		\$6,792.06					0 \$0.00	\$0.00					
5 VRGOSCOADCUC SEL VRG-OSTC-QADVC-UG-C) \$1,650.00 K 31,960.00 K 31	5					K										
5   VRROSCOADCUC-  SEL VRB-OSTCADVC-UG-C   SEL VRB-OSTCADVC-UG-C	5					K										
5 VRBOSTCC   SEL VRB-OSTCC	5	VR6OSCOADCUC-I	SEL VR6-OSTC-OADVC-UG-C )		\$1,930.50	K	31%	\$1,332.05	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE
5 VRBOSTCC-I SEL VRB-OSTC-C) \$1,465.91 K 31% \$1,0913 \$0.00 \$	5					K										
5 VRROSTCOAVCUC SEL VR6-OSTDC-OADVC-UG-C) \$2,200.00 K 31% \$1,518.00 \$0.0	5	VR6OSTCC-I	SEL VR6-OSTC-C)		\$1,462.50	ĸ	31%	\$1,009.13	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE
5 VR6OSTCOAVCUC-I SEL VR6-OSTDC-OADVC-UG-C) \$2,714.00 K 31% \$1,776.06 \$0.00 \$0	5 5					K K										
5 VR6VU100C SEL VR6-VU10C-C) \$7,500.00 K 31% \$5,175.00 \$0.00	5	VR6OSTCOAVCUC-I	SEL VR6-OSTDC-OADVC-UG-C		\$2,574.00		31%	\$1,776.06	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE
5 VRSVJ100C-J SEL VRS-VJ10C-C)	5 5		SEL VR6-USTDC-OADVC-UG-C)													
5 VRSVIJOC SEL VR6-VIJOC-C)	5	VR6VU100C-I	SEL VR6-VU100-C )		\$8,775.00	K	31%	\$6,054.75	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE
5 VRSVJ10C-I SEL VR6-VJ10-C) \$877.50 K 31% \$60.548 \$0.00 \$0.	5 5															
5 VR7ATAD25CV2 SEL VR7-ATAD25CC) \$6,875.00 K 31% \$4,743.75 \$0.00 \$	5	VR6VU10C-I	SEL VR6-VU10-C )		\$877.50	K	31%	\$605.48	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE
5 VR7ATADESCV2I SEL VR7-ATAD-2FC-) \$8,043.75 K 31% \$5,550.19 \$0.00	5 5															
5 VR7ATATENUCV2-I SEL VR7-ATAD-ATEN-LIG-C)	5	VR7ATAD25CV2-I	SEL VR7-ATAD25-C )		\$8,043.75	K	31%	\$5,550.19	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE
5 VR7ATEN25CV2 SEL VR7-ATEN25-C) \$11,875.00 K 31% \$8,193.75 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 VMWARE 5 VR7ATEN25-CV3 SEL VR7-ATEN25-C) \$13,893.75 K 31% \$9,586.69 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 VMWARE	5	VR7ATATENUCV2-I	SEL VR7-ATAD-ATEN-UG-C )		\$6,435.00			\$4,440.15	\$0.0						\$0.00	VMWARE
	5															

					ı	NVP LEVEL 1								
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	VR7AUTDT25C-I VR7AUTDT25C-K	SEL VR7-AUTDT25-C ) SEL VR7-AUTDT25-C )	\$3,890.25 \$3,735.06	K K	31% 31%	\$2,684.27 \$2,577.19	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VR700AVUGC	SEL VR17-OSTDO-ADV-UG-C )	\$3,435.00	K	31%	\$2,370.15	\$0.0			\$0.00	\$0.00			VMWARE
5 5	VR700AVUGC-I VR700AVUGC-K	SEL VR17-OSTDO-ADV-UG-C ) SEL VR17-OSTDO-ADV-UG-C )	\$4,018.95 \$3,857.65	K K	31% 31%	\$2,773.08 \$2,661.78	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5		SEL VR17-OSTDC-ENT-UG-C ) SEL VR17-OSTDC-ENT-UG-C )	\$6,995.00 \$8.184.15	K	31% 31%	\$4,826.55 \$5.647.06	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5		SEL VR17-OSTDC-ENT-UG-C ) SEL VR17-OSTDC-ENT-UG-C )	\$8,184.15 \$7,853.20	K K	31%	\$5,647.06 \$5,418.71	\$0.0			\$0.00	\$0.00			VMWARE VMWARE
5	VRBCLADVCC	SEL VR-BCLADVC-C )	\$3,000.00	K	31%	\$2,070.00	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VRBCLADVCC-I VRBCLADVCC-K	SEL VR-BCLADVC-C ) SEL VR-BCLADVC-C )	\$3,510.00 \$3,374.96	K K	31% 31%	\$2,421.90 \$2,328.72	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5		SEL VR-BCLADVO-25-C )	\$5,000.00	K	31%	\$3,450.00	\$0.0		\$0.00	\$0.00	\$0.00			VMWARE
5		SEL VR-BCLADVO-25-C ) SEL VR-BCLADVO-25-C )	\$5,850.00 \$5,619.83	K K	31% 31%	\$4,036.50 \$3,877.68	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00		\$0.00	VMWARE VMWARE
5	VRCODE2CC	SEL VR-CODE2C-C )	\$5,450.00	K	31%	\$3,760.50	\$0.0			\$0.00	\$0.00			VMWARE
5 5	VRCODE2CC-I VRCODE2CC-K	SEL VR-CODE2C-C ) SEL VR-CODE2C-C )	\$6,376.50 \$6,125.50	K K	31% 31%	\$4,399.79 \$4,226.60	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VRCODE2OC	SEL VR-CODE2O-C )	\$545.00	K	31%	\$376.05	\$0.0			\$0.00	\$0.00			VMWARE
5 5	VRCODE2OC-I VRCODE2OC-K	SEL VR-CODE20-C ) SEL VR-CODE20-C )	\$637.65 \$612.55	K K	31% 31%	\$439.98 \$422.66	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VRLIS4CPUC	SEL VR-LIS4-CPU-C )	\$1,500.00	K	31%	\$1,035.00	\$0.0			\$0.00	\$0.00			VMWARE VMWARE
5	VRLIS4CPUC-I VRLIS4CPUC-K	SEL VR-LIS4-CPU-C ) SEL VR-LIS4-CPU-C )	\$1,755.00 \$1,689.40	K K	31% 31%	\$1,210.95 \$1,165.69	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		*****	VMWARE VMWARE
5	VRLIS4O25C	SEL VR-LIS40-25-C)	\$5,000.00	K	31%	\$3,450.00	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VRLIS4O25C-I VRLIS4O25C-K	SEL VR-LIS4O-25-C ) SEL VR-LIS4O-25-C )	\$5,850.00 \$5,619.83	K K	31% 31%	\$4,036.50 \$3.877.68	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VRNIAEXUPRO	SEL VR-NI-AENXC-UG-PRO )	\$209.00	K	31%	\$144.21	\$0.0		\$0.00	\$0.00	\$0.00			VMWARE
5	VRNIAEXUPRO-I VRNIAEXUPRO-K	SEL VR-NI-AENXC-UG-PRO ) SEL VR-NI-AENXC-UG-PRO )	\$244.53 \$234.83	K K	31% 31%	\$168.73 \$162.03	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VRNIANX100C	SEL VR-NI-ANX100-C)	\$2,500.00	K	31%	\$1,725.00	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VRNIANX100C-I VRNIANX100C-K	SEL VR-NI-ANX100-C ) SEL VR-NI-ANX100-C )	\$2,925.00 \$2,808.00	K K	31% 31%	\$2,018.25 \$1,937.52	\$0.0 \$0.0		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VRNIANX10C	SEL VR-NI-ANX10-C)	\$250.00	K	31%	\$172.50	\$0.0			\$0.00	\$0.00		\$0.00	VMWARE
