					NVP	LEVEL 1		N	IVP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
BAND	ѕки	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	CS1000HA-ISLN CS100HA-ISLN	SEL Aspera Cnct Svr-1 Gbps-HA-ISLN SEL Aspera Cnct Svr-100 Mbps-HA-ISLN	\$144,000.00 \$48,000.00	K K	31% 31%	\$99,360.00 \$33,120.00	\$0.00 \$0.00							ASPERA ASPERA
5	CS155HA-ISLN	SEL Aspera Crict SVI-100 Mbps-HA-ISLN SEL Aspera Crict SVI-105 Mbps-HA-ISLN	\$66,000.00	K	31%	\$45,540.00								ASPERA
5	CS2400HA-ISLN	SEL Aspera Cnct Svr-2.4 Gbps-HA-ISLN	\$192,000.00	K	31%	\$132,480.00	\$0.00							ASPERA
5	CS450HA-ISLN	SEL Aspera Cnct Svr-450 Mbps-HA-ISLN	\$108,000.00	K	31%	\$74,520.00	\$0.00							ASPERA
5 5	CS45HA-ISLN CS5000HA-ISLN	SEL Aspera Cnct Svr-45 Mbps-HA-ISLN SEL Aspera Cnct Svr-5 Gbps-HA-ISLN	\$30,000.00 \$240,000.00	K K	31% 31%	\$20,700.00 \$165,600.00	\$0.00 \$0.00		\$0.00 \$0.00					ASPERA ASPERA
5	ES1000HA-ISLN	SEL Aspera Entrp Svr-1 Gbps-HA-ISLN	\$96,000.00	K	31%	\$66,240.00	\$0.00		\$0.00					ASPERA
5	ES100HA-ISLN	SEL Aspera Entrp Svr-100 Mbps-HA-ISLN	\$32,000.00	K	31%	\$22,080.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ASPERA
5	ES155HA-ISLN	SEL Aspera Entrp Svr-155 Mbps-HA-ISLN	\$44,000.00	K	31%	\$30,360.00	\$0.00		\$0.00					ASPERA
5 5	ES2400HA-ISLN ES450HA-ISLN	SEL Aspera Entrp Svr-2.4 Gbps-HA-ISLN SEL Aspera Entrp Svr-450 Mbps-HA-ISLN	\$128,000.00 \$72,000.00	K K	31% 31%	\$88,320.00 \$49,680.00	\$0.00 \$0.00							ASPERA ASPERA
5	ES45HA-ISLN	SEL Aspera Entrp Svr-450 Mbps-HA-ISLN	\$20,000.00	ĸ	31%	\$13,800.00	\$0.00							ASPERA
5	ES5000HA-ISLN	SEL Aspera Entrp Svr-5 Gbps-HA-ISLN	\$160,000.00	K	31%	\$110,400.00	\$0.00							ASPERA
5	S10-80V4-75-32	SEL BullionS10,Intel 8880V4,7,5TB, 32GB	\$519,386.83	K	31%	\$358,376.91	\$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	\$724,313.91 \$556,470.46	K K	31% 31%	\$499,776.60 \$383,964.62	\$0.00 \$0.00		\$0.00 \$0.00					ATOS-BULL ATOS-BULL
5	S12-80V4-9-32	SEL BullionS12,Intel 8880V4,9TB, 32GB	\$602,599.12	K	31%	\$415,793.39	\$0.00							ATOS-BULL
5	S12-90V4-12-64	SEL BullionS12,Intel 8890V4,12TB, 64GB	\$848,512.27	K	31%	\$585,473.47	\$0.00					\$0.00	\$0.00	ATOS-BULL
5	S12-90V4-9-32	SEL BullionS12,Intel 8890V4,9TB, 32GB	\$647,099.48	K	31%	\$446,498.64	\$0.00		\$0.00					ATOS-BULL
5 5	S14-80V4-10-32 S14-90V4-10-32	SEL BullionS14,Intel 8880V4,10TB, 32GB SEL BullionS14,Intel 8890V4,10TB, 32GB	\$685,811.41 \$737,728.49	K K	31% 31%	\$473,209.87 \$509,032.66	\$0.00 \$0.00		\$0.00 \$0.00					ATOS-BULL ATOS-BULL
5	S14-90V4-10-52	SEL BullionS14,Intel 8890V4,14TB, 64GB	\$972,709.54	K	31%	\$671,169.58								ATOS-BULL
5	S16-80V4-12-32	SEL BullionS16,Intel 8880V4,12TB, 32GB	\$769,023.70	K	31%	\$530,626.35								ATOS-BULL
5	S16-90V4-12-32	SEL BullionS16,Intel 8890V4,12TB, 32GB	\$828,357.50	K	31%	\$571,566.68	\$0.00							ATOS-BULL
5 5	S16-90V4-12-64 S16-90V4-16-64	SEL BullionS16,Intel 8890V4,12TB, 64GB	\$932,861.63 \$1,096,906.80	K K	31% 31%	\$643,674.52 \$756,865.69	\$0.00 \$0.00							ATOS-BULL ATOS-BULL
5	S2-80V4-1-32-2	SEL BullionS16,Intel 8890V4,16TB, 64GB SEL BullionS2,Intel 8880V4,1TB,32GB	\$78,355.89	K	31%	\$54,065.56	\$0.00							ATOS-BULL
5	S2-80V4-15-32-2	SEL BullionS2,Intel 8880V4,1.5TB,32GB	\$91,788.02	ĸ	31%	\$63,333.73	\$0.00							ATOS-BULL
5	S2-80V4-512-32-2	SEL BullionS2,Intel 8880V4,512MB,32GB	\$63,026.82	K	31%	\$43,488.51	\$0.00					\$0.00	\$0.00	ATOS-BULL
5	S2-80V4-768-32-2	SEL BullionS2,Intel 8880V4,768MB,32GB	\$69,742.88	K	31%	\$48,122.59	\$0.00							ATOS-BULL
5 5	S2-90V4-2-64 S4-80V4-1-32-2	SEL BullionS2,Intel 8880V4,2TB,64GB SEL BullionS4,Intel 8880V4,1TB,32GB	\$132,772.99 \$120,201.62	K K	31% 31%	\$91,613.36 \$82,939.12	\$0.00 \$0.00		\$0.00 \$0.00					ATOS-BULL ATOS-BULL
5	S4-80V4-15-32-2	SEL BullionS4,Intel 8880V4,1.5TB,32GB	\$133,632.65	K	31%	\$92,206.53	\$0.00		\$0.00					ATOS-BULL
5	S4-80V4-2-32-2	SEL BullionS4,Intel 8880V4,2TB,32GB	\$150,859.76	K	31%	\$104,093.23	\$0.00	\$0.00	\$0.00				\$0.00	ATOS-BULL
5	S4-80V4-3-32-2	SEL BullionS4,Intel 8880V4,3TB,32GB	\$177,722.91	K	31%	\$122,628.81	\$0.00							ATOS-BULL
5 5	S4-90V4-4-64 S6-80V4-4.5-32-2	SEL BullionS4,Intel 8880V4,4TB,64GB SEL BullionS4,Intel 8880V4,4,5TB,32GB	\$259,693.96 \$261,856.26	K K	31% 31%	\$179,188.83 \$180,680.82	\$0.00 \$0.00							ATOS-BULL ATOS-BULL
5	S6-90V4-6-64	SEL BullionS6,Intel 8890V4,6TB, 64GB	\$385,151.11	K	31%	\$265,754.27	\$0.00							ATOS-BULL
5	S8-80V4-3-32-2	SEL BullionS8,Intel 8880V4,3TB, 32GB	\$257,225.74	K	31%	\$177,485.76	\$0.00		\$0.00					ATOS-BULL
5	S8-80V4-4-32-2	SEL BullionS8,Intel 8880V4,4TB, 32GB	\$291,679.97	K	31%	\$201,259.18	\$0.00		\$0.00					ATOS-BULL
5 5	S8-80V4-6-32-2 S8-90V4-6-32-2	SEL BullionS8,Intel 8880V4,6TB, 32GB SEL BullionS8,Intel 8890V4,6TB, 32GB	\$345,406.27 \$375,073.18	K K	31% 31%	\$238,330.33 \$258,800.49	\$0.00 \$0.00							ATOS-BULL ATOS-BULL
5	S8-90V4-8-64	SEL BullionS8,Intel 8890V4,8TB, 64GB	\$509,348.37	ĸ	31%	\$351,450.38	\$0.00							ATOS-BULL
5	SH10-80V4-75-32	SEL S10,Intel 8880V4,7.5T,32GB,VNX16Gbps	\$693,055.98	K	31%	\$478,208.63	\$0.00		\$0.00				\$0.00	ATOS-BULL
5	SH10-90V4-10-64	SEL S10,Intel 8890V4,10TB, 64G,VNX16Gbps	\$933,555.71	K	31%	\$644,153.44	\$0.00		\$0.00					ATOS-BULL
5 5	SH10-90V4-75-32 SH12-80V4-9-32	SEL S10,Intel 8890V4,7.5T, 32G,VNX16Gbps SEL S12,Intel 8880V4,9TB, 32G,VNX16Gbps	\$768,897.60 \$795,860.53	K K	31% 31%	\$530,539.34 \$549,143.77	\$0.00 \$0.00							ATOS-BULL ATOS-BULL
5	SH12-90V4-12-64	SEL S12,Intel 8890V4,12TB, 64G,VNX16Gbps	\$1,083,125.99	K	31%	\$747,356.93	\$0.00							ATOS-BULL
5	SH12-90V4-9-32	SEL S12,Intel 8890V4,9TB, 32G,VNX16Gbps	\$828,902.46	K	31%	\$571,942.70								ATOS-BULL
5	SH14-80V4-10-32	SEL S14,Intel 8880V4,10TB, 32G,VNX16Gbps	\$901,654.14	K	31%	\$622,141.36	\$0.00							ATOS-BULL
5 5	SH14-90V4-10-32 SH14-90V4-14-64	SEL S14,Intel 8890V4,10TB, 32G,VNX16Gbps SEL S14,Intel 8890V4,14TB, 64G,VNX16Gbps	\$942,075.52 \$1,227,969.25	K	31% 31%	\$650,032.11 \$847,298.78	\$0.00 \$0.00							ATOS-BULL ATOS-BULL
5	SH16-80V4-12-32	SEL S16,Intel 8880V4,12TB, 32G,VNX16Gbps	\$1,010,238.35	K	31%	\$697,064.46	\$0.00							ATOS-BULL
5	SH16-90V4-12-32	SEL S16,Intel 8890V4,12TB, 32G,VNX16Gbps	\$1,069,573.25	K	31%	\$738,005.54	\$0.00							ATOS-BULL
5	SH16-90V4-12-64	SEL S16,Intel 8890V4,12TB, 64G,VNX16Gbps	\$1,208,346.29	K	31%	\$833,758.94	\$0.00							ATOS-BULL
5 5	SH16-90V4-16-64 SH2-80V4-1-32	SEL S16,Intel 8890V4,16TB, 64G,VNX16Gbps SEL S2,Intel 8880V4,1TB,32G, VNX16Gbps	\$1,373,695.20 \$180,377.54	K K	31% 31%	\$947,849.69 \$124.460.50	\$0.00 \$0.00		\$0.00 \$0.00					ATOS-BULL ATOS-BULL
5	SH2-80V4-15-32	SEL S2,Intel 8880V4,1.5TB,32G, VNX16Gbps	\$193,808.57	K	31%	\$133,727.91	\$0.00							ATOS-BULL
5	SH2-80V4-512-32	SEL S2,Intel 8880V4,512MB,32G,VNX16Gbps	\$165,047.37	K	31%	\$113,882.69	\$0.00	\$0.00						ATOS-BULL
5	SH2-80V4-768-32	SEL S2,Intel 8880V4,768MB,32G,VXN16Gbps	\$171,763.44	K	31%	\$118,516.77	\$0.00							ATOS-BULL
5 5	SH2-90V4-2-64 SH4-80V4-1-32	SEL S2,Intel 8880V4,2TB,64G,VNX16Gbps SEL S4,Intel 8880V4,1TB,32G,VNX16Gbps	\$234,794.64 \$221,734.23	K K	31% 31%	\$162,008.30 \$152,996.62	\$0.00 \$0.00							ATOS-BULL ATOS-BULL
5	SH4-80V4-15-32	SEL S4,Intel 8880V4,1.5TB,32G,VNX16Gbps	\$234,947.06	K	31%	\$162,113.47	\$0.00		\$0.00					ATOS-BULL
5	SH4-80V4-2-32-2	SEL S4,Intel 8880V4,2TB,32GB,VNX16Gbps	\$256,321.13	K	31%	\$176,861.58	\$0.00		\$0.00					ATOS-BULL
5	SH4-80V4-3-32-2	SEL S4,Intel 8880V4,3TB,32G,VNX16Gbps	\$283,184.28	K	31%	\$195,397.15			\$0.00					ATOS-BULL
5	SH4-90V4-4-64	SEL S4,Intel 8880V4,4TB,64G,VNX16Gbps SEL S4,Intel 8880V4,4,5TB,32G,VNX16Gbps	\$365,155.33	K	31%	\$251,957.18	\$0.00		\$0.00					ATOS BULL
5 5	SH6-80V4-4.532-2 SH6-90V4-6-64	SEL S4,Intel 8880V4,4,51B,32G,VNX16Gbps SEL S6,Intel 8890V4,6TB, 64G,VNX16Gbps	\$392,670.90 \$515,628.03	K K	31% 31%	\$270,942.92 \$355,783.34	\$0.00 \$0.00							ATOS-BULL ATOS-BULL
5	SH8-80V4-3-32-2	SEL S8,Intel 8880V4,3TB, 32G,VNX16Gbps	\$368,927.29	ĸ	31%	\$254,559.83	\$0.00							ATOS-BULL
5	SH8-80V4-4-32-2	SEL S8,Intel 8880V4,4TB, 32G,VNX16Gbps	\$403,381.52		31%	\$278,333.25								ATOS-BULL
5	SH8-80V4-6-32-2	SEL S8,Intel 8880V4,6TB, 32G,VNX16Gbps	\$490,371.25		31%	\$338,356.16								ATOS BULL
5 5	SH8-90V4-6-32-2 SH8-90V4-8-64	SEL S8,Intel 8890V4,6TB, 32GB,VNX16Gbps SEL S8,Intel 8890V4,8TB, 64GB,VNX16Gbps	\$519,510.74 \$678,576.70	K K	31% 31%	\$358,462.41 \$468,217.92	\$0.00 \$0.00							ATOS-BULL ATOS-BULL
5	BDAW2AD1Y15	SEL BlueData AWS v3,15vnodes,1Yr,24x7	\$10,065.00		31%	\$6,944.85								BLUE DATA
5	BDAW2AD1Y30	SEL BlueData AWS v3,30vnodes,1Yr,24x7	\$20,149.00	K	31%	\$13,902.81	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BLUE DATA
5	BDAW2AD1Y60	SEL BlueData AWS v3,60vnodes,1Yr,24x7	\$36,285.00		31%	\$25,036.65								BLUE DATA
5 5	BDAW2AD1Y90 BDAW2ST1Y15	SEL BlueData AWS v3,90vnodes,1Yr,24x7 SEL BlueData AWS v3,15vnodes,1Yr,12x5	\$48,386.00 \$8,752.00	K K	31% 31%	\$33,386.34 \$6,038.88								BLUE DATA BLUE DATA
5	BDAW2ST1Y30	SEL BlueData AWS v3,30vnodes,1Yr,12x5	\$17,522.00	ĸ	31%	\$12,090.18								BLUE DATA

					NVP I	EVEL 1		N	VP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
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	BDAW2ST1Y60	SEL BlueData AWS v3,60vnodes,1Yr,12x5	\$31,552.00	K	31%	\$21,770.88	\$0.00		\$0.00			\$0.00		BLUE DATA
5 5	BDAW2ST1Y90 BDEN2AD1Y1C	SEL BlueData AWS v3,90vnodes,1Yr,12x5 SEL BlueData Ent Soft v3,1Yr,24x7	\$42,075.00 \$885.00	K K	31% 31%	\$29,031.75 \$610.65	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		BLUE DATA BLUE DATA
5	BDEN2AD2Y1C	SEL BlueData Ent Soft v3,2Yr,24x7	\$1,592.00	ĸ	31%	\$1,098.48	\$0.00		\$0.00			\$0.00		BLUE DATA
5	BDEN2AD3Y1C	SEL BlueData Ent Soft v3,3Yr,24x7	\$2,123.00	K	31%	\$1,464.87	\$0.00		\$0.00		\$0.00	\$0.00		BLUE DATA
5	BDEN2ST1Y1C BDEN2ST2Y1C	SEL BlueData Ent Soft v3,1Yr,12x5	\$769.00	K	31% 31%	\$530.61	\$0.00 \$0.00		\$0.00		\$0.00	\$0.00		BLUE DATA
5 5	BDEN2ST3Y1C	SEL BlueData Ent Soft v3,2Yr,12x5 SEL BlueData Ent Soft v3,3Yr,12x5	\$1,385.00 \$1,846.00	K K	31%	\$955.65 \$1,273.74	\$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		BLUE DATA BLUE DATA
5	BDENTPKG1YR	SEL BlueData EPIC480CDPLYTC3AD4WS1Yr2		K	31%	\$202,941.42	\$0.00		\$0.00			\$0.00		BLUE DATA
5	BDENTPKG2YR	SEL BlueData EPIC480CDPLYTC6AD8WS2Yr2		K	31%	\$365,294.28	\$0.00		\$0.00			\$0.00		BLUE DATA
5 5	BDENTPKG3YR BDSTARTPKG1YR	SEL BlueData EPIC480CDPLYTC9AD8WS3Yr2 SEL BlueData EPIC240CDPLYTC2AD2WS1Yr1		K K	31% 31%	\$487,058.58 \$121,764.99	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		BLUE DATA BLUE DATA
5	BDSTARTPKG2YR	SEL BlueData EPIC240CDPLYTC4AD6WS2Yr1		K	31%	\$219,176.43	\$0.00		\$0.00		\$0.00	\$0.00		BLUE DATA
5		SEL BlueData EPIC240CDPLYTC6AD6WS3Yr1		K	31%	\$292,235.01	\$0.00		\$0.00		\$0.00	\$0.00	\$0.00	BLUE DATA
5	BT-EEP-1YR	SEL BlueTalon Enterprise EP Standard 1Y	\$240,538.00	K	31%	\$165,971.22	\$0.00		\$0.00		\$0.00	\$0.00		BLUE TALON
5 5	BT-EEP-3YR BT-EP-PK2-1YR	SEL BlueTalon Enterprise EP Standard 3Y SEL BlueTalon EP Pick 2 Standard 1Y	\$541,154.00 \$90,000.00	K K	31% 31%	\$373,396.26 \$62,100.00	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		BLUE TALON BLUE TALON
5	BT-EP-PK2-3YR	SEL BlueTalon EP Pick 2 Standard 3Y	\$202.500.00	K	31%	\$139.725.00	\$0.00		\$0.00		\$0.00	\$0.00		BLUE TALON
5	BT-HEP-1YR	SEL BlueTalon Hadoop EP Standard 1Y	\$185,000.00	K	31%	\$127,650.00	\$0.00		\$0.00		\$0.00	\$0.00		BLUE TALON
5	BT-HEP-3YR	SEL BlueTalon Hadoop EP Standard 3Y	\$416,154.00	K	31%	\$287,146.26	\$0.00		\$0.00			\$0.00		BLUE TALON
5 5	BT-PE-S-1YR BT-PE-S-3YR	SEL BlueTalon Policy Engine Standard 1Y	\$155,000.00	K	31% 31%	\$106,950.00 \$238,846.26	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		BLUE TALON
5	BM-API-LC-ADV	SEL BlueTalon Policy Engine Standard 3Y SEL BOOMI API Publish Features	\$346,154.00 \$650.00	K	31%	\$230,040.20	\$0.00		\$0.00			\$0.00		BLUE TALON BOOMI
5	BM-API-LC-T1	SEL BOOMI API Mgmt Tier 1 Up to 100K T/D	\$1,500.00	ĸ	31%	\$1,035.00	\$0.00		\$0.00		\$0.00	\$0.00		BOOMI
5	BM-API-LC-T2	SEL BOOMI API Mgmt Tier 2 Up to 1M T/D	\$3,000.00	K	31%	\$2,070.00	\$0.00		\$0.00		\$0.00	\$0.00		BOOMI
5	BM-API-LC-T3	SEL BOOMI API Mgmt Tier 3 Up to 10M T/D	\$8,000.00	K	31%	\$5,520.00	\$0.00		\$0.00		\$0.00	\$0.00		BOOMI
5 5	BM-API-LC-T4 BM-E-C101-200	SEL BOOMI API Mgmt Tier 4 >10M T/D SEL BOOMI TradePartnerConnect (101-200)	\$15,000.00 \$71.25	K K	31% 31%	\$10,350.00 \$49.16	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		BOOMI BOOMI
5	BM-E-C41-100	SEL BOOMI Trader arther connect (101-200) SEL BOOMI TradePartnerConnect (41-100)	\$71.25	K	31%	\$49.16	\$0.00		\$0.00			\$0.00		BOOMI
5	BM-E-CT1001Y	SEL BOOMI TradePartnerConnect (81-100)	\$30.00	K	31%	\$20.70	\$0.00		\$0.00		\$0.00	\$0.00		BOOMI
5	BM-E-CT100P1Y	SEL BOOMI TradePartnerConnect > 100	\$22.50	K	31%	\$15.53	\$0.00		\$0.00		\$0.00	\$0.00		BOOMI
5 5	BM-E-CT101Y BM-E-CT201P	SEL BOOMI TradePartnerConnect (5-10) SEL BOOMI TradePartnerConnect (201 plus)	\$67.50 \$71.25	K K	31% 31%	\$46.58 \$49.16	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		BOOMI BOOMI
5	BM-E-CT201Y	SEL BOOMI TradePartnerConnect (201 plus) SEL BOOMI TradePartnerConnect (11-20)	\$60.00	K	31%	\$41.40	\$0.00		\$0.00			\$0.00		BOOMI
5	BM-E-CT401Y	SEL BOOMI TradePartnerConnect (21-40)	\$52.50	ĸ	31%	\$36.23	\$0.00		\$0.00			\$0.00		BOOMI
5	BM-E-CT601Y	SEL BOOMI TradePartnerConnect (41-60)	\$45.00	K	31%	\$31.05	\$0.00		\$0.00			\$0.00		BOOMI
5 5	BM-E-CT6-40	SEL BOOMI TradePartnerConnect (6-40) SEL BOOMI TradePartnerConnect (61-80)	\$71.25	K K	31%	\$49.16	\$0.00		\$0.00		\$0.00	\$0.00		BOOMI
5	BM-E-CT801Y BM-E-CTP	SEL BOOMI TradePartnerConnect (61-80) SEL BOOMI Trading Partner Connection	\$37.50 \$75.00	K	31% 31%	\$25.88 \$51.75	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		BOOMI BOOMI
5	BM-E-CTP41Y	SEL BOOMI TradePartnerConnect (1-4)	\$75.00	ĸ	31%	\$51.75	\$0.00		\$0.00		\$0.00	\$0.00		BOOMI
5	BM-E-CTPCT-NS	SEL BOOMI TradePartnerConnectProd NonSub		K	31%	\$51.75	\$0.00		\$0.00			\$0.00		BOOMI
5	BM-E-CTPTEST	SEL BOOMI TradePartnerConnect Test	\$38.00	K	31%	\$26.22	\$0.00		\$0.00			\$0.00		BOOMI
5 5	BM-E-CTTCT-NS BM-E-LC-B2BF	SEL BOOMI TradePartnerConnectTest NonSub SEL BOOMI EDI/B2B Framework	\$38.00 \$0.00	K K	31% 31%	\$26.22 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		BOOMI BOOMI
5	BM-E-LC-BETA	SEL BOOMI Beta EDI Features	\$0.00	ĸ	31%	\$0.00	\$0.00		\$0.00			\$0.00		BOOMI
5	BM-E-LC-FY18	SEL BOOMI EDI Edition	\$550.00	K	31%	\$379.50	\$0.00		\$0.00			\$0.00		BOOMI
5	BM-E-LC-RAVI	SEL BOOMI EDI Ed - NetSuite RAVI Bundle	\$467.00	K	31%	\$322.23	\$0.00		\$0.00			\$0.00		BOOMI
5 5	BM-E-LC-TRD1Y BM-F-LC-AL-1	SEL BOOMI Trading Partner Edition SEL BOOMI Flow Addtnl AppLaunches .01	\$550.00 \$0.01	K	31% 31%	\$379.50 \$0.01	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		BOOMI BOOMI
5	BM-F-LC-AL-2	SEL BOOMI Flow Addtnl AppLaunches 1	\$1.00	K	31%	\$0.69	\$0.00		\$0.00		\$0.00	\$0.00		BOOMI
5	BM-F-LC-AL-3	SEL BOOMI Flow Addtnl AppLaunches 100	\$100.00	K	31%	\$69.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	BM-F-LC-AL-4	SEL BOOMI Flow Addtnl AppLaunches 1000	\$1,000.00	K	31%	\$690.00	\$0.00		\$0.00		\$0.00	\$0.00		BOOMI
5 5	BM-F-LC-CONT BM-F-LC-EBRNZ	SEL BOOMI Flow Continual SEL BOOMI Flow Enterprise Bronze	\$45.00 \$2,250.00	K K	31% 31%	\$31.05 \$1,552.50	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		BOOMI BOOMI
5	BM-F-LC-EG-1	SEL BOOMI Flow Enterprise Gold .01	\$0.01	K	31%	\$0.01	\$0.00		\$0.00		\$0.00	\$0.00		BOOMI
5	BM-F-LC-EG-2	SEL BOOMI Flow Enterprise Gold 1	\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	BM-F-LC-EG-3	SEL BOOMI Flow Enterprise Gold 100	\$100.00	K	31%	\$69.00	\$0.00		\$0.00		\$0.00	\$0.00		BOOM
5 5	BM-F-LC-EG-4 BM-F-LC-ESLVR	SEL BOOMI Flow Enterprise Gold 1000 SEL BOOMI Flow Enterprise Silver	\$1,000.00 \$4,500.00	K K	31% 31%	\$690.00 \$3,105.00	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		BOOMI BOOMI
5	BM-F-LC-ESSNT	SEL BOOMI Flow Enterprise Silver	\$25.00	K	31%	\$17.25	\$0.00		\$0.00			\$0.00		BOOMI
5	BM-F-LC-ESTRT	SEL BOOMI Flow Enterprise Starter	\$1,000.00	K	31%	\$690.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	BM-F-LC-FS-1	SEL BOOMI Flow Addtnl Flows .01	\$0.01	K	31%	\$0.01	\$0.00		\$0.00		\$0.00	\$0.00		BOOMI
5 5	BM-F-LC-FS-2 BM-F-LC-FS-3	SEL BOOMI Flow Addtnl Flows 1 SEL BOOMI Flow Addtnl Flows 100	\$1.00 \$100.00	K K	31% 31%	\$0.69 \$69.00	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		BOOMI BOOMI
5	BM-F-LC-FS-4	SEL BOOMI Flow Addtril Flows 1000	\$1,000.00	K	31%	\$690.00	\$0.00		\$0.00			\$0.00		BOOMI
5	BM-F-LC-HS-1	SEL BOOMI Flow Hosting Services .01	\$0.01	K	31%	\$0.01	\$0.00		\$0.00			\$0.00		BOOMI
5	BM-F-LC-HS-2	SEL BOOMI Flow Hosting Services 1	\$1.00	K	31%	\$0.69	\$0.00		\$0.00			\$0.00		BOOMI
5 5	BM-F-LC-HS-3 BM-F-LC-HS-4	SEL BOOMI Flow Hosting Services 100 SEL BOOMI Flow Hosting Services 1000	\$100.00 \$1,000.00	K K	31% 31%	\$69.00 \$690.00	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		BOOMI BOOMI
5	BM-F-LC-HS-4 BM-F-LC-OCC	SEL BOOMI Flow Hosting Services 1000 SEL BOOMI Flow Occasional	\$1,000.00	K	31%	\$6.90 \$6.90	\$0.00					\$0.00		BOOMI
5	BM-I-LC-ACA	SEL BOOMI Atom Cloud Attachment	\$300.00	ĸ	31%	\$207.00	\$0.00					\$0.00		BOOMI
5	BM-I-LC-ACA-A	SEL BOOMI ANZ Atom Cloud Attachment	\$300.00	K	31%	\$207.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	BM-I-LC-ACA-E	SEL BOOMI EMEA Atom Cloud Attachment	\$300.00	K	31%	\$207.00	\$0.00		\$0.00			\$0.00		BOOMI
5 5	BM-I-LC-ACA-T BM-I-LC-ADVW	SEL BOOMI Atom Cloud Attachment - Test SEL BOOMI Advanced Workflow	\$150.00 \$650.00	ĸ	31% 31%	\$103.50 \$448.50	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		BOOMI BOOMI
5	BM-I-LC-ASOAP	SEL BOOMI Advanced Workhow SEL BOOMI Advanced Soap Processing	\$0.00	K	31%	\$0.00	\$0.00					\$0.00		BOOMI
5	BM-I-LC-AUC	SEL BOOMI Advanced User Controls	\$650.00	K	31%	\$448.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	BM-I-LC-AW	SEL BOOMI Atom Worker	\$250.00	K	31%	\$172.50	\$0.00					\$0.00		BOOMI
5 5	BM-I-LC-AW-T BM-I-LC-BESC	SEL BOOMI Atom Worker - Test SEL BOOMI Base Ed - Standard Connection	\$125.00 \$550.00	K K	31% 31%	\$86.25 \$379.50	\$0.00 \$0.00					\$0.00 \$0.00		BOOMI BOOMI
3	DW-1-LO-DLOO	OLL DOGWII Dase Lu - Stariuaru Collifection	φ550.00	IX.	3170	φ319.30	φυ.υυ	ψ0.00	φυ.υυ	φυ.υυ	φ0.00	Ψ0.00	φυ.υυ	DOGIVII

					NVP I	LEVEL 1		N	IVP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
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	BM-I-LC-BESMB BM-I-LC-CL	SEL BOOMI Component Looking	\$550.00 \$0.00	K K	31% 31%	\$379.50 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		BOOMI BOOMI
5	BM-I-LC-CLOUD	SEL BOOMI Component Locking SEL BOOMI Clouds	\$0.00	K	31%	\$0.00	\$0.00		\$0.00			\$0.00		BOOMI
5	BM-I-LC-EC1Y	SEL BOOMI Enterprise Connection	\$900.00	K	31%	\$621.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	BM-I-LC-EDV	SEL BOOMI Excess Data Volume-1Gb	\$100.00	K	31%	\$69.00	\$0.00		\$0.00			\$0.00		BOOMI
5 5	BM-I-LC-EE1Y BM-I-LC-ENV	SEL BOOMI Enterprise Edition SEL BOOMI Environments	\$8,000.00 \$0.00	K	31% 31%	\$5,520.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		BOOMI BOOMI
5	BM-I-LC-EPCNS	SEL BOOMI Enterprise Prod Connect NonSub	\$900.00	ĸ	31%	\$621.00	\$0.00		\$0.00			\$0.00		BOOMI
5	BM-I-LC-EPE	SEL BOOMI Enterprise Plus Edition	\$12,000.00	K	31%	\$8,280.00	\$0.00		\$0.00			\$0.00		BOOMI
5 5	BM-I-LC-ETC BM-I-LC-ETCNS	SEL BOOMI Enterprise Test Connection SEL BOOMI Enterprise Test Connect NonSub	\$450.00 \$450.00	K	31% 31%	\$310.50 \$310.50	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		BOOMI BOOMI
5	BM-I-LC-ETM	SEL BOOMI Enhanced Test Mode	\$650.00	K	31%	\$448.50	\$0.00		\$0.00			\$0.00		BOOMI
5	BM-I-LC-GCRM	SEL BOOMI GearsCRM CSV to SFDC Bundle	\$225.00	K	31%	\$155.25	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5 5	BM-I-LC-HL7 BM-I-LC-IAW	SEL BOOMI HL7 Option SEL BOOMI Integration Accel Workday/AD	\$0.00 \$1,500.00	K K	31% 31%	\$0.00 \$1,035.00	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		BOOMI
5	BM-I-LC-IAVV	SEL BOOMI Integration Accel Workday/AD SEL BOOMI EMEA MDM Cloud Attachment	\$1,500.00	K	31%	\$1,035.00	\$0.00		\$0.00		\$0.00	\$0.00		BOOMI BOOMI
5	BM-I-LC-MOL1Y	SEL BOOMI Molecule	\$1,300.00	ĸ	31%	\$897.00	\$0.00		\$0.00		\$0.00	\$0.00		BOOMI
5	BM-I-LC-MQ	SEL BOOMI Message Queuing	\$650.00	K	31%	\$448.50	\$0.00		\$0.00			\$0.00		BOOMI
5 5	BM-I-LC-NS33 BM-I-LC-NS50	SEL BOOMI NetSuite OpenAir SFDC 3300 SEL BOOMI NetSuite Salesforce Q2C 5000	\$275.00 \$416.67	K K	31% 31%	\$189.75 \$287.50	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		BOOMI BOOMI
5	BM-I-LC-NS72	SEL BOOMI NetSuite OpenAir SFDC 7200	\$600.00	ĸ	31%	\$414.00	\$0.00		\$0.00		\$0.00	\$0.00		BOOMI
5	BM-I-LC-NSSIA	SEL BOOMI NetSuite-SF Integration Accel	\$500.00	K	31%	\$345.00	\$0.00		\$0.00		\$0.00	\$0.00		BOOMI
5 5	BM-I-LC-PE1Y	SEL BOOMI Professional Edition	\$2,000.00	K	31%	\$1,380.00	\$0.00		\$0.00		\$0.00	\$0.00		BOOMI
5	BM-I-LC-PESB2 BM-I-LC-PESB3	SEL BOOMI ProEd-SpcI Bundle 2 connection SEL BOOMI ProEd-SpcI Bundle 3 connection	\$1,200.00 \$1,650.00	K K	31% 31%	\$828.00 \$1,138.50	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		BOOMI BOOMI
5	BM-I-LC-PESB4	SEL BOOMI ProEd-Spcl Bundle 4 connection	\$1,850.00	K	31%	\$1,276.50	\$0.00					\$0.00		BOOMI
5	BM-I-LC-PF	SEL BOOMI Partner Account Features	\$0.00	K	31%	\$0.00	\$0.00		\$0.00			\$0.00		BOOMI
5 5	BM-I-LC-PP BM-I-LC-PPE	SEL BOOMI Parallel Processing SEL BOOMI Pro Plus Edition	\$650.00 \$4,000.00	K K	31% 31%	\$448.50 \$2,760.00	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		BOOMI BOOMI
5	BM-I-LC-PR	SEL BOOMI Process Route	\$0.00	K	31%	\$0.00	\$0.00					\$0.00		BOOMI
5	BM-I-LC-RAVI2	SEL BOOMI ProEd - 2 Connection NS RAVI	\$960.00	K	31%	\$662.40	\$0.00		\$0.00		\$0.00	\$0.00		BOOMI
5	BM-I-LC-RAVI3	SEL BOOMI ProEd - 3 Connection NS RAVI	\$1,320.00	K	31% 31%	\$910.80	\$0.00 \$0.00		\$0.00			\$0.00		BOOMI
5 5	BM-I-LC-RAVI4 BM-I-LC-RAVI5	SEL BOOMI ProEd - 4 Connection NS RAVI SEL BOOMI ProEd - 5 Connection NS RAVI	\$1,480.00 \$1,600.00	K	31%	\$1,021.20 \$1,104.00	\$0.00		\$0.00 \$0.00			\$0.00 \$0.00		BOOMI BOOMI
5	BM-I-LC-RAVIB	SEL BOOMI Base Ed - NetSuite RAVI Bundle	\$467.00	K	31%	\$322.23	\$0.00		\$0.00		\$0.00	\$0.00		BOOMI
5	BM-I-LC-RPI-1	SEL BOOMI Renewal Price Increase .01	\$0.01	K	31%	\$0.01	\$0.00		\$0.00		\$0.00	\$0.00		BOOMI
5 5	BM-I-LC-RPI-2 BM-I-LC-RPI-3	SEL BOOMI Renewal Price Increase 1 SEL BOOMI Renewal Price Increase 100	\$1.00 \$100.00	K	31% 31%	\$0.69 \$69.00	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		BOOMI BOOMI
5	BM-I-LC-RPI-4	SEL BOOMI Renewal Price Increase 1000	\$1,000.00	K	31%	\$690.00	\$0.00		\$0.00			\$0.00		BOOMI
5	BM-I-LC-SBC1Y	SEL BOOMI Small Business Connection	\$65.00	K	31%	\$44.85	\$0.00		\$0.00		\$0.00	\$0.00		BOOMI
5 5	BM-I-LC-SC1Y BM-I-LC-SE	SEL BOOMI Standard Connection SEL BOOMI Services Enablement	\$300.00 \$1,300.00	K K	31% 31%	\$207.00 \$897.00	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		BOOMI BOOMI
5	BM-I-LC-SMBTC	SEL BOOMI SMB Test Connection	\$32.50	K	31%	\$22.43	\$0.00		\$0.00			\$0.00		BOOMI
5	BM-I-LC-SPCNS	SEL BOOMI Standard Prod Connect NonSub	\$300.00	K	31%	\$207.00	\$0.00	\$0.00	\$0.00			\$0.00		BOOMI
5	BM-I-LCS-SPC	SEL BOOMI Support Case Per Case	\$95.00	K	31%	\$65.55	\$0.00		\$0.00			\$0.00		BOOMI
5 5	BM-I-LC-STC BM-I-LC-STCNS	SEL BOOMI Standard Test Connection SEL BOOMI Standard Test Connect NonSub	\$150.00 \$150.00	K K	31% 31%	\$103.50 \$103.50	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		BOOMI BOOMI
5	BM-I-LC-STO	SEL BOOMI Session Timeout	\$0.00	ĸ	31%	\$0.00	\$0.00		\$0.00		\$0.00	\$0.00		BOOMI
5	BM-I-LC-SWA	SEL BOOMI Salesforce Wave Analytics Ed	\$833.33	K	31%	\$575.00	\$0.00		\$0.00			\$0.00		BOOMI
5 5	BM-I-LC-VC BM-MDM-CST-1	SEL BOOMI Version Control SEL BOOMI MDM Ed (Custom Tier) .01	\$0.00 \$0.01	K K	31% 31%	\$0.00 \$0.01	\$0.00 \$0.00					\$0.00 \$0.00		BOOMI BOOMI
5	BM-MDM-CST-2	SEL BOOMI MDM Ed (Custom Tier) 1	\$1.00	K	31%	\$0.69	\$0.00		\$0.00			\$0.00		BOOMI
5	BM-MDM-CST-3	SEL BOOMI MDM Ed (Custom Tier) 100	\$100.00	K	31%	\$69.00	\$0.00		\$0.00		\$0.00	\$0.00		BOOMI
5	BM-MDM-CST-4 BM-MDM-LC-B	SEL BOOMI MDM Ed (Custom Tier) 1000	\$1,000.00	K K	31% 31%	\$690.00	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		BOOMI BOOMI
5 5	BM-MDM-LC-CA	SEL BOOMI MDM Ed (Base Tier) SEL BOOMI MDM Cloud Attachment	\$6,000.00 \$300.00	K	31%	\$4,140.00 \$207.00	\$0.00					\$0.00		BOOMI
5	BM-MDM-LC-CAA	SEL BOOMI ANZ MDM Cloud Attachment	\$300.00	K	31%	\$207.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	BM-MDM-LC-ENT	SEL BOOMI MDM Ed (Enterprise Tier)	\$18,000.00	K	31%	\$12,420.00	\$0.00		\$0.00			\$0.00		BOOMI
5 5	BM-MDM-LC-PRO BM-MDM-LC-TR1	SEL BOOMI MDM Ed (Professional Tier) SEL BOOMI MDM Ed (Tier 1 <10K GRecords)	\$12,000.00 \$355.00	K	31% 31%	\$8,280.00 \$244.95	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		BOOMI BOOMI
5	BM-MDM-LC-TR2	SEL BOOMI MDM Ed (Tier 2 <50K GRecords)	\$1,750.00	ĸ	31%	\$1,207.50	\$0.00		\$0.00			\$0.00		BOOMI