5 5	VRNIANX10C-I VRNIANX10C-K	SEL VR-NI-ANX10-C ) SEL VR-NI-ANX10-C )	\$292.50 \$280.80	K K	31% 31%	\$201.83 \$193.75	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VRNIANXCC	SEL VR-NI-ANXC-C)	\$1,245.00	K	31%	\$859.05	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VRNIANXCC-I VRNIANXCC-K	SEL VR-NI-ANXC-C ) SEL VR-NI-ANXC-C )	\$1,456.65 \$1,398.25	K K	31% 31%	\$1,005.09 \$964.79	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VRNIENX100C	SEL VR-NI-ENX100-C)	\$4,450.00	K	31%	\$3,070.50	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VRNIENX100C-I VRNIENX100C-K	SEL VR-NI-ENX100-C ) SEL VR-NI-ENX100-C )	\$5,206.50 \$4,999.23	K K	31% 31%	\$3,592.49 \$3.449.47	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VRNIENX10C	SEL VR-NI-ENX10-C)	\$445.00	K	31%	\$307.05	\$0.0			\$0.00	\$0.00			VMWARE
5 5	VRNIENX10C-I VRNIENX10C-K	SEL VR-NI-ENX10-C ) SEL VR-NI-ENX10-C )	\$520.65 \$499.92	K K	31% 31%	\$359.25 \$344.94	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	VMWARE VMWARE
5	VRNIENXCC	SEL VR-NI-ENXC-C)	\$2,195.00	K	31%	\$1,514.55	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VRNIENXCC-I VRNIENXCC-K	SEL VR-NI-ENXC-C ) SEL VR-NI-ENXC-C )	\$2,568.15 \$2,470.89	K K	31% 31%	\$1,772.02 \$1,704.91	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VRNIUAEXCUC	SEL VR-NI-UG-AENXC-UG-C )	\$1,045.00	K	31%	\$721.05	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	VRNIUAEXCUC-I VRNIUAEXCUC-K	SEL VR-NI-UG-AENXC-UG-C ) SEL VR-NI-UG-AENXC-UG-C )	\$1,222.65 \$1,176.06	K K	31% 31%	\$843.63 \$811.48	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VROADV25C	SEL VR6-OADV25-C)	\$6,875.00	K	31%	\$4,743.75	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VROADV25C-I VROADV25C-K	SEL VR6-OADV25-C ) SEL VR6-OADV25-C )	\$8,043.75 \$7,699.97	K K	31% 31%	\$5,550.19 \$5,312.98	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VROADVOENTUGC	SEL VR6-OADV-OENT-UG-C )	\$11,550.00	K	31%	\$7,969.50	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5		SEL VR6-OADV-OENT-UG-C )  (SEL VR6-OADV-OENT-UG-C )	\$13,513.50 \$12,986.52	K K	31% 31%	\$9,324.32 \$8,960.70	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VROAMADC	SEL VR-OAMAD-C)	\$1,500.00	K	31%	\$1,035.00	\$0.0			\$0.00	\$0.00			VMWARE
5	VROAMADC-I VROAMADC-K	SEL VR-OAMAD-C ) SEL VR-OAMAD-C )	\$1,755.00 \$1,689.40	K K	31% 31%	\$1,210.95 \$1,165.69	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VROENT25C	SEL VR6-OENT25-C)	\$17,375.00	K	31%	\$11,988.75	\$0.0			\$0.00	\$0.00			VMWARE
5	VROENT25C-I VROENT25C-K	SEL VR6-OENT25-C ) SEL VR6-OENT25-C )	\$20,328.75 \$19,498.93	K K	31% 31%	\$14,026.84 \$13,454.26	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5		SEL VR-OSTACK4-AD-C )	\$495.00	K	31%	\$341.55	\$0.0			\$0.00	\$0.00			VMWARE
5		SEL VR-OSTACK4-AD-C ) SEL VR-OSTACK4-AD-C )	\$579.15 \$556.62	K K	31% 31%	\$399.61 \$384.07	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VROSTACK4C VROSTACK4C-I	SEL VR-OSTACK4-C ) SEL VR-OSTACK4-C )	\$995.00 \$1,164.15	K K	31% 31%	\$686.55 \$803.26	\$0.0 \$0.0	0 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00	VMWARE VMWARE
5		SEL VR-OSTACK4-C )	\$1,104.15	K	31%	\$769.19	\$0.0			\$0.00	\$0.00			VMWARE VMWARE
5	VROSTD25C VROSTD25C-I	SEL VR6-OSTD25-C ) SEL VR6-OSTD25-C )	\$3,125.00 \$3,656.25	K	31% 31%	\$2,156.25 \$2,522.81	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5		SEL VR6-OSTD25-C )	\$3,512.87	K	31%	\$2,423.88	\$0.0			\$0.00	\$0.00			VMWARE
5		SEL VR6-OSTD-OADV-UG-C ) SEL VR6-OSTD-OADV-UG-C )	\$4,125.00	K	31%	\$2,846.25	\$0.0		\$0.00	\$0.00	\$0.00			VMWARE
5		SEL VR6-OSTD-OADV-UG-C )	\$4,826.25 \$4,639.14	K	31% 31%	\$3,330.11 \$3,201.01	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00		\$0.00	VMWARE VMWARE
5		SEL VR6-OSTD-OENT-UG-C ) SEL VR6-OSTD-OENT-UG-C )	\$15,675.00 \$18.339.75	K K	31% 31%	\$10,815.75 \$12,654.43	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5		SEL VR6-OSTD-OENT-UG-C ) (SEL VR6-OSTD-OENT-UG-C )	\$18,339.75 \$17,583.51	K	31%	\$12,654.43 \$12,132.62	\$0.0		\$0.00	\$0.00	\$0.00			VMWARE VMWARE
5	VS6DT100VMC	SEL VS6-DT100VM-C ) SEL VS6-DT100VM-C )	\$8,000.00 \$9,360.00	K K	31% 31%	\$5,520.00 \$6,458.40	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VS6DT100VMC-K	SEL VS6-DT100VM-C )	\$9,385.53	K	31%	\$6,476.02	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS6EPLAKC VS6EPLAKC-I	SEL VS6-EPL-AK-C)	\$22,995.00 \$26,904.15	K K	31% 31%	\$15,866.55 \$18,563.86	\$0.0 \$0.0	0 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00		VMWARE VMWARE
5	VS6EPLAKC-K	SEL VS6-EPL-AK-C ) SEL VS6-EPL-AK-C )	\$27,083.97	K	31%	\$18,687.94	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS6EPLC	SEL VS6-EPL-C)	\$3,495.00	K	31%	\$2,411.55	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	VS6EPLC-I VS6EPLC-K	SEL VS6-EPL-C ) SEL VS6-EPL-C )	\$4,089.15 \$4,118.14	K K	31% 31%	\$2,821.51 \$2,841.52	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00		\$0.00	VMWARE VMWARE
5	VS6ESESPLUGC	SEL VS6-ES-ESPL-UG-C )	\$4,400.00	K	31%	\$3,036.00	\$0.0	0 \$0.00		\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5		SEL VS6-ES-ESPL-UG-C ) SEL VS6-ES-ESPL-UG-C )	\$4,400.00 \$5,183.11	K K	31% 31%	\$3,036.00 \$3,576.35				\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VS6ESPKITC	SEL VS6-ESP-KIT-C ) SEL VS6-ESP-KIT-C )	\$4,495.00	K	31%	\$3,101.55	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VS6ESPKITC-I VS6ESPKITC-K	SEL VS6-ESP-KIT-C ) SEL VS6-ESP-KIT-C )	\$4,495.00 \$5,298.04	K K	31% 31%	\$3,101.55 \$3,655.65	\$0.0 \$0.0			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VS6ESPKITPRO	SEL VS6-ESP-KIT-PRO )	\$3,820.75	K	31%	\$2,636.32	\$0.0	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE

		NVP LEVEL 1			IVP LEVEL 1									
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	VS6ESPKITPRO-I VS6ESPKITPRO-K	SEL VS6-ESP-KIT-PRO ) SEL VS6-ESP-KIT-PRO )	\$3,820.75 \$4,501.23	K K	31% 31%	\$2,636.32 \$3,105.85	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VS6ESSLKITC VS6ESSLKITC-I	SEL VS6-ESSL-KIT-C ) SEL VS6-ESSL-KIT-C )	\$495.00 \$579.15	K K	31% 31%	\$341.55 \$399.61	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00		\$0.00	VMWARE VMWARE