5	BM-MDM-LC-TR3	SEL BOOMI MDM Ed (Tier 3 <100K GRecords)	\$3,000.00	K	31%	\$2,070.00	\$0.00					\$0.00		BOOMI
5 5	XBR-R000294	SEL 2 POST MID MOUNT KIT/FLUSH MOUNT SEL-AMP FABRIC INSIGHT ADV ANA MGMT S	\$315.00 \$249,900.00	K	31% 31%	\$217.35 \$172,431.00	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		BROCADE BROCADE ETHERNET
5		1 SEL-ANALYTICS MONITORING PL MAXCAP 2		K	31%	\$241,431.00	\$0.00		\$0.00			\$0.00		BROCADE ETHERNET
5	PCAUS	SEL Pwrcrd for RPS5/8/9/X424/X448 - AUS	\$48.00	K	31%	\$33.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5	PCEURO	SEL Pwrcrd for RPS2/3/5/9 EU version	\$17.00	K	31%	\$11.73	\$0.00		\$0.00			\$0.00		BROCADE ETHERNET
5 5	PCINDIA PCJAPAN	SEL Pwrcrd for RPS2/3/5/9 India version SEL Pwrcrd for RPS2/3/5/9 Japan version	\$40.00 \$17.00	K K	31% 31%	\$27.60 \$11.73	\$0.00 \$0.00					\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	PCUK-EPS	SEL Pwrcrd UK 13A 250V	\$75.00	ĸ	31%	\$51.75	\$0.00					\$0.00		BROCADE ETHERNET
5	PCUSA	SEL-PWR CRD-RPS2/3/5/9 USA vers 9'10"	\$11.00	K	31%	\$7.59	\$0.00				\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5 5	PCUSA2 XBR-000195	SEL-PWR CRD,USA,NEMA5-15/C13, 13A, 125\ SEL-FIPS SECURITY SEAL FOR SYSTEM	\$34.00 \$499.00	K K	31% 31%	\$23.46 \$344.31	\$0.00 \$0.00					\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	XBR-R000296	SEL FRU, UNIVERSAL RACK MOUNT KIT, 4 PC		K	31%	\$296.70	\$0.00					\$0.00		BROCADE ETHERNET
5	11-1568-LIC	SEL: VF-HYPM5-F	\$396.00	ĸ	31%	\$273.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-1790-LIC	SEL: THIN5-STE-F	\$5,500.00	K	31%	\$3,795.00	\$0.00					\$0.00		CARAHSOFT
5 5	11-1791-LIC 11-1980-LIC	SEL: THIN5-100PK-F SEL: VR6-OSTD25-F	\$2,090.00 \$3,438.00	ĸ	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	\$0.00					\$0.00	\$0.00	CARAHSOFT
5	11-1982-LIC	SEL: VR6-OENT25-F	\$19,113.00	K	31%	\$13,187.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT

					NVP I	EVEL 1		N	IVP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
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	11-1983-LIC	SEL: VR6-OSTD-OADV-UG-F SEL: VR6-OSTD-OENT-UG-F	\$4,538.00 \$17,243.00	K K	31% 31%	\$3,131.22 \$11,897.67	\$0.00 \$0.00		\$0.00		\$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1984-LIC 11-1985-LIC	SEL: VR6-OSTD-OENT-UG-F SEL: VR6-OADV-OENT-UG-F	\$17,243.00	K	31%	\$8,766.45	\$0.00		\$0.00 \$0.00			\$0.00		CARAHSOFT
5	11-1998-LIC	SEL: VR6-VU10-F	\$825.00	K	31%	\$569.25	\$0.00		\$0.00			\$0.00		CARAHSOFT
5	11-1999-LIC	SEL: VR6-VU100-F	\$8,250.00	K K	31% 31%	\$5,692.50 \$1,807.50	\$0.00					\$0.00 \$0.00		CARAHSOFT
5 5	11-2015-LIC 11-2112-LIC	SEL: HZ-FLX-10-F SEL: ST6-VSAN-F	\$2,750.00 \$2,745.00	K	31%	\$1,897.50 \$1,894.05	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00		CARAHSOFT CARAHSOFT
5	11-2113-LIC	SEL: ST6-VSA-VSAN-UG-F	\$12,623.00	K	31%	\$8,709.87	\$0.00		\$0.00			\$0.00		CARAHSOFT
5	11-2248-LIC	SEL: VR6-MEDI-F	\$66,000.00	K	31%	\$45,540.00	\$0.00		\$0.00			\$0.00		CARAHSOFT
5 5	11-2288-LIC 11-2313-LIC	SEL: HZ-FLX-AD10-F SEL: HZ-F7WS11-FLX-UG-F	\$1,650.00 \$165.00	K	31% 31%	\$1,138.50 \$113.85	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2314-LIC	SEL: HZ-F8WS12-FLX-UG-F	\$110.00	ĸ	31%	\$75.90	\$0.00		\$0.00			\$0.00		CARAHSOFT
5	11-2317-LIC	SEL: VR7-ATAD25-F	\$7,562.50	K	31%	\$5,218.13	\$0.00		\$0.00		\$0.00	\$0.00		CARAHSOFT
5 5	11-2318-LIC 11-2321-LIC	SEL: VR7-ATEN25-F SEL: VR7-AUTDT25-F	\$13,062.50 \$3,657.50	K K	31% 31%	\$9,013.13 \$2,523.68	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2321-LIC 11-2322-LIC	SEL: VR7-ATAD-ATEN-UG-F	\$6,050.00	K	31%	\$4,174.50	\$0.00		\$0.00		\$0.00	\$0.00		CARAHSOFT
5	11-2325-LIC	SEL: HZ7-TCL-STA10-UG-F	\$1,870.00	K	31%	\$1,290.30	\$0.00		\$0.00		\$0.00	\$0.00		CARAHSOFT
5 5	11-2358-LIC 11-2359-LIC	SEL: HZ7-ADC-10-F SEL: HZ7-ADC-100-F	\$4,400.00 \$44,000.00	K K	31% 31%	\$3,036.00 \$30,360.00	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2360-LIC	SEL: HZ7-ADC-100-F SEL: HZ7-ADC-ENC-10-UG-F	\$2,117.50	K	31%	\$1,461.08	\$0.00		\$0.00		\$0.00	\$0.00		CARAHSOFT
5	11-2361-LIC	SEL: HZ7-ADC-ENC-100-UG-F	\$21,175.00	K	31%	\$14,610.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-2362-LIC 11-2363-LIC	SEL: HZ7-ADN-10-F SEL: HZ7-ADN-100-F	\$2,750.00 \$27,500.00	K K	31% 31%	\$1,897.50	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2363-LIC 11-2364-LIC	SEL: HZ7-ADN-100-F SEL: HZ7-ADN-ENN-10-UG-F	\$1,210.00	K	31%	\$18,975.00 \$834.90	\$0.00		\$0.00		\$0.00	\$0.00		CARAHSOFT
5	11-2365-LIC	SEL: HZ7-ADN-ENN-100-UG-F	\$12,100.00	K	31%	\$8,349.00	\$0.00				\$0.00	\$0.00		CARAHSOFT
5	11-2366-LIC	SEL: HZ7-AVA-ENC10-UG-F	\$5,142.50	K	31%	\$3,548.33	\$0.00		\$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 K	31% 31%	\$35,483.25 \$2,087.25	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2369-LIC	SEL: HZ7-AVA-ENN100-UG-F	\$30,250.00	ĸ	31%	\$20,872.50	\$0.00				\$0.00	\$0.00		CARAHSOFT
5	11-2370-LIC	SEL: HZ7-AVE-ENC10-UG-F	\$4,779.50	K	31%	\$3,297.86	\$0.00							CARAHSOFT
5 5	11-2371-LIC 11-2372-LIC	SEL: HZ7-AVE-ENC100-UG-F SEL: HZ7-AVE-ENN10-UG-F	\$47,795.00 \$2,783.00	K	31% 31%	\$32,978.55 \$1,920.27	\$0.00 \$0.00		\$0.00 \$0.00					CARAHSOFT CARAHSOFT
5	11-2372-LIC 11-2373-LIC	SEL: HZ7-AVE-ENN100-UG-F	\$27,830.00	K	31%	\$19,202.70	\$0.00		\$0.00			\$0.00		CARAHSOFT
5	11-2374-LIC	SEL: HZ7-AVS-ENC10-UG-F	\$5,868.50	K	31%	\$4,049.27	\$0.00		\$0.00			\$0.00		CARAHSOFT
5 5	11-2375-LIC 11-2376-LIC	SEL: HZ7-AVS-ENC100-UG-F SEL: HZ7-AVS-ENN10-UG-F	\$58,685.00 \$3,509.00	K K	31% 31%	\$40,492.65 \$2,421.21	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2370-LIC 11-2377-LIC	SEL: HZ7-AVS-ENN100-UG-F	\$35,090.00	K	31%	\$24,212.10	\$0.00		\$0.00			\$0.00		CARAHSOFT
5	11-2378-LIC	SEL: HZ7-EAD-STD10-UG-F	\$1,925.00	K	31%	\$1,328.25	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-2379-LIC 11-2380-LIC	SEL: HZ7-EAD-STD100-UG-F	\$19,250.00 \$6,325.00	K K	31% 31%	\$13,282.50	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT
5	11-2380-LIC 11-2381-LIC	SEL: HZ7-ENC-10-F SEL: HZ7-ENC-100-F	\$63,250.00 \$63,250.00	K	31%	\$4,364.25 \$43,642.50	\$0.00		\$0.00		\$0.00	\$0.00		CARAHSOFT CARAHSOFT
5	11-2382-LIC	SEL: HZ7-ENN-10-F	\$3,850.00	K	31%	\$2,656.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2383-LIC	SEL: HZ7-ENN-100-F	\$38,500.00	K K	31% 31%	\$26,565.00	\$0.00 \$0.00		\$0.00		\$0.00	\$0.00		CARAHSOFT
5 5	11-2384-LIC 11-2385-LIC	SEL: HZ7-ENN-ENC-10-UG-F SEL: HZ7-ENN-ENC-100-UG-F	\$2,722.50 \$27,225.00	K	31%	\$1,878.53 \$18,785.25	\$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2386-LIC	SEL: HZ7-ENTA-STDA10-UG-F	\$1,100.00	K	31%	\$759.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-2387-LIC	SEL: HZ7-ENTA-STDA100-UG-F	\$11,000.00	K K	31% 31%	\$7,590.00	\$0.00		\$0.00		\$0.00	\$0.00		CARAHSOFT
5	11-2388-LIC 11-2389-LIC	SEL: HZ7-LXC-10-F SEL: HZ7-LXC-100-F	\$1,650.00 \$16,500.00	K K	31% 31%	\$1,138.50 \$11,385.00	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2390-LIC	SEL: HZ7-LXC-ENC-10-UG-F	\$5,142.50	ĸ	31%	\$3,548.33	\$0.00				\$0.00	\$0.00		CARAHSOFT
5	11-2391-LIC	SEL: HZ7-LXC-ENC-100-UG-F	\$51,425.00	K	31%	\$35,483.25	\$0.00		\$0.00		\$0.00	\$0.00		CARAHSOFT
5 5	11-2392-LIC 11-2393-LIC	SEL: HZ7-MGP-ADC-10-UG-F SEL: HZ7-MGP-ADC-100-UG-F	\$3,025.00 \$30,250.00	K K	31% 31%	\$2,087.25 \$20,872.50	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2394-LIC	SEL: HZ7-MGP-ADN-10-UG-F	\$1,210.00	K	31%	\$834.90	\$0.00				\$0.00	\$0.00		CARAHSOFT
5	11-2395-LIC	SEL: HZ7-MGP-ADN-100-UG-F	\$12,100.00		31%	\$8,349.00	\$0.00							CARAHSOFT
5 5	11-2396-LIC 11-2397-LIC	SEL: HZ7-MRG-ADC-10-UG-F SEL: HZ7-MRG-ADC-100-UG-F	\$3,025.00 \$30,250.00		31% 31%	\$2,087.25 \$20,872.50	\$0.00 \$0.00		\$0.00 \$0.00					CARAHSOFT CARAHSOFT
5	11-2398-LIC	SEL: HZ7-MRG-ADN-10-UG-F	\$1,210.00	K	31%	\$834.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2399-LIC	SEL: HZ7-MRG-ADN-100-UG-F	\$12,100.00		31%	\$8,349.00	\$0.00		\$0.00			\$0.00		CARAHSOFT
5 5	11-2400-LIC 11-2401-LIC	SEL: HZ7-ST-ADC-10-UG-F SEL: HZ7-ST-ADC-100-UG-F	\$1,815.00 \$18,150.00	K K	31% 31%	\$1,252.35 \$12,523.50	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2402-LIC	SEL: HZ7-ST-ADC-250-UG-F	\$45,375.00	ĸ	31%	\$31,308.75	\$0.00		\$0.00			\$0.00		CARAHSOFT
5	11-2403-LIC	SEL: HZ7-ST-ADC-500-UG-F	\$90,750.00	K	31%	\$62,617.50	\$0.00		\$0.00		\$0.00	\$0.00		CARAHSOFT
5 5	11-2404-LIC 11-2405-LIC	SEL: HZ7-ST-ADN-1K-UG-F SEL: HZ7-ST-ADN-20-UG-F	\$151,250.00 \$3,025.00	K K	31% 31%	\$104,362.50 \$2,087.25	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2406-LIC	SEL: HZ7-ST-ADN-200-UG-F	\$30,250.00		31%	\$20,872.50	\$0.00					\$0.00		CARAHSOFT
5	11-2407-LIC	SEL: HZ7-ST-ADN-500-UG-F	\$75,625.00		31%	\$52,181.25	\$0.00		\$0.00			\$0.00		CARAHSOFT
5 5	11-2408-LIC 11-2409-LIC	SEL: HZ7-ST-ENC-10-UG-F SEL: HZ7-ST-ENC-100-UG-F	\$3,932.50 \$39,325.00		31% 31%	\$2,713.43 \$27,134.25	\$0.00 \$0.00							CARAHSOFT CARAHSOFT
5	11-2409-LIC 11-2410-LIC	SEL: HZ7-ST-ENC-100-0G-F SEL: HZ7-ST-ENC-250-UG-F	\$98,312.50		31%	\$67,835.63	\$0.00							CARAHSOFT
5	11-2411-LIC	SEL: HZ7-ST-ENC-500-UG-F	\$196,625.00	K	31%	\$135,671.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-2412-LIC 11-2413-LIC	SEL: HZ7-ST-ENN-1K-UG-F SEL: HZ7-ST-ENN-20-UG-F	\$272,250.00 \$5,445.00		31% 31%	\$187,852.50 \$3,757.05	\$0.00 \$0.00					\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2413-LIC 11-2414-LIC	SEL: HZ7-ST-ENN-20-UG-F SEL: HZ7-ST-ENN-200-UG-F	\$5,445.00 \$54,450.00		31% 31%	\$3,757.05 \$37,570.50	\$0.00 \$0.00					\$0.00		CARAHSOFT
5	11-2415-LIC	SEL: HZ7-ST-ENN-500-UG-F	\$136,125.00	K	31%	\$93,926.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2416-LIC	SEL: HZ7-STD-10-F	\$2,750.00		31%	\$1,897.50	\$0.00					\$0.00		CARALISOFT
5 5	11-2417-LIC 11-2418-LIC	SEL: HZ7-STD-100-F SEL: HZ7-STD-A10-F	\$27,500.00 \$2,090.00		31% 31%	\$18,975.00 \$1,442.10	\$0.00 \$0.00					\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2419-LIC	SEL: HZ7-STD-A100-F	\$20,900.00	K	31%	\$14,421.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2420-LIC	SEL: HZ7-STDA-STD10-UG-F	\$770.00	K	31%	\$531.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT

					NVP L	EVEL 1		N	IVP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			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	11-2421-LIC	SEL: HZ7-STDA-STD100-UG-F	\$7,700.00	K	31%	\$5,313.00	\$0.00							CARAHSOFT
5 5	11-2422-LIC 11-2423-LIC	SEL: HZ7-TAC-STA100-UG-F SEL: HZ7-THIN-ST100-UG-F	\$18,810.00 \$22,000.00	K K	31% 31%	\$12,978.90 \$15,180.00	\$0.00 \$0.00		\$0.00 \$0.00) CARAHSOFT) CARAHSOFT
5	11-2424-LIC	SEL: HZ7-TPRO-ST10-UG-F	\$2,310.00	K	31%	\$1,593.90	\$0.00	\$0.00					\$0.00) CARAHSOFT
5	11-2425-LIC	SEL: HZ7-VAD-ADC-10-UG-F	\$2,530.00	K	31%	\$1,745.70	\$0.00							CARAHSOFT
5 5	11-2426-LIC 11-2427-LIC	SEL: HZ7-VAD-ADC-100-UG-F SEL: HZ7-VAD-ENC-10-UG-F	\$25,300.00 \$4,647.50	K K	31% 31%	\$17,457.00 \$3,206.78	\$0.00 \$0.00							CARAHSOFT CARAHSOFT
5	11-2428-LIC	SEL: HZ7-VAD-ENC-100-UG-F	\$46,475.00	ĸ	31%	\$32,067.75	\$0.00							CARAHSOFT
5	11-2429-LIC	SEL: HZ7-VENT-ST10-UG-F	\$1,100.00	K	31%	\$759.00	\$0.00) CARAHSOFT
5 5	11-2430-LIC 11-2431-LIC	SEL: HZ7-VENT-ST100-UG-F SEL: ST6-AD-D10-F	\$11,000.00 \$1,100.00	K K	31% 31%	\$7,590.00 \$759.00	\$0.00 \$0.00							CARAHSOFT CARAHSOFT
5	11-2431-LIC 11-2432-LIC	SEL: ST6-AD-D10-F SEL: ST6-AD-D100-F	\$1,100.00	K	31%	\$7,590.00	\$0.00							CARAHSOFT
5	11-2433-LIC	SEL: ST6-AD-EN-UG-F	\$1,815.00	K	31%	\$1,252.35	\$0.00							CARAHSOFT
5	11-2434-LIC	SEL: ST6-AD-F	\$4,394.50	K	31%	\$3,032.21	\$0.00							CARAHSOFT
5 5	11-2439-LIC 11-2440-LIC	SEL: ST6-EN-F SEL: ST6-ST-AD-UG-F	\$6,044.50 \$1,815.00	K K	31% 31%	\$4,170.71 \$1,252.35	\$0.00 \$0.00							CARAHSOFT CARAHSOFT
5	11-2440-LIC 11-2441-LIC	SEL: ST6-ST-AD-0G-F	\$3,630.00	K	31%	\$2,504.70	\$0.00							CARAHSOFT
5	11-2446-LIC	SEL: VR-BCLADVC-F	\$3,300.00	K	31%	\$2,277.00	\$0.00	\$0.00						CARAHSOFT
5	11-2447-LIC	SEL: VR-BCLADVO-25-F	\$5,500.00	K	31%	\$3,795.00	\$0.00							CARAHSOFT
5 5	11-2448-LIC 11-2449-LIC	SEL: VR-CODE2C-F SEL: VR-CODE2O-F	\$5,995.00 \$599.50	K K	31% 31%	\$4,136.55 \$413.66	\$0.00 \$0.00							CARAHSOFT CARAHSOFT
5	11-2450-LIC	SEL: VR-OAMAD-F	\$1,650.00	K	31%	\$1,138.50	\$0.00							CARAHSOFT
5	11-2493-LIC	SEL: HZ7-PA50-STA100-UG-F	\$13,750.00	K	31%	\$9,487.50	\$0.00) CARAHSOFT
5	11-2494-LIC	SEL: HZ7-PRA50-ST100-UG-F	\$13,750.00	K	31%	\$9,487.50	\$0.00							CARAHSOFT
5 5	11-2495-LIC 11-2496-LIC	SEL: HZ7-UEM-ENC-100-UG-F SEL: HZ7-UEM-ENC-10-UG-F	\$57,750.00 \$5,775.00	K K	31% 31%	\$39,847.50 \$3,984.75	\$0.00 \$0.00							CARAHSOFT CARAHSOFT
5	11-2497-LIC	SEL: HZ7-UEM-ENN-100-UG-F	\$35,200.00	K	31%	\$24,288.00	\$0.00							CARAHSOFT
5	11-2498-LIC	SEL: HZ7-UEM-ENN-10-UG-F	\$3,520.00	K	31%	\$2,428.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00) CARAHSOFT
5	11-2499-LIC	SEL: HZ7-WSP-ADN-100-UG-F	\$12,100.00	K	31%	\$8,349.00	\$0.00							CARAHSOFT
5 5	11-2500-LIC 11-2505-LIC	SEL: HZ7-WSP-ADN-10-UG-F SEL: HZ7-ADN-A10-F	\$1,210.00 \$2,200.00	K K	31% 31%	\$834.90 \$1,518.00	\$0.00 \$0.00							CARAHSOFT CARAHSOFT
5	11-2506-LIC	SEL: HZ7-ADN-A100-F	\$2,200.00	K	31%	\$15,180.00	\$0.00							CARAHSOFT
5	11-2507-LIC	SEL: HZ7-A100-AERC-F	\$33,000.00	K	31%	\$22,770.00	\$0.00							CARAHSOFT
5	11-2508-LIC	SEL: HZ7-A10-AERC-F	\$3,300.00	K	31%	\$2,277.00	\$0.00) CARAHSOFT
5 5	11-2509-LIC	SEL: HZ7-E100-AERC-F	\$46,750.00	K K	31% 31%	\$32,257.50	\$0.00 \$0.00							CARAHSOFT
5	11-2510-LIC 11-2511-LIC	SEL: HZ7-E100-AERC-UG-F SEL: HZ7-E10-AERC-F	\$15,125.00 \$4,675.00	K	31%	\$10,436.25 \$3,225.75	\$0.00							CARAHSOFT CARAHSOFT
5	11-2512-LIC	SEL: HZ7-E10-AERC-UG-F	\$1,512.50	ĸ	31%	\$1,043.63	\$0.00							CARAHSOFT
5	11-2513-LIC	SEL: HZ7-ENN-A100-F	\$31,350.00	K	31%	\$21,631.50	\$0.00) CARAHSOFT
5	11-2514-LIC	SEL: HZ7-ENN-A100-UG-F	\$10,285.00	K	31%	\$7,096.65	\$0.00							CARAHSOFT
5 5	11-2515-LIC 11-2516-LIC	SEL: HZ7-ENN-A10-F SEL: HZ7-ENN-A10-UG-F	\$3,135.00 \$1,028.50	K K	31% 31%	\$2,163.15 \$709.67	\$0.00 \$0.00							CARAHSOFT CARAHSOFT
5	11-2530-LIC	SEL: VR6-OSTC-F	\$1,375.00	ĸ	31%	\$948.75	\$0.00							CARAHSOFT
5	11-2535-LIC	SEL: VR-NI-ANXC-F	\$1,369.50	K	31%	\$944.96	\$0.00) CARAHSOFT
5	HCIAKCPUF	SEL: HCI-AK-CPU-F	\$8,637.75		31%	\$5,960.05	\$0.00							CARAHSOFT
5 5	HCISTDCPUF HZ7ADC2503GSSSE	SEL: HCI-STD-CPU-F SEL: HZ7-ADC-250-3G-SSS-F	\$3,839.00 \$60,984.00	K K	31% 31%	\$2,648.91 \$42,078.96	\$0.00 \$0.00) CARAHSOFT) CARAHSOFT
5		SEL: HZ7-ADC-250-3P-SSS-F	\$72,600.00	ĸ	31%	\$50,094.00	\$0.00							CARAHSOFT
5		SEL: HZ7-ADC-250-G-SSS-F	\$23,100.00	K	31%	\$15,939.00	\$0.00) CARAHSOFT
5 5		SEL: HZ7-ADC-250-P-SSS-F	\$27,500.00	K K	31%	\$18,975.00	\$0.00							CARAHSOFT
5		SEL: HZ7-ADC-500-3G-SSS-F SEL: HZ7-ADC-500-3P-SSS-F	\$121,968.00 \$145,200.00	K	31% 31%	\$84,157.92 \$100,188.00	\$0.00 \$0.00) CARAHSOFT) CARAHSOFT
5		SEL: HZ7-ADC-500-G-SSS-F	\$46,200.00	ĸ	31%	\$31,878.00	\$0.00		\$0.00					CARAHSOFT
5		SEL: HZ7-ADC-500-P-SSS-F	\$55,000.00		31%	\$37,950.00	\$0.00) CARAHSOFT
5		SEL: HZ7-ADN-1K-3G-SSS-F SEL: HZ7-ADN-1K-3P-SSS-F	\$152,460.00		31% 31%	\$105,197.40	\$0.00							CARAHSOFT
5 5		SEL: HZ7-ADN-1K-G-SSS-F	\$181,500.00 \$57,750.00	K	31%	\$125,235.00 \$39,847.50	\$0.00 \$0.00							CARAHSOFT CARAHSOFT
5		SEL: HZ7-ADN-1K-P-SSS-F	\$68,750.00	ĸ	31%	\$47,437.50	\$0.00							CARAHSOFT
5		SEL: HZ7-ADN-200-3G-SSS-F	\$30,492.00		31%	\$21,039.48	\$0.00							CARAHSOFT
5 5		SEL: HZ7-ADN-200-3P-SSS-F SEL: HZ7-ADN-200-G-SSS-F	\$36,300.00 \$11,550.00	K K	31% 31%	\$25,047.00 \$7,969.50	\$0.00 \$0.00							CARAHSOFT CARAHSOFT
5		SEL: HZ7-ADN-200-G-SSS-F SEL: HZ7-ADN-200-P-SSS-F	\$11,550.00 \$13,750.00	K	31%	\$7,969.50 \$9,487.50	\$0.00							CARAHSOFT
5	HZ7ADN203GSSSF	SEL: HZ7-ADN-20-3G-SSS-F	\$3,049.20	ĸ	31%	\$2,103.95	\$0.00							CARAHSOFT
5		SEL: HZ7-ADN-20-3P-SSS-F	\$3,630.00	K	31%	\$2,504.70	\$0.00						\$0.00) CARAHSOFT
5		SEL: HZ7-ADN-20-G-SSS-F SEL: HZ7-ADN-20-P-SSS-F	\$1,155.00	K	31%	\$796.95	\$0.00		\$0.00					CARAHSOFT
5 5		SEL: HZ7-ADN-20-P-SSS-F SEL: HZ7-ADN-500-3G-SSS-F	\$1,375.00 \$76,230.00		31% 31%	\$948.75 \$52,598.70	\$0.00 \$0.00							CARAHSOFT CARAHSOFT
5		SEL: HZ7-ADN-500-3G-3GS-1	\$90,750.00		31%	\$62,617.50								CARAHSOFT
5	HZ7ADN500GSSSF	SEL: HZ7-ADN-500-G-SSS-F	\$28,875.00	K	31%	\$19,923.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00) CARAHSOFT
5		SEL: HZ7-ADN-500-P-SSS-F	\$34,375.00		31%	\$23,718.75								CARAHSOFT
5 5		JISEL: HZ7-AP-STC-ADC100-UG-F GSEL: HZ7-AP-STC-ADC10-UG-F	\$15,125.00 \$1,512.50		31% 31%	\$10,436.25 \$1,043.63	\$0.00 \$0.00) CARAHSOFT) CARAHSOFT
5		JISEL: HZ7-AP-STN-ADN100-UG-F	\$9,075.00		31%	\$6,261.75								CARAHSOFT
5	HZ7APSTNADN10U0	GSEL: HZ7-AP-STN-ADN10-UG-F	\$907.50	K	31%	\$626.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00) CARAHSOFT
5		SEL: HZ7-ENC-250-3G-SSS-F	\$87,665.95		31%	\$60,489.51	\$0.00							CARAHSOFT
5 5		SEL: HZ7-ENC-250-3P-SSS-F SEL: HZ7-ENC-250-G-SSS-F	\$104,363.95 \$33,206.80		31% 31%	\$72,011.13 \$22,912.69	\$0.00 \$0.00							CARAHSOFT CARAHSOFT
5		SEL: HZ7-ENC-250-G-SSS-F SEL: HZ7-ENC-250-P-SSS-F	\$39,531.80		31%	\$22,912.09	\$0.00							CARAHSOFT
5	HZ7ENC5003GSSSF	SEL: HZ7-ENC-500-3G-SSS-F	\$175,329.00	K	31%	\$120,977.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	HZ7ENC5003PSSSF	SEL: HZ7-ENC-500-3P-SSS-F	\$208,725.00	K	31%	\$144,020.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00) CARAHSOFT

					NVP L	EVEL 1		N	IVP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
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		SEL: HZ7-ENC-500-G-SSS-F	\$66,412.50	K	31%	\$45,824.63	\$0.00		\$0.00	\$0.00		\$0.00		CARAHSOFT
5 5		SEL: HZ7-ENC-500-P-SSS-F SEL: HZ7-ENN-1K-3G-SSS-F	\$79,062.50 \$213,444.00	K K	31% 31%	\$54,553.13 \$147,276.36	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	HZ7ENN1K3PSSSF	SEL: HZ7-ENN-1K-3P-SSS-F	\$254,100.00		31%	\$175,329.00	\$0.00		\$0.00			\$0.00	\$0.00	CARAHSOFT
5		SEL: HZ7-ENN-1K-G-SSS-F	\$80,850.00	K	31%	\$55,786.50	\$0.00		\$0.00			\$0.00		CARAHSOFT
5		SEL: HZ7-ENN-1K-P-SSS-F SEL: HZ7-ENN-200-3G-SSS-F	\$96,250.00 \$42,688.80	K K	31% 31%	\$66,412.50 \$29,455.27	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5		SEL: HZ7-ENN-200-39-333-7 SEL: HZ7-ENN-200-3P-SSS-F	\$50,820.00	ĸ	31%	\$35,065.80	\$0.00		\$0.00	\$0.00		\$0.00		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	CARAHSOFT
5		SEL: HZ7-ENN-200-P-SSS-F SEL: HZ7-ENN-20-3G-SSS-F	\$19,250.00	K	31%	\$13,282.50	\$0.00		\$0.00	\$0.00		\$0.00		CARAHSOFT
5 5		SEL: HZ7-ENN-20-3G-3S3-F SEL: HZ7-ENN-20-3P-SSS-F	\$4,268.88 \$5,082.00	K K	31% 31%	\$2,945.53 \$3,506.58	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	HZ7ENN20GSSSF	SEL: HZ7-ENN-20-G-SSS-F	\$1,617.00	K	31%	\$1,115.73	\$0.00		\$0.00			\$0.00		CARAHSOFT
5		SEL: HZ7-ENN-20-P-SSS-F	\$1,925.00	K	31%	\$1,328.25	\$0.00		\$0.00			\$0.00		CARAHSOFT
5		SEL: HZ7-ENN-500-3G-SSS-F SEL: HZ7-ENN-500-3P-SSS-F	\$106,722.00 \$127,050.00	K K	31% 31%	\$73,638.18 \$87,664.50	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5		SEL: HZ7-ENN-500-3F-333-F	\$40,425.00	K	31%	\$27,893.25	\$0.00		\$0.00			\$0.00		CARAHSOFT
5	HZ7ENN500PSSSF	SEL: HZ7-ENN-500-P-SSS-F	\$48,125.00	K	31%	\$33,206.25	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	CARAHSOFT
5		SEL: ST6-ED-HA100-F	\$3,630.00	K	31%	\$2,504.70	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5		SEL: ST6-ED-HA10-F SEL: ST6-RB-25VM-F	\$363.00 \$13,750.00	K K	31% 31%	\$250.47 \$9,487.50	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5		SEL: ST6-RBAD-25-F	\$22,000.00	K	31%	\$15,180.00	\$0.00		\$0.00	\$0.00		\$0.00		CARAHSOFT
5	ST6RBADEN25UGF	SEL: ST6-RB-ADEN-25-UG-F	\$9,075.00	K	31%	\$6,261.75	\$0.00		\$0.00	\$0.00		\$0.00	\$0.00	CARAHSOFT
5		SEL: ST6-RB-ADV-25-UG-F	\$9,075.00	K	31%	\$6,261.75	\$0.00		\$0.00			\$0.00		CARAHSOFT
5	ST6RBEN25F ST6RBEN25UGF	SEL: ST6-RBEN-25-F SEL: ST6-RBEN-25-UG-F	\$30,250.00 \$18,150.00	K K	31% 31%	\$20,872.50 \$12,523.50	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5		SEL: VA-OMS-PLL-D-F	\$77.00	ĸ	31%	\$53.13	\$0.00		\$0.00			\$0.00		CARAHSOFT
5		SEL: VA-OMS-PLL-U-F	\$154.00	K	31%	\$106.26	\$0.00		\$0.00			\$0.00		CARAHSOFT
5		SEL: VA-OMS-TLSS-D-2P-F	\$107.80	K	31%	\$74.38	\$0.00		\$0.00			\$0.00		CARAHSOFT
5 5		SEL: VA-OMS-TLSS-D-3P-F SEL: VA-OMS-TLSS-D-P-F	\$151.80 \$57.20	K K	31% 31%	\$104.74 \$39.47	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5		SEL: V-OMS-PLL-D-F	\$77.00	K	31%	\$53.13	\$0.00		\$0.00	\$0.00		\$0.00		CARAHSOFT
5		SEL: V-OMS-PLL-U-F	\$154.00	K	31%	\$106.26	\$0.00		\$0.00	\$0.00		\$0.00		CARAHSOFT
5		SEL: V-PS-SUPP-INC-F SEL: VR17-AADV-ADV-UG-F	\$1,100.00 \$6,798.00	K K	31% 31%	\$759.00 \$4,690.62	\$0.00 \$0.00		\$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5 5		SEL: VR17-AADV-ADV-UG-F SEL: VR17-AADV-ENT-UG-F	\$1,056.00	K	31%	\$4,690.62 \$728.64	\$0.00		\$0.00 \$0.00	\$0.00		\$0.00		CARAHSOFT
5		SEL: VR17-ADV-ENT-UG-F	\$1,815.00	K	31%	\$1,252.35	\$0.00		\$0.00			\$0.00		CARAHSOFT
5		SEL: VR17-ADV-F	\$6,869.50	K	31%	\$4,739.96	\$0.00		\$0.00			\$0.00		CARAHSOFT
5		SEL: VR17-AENT-ENT-UG-F SEL: VR17-BCLC-ADV-UG-F	\$4,378.00 \$3,927.00	K K	31% 31%	\$3,020.82 \$2,709.63	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5		SEL: VR17-BCLC-ENT-UG-F	\$5,742.00	ĸ	31%	\$3,961.98	\$0.00		\$0.00			\$0.00		CARAHSOFT
5		SEL: VR17-BCLO-ADV-UG-F	\$1,507.00	K	31%	\$1,039.83	\$0.00		\$0.00			\$0.00		CARAHSOFT
5		SEL: VR17-BCLO-ENT-UG-F SEL: VR17-ENT-F	\$3,322.00 \$8,519.50	K K	31% 31%	\$2,292.18	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT
5 5		SEL: VR17-EN1-F SEL: VR17-LIS4C-ADV-UG-F	\$5,742.00	K	31%	\$5,878.46 \$3,961.98	\$0.00		\$0.00	\$0.00	\$0.00 \$0.00	\$0.00		CARAHSOFT CARAHSOFT
5		SEL: VR17-LIS4C-ENT-UG-F	\$7,557.00	ĸ	31%	\$5,214.33	\$0.00		\$0.00	\$0.00		\$0.00		CARAHSOFT
5		SEL: VR17-LIS4C-STD-UG-F	\$2,717.00	K	31%	\$1,874.73	\$0.00		\$0.00	\$0.00		\$0.00		CARAHSOFT
5		SEL: VR17-LIS4O-ADV-UG-F SEL: VR17-LIS4O-ENT-UG-F	\$1,507.00	K	31% 31%	\$1,039.83 \$2,292.18	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00		\$0.00		CARAHSOFT
5 5		SEL: VR17-LIS40-EN1-0G-F SEL: VR17-LIS40-STD-UG-F	\$3,322.00 \$3,012.90	K K	31%	\$2,292.16	\$0.00		\$0.00			\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5		SEL: VR17-OADV-ADV-UG-F	\$6,798.00	K	31%	\$4,690.62	\$0.00		\$0.00			\$0.00		CARAHSOFT
5		SEL: VR17-OADVC-ADV-UG-F	\$4,229.50	K	31%	\$2,918.36	\$0.00		\$0.00			\$0.00		CARAHSOFT
5		SEL: VR17-OADVC-ENT-UG-F SEL: VR17-OADVC-STD-UG-F	\$6,044.50 \$1,204.50	K K	31% 31%	\$4,170.71 \$831.11	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5		SEL: VR17-OADVC-STD-0G-F	\$1,056.00	K	31%	\$728.64	\$0.00		\$0.00			\$0.00		CARAHSOFT
5	VR17OADVSTDUGF	SEL: VR17-OADV-STD-UG-F	\$748.00	K	31%	\$516.12	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5		SEL: VR17-OENT-ADV-UG-F	\$7,095.00	K	31%	\$4,895.55	\$0.00		\$0.00	\$0.00		\$0.00		CARAHSOFT
5		SEL: VR17-OENT-ENT-UG-F SEL: VR17-OENT-STD-UG-F	\$7,095.00 \$4,361.50	K K	31% 31%	\$4,895.55 \$3,009.44	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5		SEL: VR17-OENT-STD-OG-F	\$5,137.00	ĸ	31%	\$3,544.53	\$0.00		\$0.00	\$0.00		\$0.00		CARAHSOFT
5		SEL: VR17-OIST-ENT-UG-F	\$6,952.00	K	31%	\$4,796.88	\$0.00		\$0.00	\$0.00		\$0.00		CARAHSOFT
5		SEL: VR17-OIST-STD-UG-F SEL: VR17-OSTC-ADV-UG-F	\$2,112.00	K	31%	\$1,457.28	\$0.00		\$0.00			\$0.00		CARAHSOFT
5 5		SEL: VR17-OSTC-ADV-OG-F SEL: VR17-OSTC-ENT-UG-F	\$6,044.50 \$7,859.50	K K	31% 31%	\$4,170.71 \$5,423.06	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5		SEL: VR17-OSTC-STD-UG-F	\$3,019.50	K	31%	\$2,083.46	\$0.00		\$0.00			\$0.00		CARAHSOFT
5		SEL: VR17-OSTDC-ADV-UG-F	\$6,649.50	K	31%	\$4,588.16	\$0.00		\$0.00		\$0.00	\$0.00		CARAHSOFT
5 5		SEL: VR17-OSTDC-ENT-UG-F SEL: VR17-OSTDC-STD-UG-F	\$7,694.50 \$3,624.50	K K	31% 31%	\$5,309.21 \$2,500.91	\$0.00 \$0.00		\$0.00 \$0.00					CARAHSOFT CARAHSOFT
5		SEL: VR17-0STDC-STD-UG-F	\$3,624.50 \$3,778.50		31%	\$2,500.91 \$2,607.17	\$0.00		\$0.00 \$0.00			\$0.00		CARAHSOFT
5	VR17OSTDOENTUGE	SEL: VR17-OSTDO-ENT-UG-F	\$5,593.50	K	31%	\$3,859.52	\$0.00		\$0.00			\$0.00	\$0.00	CARAHSOFT
5		SEL: VR17-OSTDO-STD-UG-F	\$753.50		31%	\$519.92	\$0.00		\$0.00			\$0.00		CARAHSOFT
5 5		SEL: VR17-STD-ADV-UG-F SEL: VR17-STD-ENT-UG-F	\$3,025.00 \$4,840.00	K K	31% 31%	\$2,087.25 \$3,339.60	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		CARAHSOFT
5		SEL: VR17-STD-ENT-UG-F	\$4,119.50		31%	\$2,842.46			\$0.00			\$0.00		CARAHSOFT
5	VR6-OADVC-F	SEL: VR6-OADVC-F	\$3,025.00	K	31%	\$2,087.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5		SEL: VR6-OSTC-OADVC-UG-F	\$1,815.00		31%	\$1,252.35								CARAHSOFT
5 5		SEL: VR6-OSTDC-OADVC-UG-F SEL: VR7-OADV-ADV-UG-FPRO	\$2,420.00 \$5,098.50		31% 31%	\$1,669.80 \$3,517.97	\$0.00 \$0.00					\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5		SEL: VR7-OADV-ADV-UG-FPRO	\$792.00		31%	\$546.48								CARAHSOFT
5	VR70ADVSTDUGFPF	SEL: VR7-OADV-STD-UG-FPRO	\$561.00	K	31%	\$387.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT

					NVP L	EVEL 1		N	VP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