5	VS6ESSLKITC-K	SEL VS6-ESSL-KIT-C )	\$583.44	K	31%	\$402.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VS60EPLAKC VS60EPLAKC-I	SEL VS6-OEPL-AK-C ) SEL VS6-OEPL-AK-C )	\$24,995.00 \$29,244.15	K	31% 31%	\$17,246.55 \$20,178.46	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VS60EPLAKC-K	SEL VS6-OEPL-AK-C)	\$28,079.99	ĸ	31%	\$19,375.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VS60EPLC VS60EPLC-I	SEL VS6-OEPL-C ) SEL VS6-OEPL-C )	\$4,395.00 \$5,142.15	K K	31% 31%	\$3,032.55 \$3,548.08	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VS60EPLC-K	SEL VS6-OEPL-C)	\$4,937.94	K	31%	\$3,407.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS6RBADV25C VS6RBADV25C-I	SEL VS6-RBADV25-C ) SEL VS6-RBADV25-C )	\$4,500.00 \$5,265.00	K K	31% 31%	\$3,105.00 \$3,632.85	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VS6RBADV25C-K	SEL VS6-RBADV25-C )	\$5,298.04	K	31%	\$3,655.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VS6RBSTD25C VS6RBSTD25C-I	SEL VS6-RBSTD25-C ) SEL VS6-RBSTD25-C )	\$3,000.00 \$3,510.00	K	31% 31%	\$2,070.00 \$2,421.90	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VS6RBSTD25C-K VS6SO8CPUC	SEL VS6-RBSTD25-C )	\$3,535.86	K	31% 31%	\$2,439.74	\$0.00		\$0.00	\$0.00	\$0.00			VMWARE VMWARE
5	VS6SO8CPUC-I	SEL VS6-SO-8CPU-C ) SEL VS6-SO-8CPU-C )	\$4,795.00 \$5,610.15	K	31%	\$3,308.55 \$3,871.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00	VMWARE
5 5	VS6SO8CPUC-K VS6SOEPLUGC	SEL VS6-S0-8CPU-C ) SEL VS6-S0-EPL-UG-C )	\$5,650.48 \$3,185.00	K	31% 31%	\$3,898.83 \$2,197.65	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VS6SOEPLUGC-I	SEL VS6-SO-EPL-UG-C)	\$3,726.45	ĸ	31%	\$2,571.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VS6SOEPLUGC-K VS6SOEPUGC	SEL VS6-SO-EPL-UG-C ) SEL VS6-SO-OEPL-UG-C )	\$3,750.38 \$4,175.00	K	31% 31%	\$2,587.76 \$2,880.75	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VS6SOEPUGC-I	SEL VS6-SO-OEPL-UG-C )	\$4,884.75	К	31%	\$3,370.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VS6SOEPUGC-K VS6STDAKC	SEL VS6-SO-OEPL-UG-C ) SEL VS6-STD-AK-C )	\$4,914.96 \$10,995.00	K K	31% 31%	\$3,391.32 \$7,586.55	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VS6STDAKC-I	SEL VS6-STD-AK-C)	\$12,864.15	K	31%	\$8,876.26	\$0.00			\$0.00	\$0.00			VMWARE
5 5	VS6STDAKC-K VS6STDC	SEL VS6-STD-AK-C ) SEL VS6-STD-C )	\$12,986.52 \$995.00	K K	31% 31%	\$8,960.70 \$686.55	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VS6STDC-I	SEL VS6-STD-C)	\$1,164.15	K	31% 31%	\$803.26 \$806.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00	VMWARE VMWARF
5	VS6STDC-K VTELPLLDC	SEL VS6-STD-C ) SEL V-TEL-PLL-D-C )	\$1,168.40 \$20.00	K	31%	\$13.80	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00		*****	VMWARE VMWARE
5	VTELPLLDC-I VTELPLLD-K	SEL V-TEL-PLL-D-C ) SEL V-TEL-PLL-D-C )	\$20.00 \$21.41	K	31% 31%	\$13.80 \$14.77	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VWAOPLLAUGC	SEL VA-WAOS-PLL-A-U-UG-C )	\$59.00	K	31%	\$40.71	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VWAOPLLAUGC-I VWAOPLLAUGC-K	SEL VA-WAOS-PLL-A-U-UG-C ) SEL VA-WAOS-PLL-A-U-UG-C )	\$61.66 \$63.25	K	31% 31%	\$42.55 \$43.64	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARF
5	VWOAAPLLDC	SEL V-WOAA-PLL-D-C)	\$22.00	ĸ	31%	\$15.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VWOAAPLLDC-I VWOAAPLLDC-K	SEL V-WOAA-PLL-D-C ) SEL V-WOAA-PLL-D-C )	\$22.99 \$23.56	K K	31% 31%	\$15.86 \$16.26	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VWOAAPLLUC	SEL V-WOAA-PLL-U-C)	\$36.00	K	31%	\$24.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VWOAAPLLUC-I VWOAAPLLUC-K	SEL V-WOAA-PLL-U-C ) SEL V-WOAA-PLL-U-C )	\$37.62 \$38.58	K K	31% 31%	\$25.96 \$26.62	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5 5	VWOADPLUCV2 VWOADPLUCV2-I	SEL V-WOA-AD-PLL-U-C ) SEL V-WOA-AD-PLL-U-C )	\$126.00 \$131.67	K K	31% 31%	\$86.94 \$90.85	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5		SEL V-WOA-AD-PLL-U-C )	\$135.23	K	31%	\$93.31	\$0.00		\$0.00	\$0.00	\$0.00			VMWARE VMWARE
5 5	VWOAPLLDC VWOAPLLDC-I	SEL V-WOA-PLL-D-C ) SEL V-WOA-PLL-D-C )	\$90.00 \$94.05	K	31% 31%	\$62.10 \$64.89	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VWOAPLLDC-K	SEL V-WOA-PLL-D-C )	\$96.15	ĸ	31%	\$66.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VWOAPUCV2 VWOAPUCV2-I	SEL V-WOA-PLL-U-C) SEL V-WOA-PLL-U-C)	\$180.00 \$188.10	K K	31% 31%	\$124.20 \$129.79	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VWOAPUCV2-K	SEL V-WOA-PLL-U-C)	\$192.69	K	31%	\$132.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VWOEPLL10UC VWOEPLL10UC-I	SEL V-WOE-PLL-10U-C ) SEL V-WOE-PLL-10U-C )	\$4,000.00 \$4,180.00	K K	31% 31%	\$2,760.00 \$2,884.20	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VWOEPLL10UC-K	SEL V-WOE-PLL-10U-C)	\$4,286.70	K	31%	\$2,957.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VWOEPLLUC VWOEPLLUC-I	SEL V-WOE-PLL-U-C) SEL V-WOE-PLL-U-C)	\$40,000.00 \$41,800.00	K	31% 31%	\$27,600.00 \$28,842.00	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5 5	VWOEPLLUC-K VWOSPLLDC	SEL V-WOE-PLL-U-C ) SEL V-WOS-PLL-D-C )	\$42,866.99 \$50.00	K	31% 31%	\$29,578.22 \$34.50	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VWOSPLLDC-I	SEL V-WOS-PLL-D-C)	\$52.25	K	31%	\$36.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VWOSPLLDC-K VWOSPLLUCV2-K	SEL V-WOS-PLL-D-C) SEL V-WOS-PLL-U-C)	\$53.59 \$96.15	K	31% 31%	\$36.98 \$66.34	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VWOSPUCV2	SEL V-WOS-PLL-U-C)	\$90.00	ĸ	31%	\$62.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VWOSPUCV2-I VWSDWPLAUUC	SEL V-WOS-PLL-U-C ) SEL VA-WSD-WA-PLA-U-UG-C )	\$94.05 \$143.00	K K	31% 31%	\$64.89 \$98.67	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5		SEL VA-WSD-WA-PLA-U-UG-C )	\$149.44	K	31%	\$103.11	\$0.00		\$0.00	\$0.00	\$0.00		*****	VMWARE
5 5	WS14PLAYC	SEL VA-WSD-WA-PLA-U-UG-C ) SEL WS14-PLAY-C )	\$153.62 \$149.99	K K	31% 31%	\$106.00 \$103.49	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	WS14PLAYC-I WS14PLAYC-K	SEL WS14-PLAY-C ) SEL WS14-PLAY-C )	\$152.99 \$155.49	K	31% 31%	\$105.56 \$107.29	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	WS14PLAYUGC	SEL WS14-PLAY-UG-C )	\$79.99	K	31%	\$55.19	\$0.00			\$0.00	\$0.00			VMWARE VMWARE
5	WS14PLAYUGC-I WS14PLAYUGC-K	SEL WS14-PLAY-UG-C ) SEL WS14-PLAY-UG-C )	\$81.59 \$82.71	K	31% 31%	\$56.30 \$57.07	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	WS14POPAYUGC	SEL WS14-PRO-PLAY-ÚG-C )	\$99.99	ĸ	31%	\$68.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5		SEL WS14-PRO-PLAY-UG-C ) SEL WS14-PRO-PLAY-UG-C )	\$101.99 \$103.39	K	31% 31%	\$70.37 \$71.34	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	WS14PROC	SEL WS14-PRO-C )	\$249.99	ĸ	31%	\$172.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	WS14PROC-I WS14PROC-K	SEL WS14-PRO-C ) SEL WS14-PRO-C )	\$254.99 \$258.16	K K	31% 31%	\$175.94 \$178.13	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	WS14PROUGC	SEL WS14-PRO-UG-C)	\$149.99	K	31%	\$103.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5		SEL WS14-PRO-UG-C ) SEL WS14-PRO-UG-C )	\$152.99 \$155.49	K K	31% 31%	\$105.56 \$107.29				\$0.00 \$0.00	\$0.00 \$0.00		\$0.00	VMWARE VMWARE
5	VSC-OS-PIA-24-T0	SEL Storage Cloud Prm IA Cap	\$614.40	K	31% 31%	\$423.94	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VSC CLOUD SOFT
5 5	VSC-OS-PRM-24-T0	SEL Storage Cloud Prm IA Cap SEL Storage Cloud Prm Cap 1TB	\$921.60 \$1,449.99	K	31%	\$635.90 \$1,000.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00	VSC CLOUD SOFT VSC CLOUD SOFT
5 5	VSC-OS-PRM-24-T1	SEL Storage Cloud Prm Cap 2-50TB SEL Storage Cloud Prm Cap 51-500TB	\$1,425.41 \$1,400.84	K	31% 31%	\$983.53 \$966.58				\$0.00 \$0.00	\$0.00 \$0.00			VSC CLOUD SOFT VSC CLOUD SOFT
5	VSC-OS-PRM-24-T3	SEL Storage Cloud Prm Cap 501-1000TB	\$1,376.26	K	31%	\$949.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VSC CLOUD SOFT
5		SEL Storage Cloud Prm Cap 1001+TB SEL Storage Cloud Prm Cap 1TB	\$1,351.68 \$2,174.98	K	31% 31%	\$932.66 \$1,500.74	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			VSC CLOUD SOFT VSC CLOUD SOFT
5	VSC-OS-PRM-36-T1	SEL Storage Cloud Prm Cap 2-50TB	\$2,138.12	ĸ	31%	\$1,475.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VSC CLOUD SOFT
5	VSC-OS-PRM-36-T2	SEL Storage Cloud Prm Cap 51-500TB	\$2,101.25	K	31%	\$1,449.86	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VSC CLOUD SOFT

	NVP LEVEL 1				VP LEVEL 1									
BAND	sкu	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	VSC-OS-PRM-36-T3 VSC-OS-PRM-36-T4	SEL Storage Cloud Prm Cap 501-1000TB SEL Storage Cloud Prm Cap 1001+TB	\$2,064.39 \$2,027.52	K K	31% 31%	\$1,424.43 \$1,398.99	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VSC CLOUD SOFT VSC CLOUD SOFT
5	VSC-OS-SIA-24-T0	SEL Storage Cloud Std IA Cap	\$307.20	K	31%	\$211.97	\$0.00		\$0.00	\$0.00			\$0.00	VSC CLOUD SOFT
5 5	VSC-OS-SIA-36-T0 VSC-OS-STD-24-T0	SEL Storage Cloud Std IA Cap SEL Storage Cloud Std Cap 1TB	\$460.80 \$737.28	K K	31% 31%	\$317.95 \$508.72	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VSC CLOUD SOFT VSC CLOUD SOFT
5 5		SEL Storage Cloud Std Cap 2-50TB SEL Storage Cloud Std Cap 51-500TB	\$725.00 \$712.71	K	31% 31%	\$500.25 \$491.77	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VSC CLOUD SOFT VSC CLOUD SOFT
5	VSC-OS-STD-24-T3	SEL Storage Cloud Std Cap 501-1000TB	\$700.42	K	31%	\$483.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VSC CLOUD SOFT
5		SEL Storage Cloud Std Cap 1001+TB SEL Storage Cloud Std Cap 1TB	\$688.13 \$1,105.92	K	31% 31%	\$474.81 \$763.08	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VSC CLOUD SOFT VSC CLOUD SOFT
5	VSC-OS-STD-36-T1	SEL Storage Cloud Std Cap 2-50TB	\$1,087.49	ĸ	31%	\$750.37	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VSC CLOUD SOFT
5 5		SEL Storage Cloud Std Cap 51-500TB SEL Storage Cloud Std Cap 501-1000TB	\$1,069.06 \$1,050.63	K K	31% 31%	\$737.65 \$724.93	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VSC CLOUD SOFT VSC CLOUD SOFT
5	VSC-OS-STD-36-T4	SEL Storage Cloud Std Cap 1001+TB	\$1,032.20	ĸ	31%	\$712.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VSC CLOUD SOFT
5 5		HCIA NP UPG VSPH E+ TO VSOM E+ 1CPU=IG HCIA NP UPG VSPH STD TO VSOM E+ 1CPU=IG	\$961.29 \$3,631.54	K K	31% 31%	\$663.29 \$2,505.76	\$0.00 \$0.00		\$211.48 \$798.94	\$0.00 \$0.00				VXRAIL SOFTWARE VXRAIL SOFTWARE
5		HCIA NP UPG VSPH STD TO E+ 1CPU=IG	\$2,670.25	K	31%	\$1,842.47	\$0.00		\$587.46	\$0.00	\$0.00			VXRAIL SOFTWARE
5 5		HCIA NP UPG VSPH ROBO STD TO ADV 25VM=IB HCIA NP VSOM E+ 1CPU w/ 1Yr Maint=IG	\$1,602.15 \$4,268.00	K	31% 31%	\$1,105.48 \$2,944.92	\$0.00 \$0.00		\$352.47 \$938.96	\$0.00 \$0.00				VXRAIL SOFTWARE VXRAIL SOFTWARE
5		HCIA NP VSOM E+ 1CPU w/ 2Yr Maint=IG HCIA NP VSOM E+ 1CPU w/ 3Yr Maint=IG	\$4,268.00	K	31% 31%	\$2,944.92 \$2.944.92	\$0.00 \$0.00		\$938.96 \$938.96	\$0.00				VXRAIL SOFTWARE
5 5		HCIA NP VSOM E+ 1CPU w/ 311 Maint=IG HCIA NP VSOM E+ 1CPU w/ 4Yr Maint=IG	\$4,268.00 \$4,268.00	K	31%	\$2,944.92 \$2,944.92	\$0.00		\$938.96	\$0.00 \$0.00	\$0.00			VXRAIL SOFTWARE VXRAIL SOFTWARE