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		SEL: VR7-OENT-ADV-UG-FPRO SEL: VR7-OENT-ENT-UG-FPRO	\$5,324.00 \$5,324.00	K K	31% 31%	\$3,673.56 \$3,673.56	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5		SEL: VR7-OENT-ENT-OG-FFRO	\$3,272.50	K	31%	\$2,258.03	\$0.00		\$0.00			\$0.00		CARAHSOFT
5		SEL: VR7-OIST-STD-UG-FPRO	\$1,584.00	K	31%	\$1,092.96	\$0.00		\$0.00			\$0.00		CARAHSOFT
5		SEL: VR7-OSTC-ADV-UG-FPRO SEL: VR7-OSTC-ENT-UG-FPRO	\$4,537.50 \$5,896.00	K K	31% 31%	\$3,130.88 \$4,068.24	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	VR70STCSTDUGFPF	SEL: VR7-OSTC-STD-UG-FPRO	\$2,266.00	K	31%	\$1,563.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5		SEL: VR7-OSTDC-ADV-UG-FPRO SEL: VR7-OSTDC-ENT-UG-FPRO	\$4,988.50 \$5,769.50	K K	31% 31%	\$3,442.07 \$3,980.96	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5		SEL: VR7-OSTDC-ENT-UG-FPRO	\$2,722.50	ĸ	31%	\$1,878.53	\$0.00		\$0.00			\$0.00		CARAHSOFT
5		SEL: VR7-OSTDO-ADV-UG-FPRO	\$2,838.00	K	31%	\$1,958.22	\$0.00		\$0.00			\$0.00		CARAHSOFT
5		SEL: VR7-OSTDO-ENT-UG-FPRO SEL: VR7-OSTDO-STD-UG-FPRO	\$4,196.50 \$566.50	K K	31% 31%	\$2,895.59 \$390.89	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5		SEL: VR-LIS4-CPU-F	\$1,650.00	ĸ	31%	\$1,138.50	\$0.00		\$0.00			\$0.00		CARAHSOFT
5		SEL: VR-LIS4O-25-3G-SSS-F	\$3,049.20	K	31%	\$2,103.95	\$0.00		\$0.00			\$0.00		CARAHSOFT
5 5		SEL: VR-LIS4O-25-3P-SSS-F SEL: VR-LIS4O-25-F	\$3,630.00 \$5,500.00	K K	31% 31%	\$2,504.70 \$3,795.00	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	VRLIS4O25GSSSF	SEL: VR-LIS4O-25-G-SSS-F	\$1,155.00	K	31%	\$796.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5		SEL: VR-LIS4O-25-P-SSS-F SEL: VR-NI-AENXC-UG-FPRO	\$1,375.00 \$229.90	K K	31% 31%	\$948.75 \$158.63	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5		SEL: VR-NI-ANX100-F	\$2,750.00	K	31%	\$1,897.50	\$0.00		\$0.00			\$0.00		CARAHSOFT
5	VR-NI-ANX10-F	SEL: VR-NI-ANX10-F	\$275.00	K	31%	\$189.75	\$0.00		\$0.00			\$0.00		CARAHSOFT
5		SEL: VR-NI-ENX100-F SEL: VR-NI-ENX10-F	\$4,895.00 \$489.50	K K	31% 31%	\$3,377.55 \$337.76	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5		SEL: VR-NI-ENXC-F	\$2,414.50	ĸ	31%	\$1,666.01	\$0.00		\$0.00		\$0.00	\$0.00		CARAHSOFT
5		SEL: VR-NI-UG-AENX100-UG-F	\$2,359.50	K	31%	\$1,628.06	\$0.00		\$0.00			\$0.00		CARAHSOFT
5 5		SEL: VR-NI-UG-AENX10-UG-F SEL: VR-NI-UG-AENXC-UG-F	\$236.50 \$1,149.50	K K	31% 31%	\$163.19 \$793.16	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5		SEL: VR-OSTACK4-AD-F	\$544.50	ĸ	31%	\$375.71	\$0.00		\$0.00			\$0.00		CARAHSOFT
5		SEL: VR-OSTACK4-F	\$1,094.50	K	31%	\$755.21	\$0.00		\$0.00		\$0.00	\$0.00		CARAHSOFT
5		SEL: WS14-PLAY-F SEL: WS14-PLAY-UG-F	\$164.99 \$87.99	K K	31% 31%	\$113.84 \$60.71	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	WS14PROF	SEL: WS14-PRO-F	\$274.99	K	31%	\$189.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5		SEL: WS14-PRO-PLAY-UG-F SEL: WS14-PRO-UG-F	\$109.99	K K	31%	\$75.89	\$0.00		\$0.00		\$0.00	\$0.00		CARAHSOFT
5		SEL: WS-PLAY-SUP-1PAK	\$164.99 \$33.00	K	31% 31%	\$113.84 \$22.77	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	WS-PLAY-SUP-3PAK	SEL: WS-PLAY-SUP-3PAK	\$88.00	K	31%	\$60.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5		SEL: WS-PLAY-SUP-5PAK SEL CDSI SM Config Unlim SW local mig	\$134.00 \$192,307.69	K K	31% 31%	\$92.46 \$132,692.31	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		CARAHSOFT CIRRUSDATA SOLUTIONS
5		SEL CDSI Upg to Remote Lic DMS-2000-LMA	\$19,230.77	ĸ	31%	\$13,269.23	\$0.00		\$0.00			\$0.00		CIRRUSDATA SOLUTIONS
5		SEL CDSI MED Config Unlim SW local mig	\$269,230.77	K	31%	\$185,769.23	\$0.00		\$0.00			\$0.00		CIRRUSDATA SOLUTIONS
5 5		SEL CDSI Upg to Remote Lic DMS-4000-LMA SEL CDSI LG Config Unlim SW local mig	\$42,307.69 \$423,076.92	K K	31% 31%	\$29,192.31 \$291,923.07	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		CIRRUSDATA SOLUTIONS CIRRUSDATA SOLUTIONS
5		SEL CDSI Upg to Remote Lic DMS-8000-LMA	\$134,615.38	ĸ	31%	\$92,884.61	\$0.00		\$0.00			\$0.00		CIRRUSDATA SOLUTIONS
5		SEL CDSI Local Capacity Per/TB	\$430.77	K	31%	\$297.23	\$0.00		\$0.00			\$0.00		CIRRUSDATA SOLUTIONS
5 5		SEL CDSI Remote Migration Cap Per/TB SEL CDSI Scrubbing Capacity Per/TB	\$861.54 \$215.38	K K	31% 31%	\$594.46 \$148.61	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		CIRRUSDATA SOLUTIONS CIRRUSDATA SOLUTIONS
5	CEADC-BRNZ	SEL Cloudera Analytic Brnz TB (100 min)	\$787.69	K	31%	\$543.51	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CLOUDERA
5		SEL Cloudera Analytic Gold TB (100 min) SEL Cloudera Analytic Brnz Node (10 min)	\$984.62 \$7,876.92	K K	31% 31%	\$679.39 \$5,435.07	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		CLOUDERA CLOUDERA
5		SEL Cloudera Analytic Britz Node (10 min)	\$9,846.15	K	31%	\$6,793.84	\$0.00		\$0.00			\$0.00		CLOUDERA
5	CEBC-BRNZ-I	SEL Cloudera Basic Bronze TB (100 min)	\$196.92	K	31%	\$135.87	\$0.00		\$0.00			\$0.00		CLOUDERA
5 5		SEL Cloudera Basic Gold TB (100 min) SEL Cloudera Basic Bronze Node (10 min)	\$246.15 \$1,969.23	K K	31% 31%	\$169.84 \$1,358.77	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		CLOUDERA CLOUDERA
5		SEL Cloudera Basic Gold Node (10 min)	\$2,461.54	ĸ	31%	\$1,698.46	\$0.00		\$0.00		\$0.00	\$0.00		CLOUDERA
5		SEL Cloudera Data Eng Brnz TB (100 min)	\$393.85	K	31%	\$271.76	\$0.00		\$0.00		\$0.00	\$0.00		CLOUDERA
5 5		SEL Cloudera Data Eng Gold TB (100 min) SEL Cloudera Data Eng Brnz Node (10 min)	\$492.31 \$3,938.46	K K	31% 31%	\$339.69 \$2,717.54	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		CLOUDERA CLOUDERA
5	CEDEN-GOLD	SEL Cloudera Data Eng Gold Node (10 min)	\$4,923.08	K	31%	\$3,396.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CLOUDERA
5		SEL Cloudera EDHub Bronze TB (100 min) SEL Cloudera EDHub Gold TB (100 min)	\$984.62	K K	31% 31%	\$679.39	\$0.00 \$0.00		\$0.00			\$0.00 \$0.00		CLOUDERA
5		SEL Cloudera EDHub Bronze Node (10 min)	\$1,230.77 \$9,846.15	K	31%	\$849.23 \$6,793.84	\$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00		CLOUDERA CLOUDERA
5	CEDHN-GOLD	SEL Cloudera EDHub Gold Node (10 min)	\$12,307.69	K	31%	\$8,492.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CLOUDERA
5 5		SEL Cloudera Data Science Workbench 10Pk	\$61,538.46	K K	31% 31%	\$42,461.54	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		CLOUDERA
5		SEL Cloudera Operatnl Brnz TB (100 min) SEL Cloudera Operatnl Gold TB (100 min)	\$590.77 \$738.46	K	31%	\$407.63 \$509.54	\$0.00		\$0.00 \$0.00			\$0.00		CLOUDERA CLOUDERA
5	CEODN-BRNZ	SEL Cloudera Operatnl Brnz Node (10 min)	\$5,907.69	K	31%	\$4,076.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CLOUDERA
5 5		SEL Cloudera OperatnI Gold Node (10 min) Secure VM KMIP Client Perpetual=IA	\$7,384.62 \$8,000.00	K K	31% 31%	\$5,095.39 \$5,520.00	\$0.00 \$2,000.00		\$0.00 \$0.00			\$0.00 \$0.00		CLOUDERA CLOUDLINK
5		Secure VM 6.0 Perp 10 VM HCP Bundle=IB	\$8,000.00	K	31%	\$5,520.00	\$3,562.50		\$0.00			\$0.00		CLOUDLINK
5		Secure VM 6.6 SecVM Perpetual Tier 1=IB	\$1,425.00	K	31%	\$983.25	\$356.25	\$327.75	\$0.00	\$0.00	\$0.00	\$0.00	\$327.75	CLOUDLINK
5 5		Secure VM 6.6 SecVM Perpetual Tier 2=IB Secure VM 6.6 SecVM Perpetual Tier 3=IB	\$1,175.00 \$1,010.00	K	31% 31%	\$810.75 \$696.90	\$293.75 \$252.50		\$0.00 \$0.00			\$0.00 \$0.00		CLOUDLINK CLOUDLINK
5	456-113-451	Secure VM 6.6 SecVM Perpetual Tier 4=IB	\$775.00	K	31%	\$534.75	\$193.75	\$178.25	\$0.00	\$0.00	\$0.00	\$0.00	\$178.25	CLOUDLINK
5		Secure VM 6.6 SVM for CPSD HW per VM=IB	\$500.00	K	31%	\$345.00	\$125.00		\$0.00			\$0.00		CLOUDLINK
5 5		Secure VM 6.6 SVM CPSD HW per socket=ZC Secure VM 6.6 KMIP Client Perpetual=IA	\$5,000.00 \$8,000.00	K	31% 31%	\$3,450.00 \$5,520.00	\$1,250.00 \$2,000.00		\$0.00 \$0.00			\$0.00 \$0.00		CLOUDLINK CLOUDLINK
5	458-002-012	Secure VM SecVM Perp HCP Bundle	\$0.00	ĸ	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CLOUDLINK
5		Secure VM SED Perp Tier 1=IA	\$1,250.00	K	31%	\$862.50	\$312.50		\$0.00			\$0.00		CLOUDLINK
5	458-002-361	Secure VM SED Perp Tier 2=IA	\$1,000.00	K	31%	\$690.00	\$250.00	\$230.00	\$0.00	\$0.00	\$0.00	\$0.00	\$230.00	CLOUDLINK

					NVP I	EVEL 1		N	IVP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
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	458-002-362	Secure VM SED Perp Tier 3=IA	\$750.00	K	31%	\$517.50						\$0.00		CLOUDLINK
5 5	458-002-363 458-002-371	Secure VM SED Perp Tier 4=IA Secure VM 6.6 SecVM Perpetual	\$500.00 \$0.00	K K	31% 31%	\$345.00 \$0.00			\$0.00 \$0.00			\$0.00 \$0.00		CLOUDLINK CLOUDLINK
5	458-002-372	Secure VM 6.6 SVM for CPSD HW Perpetual	\$0.00		31%	\$0.00			\$0.00			\$0.00		CLOUDLINK
5	458-002-373	Secure VM 6.6 KMIP Client Perpetual	\$0.00		31%	\$0.00			\$0.00			\$0.00		CLOUDLINK
5 5	SH-458-000-255	Secure VM SecVM 6.0 Sub HCP Bundle=IB	\$275.00 \$58.50		31% 31%	\$189.75 \$40.37			\$0.00			\$0.00		CLOUDLINK
5 5	SH-458-000-408 SH-458-000-409	Secure VM SecVM PSMC Sub Tier 1=IB Secure VM SecVM PSMC Sub Tier 2=IB	\$48.00		31%	\$40.37 \$33.12			\$0.00 \$0.00			\$0.00 \$0.00		CLOUDLINK CLOUDLINK
5	SH-458-000-410	Secure VM SecVM PSMC Sub Tier 3=IB	\$41.50		31%	\$28.64			\$0.00			\$0.00		CLOUDLINK
5	SH-458-000-411	Secure VM SecVM PSMC Sub Tier 4=IB	\$32.00		31%	\$22.08			\$0.00		\$0.00	\$0.00		CLOUDLINK
5 5	SH-458-000-412	Secure VM SecVM PSPlus Sub Tier 1=IB	\$59.50 \$49.00	K K	31% 31%	\$41.06 \$33.81	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		CLOUDLINK
5	SH-458-000-413 SH-458-000-414	Secure VM SecVM PSPlus Sub Tier 2=IB Secure VM SecVM PSPlus Sub Tier 3=IB	\$42.00	K	31%	\$28.98	\$0.00		\$0.00			\$0.00		CLOUDLINK
5	SH-458-000-415	Secure VM SecVM PSPlus Sub Tier 4=IB	\$32.50	K	31%	\$22.43			\$0.00			\$0.00		CLOUDLINK
5	DBMI-MCD-020	SEL Migrate NAS-to-Isilon Initial 50	\$42,348.00	K	31%	\$29,220.12			\$0.00		\$0.00	\$0.00		DATA DOBI
5 5	DBMI-MCD-021 DBMVNX-MCD-020	SEL Migrate NAS-to-Isilon Addl 10 SEL Migrate NAS-to-VNX/Unity Initial 50	\$6,489.00 \$42,348.00		31% 31%	\$4,477.41 \$29,220.12			\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		DATA DOBI DATA DOBI
5	DBMVNX-MCD-020	SEL Migrate NAS-to-VNX/Unity Initial 50 SEL Migrate NAS-to-VNX/Unity Addl 10	\$6,489.00		31%	\$4,477.41			\$0.00			\$0.00		DATA DOBI
5	CN-P-AUDITDEL	SEL Audited Del Plugin for CN, perp lic	\$4,910.77	K	31%	\$3,388.43			\$0.00			\$0.00		DATAFRAMEWORKS
5		SEL Audited Del Plugin for CN /year /Svr	\$2,651.82		31%	\$1,829.76			\$0.00			\$0.00		DATAFRAMEWORKS
5 5	CN-P-DUPFIND	SEL Dup Finder Plugin for CN perp lic	\$7,372.31	K K	31% 31%	\$5,086.89 \$2,746.92			\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		DATAFRAMEWORKS DATAFRAMEWORKS
5	CN-SERVER	SEL Dup Finder Plugin for CN /year /Svr SEL CN Svr, perp lic	\$3,981.05 \$17,094.02		31%	\$2,746.92 \$11,794.87					\$0.00	\$0.00		DATAFRAMEWORKS
5	CN-SERVERDM	SEL CN Svr w/ DM, perp lic	\$22,792.02	ĸ	31%	\$15,726.49						\$0.00		DATAFRAMEWORKS
5	CN-SERVERDM-SUB	S SEL CN Svr w/DM /year	\$12,307.69	K	31%	\$8,492.31	\$0.00					\$0.00		DATAFRAMEWORKS
5	CN-SERVER-SUB		\$9,230.77	K	31%	\$6,369.23						\$0.00		DATAFRAMEWORKS
5 5	CN-TIB CN-TIBDM	SEL Cap for Svr /TiB, perp lic SEL Cap for CN Svr w/DM /TiB perp lic	\$54.70 \$72.94	K K	31% 31%	\$37.74 \$50.33			\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		DATAFRAMEWORKS DATAFRAMEWORKS
5	CN-TIBDM-SUB	SEL Cap for CN Svr w/DM /Tib perp lic	\$39.38	K	31%	\$27.17						\$0.00		DATAFRAMEWORKS
5	CN-TIB-SUB	SEL Cap for Svr /TiB /year	\$29.54	K	31%	\$20.38						\$0.00		DATAFRAMEWORKS
5		3 SEL Unl w/DM Cap Unit /year, see notes	\$1,333.00		31%	\$919.77						\$0.00		DATAFRAMEWORKS
5 5	CN-UN-UNIT-SUB LPE12000-E	SEL Unlimited Cap Unit /year, see notes SELECT SINGLE-PORT 8GB FC PCI EXPRESS	\$1,000.00		31% 31%	\$690.00			\$0.00			\$0.00		DATAFRAMEWORKS
5	LPE12000-E LPE12002-E	SELECT DUAL-PORT 8GB FC PCI EXPRESS	\$1,245.00 \$1,660.00		31%	\$859.05 \$1,145.40			\$0.00 \$0.00			\$0.00 \$0.00		EMULEX EMULEX
5	LPE16000B-E	SEL SINGLE-PORT 16GB FC PCI EXPRESS	\$1,670.00		31%	\$1,152.30			\$0.00		\$0.00	\$0.00		EMULEX
5	LPE16002B-E	SEL DUAL-PORT 16GB FC PCI EXPRESS	\$2,199.00	K	31%	\$1,517.31	\$0.00		\$0.00		\$0.00	\$0.00		EMULEX
5	LPE31000-M6-E	SEL SINGLE-PORT 16GB FC PCI EXPRESS -		K	31%	\$1,152.30						\$0.00		EMULEX
5 5	LPE31002-M6-E	SEL DUAL-PORT 16GB FC PCI EXPRESS - G6 SEL HDF Edge Agent Sub- 100 Agents	\$2,199.00 \$100,000.00	K	31% 31%	\$1,517.31 \$69,000.00			\$0.00 \$0.00			\$0.00 \$0.00		EMULEX HORTONWORKS
5		SEL HDF Edge Agent Sub- 10,000 Agents	\$2.000.000.00		31%	\$1,380,000.00			\$0.00			\$0.00		HORTONWORKS