5 5		HCIA NP VSOM E+ 1CPU w/ 5Yr Maint=IG HCIA NP VSPH E+ 1CPU w/ 1Yr Maint=IG	\$4,268.00 \$3,394.00	K K	31% 31%	\$2,944.92 \$2,341.86	\$0.00 \$0.00		\$938.96 \$746.68	\$0.00 \$0.00				VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-112-419	HCIA NP VSPH E+ 1CPU w/ 2Yr Maint=IG	\$3,394.00	K	31%	\$2,341.86	\$0.00	\$848.50	\$746.68	\$0.00	\$0.00	\$0.00	\$848.50	VXRAIL SOFTWARE
5 5		HCIA NP VSPH E+ 1CPU w/ 3Yr Maint=IG HCIA NP VSPH E+ 1CPU w/ 4Yr Maint=IG	\$3,394.00 \$3,394.00	K	31% 31%	\$2,341.86 \$2,341.86	\$0.00 \$0.00		\$746.68 \$746.68	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-112-422	HCIA NP VSPH E+ 1CPU w/ 5Yr Maint=IG	\$3,394.00	ĸ	31%	\$2,341.86	\$0.00	\$848.50	\$746.68	\$0.00	\$0.00	\$0.00	\$848.50	VXRAIL SOFTWARE
5 5		HCIA NP VSPH STD 1CPU w/ 1Yr Maint=IG HCIA NP VSPH STD 1CPU w/ 2Yr Maint=IG	\$966.00 \$966.00	K K	31% 31%	\$666.54 \$666.54	\$0.00 \$0.00		\$212.52 \$212.52	\$0.00 \$0.00				VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-112-425	HCIA NP VSPH STD 1CPU w/ 3Yr Maint=IG	\$966.00	K	31%	\$666.54	\$0.00	\$241.50	\$212.52	\$0.00	\$0.00	\$0.00	\$241.50	VXRAIL SOFTWARE
5 5		HCIA NP VSPH STD 1CPU w/ 4Yr Maint=IG HCIA NP VSPH STD 1CPU w/ 5Yr Maint=IG	\$966.00 \$966.00	K K	31% 31%	\$666.54 \$666.54	\$0.00 \$0.00		\$212.52 \$212.52	\$0.00 \$0.00				VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-112-428	HCIA NP VSPH ROBO ADV 25VM w/1YrMaint=IB	\$4,370.00	K	31%	\$3,015.30	\$0.00	\$1,092.50	\$961.40	\$0.00	\$0.00	\$0.00	\$1,092.50	VXRAIL SOFTWARE
5		HCIA NP VSPH ROBO ADV 25VM w/2YrMaint=IB HCIA NP VSPH ROBO ADV 25VM w/3YrMaint=IB	\$4,370.00 \$4,370.00	K K	31% 31%	\$3,015.30 \$3,015.30	\$0.00 \$0.00		\$961.40 \$961.40	\$0.00 \$0.00				VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-112-431	HCIA NP VSPH ROBO ADV 25VM w/4YrMaint=IB	\$4,370.00	K	31%	\$3,015.30	\$0.00	\$1,092.50	\$961.40	\$0.00	\$0.00		.,	VXRAIL SOFTWARE
5		HCIA NP VSPH ROBO ADV 25VM w/5YrMaint=IB HCIA NP VSPH ROBO STD 25VM w/1YrMaint=IB	\$4,370.00 \$2,913.00	K K	31% 31%	\$3,015.30 \$2,009.97	\$0.00 \$0.00		\$961.40 \$640.86	\$0.00 \$0.00				VXRAIL SOFTWARE VXRAIL SOFTWARE
5		HCIA NP VSPH ROBO STD 25VM w/2YrMaint=IB HCIA NP VSPH ROBO STD 25VM w/3YrMaint=IB	\$2,913.00	K	31%	\$2,009.97 \$2,009.97	\$0.00 \$0.00		\$640.86 \$640.86	\$0.00 \$0.00				VXRAIL SOFTWARE VXRAIL SOFTWARE
5 5		HCIA NP VSPH ROBO STD 25VM W/3YfMaint=IB HCIA NP VSPH ROBO STD 25VM w/4YfMaint=IB	\$2,913.00 \$2,913.00	K	31% 31%	\$2,009.97 \$2,009.97	\$0.00		\$640.86 \$640.86	\$0.00	\$0.00			VXRAIL SOFTWARE VXRAIL SOFTWARE
5 5		HCIA NP VSPH ROBO STD 25VM w/5YrMaint=IB HCIA NP VSPH DSKTP 100VM w/ 1Yr Maint=IB	\$2,913.00 \$7,768.00	K K	31% 31%	\$2,009.97 \$5,359.92	\$0.00 \$0.00		\$640.86 \$1,708.96	\$0.00 \$0.00				VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-112-439	HCIA NP VSPH DSKTP 100VM w/ 2Yr Maint=IB	\$7,768.00	ĸ	31%	\$5,359.92	\$0.00	\$1,942.00	\$1,708.96	\$0.00	\$0.00	\$0.00	\$1,942.00	VXRAIL SOFTWARE
5 5		HCIA NP VSPH DSKTP 100VM w/ 3Yr Maint=IB HCIA NP VSPH DSKTP 100VM w/ 4Yr Maint=IB	\$7,768.00 \$7.768.00	K K	31% 31%	\$5,359.92 \$5,359.92	\$0.00 \$0.00		\$1,708.96 \$1,708.96	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-112-442	HCIA NP VSPH DSKTP 100VM w/ 5Yr Maint=IB	\$7,768.00	K	31%	\$5,359.92	\$0.00	\$1,942.00	\$1,708.96	\$0.00	\$0.00	\$0.00		VXRAIL SOFTWARE
5 5		HCIA UP VSOM E+ 1CPU w/ 1Yr Maint=IG HCIA UP VSOM E+ 1CPU w/ 2Yr Maint=IG	\$4,268.00 \$4,268.00	K K	31% 31%	\$2,944.92 \$2,944.92	\$0.00 \$0.00		\$938.96 \$938.96	\$0.00 \$0.00				VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-112-445	HCIA UP VSOM E+ 1CPU w/ 3Yr Maint=IG	\$4,268.00	K	31%	\$2,944.92	\$0.00	\$1,067.00	\$938.96	\$0.00	\$0.00	\$0.00	\$1,067.00	VXRAIL SOFTWARE
5		HCIA UP VSOM E+ 1CPU w/ 4Yr Maint=IG HCIA UP VSOM E+ 1CPU w/ 5Yr Maint=IG	\$4,268.00 \$4,268.00	K	31% 31%	\$2,944.92 \$2,944.92	\$0.00 \$0.00		\$938.96 \$938.96	\$0.00 \$0.00				VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-112-448	HCIA UP VSPH E+ 1CPU w/ 1Yr Maint=IG	\$3,394.00	K	31% 31%	\$2,341.86	\$0.00	\$848.50	\$746.68	\$0.00	\$0.00	\$0.00	\$848.50	VXRAIL SOFTWARE
5		HCIA UP VSPH E+ 1CPU w/ 2Yr Maint=IG HCIA UP VSPH E+ 1CPU w/ 3Yr Maint=IG	\$3,394.00 \$3,394.00	K	31%	\$2,341.86 \$2,341.86	\$0.00 \$0.00		\$746.68 \$746.68	\$0.00 \$0.00				VXRAIL SOFTWARE VXRAIL SOFTWARE
5		HCIA UP VSPH E+ 1CPU w/ 4Yr Maint=IG HCIA UP VSPH E+ 1CPU w/ 5Yr Maint=IG	\$3,394.00 \$3,394.00	K	31% 31%	\$2,341.86 \$2,341.86	\$0.00 \$0.00		\$746.68 \$746.68	\$0.00 \$0.00	\$0.00 \$0.00			VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-112-453	HCIA UP VSPH STD 1CPU w/ 1Yr Maint=IG	\$966.00	K	31%	\$666.54	\$0.00	\$241.50	\$212.52	\$0.00	\$0.00	\$0.00	\$241.50	VXRAIL SOFTWARE
5 5		HCIA UP VSPH STD 1CPU w/ 2Yr Maint=IG HCIA UP VSPH STD 1CPU w/ 3Yr Maint=IG	\$966.00 \$966.00	K	31% 31%	\$666.54 \$666.54	\$0.00 \$0.00		\$212.52 \$212.52	\$0.00 \$0.00				VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-112-456	HCIA UP VSPH STD 1CPU w/ 4Yr Maint=IG	\$966.00	ĸ	31%	\$666.54	\$0.00	\$241.50	\$212.52	\$0.00	\$0.00	\$0.00	\$241.50	VXRAIL SOFTWARE
5 5		HCIA UP VSPH STD 1CPU w/ 5Yr Maint=IG HCIA UP VSPH ROBO ADV 25VM w/1YrMaint=IB	\$966.00 \$4,370.00	K K	31% 31%	\$666.54 \$3,015.30	\$0.00 \$0.00		\$212.52 \$961.40	\$0.00 \$0.00				VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-112-459	HCIA UP VSPH ROBO ADV 25VM w/2YrMaint=IB	\$4,370.00	K	31%	\$3,015.30	\$0.00	\$1,092.50	\$961.40	\$0.00	\$0.00	\$0.00	\$1,092.50	VXRAIL SOFTWARE
5 5		HCIA UP VSPH ROBO ADV 25VM w/3YrMaint=IB HCIA UP VSPH ROBO ADV 25VM w/4YrMaint=IB	\$4,370.00 \$4,370.00	K K	31% 31%	\$3,015.30 \$3,015.30	\$0.00 \$0.00		\$961.40 \$961.40	\$0.00 \$0.00	\$0.00 \$0.00			VXRAIL SOFTWARE VXRAIL SOFTWARE
5 5		HCIA UP VSPH ROBO ADV 25VM w/5YrMaint=IB HCIA UP VSPH ROBO STD 25VM w/1YrMaint=IB	\$4,370.00 \$2,913.00	K K	31% 31%	\$3,015.30 \$2,009.97	\$0.00 \$0.00		\$961.40 \$640.86	\$0.00 \$0.00				VXRAIL SOFTWARE VXRAIL SOFTWARE
5		HCIA UP VSPH ROBO STD 25VM W/TYMaint=IB	\$2,913.00	K	31%	\$2,009.97	\$0.00		\$640.86	\$0.00				VXRAIL SOFTWARE
5		HCIA UP VSPH ROBO STD 25VM w/3YrMaint=IB HCIA UP VSPH ROBO STD 25VM w/4YrMaint=IB	\$2,913.00 \$2,913.00	K	31% 31%	\$2,009.97 \$2,009.97	\$0.00 \$0.00		\$640.86 \$640.86	\$0.00 \$0.00				VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-112-467	HCIA UP VSPH ROBO STD 25VM w/5YrMaint=IB	\$2,913.00	K	31%	\$2,009.97	\$0.00	\$728.25	\$640.86	\$0.00	\$0.00	\$0.00	\$728.25	VXRAIL SOFTWARE
5 5		HCIA UP VSPH DSKTP 100VM w/ 1Yr Maint=IB HCIA UP VSPH DSKTP 100VM w/ 2Yr Maint=IB	\$7,768.00 \$7,768.00	K K	31% 31%	\$5,359.92 \$5,359.92	\$0.00 \$0.00		\$1,708.96 \$1,708.96	\$0.00 \$0.00				VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-112-470	HCIA UP VSPH DSKTP 100VM w/ 3Yr Maint=IB	\$7,768.00	K	31%	\$5,359.92	\$0.00	\$1,942.00	\$1,708.96	\$0.00	\$0.00	\$0.00	\$1,942.00	VXRAIL SOFTWARE
5 5		HCIA UP VSPH DSKTP 100VM w/ 4Yr Maint=IB HCIA UP VSPH DSKTP 100VM w/ 5Yr Maint=IB	\$7,768.00 \$7,768.00	K K	31% 31%	\$5,359.92 \$5,359.92	\$0.00 \$0.00		\$1,708.96 \$1,708.96	\$0.00 \$0.00	\$0.00 \$0.00			VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-112-473	UPG VSPH E+ TO VSOM E+ 1CPU w/1Yr Mnt=IG	\$961.00	ĸ	31%	\$663.09	\$0.00	\$240.25	\$211.42	\$0.00	\$0.00	\$0.00	\$240.25	VXRAIL SOFTWARE
5 5	456-112-475	UPG VSPH E+ TO VSOM E+ 1CPU w/2Yr Mnt=IG UPG VSPH E+ TO VSOM E+ 1CPU w/3Yr Mnt=IG	\$961.00 \$961.00	K K	31% 31%	\$663.09 \$663.09	\$0.00 \$0.00		\$211.42 \$211.42	\$0.00 \$0.00				VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-112-476	UPG VSPH E+ TO VSOM E+ 1CPU w/4Yr Mnt=IG	\$961.00	K	31%	\$663.09	\$0.00	\$240.25	\$211.42	\$0.00	\$0.00	\$0.00	\$240.25	VXRAIL SOFTWARE
5 5		UPG VSPH E+ TO VSOM E+ 1CPU w/5Yr Mnt=IG UPG VSPH STD TO VSOM E+ 1CPUw/1Yr Mnt=IG	\$961.00 \$3,632.00	K K	31% 31%	\$663.09 \$2,506.08	\$0.00 \$0.00		\$211.42 \$799.04	\$0.00 \$0.00				VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-112-479	UPG VSPH STD TO VSOM E+ 1CPUw/2Yr Mnt=IG	\$3,632.00	K	31%	\$2,506.08	\$0.00	\$908.00	\$799.04	\$0.00	\$0.00	\$0.00	\$908.00	VXRAIL SOFTWARE
5 5		UPG VSPH STD TO VSOM E+ 1CPUw/3Yr Mnt=IG UPG VSPH STD TO VSOM E+ 1CPUw/4Yr Mnt=IG	\$3,632.00 \$3,632.00	K K	31% 31%	\$2,506.08 \$2,506.08	\$0.00 \$0.00		\$799.04 \$799.04	\$0.00 \$0.00				VXRAIL SOFTWARE VXRAIL SOFTWARE
5 5		UPG VSPH STD TO VSOM E+ 1CPUw/5Yr Mnt=IG UPG VSPH STD TO E+ 1CPU w/ 1Yr Maint=IG	\$3,632.00 \$2,670.00	K K	31% 31%	\$2,506.08 \$1,842.30	\$0.00 \$0.00		\$799.04 \$587.40	\$0.00 \$0.00				VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-112-484	UPG VSPH STD TO E+ 1CPU w/ 2Yr Maint=IG	\$2,670.00	K	31%	\$1,842.30	\$0.00	\$667.50	\$587.40	\$0.00	\$0.00	\$0.00	\$667.50	VXRAIL SOFTWARE
5 5		UPG VSPH STD TO E+ 1CPU w/ 3Yr Maint=IG UPG VSPH STD TO E+ 1CPU w/ 4Yr Maint=IG	\$2,670.00 \$2,670.00	K K	31% 31%	\$1,842.30 \$1,842.30	\$0.00 \$0.00		\$587.40 \$587.40	\$0.00 \$0.00				VXRAIL SOFTWARE VXRAIL SOFTWARE
5		UPG VSPH STD TO E+ 1CPU w/ 5Yr Maint=IG	\$2,670.00	K	31%	\$1,842.30	\$0.00		\$587.40	\$0.00				VXRAIL SOFTWARE

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BAND	э зки	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	456-112-488 456-112-489	UPG VSPH ROBO STD TO ADV 25VM-1Yr Mnt=IB UPG VSPH ROBO STD TO ADV 25VM-2Yr Mnt=IB	\$1,602.00 \$1.602.00	K	31% 31%	\$1,105.38 \$1,105.38	\$0.00 \$0.00		\$352.44 \$352.44	\$0.00 \$0.00	\$0.00 \$0.00			VXRAIL SOFTWARE VXRAII SOFTWARE
5	456-112-490	UPG VSPH ROBO STD TO ADV 25VM-3Yr Mnt=IB	\$1,602.00	ĸ	31%	\$1,105.38	\$0.00	\$400.50	\$352.44	\$0.00	\$0.00	\$0.00	\$400.50	VXRAIL SOFTWARE
5	456-112-491 456-112-492	UPG VSPH ROBO STD TO ADV 25VM-4Yr Mnt=IB UPG VSPH ROBO STD TO ADV 25VM-5Yr Mnt=IB	\$1,602.00 \$1,602.00	K	31% 31%	\$1,105.38 \$1,105.38	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-113-139	HCIA NP VSOM E+ 6.5 1CPU w/ 1Yr Maint=IG	\$4,268.00	K	31%	\$2,944.92	\$0.00		\$938.96	\$0.00	\$0.00			VXRAIL SOFTWARE
5	456-113-140	HCIA NP VSOM E+ 6.5 1CPU w/ 2Yr Maint=IG	\$4,268.00	K	31%	\$2,944.92	\$0.00		\$938.96	\$0.00	\$0.00			VXRAIL SOFTWARE
5 5	456-113-141 456-113-142	HCIA NP VSOM E+ 6.5 1CPU w/ 3Yr Maint=IG HCIA NP VSOM E+ 6.5 1CPU w/ 4Yr Maint=IG	\$4,268.00 \$4,268.00	K	31% 31%	\$2,944.92 \$2,944.92	\$0.00 \$0.00		\$938.96 \$938.96	\$0.00 \$0.00	\$0.00 \$0.00			VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-113-143	HCIA NP VSOM E+ 6.5 1CPU w/ 5Yr Maint=IG	\$4,268.00	K	31%	\$2,944.92	\$0.00		\$938.96	\$0.00	\$0.00			VXRAIL SOFTWARE
5	456-113-144 456-113-145	HCIA NP VSPH E+ 6.5 1CPU w/ 1Yr Maint=IG HCIA NP VSPH E+ 6.5 1CPU w/ 2Yr Maint=IG	\$3,394.00 \$3,394.00	K K	31% 31%	\$2,341.86 \$2.341.86	\$0.00 \$0.00		\$746.68 \$746.68	\$0.00 \$0.00	\$0.00 \$0.00			VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-113-146	HCIA NP VSPH E+ 6.5 1CPU w/ 3Yr Maint=IG	\$3,394.00	K	31%	\$2,341.86	\$0.00		\$746.68	\$0.00	\$0.00	\$0.00	\$848.50	VXRAIL SOFTWARE
5 5	456-113-147 456-113-148	HCIA NP VSPH E+ 6.5 1CPU w/ 4Yr Maint=IG HCIA NP VSPH E+ 6.5 1CPU w/ 5Yr Maint=IG	\$3,394.00 \$3,394.00	K K	31% 31%	\$2,341.86 \$2,341.86	\$0.00 \$0.00		\$746.68 \$746.68	\$0.00 \$0.00	\$0.00 \$0.00			VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-113-149	HCIA NP VSPH STD 6.5 1CPU w/1Yr Maint=IG	\$966.00	K	31%	\$666.54	\$0.00	\$241.50	\$212.52	\$0.00	\$0.00	\$0.00	\$241.50	VXRAIL SOFTWARE