5	A-HDF-AGT-1K-1Y	SEL HDF Edge Agent Sub- 1000 Agents	\$500,000.00		31%	\$345,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		HORTONWORKS
5	A-HDF-DIM-1Y	Sel HDF Data in Motion Bundle	\$700,000.00		31%	\$483,000.00			\$0.00		\$0.00	\$0.00		HORTONWORKS
5 5	A-HDF-EDG-10-1Y A-HDF-EDG-1Y	SEL HDF Edge Brnch Office Sub - 10 Nodes SEL HWX DataFlow Edge Pack 100 Devices	\$100,000.00 \$300,000.00		31% 31%	\$69,000.00 \$207,000.00			\$0.00 \$0.00			\$0.00 \$0.00		HORTONWORKS HORTONWORKS
5	A-HDF-EDG-25-1Y	SEL HDF Edge Brnch Office Sub - 25 Nodes	\$150,000.00		31%	\$103,500.00			\$0.00			\$0.00		HORTONWORKS
5	A-HDF-EFM-1Y	Sel HDF Ent Flow Mngt- 16 Cores	\$72,000.00	K	31%	\$49,680.00			\$0.00		\$0.00	\$0.00		HORTONWORKS
5	A-HDF-EMS-1Y	Sel HDF MNGT Services 1 Cluster	\$20,000.00		31%	\$13,800.00			\$0.00		\$0.00	\$0.00		HORTONWORKS
5 5	A-HDF-ESP-1Y A-HDP-ENT-1Y	Sel HDF Stream Processing 4 Nodes SEL HDP Ent. 4 Nodes or 50TB Raw Stor	\$36,000.00		31% 31%	\$24,840.00					\$0.00 \$0.00	\$0.00 \$0.00		HORTONWORKS HORTONWORKS
5 5	A-HDP-ENI-IY	SEL HDP Ent. 4 Nodes or 50TB Raw Stor	\$16,000.00 \$28,800.00		31%	\$11,040.00 \$19,872.00						\$0.00		HORTONWORKS
5	A-HDP-JSS-6M	SEL HDP Jumpstart Sub. 200TB- 6M sub.	\$48,000.00	K	31%	\$33,120.00						\$0.00		HORTONWORKS
5	A-HDP-SCHNG-1Y		\$32,000.00	K	31%	\$22,080.00			\$0.00			\$0.00		HORTONWORKS
5 5		SEL Flx Sprt Contact - 1 yr - Required	\$15,385.00	K K	31% 31%	\$10,615.65			\$0.00		\$0.00	\$0.00		HORTONWORKS
5		SEL HWX Connect Flx Crdts - 12 Credits SEL HWX Connect Flex Plan 1Y	\$8,615.00 \$23,077.00		31%	\$5,944.35 \$15,923.13						\$0.00 \$0.00		HORTONWORKS HORTONWORKS
5		SEL HDF Edge Agent Sub- 100 Agents	\$92,308.00		31%	\$63,692.52						\$0.00		HORTONWORKS
5		SEL HDF Edge Agent Sub- 10,000 Agents	\$1,846,154.00		31%	\$1,273,846.26						\$0.00		HORTONWORKS
5 5		SEL HDF Edge Agent Sub- 1000 Agents	\$461,538.00		31%	\$318,461.22			\$0.00			\$0.00		HORTONWORKS
5 5	E-HDF-DIM-1Y	Sel HDF Data in Motion Bundle SEL HDF Edge Brnch Office Sub - 10 Nodes	\$646,154.00 \$92,308.00		31% 31%	\$445,846.26 \$63,692.52			\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		HORTONWORKS HORTONWORKS
5	E-HDF-EDG-1Y	SEL HWX DataFlow Edge Pack 100 Devices	\$276,923.00		31%	\$191,076.87						\$0.00		HORTONWORKS
5		SEL HDF Edge Brnch Office Sub - 25 Nodes	\$138,462.00	K	31%	\$95,538.78			\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	HORTONWORKS
5	E-HDF-EFM-1Y	Sel HDF Ent Flow Mngt- 16 Cores	\$66,462.00	K	31%	\$45,858.78			\$0.00			\$0.00		HORTONWORKS
5 5	E-HDF-EMS-1Y E-HDF-ESP-1Y	Sel HDF MNGT Services 1 Cluster Sel HDF Stream Processing 4 Nodes	\$18,462.00 \$33,231.00	K K	31% 31%	\$12,738.78 \$22,929.39			\$0.00 \$0.00			\$0.00 \$0.00		HORTONWORKS HORTONWORKS
5	E-HDP-ENT-1Y	SEL HDP Ent. 4 Nodes or 50TB Raw Stor	\$14,769.00		31%	\$10,190.61						\$0.00		HORTONWORKS
5	E-HDP-EPL-1Y	SEL HDP Ent.+ 4 Nodes or 50TB Raw Stor	\$26,585.00		31%	\$18,343.65		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	HORTONWORKS
5	E-HDP-JSS-6M	SEL HDP Jumpstart Sub. 200TB- 6M sub.	\$46,154.00		31%	\$31,846.26	\$0.00					\$0.00		HORTONWORKS
5 5	E-HDP-SCHNG-1Y		\$29,538.46 \$18,462.00		31% 31%	\$20,381.54 \$12,738,78								HORTONWORKS HORTONWORKS
5		SEL Flx Sprt Contact - 1 yr - Required SEL HWX Connect Flx Crdts - 12 Credits	\$18,462.00 \$10,338.00		31% 31%	\$12,738.78 \$7,133.22						\$0.00 \$0.00		HORTONWORKS
5		SEL HWX Connect Flex Plan 1Y	\$27,692.00		31%	\$19,107.48						\$0.00		HORTONWORKS
5		SEL HDF Edge Agent Sub- 100 Agents	\$76,923.00		31%	\$53,076.87						\$0.00		HORTONWORKS
5 5	HDF-AGT-10K-1Y HDF-AGT-1K-1Y	SEL HDF Edge Agent Sub- 10,000 Agents	\$1,538,462.00		31%	\$1,061,538.78						\$0.00		HORTONWORKS HORTONWORKS
5 5	HDF-AGT-1K-1Y HDF-DIM-1Y	SEL HDF Edge Agent Sub- 1000 Agents Sel HDF Data in Motion Bundle	\$384,615.00 \$538,462.00		31% 31%	\$265,384.35 \$371,538.78						\$0.00 \$0.00		HORTONWORKS
5	HDF-EDG-10-1Y	SEL HDF Edge Brnch Office Sub - 10 Nodes	\$76,923.00		31%	\$53,076.87						\$0.00		HORTONWORKS
5	HDF-EDG-1Y	SEL HWX DataFlow Edge Pack 100 Devices	\$230,769.00	K	31%	\$159,230.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	HORTONWORKS
5	HDF-EDG-25-1Y	SEL HDF Edge Brnch Office Sub - 25 Nodes	\$115,385.00		31%	\$79,615.65								HORTONWORKS
5	HDF-EFM-1Y	Sel HDF Ent Flow Mngt- 16 Cores	\$55,385.00	ĸ	31%	\$38,215.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	HORTONWORKS

					NVP L	EVEL 1		N	VP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
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	HDF-EMS-1Y	Sel HDF MNGT Services 1 Cluster	\$15,385.00	K	31%	\$10,615.65	\$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 \$12,308.00	K K	31% 31%	\$19,107.48 \$8,492.52	\$0.00 \$0.00		\$0.00 \$0.00					HORTONWORKS HORTONWORKS
5	HDP-EPL-1Y	SEL HDP Ent.+ 4 Nodes or 50TB Raw Stor	\$22,154.00	ĸ	31%	\$15,286.26	\$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							HORTONWORKS
5 5	HDP-SCHNG-1Y	SEL Solr Search	\$24,615.38	K K	31% 31%	\$16,984.61	\$0.00							HORTONWORKS
5		SEL Flx Sprt Contact - 1 yr - Required SEL HWX Connect Flx Crdts - 12 Credits	\$15,385.00 \$8,615.00	K	31%	\$10,615.65 \$5,944.35	\$0.00 \$0.00		\$0.00 \$0.00					HORTONWORKS HORTONWORKS
5		SEL HWX Connect Flex Plan 1Y	\$23,077.00	K	31%	\$15,923.13	\$0.00		\$0.00					HORTONWORKS
5		SEL Catalog/Data Mgmt Starter for ENT	\$38,461.54	K	31%	\$26,538.46	\$0.00		\$0.00					INDEX ENGINES
5 5		SEL Catalog/Data Mgmt Starter for MM SEL IE Workshop 30 Day Single Server	\$15,384.62	K K	31% 31%	\$10,615.39	\$0.00 \$0.00		\$0.00					INDEX ENGINES
5		SELIE Workshop St. Day Single Server	\$0.00 \$15,385.00	K	31%	\$0.00 \$10,615.65	\$0.00		\$0.00 \$0.00					INDEX ENGINES INDEX ENGINES
5		SEL 1YR 1-9 ADMIN USER LOGIN	\$2,307.69	K	31%	\$1,592.31	\$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					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 K	31% 31%	\$4,299.23 \$3,582.69	\$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					INDEX ENGINES
5		SEL 5YR 10-99 ADMIN USER LOGIN	\$7,692.31	K	31%	\$5,307.69	\$0.00		\$0.00					INDEX ENGINES
5		SEL 1Y BU Catalog Bundle Up to 1k Tapes	\$15,384.62	K	31%	\$10,615.39	\$0.00		\$0.00					INDEX ENGINES
5 5		SEL 1Y BU Catalog Bundle Up to 5k Tapes SEL 1Y BU Catalog Bundle Upto 10k Tapes	\$30,769.23 \$46,153.85	K K	31% 31%	\$21,230.77 \$31,846.16	\$0.00 \$0.00		\$0.00 \$0.00					INDEX ENGINES INDEX ENGINES
5		SEL 1Y BU Catalog Bundle Up to 25k Tapes	\$76,923.08	K	31%	\$53,076.93	\$0.00		\$0.00					INDEX ENGINES
5	BCB-3YR-00001000	SEL 3Y BU Catalog Bundle Up to 1k Tapes	\$30,769.23	ĸ	31%	\$21,230.77	\$0.00		\$0.00					INDEX ENGINES
5		SEL 3Y BU Catalog Bundle Up to 5k Tapes	\$61,538.46	K	31%	\$42,461.54	\$0.00		\$0.00					INDEX ENGINES
5		SEL 3Y BU Catalog Bundle Up to 10k Tapes	\$92,307.69	K	31%	\$63,692.31	\$0.00		\$0.00					INDEX ENGINES
5 5		SEL 3Y BU Catalog Bundle Up to 25k Tapes SEL 5Y BU Catalog Bundle Up to 1k Tapes	\$153,846.15 \$46,153.85	K K	31% 31%	\$106,153.84 \$31,846.16	\$0.00 \$0.00		\$0.00 \$0.00					INDEX ENGINES INDEX ENGINES
5		SEL 5Y BU Catalog Bundle Up to 5k Tapes	\$92,307.69	ĸ	31%	\$63,692.31	\$0.00							INDEX ENGINES
5	BCB-5YR-00010000	SEL 5Y BU Catalog Bundle Up to 10k Tapes	\$138,461.54	K	31%	\$95,538.46	\$0.00			\$0.00	\$0.00		\$0.00	INDEX ENGINES
5		SEL 5Y BU Catalog Bundle Up to 25k Tapes	\$230,769.23	K	31%	\$159,230.77	\$0.00							INDEX ENGINES
5 5		SEL 1YR 25-49TB FILE METADATA INDEX	\$769.23 \$634.62	K K	31% 31%	\$530.77 \$437.89	\$0.00 \$0.00		\$0.00 \$0.00					INDEX ENGINES
5		SEL 1YR 50-99TB FILE METADATA INDEX SEL 1YR 100-249TB FILE METADATA INDEX	\$519.23	K	31%	\$358.27	\$0.00		\$0.00					INDEX ENGINES INDEX ENGINES
5		SEL 1YR 250-499TB FILE METADATA INDEX	\$384.62	ĸ	31%	\$265.39	\$0.00		\$0.00					INDEX ENGINES
5		SEL 1YR 500-999TB FILE METADATA INDEX	\$326.92	K	31%	\$225.57	\$0.00		\$0.00					INDEX ENGINES
5		SEL 1YR 1000-1999TB FILE METADATA INDE	\$269.23	K	31%	\$185.77	\$0.00		\$0.00					INDEX ENGINES
5 5		SEL 3YR 25-49TB FILE METADATA INDEX SEL 3YR 50-99TB FILE METADATA INDEX	\$2,076.92 \$1,713.46	K K	31% 31%	\$1,433.07 \$1,182.29	\$0.00 \$0.00		\$0.00 \$0.00					INDEX ENGINES INDEX ENGINES
5		SEL 3YR 100-249TB FILE METADATA INDEX	\$1,401.92	ĸ	31%	\$967.32	\$0.00		\$0.00					INDEX ENGINES
5	FMI-3YR-00000250	SEL 3YR 250-499TB FILE METADATA INDEX	\$1,038.46	K	31%	\$716.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5		SEL 3YR 500-999TB FILE METADATA INDEX	\$882.69	K	31%	\$609.06	\$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 K	31% 31%	\$501.57 \$2,123.07	\$0.00 \$0.00		\$0.00 \$0.00					INDEX ENGINES INDEX ENGINES
5		SEL 5YR 50-99TB FILE METADATA INDEX	\$2,538.46	K	31%	\$1,751.54	\$0.00		\$0.00					INDEX ENGINES
5		SEL 5YR 100-249TB FILE METADATA INDEX	\$2,076.92	K	31%	\$1,433.07	\$0.00		\$0.00					INDEX ENGINES
5		SEL 5YR 250-499TB FILE METADATA INDEX	\$1,538.46	K	31%	\$1,061.54	\$0.00		\$0.00					INDEX ENGINES
5		SEL 5YR 500-999TB FILE METADATA INDEX	\$1,307.69	K	31%	\$902.31	\$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 K	31% 31%	\$743.07 \$8.34	\$0.00 \$0.00		\$0.00 \$0.00					INDEX ENGINES INDEX ENGINES
5		SEL 1YR 2000-4999 TAPE CATALOG INGEST	\$9.77	ĸ	31%	\$6.74	\$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					INDEX ENGINES
5		SEL 1YR 10000-19999 TAPE CATALOG INGES		K	31%	\$4.20	\$0.00		\$0.00					INDEX ENGINES
5 5		SEL 1YR 20000-49999 TAPE CATALOG INGES SEL 1YR 50000-99999 TAPE CATALOG INGES		K K	31% 31%	\$3.39 \$2.60	\$0.00 \$0.00							INDEX ENGINES INDEX ENGINES
5		SEL 3YR 1000-1999 TAPE CATALOG INGEST	\$24.15		31%	\$16.66	\$0.00							INDEX ENGINES
5	TCI-3YR-00002000	SEL 3YR 2000-4999 TAPE CATALOG INGEST	\$19.54	K	31%	\$13.48	\$0.00							INDEX ENGINES
5		SEL 3YR 5000-9999 TAPE CATALOG INGEST	\$14.92	K	31%	\$10.29	\$0.00		\$0.00					INDEX ENGINES
5 5	TCI-3YR-00010000 TCI-3YR-00020000	SEL 3YR 10000-19999 TAPE CATALOG INGES SEL 3YR 20000-49999 TAPE CATALOG INGES		K K	31% 31%	\$8.38 \$6.80	\$0.00 \$0.00		\$0.00 \$0.00					INDEX ENGINES INDEX ENGINES
5		SEL 3YR 50000-99999 TAPE CATALOG INGES		K	31%	\$5.20	\$0.00		\$0.00					INDEX ENGINES
5		SEL 5YR 1000-1999 TAPE CATALOG INGEST	\$36.23	K	31%	\$25.00	\$0.00		\$0.00					INDEX ENGINES
5		SEL 5YR 2000-4999 TAPE CATALOG INGEST	\$29.31	K	31%	\$20.22	\$0.00		\$0.00					INDEX ENGINES
5		SEL 5YR 5000-9999 TAPE CATALOG INGEST	\$22.38	K	31%	\$15.44	\$0.00		\$0.00					INDEX ENGINES
5 5		SEL 5YR 10000-19999 TAPE CATALOG INGES SEL 5YR 20000-49999 TAPE CATALOG INGES		K K	31% 31%	\$12.58 \$10.19	\$0.00 \$0.00		\$0.00 \$0.00					INDEX ENGINES INDEX ENGINES
5		SEL 5YR 50000-99999 TAPE CATALOG INGES	\$11.31	K	31%	\$7.80	\$0.00							INDEX ENGINES
5		SEL 1YR 10-49 TAPE CATALOG REBUILD	\$96.15	K	31%	\$66.34	\$0.00							INDEX ENGINES
5		SEL 1YR 50-99 TAPE CATALOG REBUILD	\$62.54	K	31%	\$43.15								INDEX ENGINES
5 5		SEL 1YR 100-249 TAPE CATALOG REBUILD SEL 1YR 250-499 TAPE CATALOG REBUILD	\$48.08 \$38.46	K K	31% 31%	\$33.18 \$26.54	\$0.00 \$0.00		\$0.00 \$0.00					INDEX ENGINES INDEX ENGINES
5		SEL 1YR 250-499 TAPE CATALOG REBUILD SEL 1YR 500-999 TAPE CATALOG REBUILD	\$38.46 \$33.69	K K	31%	\$25.54 \$23.25	\$0.00		\$0.00					INDEX ENGINES INDEX ENGINES
5	TCR-1YR-00001000	SEL 1YR 1000-1999 TAPE CATALOG REBUILD	\$24.15		31%	\$16.66	\$0.00		\$0.00					INDEX ENGINES
5		SEL 1YR 2000-4999 TAPE CATALOG REBUILD	\$19.54	K	31%	\$13.48	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5		SEL 1YR 5000-9999 TAPE CATALOG REBUILD		K	31%	\$10.29	\$0.00		\$0.00					INDEX ENGINES
5 5		SEL 1YR 10000-24999 TAPE CATALOG REBU SEL 1YR 25000-49999 TAPE CATALOG REBU		K	31% 31%	\$8.38 \$6.37	\$0.00 \$0.00		\$0.00 \$0.00					INDEX ENGINES INDEX ENGINES
5		SEL 3YR 10-49 TAPE CATALOG REBUILD	\$9.23 \$144.23	K	31%	\$99.52	\$0.00		\$0.00					INDEX ENGINES
5	TCR-3YR-00000050	SEL 3YR 50-99 TAPE CATALOG REBUILD	\$93.81	ĸ	31%	\$64.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5	TCR-3YR-00000100	SEL 3YR 100-249 TAPE CATALOG REBUILD	\$72.12	K	31%	\$49.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES

					NVP L	EVEL 1		N	IVP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
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		SEL 3YR 250-499 TAPE CATALOG REBUILD	\$57.69	K	31%	\$39.81	\$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 K	31% 31%	\$34.87 \$25.00	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5		SEL 3YR 2000-4999 TAPE CATALOG REBUILD		K	31%	\$20.22	\$0.00		\$0.00			\$0.00		INDEX ENGINES
5		SEL 3YR 5000-9999 TAPE CATALOG REBUILD		K	31%	\$15.44	\$0.00		\$0.00			\$0.00		INDEX ENGINES
5		SEL 3YR 10000-24999 TAPE CATALOG REBU SEL 3YR 25000-49999 TAPE CATALOG REBU	\$18.23 \$13.85	K K	31% 31%	\$12.58 \$9.56	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5		SEL 5YR 10-49 TAPE CATALOG REBUILD	\$192.31	ĸ	31%	\$132.69	\$0.00		\$0.00			\$0.00		INDEX ENGINES
5	TCR-5YR-00000050	SEL 5YR 50-99 TAPE CATALOG REBUILD	\$125.08	K	31%	\$86.31	\$0.00		\$0.00			\$0.00	\$0.00	INDEX ENGINES
5 5		SEL 5YR 100-249 TAPE CATALOG REBUILD	\$96.15 \$76.92	K K	31% 31%	\$66.34 \$53.07	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		INDEX ENGINES
5 5		SEL 5YR 250-499 TAPE CATALOG REBUILD SEL 5YR 500-999 TAPE CATALOG REBUILD	\$67.38	K	31%	\$46.49	\$0.00		\$0.00			\$0.00		INDEX ENGINES INDEX ENGINES
5		SEL 5YR 1000-1999 TAPE CATALOG REBUILD	\$48.31	ĸ	31%	\$33.33	\$0.00		\$0.00	\$0.00		\$0.00		INDEX ENGINES
5		SEL 5YR 2000-4999 TAPE CATALOG REBUILD		K	31%	\$26.97	\$0.00		\$0.00			\$0.00		INDEX ENGINES
5		SEL 5YR 5000-9999 TAPE CATALOG REBUILD SEL 5YR 10000-24999 TAPE CATALOG REBU		K	31% 31%	\$20.60 \$16.77	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5		SEL 5YR 25000-49999 TAPE CATALOG REBU	\$18.46	K K	31%	\$12.74	\$0.00		\$0.00			\$0.00		INDEX ENGINES
5	TMI-1YR-00000010	SEL 1YR 10-49 TAPE METADATA INDEX	\$384.62	K	31%	\$265.39	\$0.00		\$0.00			\$0.00		INDEX ENGINES
5		SEL 1YR 50-99 TAPE METADATA INDEX	\$250.00	K	31%	\$172.50	\$0.00		\$0.00			\$0.00		INDEX ENGINES
5		SEL 1YR 100-249 TAPE METADATA INDEX SEL 1YR 250-499 TAPE METADATA INDEX	\$192.31 \$146.15	K K	31% 31%	\$132.69 \$100.84	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5		SEL 1YR 500-999 TAPE METADATA INDEX	\$119.23	ĸ	31%	\$82.27	\$0.00		\$0.00			\$0.00		INDEX ENGINES
5		SEL 1YR 1000-1999 TAPE METADATA INDEX	\$96.62	K	31%	\$66.67	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5		SEL 1YR 2000-4999 TAPE METADATA INDEX	\$78.15	K	31%	\$53.92	\$0.00		\$0.00			\$0.00		INDEX ENGINES
5 5		SEL 1YR 5000-9999 TAPE METADATA INDEX SEL 3YR 10-49 TAPE METADATA INDEX	\$59.69 \$500.00	K K	31% 31%	\$41.19 \$345.00	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		INDEX ENGINES 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		SEL 3YR 100-249 TAPE METADATA INDEX	\$250.00	K	31%	\$172.50	\$0.00		\$0.00	\$0.00		\$0.00		INDEX ENGINES
5		SEL 3YR 250-499 TAPE METADATA INDEX	\$190.00	K	31%	\$131.10	\$0.00		\$0.00			\$0.00		INDEX ENGINES
5		SEL 3YR 500-999 TAPE METADATA INDEX SEL 3YR 1000-1999 TAPE METADATA INDEX	\$155.00 \$125.60	K	31% 31%	\$106.95 \$86.66	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5		SEL 3YR 2000-4999 TAPE METADATA INDEX	\$101.60	ĸ	31%	\$70.10	\$0.00		\$0.00			\$0.00		INDEX ENGINES
5		SEL 3YR 5000-9999 TAPE METADATA INDEX	\$77.60	K	31%	\$53.54	\$0.00		\$0.00			\$0.00		INDEX ENGINES
5		SEL 5YR 10-49 TAPE METADATA INDEX SEL 5YR 50-99 TAPE METADATA INDEX	\$596.15	K	31%	\$411.34	\$0.00		\$0.00			\$0.00		INDEX ENGINES INDEX ENGINES
5		SEL 5YR 50-99 TAPE METADATA INDEX SEL 5YR 100-249 TAPE METADATA INDEX	\$387.50 \$298.08	K K	31% 31%	\$267.38 \$205.68	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5		SEL 5YR 250-499 TAPE METADATA INDEX	\$226.54	ĸ	31%	\$156.31	\$0.00		\$0.00			\$0.00		INDEX ENGINES
5		SEL 5YR 500-999 TAPE METADATA INDEX	\$184.81	K	31%	\$127.52	\$0.00		\$0.00	\$0.00		\$0.00		INDEX ENGINES
5 5		SEL 5YR 1000-1999 TAPE METADATA INDEX SEL 5YR 2000-4999 TAPE METADATA INDEX	\$149.75 \$121.14	K K	31% 31%	\$103.33 \$83.59	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5		SEL 5YR 5000-9999 TAPE METADATA INDEX	\$92.52	K	31%	\$63.84	\$0.00		\$0.00			\$0.00		INDEX ENGINES
5	IOM-SW1Y-0-10	SEL IOMART SW 1Y 0-10	\$538.00	K	31%	\$371.22	\$0.00	\$0.00	\$0.00			\$0.00		IOMART
5		SEL IOMART SW 1Y 1001+	\$183.00	K	31%	\$126.27	\$0.00		\$0.00			\$0.00		IOMART
5		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 IOMART
5		SEL IOMART SW 11 131-230 SEL IOMART SW 1Y 251-400	\$269.00	K	31%	\$185.61	\$0.00		\$0.00			\$0.00		IOMART
5	IOM-SW1Y-401-600	SEL IOMART SW 1Y 401-600	\$215.00	K	31%	\$148.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	IOMART
5		SEL IOMART SW 1Y 51-150	\$377.00	K	31%	\$260.13	\$0.00		\$0.00			\$0.00		IOMART
5 5		SEL IOMART SW 1Y 601-1000 SEL IOMART SW 2Y 0-10	\$194.00 \$915.00	K K	31% 31%	\$133.86 \$631.35	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		IOMART IOMART
5		SEL IOMART SW 2Y 1001+	\$311.00	ĸ	31%	\$214.59	\$0.00		\$0.00			\$0.00		IOMART
5		SEL IOMART SW 2Y 11-50	\$732.00	K	31%	\$505.08	\$0.00		\$0.00	\$0.00		\$0.00		IOMART
5		SEL IOMART SW 2Y 151-250 SEL IOMART SW 2Y 251-400	\$549.00 \$458.00	K	31% 31%	\$378.81 \$316.02	\$0.00 \$0.00		\$0.00	\$0.00		\$0.00		IOMART IOMART
5 5		SEL IOMART SW 21 251-400 SEL IOMART SW 2Y 401-600	\$366.00	K K	31%	\$316.02 \$252.54	\$0.00		\$0.00 \$0.00			\$0.00 \$0.00		IOMART
5		SEL IOMART SW 2Y 51-150	\$641.00	K	31%	\$442.29	\$0.00		\$0.00			\$0.00		IOMART
5		SEL IOMART SW 2Y 601-1000	\$330.00	K	31%	\$227.70	\$0.00		\$0.00			\$0.00		IOMART
5	IOM-SW3Y-0-10 IOM-SW3Y-1001+	SEL IOMART SW 3Y 0-10 SEL IOMART SW 3Y 1001+	\$1,292.00 \$439.00	K K	31% 31%	\$891.48 \$302.91	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		IOMART IOMART
5	IOM-SW3Y-11-50	SEL IOMART SW 3Y 11-50	\$1,034.00	ĸ	31%	\$713.46	\$0.00		\$0.00			\$0.00		IOMART
5		SEL IOMART SW 3Y 151-250	\$775.00	K	31%	\$534.75			\$0.00			\$0.00		IOMART
5		SEL IOMART SW 3Y 251-400	\$646.00	K	31%	\$445.74	\$0.00		\$0.00			\$0.00		IOMART
5		SEL IOMART SW 3Y 401-600 SEL IOMART SW 3Y 51-150	\$517.00 \$905.00	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		SEL IOMART SW 3Y 601-1000	\$465.00	ĸ	31%	\$320.85	\$0.00		\$0.00			\$0.00		IOMART
5	34585	STORCENTER IX4-100 6TB	\$1,875.00	K	31%	\$1,293.75						\$0.00		IOMEGA
5	EMCMAEVAL	SEL 30Day Free Trial of NTP Software M-A	\$0.00	K	31%	\$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 K	31% 31%	\$0.00 \$414.92	\$0.00 \$0.00					\$0.00 \$0.00		NTP SOFTWARE NTP SOFTWARE
5		SELECT NTPS Defendex 81-240TB License	\$570.67	ĸ	31%	\$393.76			\$0.00			\$0.00		NTP SOFTWARE
5	NTPSDFXB3TB	SELECT NTPS Defendex 241-500TB License	\$540.00	K	31%	\$372.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NTP SOFTWARE
5 5	NTPSDFXB4TB NTPSDFXB5TB	SELECT NTPS Defendex 501-750TB License SELECT NTPS Defendex 751-1024TB License	\$509.33	K K	31% 31%	\$351.44 \$328.44	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		NTP SOFTWARE NTP SOFTWARE
5	NTPSECSB16TB	SELECT NTPS Derendex 751-10241B License SELECT Archiver for ECS 10-80TB Lic	\$476.00 \$500.00	K K	31%	\$328.44 \$345.00	\$0.00		\$0.00 \$0.00			\$0.00		NTP SOFTWARE
5	NTPSECSB17TB	SELECT Archiver for ECS 81-240TB Lic	\$467.00	ĸ	31%	\$322.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NTP SOFTWARE
5	NTPSECSB18TB	SELECT Archiver for ECS 241-500TB Lic	\$436.00	K	31%	\$300.84	\$0.00	\$0.00	\$0.00	\$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 K	31% 31%	\$278.76 \$256.68	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		NTP SOFTWARE NTP SOFTWARE
5	NTPSECSB201B	SELECT Archiver for ECS 751-10241B Lic SELECT Archiver for ECS 1025-1500TB Lic	\$340.00	K	31%	\$234.60						\$0.00		NTP SOFTWARE
5	NTPSECSB22TB	SELECT Archiver for ECS 1501-2048TB Lic	\$308.00	K	31%	\$212.52						\$0.00		NTP SOFTWARE

					NVP L	EVEL 1		N	IVP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			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	NTPSECSB23TB	SELECT Archiver for ECS 2049-2500TB Lic	\$279.00	K	31%	\$192.51	\$0.00		\$0.00			\$0.00		NTP SOFTWARE
5 5	NTPSECSB24TB NTPSFAB1TB	SELECT Archiver for ECS 2501-3072TB Lic SELECT NTPS FA 10-80TB License	\$245.00 \$601.33	K K	31% 31%	\$169.05 \$414.92	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00) NTP SOFTWARE) NTP SOFTWARE
5	NTPSFAB2TB	SELECT NTPS FA 81-240TB License	\$570.67	K	31%	\$393.76	\$0.00		\$0.00			\$0.00		NTP SOFTWARE
5	NTPSFAB3TB	SELECT NTPS FA 241-500TB License	\$540.00	K	31%	\$372.60			\$0.00			\$0.00		NTP SOFTWARE
5	NTPSFAB4TB NTPSFAB5TB	SELECT NTPS FA 501-750TB License SELECT NTPS FA 751-1024TB License	\$509.33 \$476.00	K K	31% 31%	\$351.44 \$328.44	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00) NTP SOFTWARE) NTP SOFTWARE
5	NTPSFILEMGNT	SELECT NTPS FILE MGNT PROD	\$120.00	K	31%	\$82.80	\$0.00		\$0.00			\$0.00		NTP SOFTWARE
5	NTPSFRB1TB	SELECT NTPS FR 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	NTPSFRB2TB	SELECT NTPS FR 81-240TB License	\$570.67	K	31%	\$393.76	\$0.00		\$0.00			\$0.00		NTP SOFTWARE
5 5	NTPSFRB3TB NTPSFRB4TB	SELECT NTPS FR 241-500TB License SELECT NTPS FR 501-750TB License	\$540.00 \$509.33	K K	31% 31%	\$372.60 \$351.44	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00) NTP SOFTWARE) NTP SOFTWARE
5	NTPSFRB5TB	SELECT NTPS FR 751-1024TB License	\$476.00	K	31%	\$328.44	\$0.00		\$0.00			\$0.00		NTP SOFTWARE
5	NTPSQFSB1TB	SELECT NTPS QFS 10-80TB License	\$601.33	K	31%	\$414.92	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		NTP SOFTWARE
5	NTPSQFSB2TB	SELECT NTPS QFS 81-240TB License	\$570.67	K	31%	\$393.76	\$0.00		\$0.00			\$0.00		NTP SOFTWARE
5 5	NTPSQFSB3TB NTPSQFSB4TB	SELECT NTPS QFS 241-500TB License SELECT NTPS QFS 501-750TB License	\$540.00 \$509.33	K K	31% 31%	\$372.60 \$351.44	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00) NTP SOFTWARE) NTP SOFTWARE
5	NTPSQFSB5TB	SELECT NTPS QFS 751-1024TB License	\$476.00	ĸ	31%	\$328.44	\$0.00		\$0.00			\$0.00		NTP SOFTWARE
5	NTPSVFMB10TB	SELECT NTPS VFM 751-1024TB License	\$429.00	K	31%	\$296.01	\$0.00		\$0.00			\$0.00	\$0.00	NTP SOFTWARE
5	NTPSVFMB11TB	SELECT NTPS VFM 1025-1500TB License	\$392.31	K	31%	\$270.69	\$0.00		\$0.00			\$0.00		NTP SOFTWARE
5	NTPSVFMB12TB NTPSVFMB13TB	SELECT NTPS VFM 1501-2048TB License SELECT NTPS VFM 2049-2500TB License	\$355.38 \$321.54	K K	31% 31%	\$245.21 \$221.86	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00) NTP SOFTWARE) NTP SOFTWARE
5	NTPSVFMB14TB	SELECT NTPS VFM 2501-3072TB License	\$283.08	ĸ	31%	\$195.33	\$0.00		\$0.00			\$0.00		NTP SOFTWARE
5	NTPSVFMB6TB	SELECT NTPS VFM 10-80TB License	\$577.00	K	31%	\$398.13	\$0.00		\$0.00			\$0.00		NTP SOFTWARE
5	NTPSVFMB7TB	SELECT NTPS VFM 81-240TB License	\$538.00	K	31%	\$371.22	\$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 K	31% 31%	\$347.07 \$321.54	\$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	ĸ	31%	\$50,423.07	\$0.00		\$0.00	\$0.00		\$0.00		OPENTEXT
5	IA-PER-T1	SEL InfoArchive 6-20TB	\$43,846.00	K	31%	\$30,253.74	\$0.00		\$0.00			\$0.00		OPENTEXT
5	IA-PER-T2	SEL InfoArchive 21-50TB SEL InfoArchive 51-100TB	\$27,404.00	K	31% 31%	\$18,908.76			\$0.00			\$0.00		OPENTEXT
5 5	IA-PER-T3 IA-PER-T4	SEL InfoArchive 101-300TB	\$16,077.00 \$10,523.00	K K	31%	\$11,093.13 \$7,260.87	\$0.00		\$0.00 \$0.00			\$0.00 \$0.00		OPENTEXT OPENTEXT
5	IA-PER-T5	SEL InfoArchive 301+TB	\$5,262.00	ĸ	31%	\$3,630.78	\$0.00		\$0.00			\$0.00		OPENTEXT
5		SEL Puppet Ent 10K- 19999 nodes Prem Sub	\$142.00	K	31%	\$97.98	\$0.00		\$0.00			\$0.00		PUPPET LABS
5 5	PE1000019999SSTD	SEL Puppet Ent 10K- 19999 nodes Stnd Sub SEL Puppet Ent 1K-2499 nodes Prem Sub	\$118.46 \$185.00	K K	31% 31%	\$81.74 \$127.65	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00) PUPPET LABS) PUPPET LABS
5		SEL Puppet Ent 1K-2499 nodes Stnd Sub	\$152.31	K	31%	\$105.09	\$0.00		\$0.00			\$0.00		PUPPET LABS
5	PE100249SPRM	SEL Puppet Ent 100-249 nodes Prem Sub	\$328.00	K	31%	\$226.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PUPPET LABS
5	PE100249SSTD	SEL Puppet Ent 100-249 nodes Stnd Sub	\$172.31	K	31%	\$118.89	\$0.00		\$0.00			\$0.00		PUPPET LABS
5 5		I SEL Puppet Ent 20K- 49999 nodes Prem Sub SEL Puppet Ent 20K- 49999 nodes Stnd Sub	\$128.00 \$107.69	K K	31% 31%	\$88.32 \$74.31	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00) PUPPET LABS) PUPPET LABS
5		SEL Puppet Ent 2.5K-4999 nodes Prem Sub	\$162.00	K	31%	\$111.78	\$0.00		\$0.00			\$0.00		PUPPET LABS
5	PE25004999SSTD	SEL Puppet Ent 2.5K-4999 nodes Stnd Sub	\$135.38	K	31%	\$93.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PUPPET LABS
5	PE250499SPRM	SEL Puppet Ent 250-499 nodes Prem Sub	\$222.00	K	31%	\$153.18			\$0.00			\$0.00		PUPPET LABS
5	PE250499SSTD PE50009999SPRM	SEL Puppet Ent 250-499 nodes Stnd Sub SEL Puppet Ent 5K- 9999 nodes Prem Sub	\$163.08 \$157.00	K K	31% 31%	\$112.53 \$108.33	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00) PUPPET LABS) PUPPET LABS
5	PE500099999SSTD	SEL Puppet Ent 5K- 9999 nodes Stnd Sub	\$130.77	K	31%	\$90.23	\$0.00		\$0.00			\$0.00		PUPPET LABS
5	PE500999SPRM	SEL Puppet Ent 500-999 nodes Prem Sub	\$195.00	K	31%	\$134.55	\$0.00		\$0.00			\$0.00		PUPPET LABS