5	456-113-150 456-113-151	HCIA NP VSPH STD 6.5 1CPU w/2Yr Maint=IG HCIA NP VSPH STD 6.5 1CPU w/3Yr Maint=IG	\$966.00 \$966.00	K	31% 31%	\$666.54 \$666.54	\$0.00 \$0.00		\$212.52 \$212.52	\$0.00 \$0.00	\$0.00 \$0.00			VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-113-152	HCIA NP VSPH STD 6.5 1CPU w/4Yr Maint=IG	\$966.00	ĸ	31%	\$666.54	\$0.00			\$0.00	\$0.00			VXRAIL SOFTWARE
5	456-113-153 456-113-154	HCIA NP VSPH STD 6.5 1CPU w/5Yr Maint=IG HCIA NP VSPH ROBOADV6.5 25VM w/1YrMnt=IB	\$966.00	K	31% 31%	\$666.54	\$0.00 \$0.00		\$212.52 \$961.40	\$0.00	\$0.00 \$0.00			VXRAIL SOFTWARE VXRAIL SOFTWARE
5 5	456-113-155	HCIA NP VSPH ROBOADV6.5 25VM W/111MITICIB HCIA NP VSPH ROBOADV6.5 25VM w/2YrMnt=IB	\$4,370.00 \$4,370.00	ĸ	31%	\$3,015.30 \$3,015.30	\$0.00		\$961.40	\$0.00 \$0.00	\$0.00			VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-113-156	HCIA NP VSPH ROBOADV6.5 25VM w/3YrMnt=IB	\$4,370.00	K	31%	\$3,015.30	\$0.00		\$961.40	\$0.00	\$0.00			VXRAIL SOFTWARE
5 5	456-113-157 456-113-158	HCIA NP VSPH ROBOADV6.5 25VM w/4YrMnt=IB HCIA NP VSPH ROBOADV6.5 25VM w/5YrMnt=IB	\$4,370.00 \$4,370.00	K K	31% 31%	\$3,015.30 \$3,015.30	\$0.00 \$0.00		\$961.40 \$961.40	\$0.00 \$0.00	\$0.00 \$0.00			VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-113-159	HCIA NP VSPH ROBOSTD6.5 25VM w/1YrMnt=IB	\$2,913.00	K	31%	\$2,009.97	\$0.00	\$728.25	\$640.86	\$0.00	\$0.00	\$0.00	\$728.25	VXRAIL SOFTWARE
5	456-113-160 456-113-161	HCIA NP VSPH ROBOSTD6.5 25VM w/2YrMnt=IB HCIA NP VSPH ROBOSTD6.5 25VM w/3YrMnt=IB	\$2,913.00 \$2,913.00	K K	31% 31%	\$2,009.97 \$2,009.97	\$0.00 \$0.00		\$640.86 \$640.86	\$0.00 \$0.00	\$0.00 \$0.00			VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-113-162	HCIA NP VSPH ROBOSTD6.5 25VM w/4YrMnt=IB	\$2,913.00	ĸ	31%	\$2,009.97	\$0.00	\$728.25	\$640.86	\$0.00	\$0.00	\$0.00	\$728.25	VXRAIL SOFTWARE
5	456-113-163 456-113-164	HCIA NP VSPH ROBOSTD6.5 25VM w/5YrMnt=IB HCIA NP VSPH DSKTP 6.5 100VM w/1YrMnt=IB	\$2,913.00 \$7,768.00	K	31% 31%	\$2,009.97 \$5.359.92	\$0.00 \$0.00		\$640.86 \$1.708.96	\$0.00 \$0.00	\$0.00 \$0.00			VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-113-165	HCIA NP VSPH DSKTP 6.5 100VM w/2YrMnt=IB	\$7,768.00	ĸ	31%	\$5,359.92	\$0.00		\$1,708.96	\$0.00	\$0.00			VXRAIL SOFTWARE
5	456-113-166 456-113-167	HCIA NP VSPH DSKTP 6.5 100VM w/3YrMnt=IB HCIA NP VSPH DSKTP 6.5 100VM w/4YrMnt=IB	\$7,768.00 \$7,768.00	K	31% 31%	\$5,359.92 \$5,359.92	\$0.00 \$0.00		\$1,708.96 \$1,708.96	\$0.00 \$0.00	\$0.00 \$0.00			VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-113-168	HCIA NP VSPH DSKTP 6.5 100VM w/5YrMnt=IB	\$7,768.00	ĸ	31%	\$5,359.92	\$0.00		\$1,708.96	\$0.00	\$0.00			VXRAIL SOFTWARE
5	456-113-169 456-113-170	HCIA UP VSOM E+ 6.5 1CPU w/ 1Yr Maint=IG HCIA UP VSOM E+ 6.5 1CPU w/ 2Yr Maint=IG	\$4,268.00	K	31% 31%	\$2,944.92 \$2,944.92	\$0.00 \$0.00		\$938.96 \$938.96	\$0.00	\$0.00 \$0.00			VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-113-171	HCIA UP VSOM E+ 6.5 1CPU w/ 3Yr Maint=IG	\$4,268.00 \$4,268.00	K	31%	\$2,944.92	\$0.00		\$938.96	\$0.00 \$0.00	\$0.00			VXRAIL SOFTWARE
5	456-113-172	HCIA UP VSOM E+ 6.5 1CPU w/ 4Yr Maint=IG	\$4,268.00	K	31%	\$2,944.92	\$0.00	\$1,067.00	\$938.96	\$0.00	\$0.00	\$0.00	\$1,067.00	VXRAIL SOFTWARE
5 5	456-113-173 456-113-174	HCIA UP VSOM E+ 6.5 1CPU w/ 5Yr Maint=IG HCIA UP VSPH E+ 6.5 1CPU w/ 1Yr Maint=IG	\$4,268.00 \$3.394.00	K	31% 31%	\$2,944.92 \$2.341.86	\$0.00 \$0.00		\$938.96 \$746.68	\$0.00 \$0.00	\$0.00 \$0.00			VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-113-175	HCIA UP VSPH E+ 6.5 1CPU w/ 2Yr Maint=IG	\$3,394.00	K	31%	\$2,341.86	\$0.00		\$746.68	\$0.00	\$0.00			VXRAIL SOFTWARE
5 5	456-113-176 456-113-177	HCIA UP VSPH E+ 6.5 1CPU w/ 3Yr Maint=IG HCIA UP VSPH E+ 6.5 1CPU w/ 4Yr Maint=IG	\$3,394.00 \$3,394.00	K K	31% 31%	\$2,341.86 \$2.341.86	\$0.00 \$0.00		\$746.68 \$746.68	\$0.00 \$0.00	\$0.00 \$0.00			VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-113-178	HCIA UP VSPH E+ 6.5 1CPU w/ 5Yr Maint=IG	\$3,394.00	K	31%	\$2,341.86	\$0.00	\$848.50	\$746.68	\$0.00	\$0.00	\$0.00	\$848.50	VXRAIL SOFTWARE
5 5	456-113-179 456-113-180	HCIA UP VSPH STD 6.5 1CPU w/1Yr Maint=IG HCIA UP VSPH STD 6.5 1CPU w/2Yr Maint=IG	\$966.00 \$966.00	K K	31% 31%	\$666.54 \$666.54	\$0.00 \$0.00		\$212.52 \$212.52	\$0.00 \$0.00	\$0.00 \$0.00			VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-113-181	HCIA UP VSPH STD 6.5 1CPU w/3Yr Maint=IG	\$966.00	K	31%	\$666.54	\$0.00	\$241.50	\$212.52	\$0.00	\$0.00	\$0.00	\$241.50	VXRAIL SOFTWARE
5 5	456-113-182 456-113-183	HCIA UP VSPH STD 6.5 1CPU w/4Yr Maint=IG HCIA UP VSPH STD 6.5 1CPU w/5Yr Maint=IG	\$966.00 \$966.00	K	31% 31%	\$666.54 \$666.54	\$0.00 \$0.00		\$212.52 \$212.52	\$0.00 \$0.00	\$0.00 \$0.00			VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-113-184	HCIA UP VSPH ROBOADV6.5 25VM w/1YrMnt=IB	\$4,370.00	ĸ	31%	\$3,015.30	\$0.00	\$1,092.50	\$961.40	\$0.00	\$0.00	\$0.00	\$1,092.50	VXRAIL SOFTWARE
5	456-113-185 456-113-186	HCIA UP VSPH ROBOADV6.5 25VM w/2YrMnt=IB HCIA UP VSPH ROBOADV6.5 25VM w/3YrMnt=IB	\$4,370.00 \$4,370.00	K	31% 31%	\$3,015.30 \$3,015.30	\$0.00 \$0.00		\$961.40 \$961.40	\$0.00 \$0.00	\$0.00 \$0.00			VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-113-187	HCIA UP VSPH ROBOADV6.5 25VM w/4YrMnt=IB	\$4,370.00	ĸ	31%	\$3,015.30	\$0.00	\$1,092.50	\$961.40	\$0.00	\$0.00	\$0.00	\$1,092.50	VXRAIL SOFTWARE
5	456-113-188 456-113-189	HCIA UP VSPH ROBOADV6.5 25VM w/5YrMnt=IB HCIA UP VSPH ROBOSTD6.5 25VM w/1YrMnt=IB	\$4,370.00 \$2,913.00	K	31% 31%	\$3,015.30 \$2,009.97	\$0.00 \$0.00		\$961.40 \$640.86	\$0.00 \$0.00	\$0.00 \$0.00			VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-113-190	HCIA UP VSPH ROBOSTD6.5 25VM w/2YrMnt=IB	\$2,913.00	ĸ	31%	\$2,009.97	\$0.00		\$640.86	\$0.00	\$0.00			VXRAIL SOFTWARE
5 5	456-113-191 456-113-192	HCIA UP VSPH ROBOSTD6.5 25VM w/3YrMnt=IB HCIA UP VSPH ROBOSTD6.5 25VM w/4YrMnt=IB	\$2,913.00 \$2,913.00	K	31% 31%	\$2,009.97 \$2,009.97	\$0.00 \$0.00		\$640.86 \$640.86	\$0.00 \$0.00	\$0.00 \$0.00			VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-113-193	HCIA UP VSPH ROBOSTD6.5 25VM w/4*TMINI=IB	\$2,913.00	ĸ	31%	\$2,009.97	\$0.00		\$640.86	\$0.00	\$0.00			VXRAIL SOFTWARE
5 5	456-113-194 456-113-195	HCIA UP VSPH DSKTP 6.5 100VM w/1YrMnt=IB HCIA UP VSPH DSKTP 6.5 100VM w/2YrMnt=IB	\$7,768.00 \$7,768.00	K	31% 31%	\$5,359.92 \$5,359.92	\$0.00 \$0.00		\$1,708.96 \$1,708.96	\$0.00 \$0.00	\$0.00 \$0.00			VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-113-196	HCIA UP VSPH DSKTP 6.5 100VM w/3YrMnt=IB	\$7,768.00	K	31%	\$5,359.92	\$0.00		\$1,708.96	\$0.00	\$0.00			VXRAIL SOFTWARE
5	456-113-197 456-113-198	HCIA UP VSPH DSKTP 6.5 100VM w/4YrMnt=IB HCIA UP VSPH DSKTP 6.5 100VM w/5YrMnt=IB	\$7,768.00 \$7,768.00	K	31% 31%	\$5,359.92 \$5,359.92	\$0.00 \$0.00		\$1,708.96 \$1,708.96	\$0.00 \$0.00	\$0.00 \$0.00			VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-113-199	UPG VSPH E+TOVSOM 6.5 E+ 1CPUw/1YrMnt=IG	\$961.00	K	31%	\$663.09	\$0.00		\$211.42	\$0.00	\$0.00			VXRAIL SOFTWARE
5	456-113-200	UPG VSPH E+TOVSOM 6.5 E+ 1CPUw/2YrMnt=IG	\$961.00	K	31%	\$663.09	\$0.00		\$211.42	\$0.00	\$0.00			VXRAIL SOFTWARE
5 5	456-113-201 456-113-202	UPG VSPH E+TOVSOM 6.5 E+ 1CPUw/3YrMnt=IG UPG VSPH E+TOVSOM 6.5 E+ 1CPUw/4YrMnt=IG	\$961.00 \$961.00	K	31% 31%	\$663.09 \$663.09	\$0.00 \$0.00		\$211.42 \$211.42	\$0.00 \$0.00	\$0.00 \$0.00			VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-113-203	UPG VSPH E+TOVSOM 6.5 E+ 1CPUw/5YrMnt=IG	\$961.00	K	31%	\$663.09	\$0.00		\$211.42	\$0.00	\$0.00			VXRAIL SOFTWARE
5	456-113-204 456-113-205	UPG VSPH STDTOVSOM 6.5 E+1CPUw/1YrMnt=IG UPG VSPH STDTOVSOM 6.5 E+1CPUw/2YrMnt=IG	\$3,632.00 \$3,632.00	K K	31% 31%	\$2,506.08 \$2.506.08	\$0.00 \$0.00		\$799.04 \$799.04	\$0.00 \$0.00	\$0.00 \$0.00			VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-113-206	UPG VSPH STDTOVSOM 6.5 E+1CPUw/3YrMnt=IG	\$3,632.00	K	31%	\$2,506.08	\$0.00		\$799.04	\$0.00	\$0.00		\$908.00	VXRAIL SOFTWARE
5 5	456-113-207 456-113-208	UPG VSPH STDTOVSOM 6.5 E+1CPUw/4YrMnt=IG UPG VSPH STDTOVSOM 6.5 E+1CPUw/5YrMnt=IG	\$3,632.00 \$3,632.00	K K	31% 31%	\$2,506.08 \$2,506.08	\$0.00 \$0.00		\$799.04 \$799.04	\$0.00 \$0.00	\$0.00 \$0.00			VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-113-209	UPG VSPH STD TO E+ 6.5 1CPU w/1Yr Mnt=IG	\$2,670.00	K	31%	\$1,842.30	\$0.00	\$667.50	\$587.40	\$0.00	\$0.00	\$0.00	\$667.50	VXRAIL SOFTWARE
5	456-113-210 456-113-211	UPG VSPH STD TO E+ 6.5 1CPU w/2Yr Mnt=IG UPG VSPH STD TO E+ 6.5 1CPU w/3Yr Mnt=IG	\$2,670.00 \$2,670.00	K	31% 31%	\$1,842.30 \$1,842.30	\$0.00 \$0.00		\$587.40 \$587.40	\$0.00 \$0.00	\$0.00 \$0.00			VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-113-212	UPG VSPH STD TO E+ 6.5 1CPU w/4Yr Mnt=IG	\$2,670.00	ĸ	31%	\$1,842.30				\$0.00	\$0.00			VXRAIL SOFTWARE
5 5	456-113-213 456-113-214	UPG VSPH STD TO E+ 6.5 1CPU w/5Yr Mnt=IG UPG VSPH ROBO STDTOADV6.5 25VM-1YrMnt=IB	\$2,670.00 \$1,602.00	K	31% 31%	\$1,842.30 \$1,105.38	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-113-214 456-113-215	UPG VSPH ROBO STDTOADV6.5 25VM-11/MMITEIB UPG VSPH ROBO STDTOADV6.5 25VM-2YrMnITEIB	\$1,602.00	K	31%	\$1,105.38 \$1,105.38			\$352.44	\$0.00	\$0.00			VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-113-216 456-113-217	UPG VSPH ROBO STDTOADV6.5 25VM-3YrMnt=IB	\$1,602.00	K	31%	\$1,105.38				\$0.00	\$0.00			VXRAIL SOFTWARE
5 5	456-113-217 456-113-218	UPG VSPH ROBO STDTOADV6.5 25VM-4YrMnt=IB UPG VSPH ROBO STDTOADV6.5 25VM-5YrMnt=IB	\$1,602.00 \$1,602.00	K K	31% 31%	\$1,105.38 \$1,105.38				\$0.00 \$0.00	\$0.00 \$0.00			VXRAIL SOFTWARE VXRAIL SOFTWARE
5	458-001-738	HCIA NP VxRail vSphere SOFTWARE	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VXRAIL SOFTWARE
5 5	458-001-739 458-002-204	HCIA UP VxRail vSphere SOFTWARE HCIA NP VxRail vSphere 6.5 Software	\$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			VXRAIL SOFTWARE VXRAIL SOFTWARE
5	458-002-205	HCIA UP VxRail vSphere 6.5 Software	\$0.00	ĸ	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VXRAIL SOFTWARE
5 5	BEDROCK-001 BEDROCK-002	SEL Bedrock Ingest/Mgmt per Core AIM 1Y SEL Bedrock Ingest/Mgmt Per Core AIM 2Y	\$1,538.00 \$3,077.00	K K	31% 31%	\$1,061.22 \$2,123.13				\$0.00 \$0.00	\$0.00 \$0.00			ZALONI ZALONI
5	BEDROCK-003	SEL Bedrock Ingest/Mgmt per Core AIM 3Y	\$4,615.00	K	31%	\$3,184.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ZALONI
5	REDKOCK-PLA (-00)	1 SEL Bedrock Platform per Core 1Y	\$2,308.00	К	31%	\$1,592.52	\$0.00	0 \$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	ZALONI

## Dell EMC NASPO ValuePoint Contract MNWNC-109 3rd Party Product Price List Effective November 1, 2017

					N'	VP LEVEL 1								
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	BEDROCK-PLAT-002	SEL Bedrock Platform per Core 2Y	\$4,615.00	K	31%	\$3,184.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ZALONI
5	BEDROCK-PLAT-003	SEL Bedrock Platform per Core 3Y	\$6,923.00	K	31%	\$4,776.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ZALONI
5	MICA-PLAT-001	SEL Mica Platform per Core 1Y	\$692.00	K	31%	\$477.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ZALONI
5		SEL Mica Platform per Core 2Y	\$1,385.00	K	31%	\$955.65	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00		ZALONI
5	MICA-PLAT-003	SEL Mica Platform per Core 3Y	\$2,077.00	K	31%	\$1,433.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ZALONI