5	PE500999SSTD	SEL Puppet Ent 500-999 nodes Stnd Sub	\$156.92	K	31%	\$108.27	\$0.00		\$0.00			\$0.00		PUPPET LABS
5 5	AIA-1	FSEL Puppet Ent Bundled-EHC Min Qty=3000 SEL STEELCNT APPINT AGENT (QTY 1-24)	\$151.00 \$6,399.00	K K	31% 31%	\$104.19 \$4,415.31	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00) PUPPET LABS) RIVERBED
5	AIA-2	SEL STEELCNT APPINT AGENT (QTY 25-49)	\$5,439.00	ĸ	31%	\$3,752.91	\$0.00		\$0.00			\$0.00		RIVERBED
5	AIA-3	SEL STEELCNT APPINT AGENT (QTY 50-99)	\$4,799.00	K	31%	\$3,311.31	\$0.00		\$0.00			\$0.00		RIVERBED
5	AIA-4	SEL STEELCNT APPINT AGENT (QTY 100-249		K	31%	\$3,090.51	\$0.00		\$0.00			\$0.00		RIVERBED
5 5	AIA-5 AIA-6	SEL STEELCNT APPINT AGENT (QTY 250-498 SEL STEELCNT APPINT AGENT (QTY 500-998		K K	31% 31%	\$2,869.71 \$2,538.51	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00) RIVERBED) RIVERBED
5	AIA-7	SEL STEELCNT APPINT AGENT (1000-2499)	\$3,519.00	K	31%	\$2,428.11	\$0.00		\$0.00			\$0.00		RIVERBED
5	AIA-8	SEL STEELCNT APPINT AGENT (2500-4999)	\$3,200.00	K	31%	\$2,208.00	\$0.00		\$0.00			\$0.00		RIVERBED
5 5	AIA-9 AIXBMX-40	SEL STEELCNT APPINT AGENT (5000-99999) SEL AI Xprt BrwsrMetrix 10MPqViews-Month	\$2,880.00 \$26,332.00	K 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 Xprt BrwsrMetrix 100MPgViews-Month	\$20,332.00	K	31%	\$154,470.99	\$0.00		\$0.00			\$0.00) RIVERBED
5	AIXBMX-60	SEL AI Xprt BrwsrMetrix 1BPgViews-Month	\$882,332.00	K	31%	\$608,809.08	\$0.00	\$0.00	\$0.00			\$0.00		RIVERBED
5	AIXBMX-70	SEL AI Xprt BrwsrMetrix 10BPgViews-Month	\$1,846,148.00	K	31%	\$1,273,842.12	\$0.00		\$0.00			\$0.00		RIVERBED
5	AIXCOL AIXCON	SEL AppInternals Xpert Agent SEL AppInternals Xpert Management Server	\$3,932.00 \$34,455.00	K K	31% 31%	\$2,713.08 \$23,773.95	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00) RIVERBED) RIVERBED
5	ARX-03300-B010	SEL AppResponse 3300	\$66,455.00	K	31%	\$45,853.95						\$0.00) RIVERBED
5	ARX-03800-B010	SEL AppResponse 3800	\$105,225.00	K	31%	\$72,605.25	\$0.00	\$0.00	\$0.00			\$0.00		RIVERBED
5	ARX-04300-B010	SEL AppResponse 4300	\$138,455.00		31%	\$95,533.95						\$0.00		RIVERBED
5	ARX-05100-B010 ARX-06000-B010	SEL AppResponse 5100 SEL AppResponse 6000	\$177,225.00 \$253,532.00		31% 31%	\$122,285.25 \$174,937.08						\$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) RIVERBED
5	ARXCXT100	SEL CX-Tracer - 100 Servers	\$131,686.00	K	31%	\$90,863.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	ARXCXT500	SEL CX-Tracer - 500 Servers	\$329,225.00		31%	\$227,165.25	\$0.00		\$0.00			\$0.00		RIVERBED
5 5	ARXDB ARX-DIR300-B010	SEL AppResponse DB Module SEL AppResponse Director	\$19,686.00 \$52,055.00		31% 31%	\$13,583.34 \$35,917.95	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00) RIVERBED) RIVERBED
5		SEL AppResponse Expansion Chassis	\$68,302.00		31%	\$35,917.95 \$47,128.38	\$0.00					\$0.00) 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	\$0.00	RIVERBED
5	ARX-SM-4000	SEL Shark Module for AppResp 4000 series	\$22,025.00	K	31%	\$15,197.25						\$0.00		RIVERBED
5 5	ARX-SM-5000 ARX-SM-6000	SEL Shark Module for AppResp 5000 series SEL Shark Module for AppResp 6000 series	\$26,455.00 \$42,332.00		31% 31%	\$18,253.95 \$29,209.08						\$0.00 \$0.00) RIVERBED) RIVERBED
Ü	/ 11 / X-OIVI-0000	OLL CHAIR MODULE for Appress 0000 selles	ψ42,332.00	iV.	3170	ψ∠ઝ,∠∪ઝ.∪٥	φυ.υυ	φυ.00	φ0.00	φυ.υυ	φυ.00	φυ.00	φυ.00	INVERDED

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		,	1		NVP	LEVEL 1			NVP MAINTENANCE	AND WARRANTY I		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	ARX-UCMM	SEL AppResponse UC Module	\$39,502.00	K	31%	\$27,256.38	\$0.00		\$0.00			\$0.00		RIVERBED
5 5	ARX-V2000 ARXVMON	SEL AppResponse v2000 SEL AppResponse VMon	\$32,855.00 \$14,517.00	K K	31% 31%	\$22,669.95 \$10,016.73	\$0.00 \$0.00					\$0.00 \$0.00		RIVERBED RIVERBED
5	ARXVOI1K	SEL AppResponse vivion SEL AppResp VoIP Module 1-1000 Calls	\$14,517.00		31%	\$13,583.34	\$0.00					\$0.00		RIVERBED
5	ARXVOI250	SEL AppResponse VoIP Module 1-250 Calls	\$7,871.00		31%	\$5,430.99	\$0.00					\$0.00		RIVERBED
5	ARXVOI500	SEL AppResponse VoIP Module 1-500 Calls	\$13,163.00		31%	\$9,082.47	\$0.00					\$0.00		RIVERBED
5	ASENX	SEL AppSensor Xpert	\$26,332.00	K	31%	\$18,169.08	\$0.00					\$0.00		RIVERBED
5	ASESNMP	SEL AppSensor SNMP Adapter Pack	\$6,154.00	K	31%	\$4,246.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	ATXP	SEL AppTransaction Plus	\$109,286.00	K	31%	\$75,407.34	\$0.00					\$0.00		RIVERBED
5	ATXS	SEL AppTransaction Standard	\$77,655.00	K	31%	\$53,581.95	\$0.00					\$0.00		RIVERBED
5	CMC-H-10-1	SELECT 10 PACK CMC LICENSES (QTY 0-4)	\$3,077.00	K	31%	\$2,123.13	\$0.00					\$0.00		RIVERBED
5 5	CMC-H-10-2	SELECT 10 PACK CMC LICENSES (QTY 5-19)	\$2,462.00	K K	31% 31%	\$1,698.78	\$0.00					\$0.00		RIVERBED RIVERBED
5	CMC-H-10-3 CMC-H-10-4	SELECT 10 PACK CMC LICENSES (QTY 20-44 SELECT 10 PACK CMC LICENSES (QTY 45-94		K	31%	\$1,019.13 \$764.52	\$0.00 \$0.00					\$0.00 \$0.00		RIVERBED
5	CMC-H-10-5	SELECT 10 PACK CMC LICENSES (QTY 95-19		K	31%	\$636.87	\$0.00					\$0.00		RIVERBED
5	CMC-H-10-6	SELECT 10 PACK CMC LICENSES (QTY 195+)	\$677.00	ĸ	31%	\$467.13	\$0.00					\$0.00		RIVERBED
5	CMC-S-10-1	SELECT CMC-VE Licenses (Qty 0-9)	\$3,077.00	K	31%	\$2,123.13	\$0.00					\$0.00		RIVERBED
5	CMC-S-10-2	SELECT CMC-VE LICENSES (QTY 10-24)	\$2,462.00	K	31%	\$1,698.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	CMC-S-10-3	SELECT CMC-VE LICENSES (QTY 24-29)	\$1,477.00	K	31%	\$1,019.13	\$0.00					\$0.00		RIVERBED
5	CMC-S-10-4	SELECT CMC-VE LICENSES (QTY 50-99)	\$1,108.00		31%	\$764.52	\$0.00					\$0.00		RIVERBED
5	CMC-S-10-5	SEL CMC-VE Licenses (Qty 100-199)	\$923.00		31%	\$636.87	\$0.00					\$0.00		RIVERBED
5 5	CMC-S-10-6 CMC-VE-INST	SEL CMC-VE Licenses (Qty 200+)	\$677.00	K K	31% 31%	\$467.13	\$0.00 \$0.00					\$0.00 \$0.00		RIVERBED RIVERBED
5		SEL VIRTUAL CMC LICENSE SEL SteelCentNetShkPckAnlyz1ConcLic(1-4)	\$1,846.00 \$5,532.00	K	31%	\$1,273.74 \$3,817.08	\$0.00					\$0.00		RIVERBED
5		2 SEL SteelCentNetShkPckAnlyz1ConcLic(5-9)	\$4,425.00	K	31%	\$3,053.25	\$0.00					\$0.00		RIVERBED
5		SEL SteelCentNSharkPackAnalv1CncLic10-24	\$3,563.00	ĸ	31%	\$2,458.47	\$0.00					\$0.00		RIVERBED
5		SEL SteelCentNetSharkPktAnlz1CncLic25 up	\$3,071.00		31%	\$2,118.99	\$0.00					\$0.00		RIVERBED
5	CSP-CNC-LICUSR-1	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	\$4,425.00	K	31%	\$3,053.25	\$0.00					\$0.00		RIVERBED
5		SEL Pilot Concurrent User 10-24	\$3,563.00	K	31%	\$2,458.47	\$0.00					\$0.00		RIVERBED
5		SEL Pilot Concurrent User 25+	\$3,071.00		31%	\$2,118.99	\$0.00					\$0.00		RIVERBED
5	CSP-LIC-USR-1	SEL CASCADE PILOT 1 USER 1-2	\$3,686.00	K K	31%	\$2,543.34	\$0.00					\$0.00		RIVERBED RIVERBED
5 5	CSP-LIC-USR-2 CSP-LIC-USR-3	SEL CASCADE PILOT 1 USER 3-4 SEL CASCADE PILOT 1 USER 5-9	\$3,563.00 \$2,938.00		31% 31%	\$2,458.47 \$2,027.22	\$0.00 \$0.00					\$0.00 \$0.00		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		RIVERBED
5	CSP-LIC-USR-5	SEL CASCADE PILOT 1 USER 25-49	\$2,651.00	ĸ	31%	\$1,829.19	\$0.00					\$0.00		RIVERBED
5	CSP-LIC-USR-6	SEL CASCADE PILOT 1 USER 50-99	\$2,518.00	K	31%	\$1,737.42	\$0.00					\$0.00		RIVERBED
5	CSP-LIC-USR-7	SEL CASCADE PILOT 1 USER 100-99999	\$2,140.00	K	31%	\$1,476.60	\$0.00					\$0.00		RIVERBED
5	CSP-PE-LIC	SEL Cascade Pilot Personal Edition	\$1,594.00	K	31%	\$1,099.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	CX-255-B020	SEL SteelHead CX255B020 with RiOS (TAA)	\$2,209.00	K	31%	\$1,524.21	\$0.00					\$0.00		RIVERBED
5	FPS-003	SEL FIPS License (CX555/570/EX560)	\$3,077.00		31%	\$2,123.13	\$0.00					\$0.00		RIVERBED
5	FPS-004	SEL FIPS License (CX755/770/EX760)	\$4,431.00		31%	\$3,057.39	\$0.00					\$0.00		RIVERBED
5 5	FPS-005 FPS-006	SELFIPS 2050/1555/3070/EX/SFED21/22/3100	\$5,046.00 \$9,231.00	K K	31% 31%	\$3,481.74 \$6,369.39	\$0.00 \$0.00					\$0.00 \$0.00		RIVERBED RIVERBED
5	FPS-006 FPS-007	SEL FIPS 5050/6050/5055/5070/SFED32/5100 SEL FIPS License (SH7050/CX7055/CX7070)	\$18,462.00		31%	\$6,369.39 \$12,738.78	\$0.00					\$0.00		RIVERBED
5	FSYNC-001	SEL FusionSync GCA2000	\$3,077.00	ĸ	31%	\$2,123.13	\$0.00					\$0.00		RIVERBED
5	FSYNC-002	SEL FusionSync GCA 3000	\$4,615.00		31%	\$3,184.35	\$0.00					\$0.00		RIVERBED
5	FSYNC-003	SEL FusionSync VGC1000	\$1,846.00	K	31%	\$1,273.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	FSYNC-004	SEL FusionSync VGC1500	\$3,077.00	K	31%	\$2,123.13	\$0.00	\$0.00				\$0.00		RIVERBED
5	FSYNC-005	SEL FusionSync SFCR3500	\$6,154.00	K	31%	\$4,246.26	\$0.00					\$0.00		RIVERBED
5	HA-BUNDLE	SEL High Avail Bundle (25% ea adj LP)	\$0.00	K	31%	\$0.00	\$0.00					\$0.00		RIVERBED
5	INT-09600-B010	SEL SteelHead Interceptor 9600 Base	\$55,378.00	K	31%	\$38,210.82	\$0.00					\$0.00		RIVERBED
5 5	INT-09600-B010-C KIT-MEM1-1260	SEL SteelHead Interceptor 9600 Base-C	\$55,378.00	K K	31% 31%	\$38,210.82	\$0.00 \$0.00					\$0.00 \$0.00		RIVERBED
5	KIT-MEM2-1260	SEL MEMORY UPGR LIC KIT EX1260 (TO 32G SEL MEMORY UPGR LIC KIT EX1260 (TO 64G			31%	\$1,698.78 \$6,793.74	\$0.00					\$0.00		RIVERBED RIVERBED
5	L-CAP2260-CAA	SEL CAS ANALYTICS LIC FOR CAP-2260-B01	\$49,225.00		31%	\$33,965.25	\$0.00					\$0.00		RIVERBED
5	L-CAP4260-CAA	SEL CAS ANALYTICS LICENSE FOR ENT PRO		K	31%	\$59,442.12	\$0.00					\$0.00		RIVERBED
5	LIC-ADD-100MB	SEL License 100Mbps add on-VH only	\$4,923.00	K	31%	\$3,396.87	\$0.00					\$0.00		RIVERBED
5	LIC-ARX3300	SEL AppResponse 3300 licenses	\$7,385.00	K	31%	\$5,095.65	\$0.00					\$0.00		RIVERBED
5	LIC-ARX3800	SEL AppResponse 3800 licenses	\$11,692.00	K	31%	\$8,067.48	\$0.00					\$0.00		RIVERBED
5	LIC-ARX4300	SEL AppResponse 4300 licenses	\$15,385.00	K	31%	\$10,615.65	\$0.00					\$0.00		RIVERBED
5	LIC-ARX5100	SEL AppResponse 5100 licenses	\$19,692.00	K	31%	\$13,587.48	\$0.00					\$0.00		RIVERBED
5 5	LIC-ARX6000 LIC-ARXDIR300	SEL AppResponse 6000 licenses SEL AppResponse Director 300 licenses	\$28,314.00	K K	31%	\$19,536.66 \$3,991.65	\$0.00 \$0.00					\$0.00 \$0.00		RIVERBED RIVERBED
5		SEL SDN Feature License for CAP-VE-100	\$5,785.00 \$6,148.00	K	31% 31%	\$3,991.05 \$4,242.12						\$0.00		RIVERBED
5		SEL SDN Feature License for CAX-460	\$2,455.00	K	31%	\$1,693.95	\$0.00					\$0.00		RIVERBED
5	LIC-CXA-255-H	SEL License SteelHead CX255-H	\$6,400.00	ĸ	31%	\$4,416.00						\$0.00		RIVERBED
5	LIC-CXA-255-L	SEL License SteelHead CX255-L	\$1,477.00	ĸ	31%	\$1,019.13								RIVERBED
5	LIC-CXA-255-M	SEL License SteelHead CX255-M	\$3,938.00		31%	\$2,717.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	LIC-CXA-255-U	SEL License SteelHead CX255-U	\$246.00		31%	\$169.74						\$0.00		RIVERBED
5	LIC-CXA-570-H	SEL Lic SteelHead CX570H 10Mbps 700conn	\$5,292.00		31%	\$3,651.48	\$0.00					\$0.00		RIVERBED
5	LIC-CXA-570-L	SEL Lic SteelHead CX570L 10Mbps 275conn	\$985.00		31%	\$679.65	\$0.00					\$0.00		RIVERBED
5	LIC-CXA-570-M	SEL Lic SteelHead CX570M 10Mbps 450conn	\$3,446.00	K	31%	\$2,377.74	\$0.00					\$0.00		RIVERBED
5 5	LIC-CXA-770-H LIC-CXA-770-L	SEL Lic SteelHead CX770H 30Mbps 2500conn SEL Lic SteelHead CX770L 20Mbps 1000conn	\$10,209.00 \$1,594.00		31% 31%	\$7,044.21 \$1,099.86	\$0.00 \$0.00					\$0.00 \$0.00		RIVERBED RIVERBED
5	LIC-CXA-770-L	SEL Lic SteelHead CX770L 20Mbps 1000conn	\$1,594.00		31%	\$2,797.95	\$0.00					\$0.00		RIVERBED
5	LIC-INT-09600	SEL License Steelhead INT-9600	\$6,154.00		31%	\$4,246.26	\$0.00					\$0.00		RIVERBED
5	LIC-SCAN-02170	SEL SteelCentral NetShark 2170 license	\$4,923.00		31%	\$3,396.87	\$0.00					\$0.00		RIVERBED
5	LIC-SCAN-04170	SEL SteelCentral NetShark 4170 license	\$9,231.00		31%	\$6,369.39						\$0.00		RIVERBED
5	LIC-SCAN-06170	SEL SteelCentral NetShark 6170 license	\$12,308.00		31%	\$8,492.52								RIVERBED

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S LIC-SEED-2100-W1 SELL LG SEED210 W1 SELD COME, 20Mbps \$14,780 \$0.00 \$10.00 \$	5														
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S LIC-SFED-3100-WI SEL LIC SFED-3100 WI 2500 cms, 50Mbps \$12,308.00 K 31% \$18,492.52 \$0.00 \$	5				K										
SELLIC SFED310-W3 SELLIC SFED3100 W3 1000 Cmm, 100Mbps \$33,846.0 K 31% \$23,353.74 \$0.00	5	LIC-SFED-3100-W1	SEL LIC SFED3100 W1 2500 cxns, 30Mbps	\$12,308.00	K	31%	\$8,492.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
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5 LIC-SFED-5100-W SEL LIC SFED-5100 W SEL LIC	5				K										
5 LIC-SFED-5100-W2 SEL LUS PED-5100 W2 10000 csrs, 100Mbps \$30,769.00 K 31% \$21,230.61 \$0.00 \$0.	5				ĸ										
5 M-LICSCAN-SFED20 SEL SuppriNSharkVE SIFusionEdg2100, 2200 \$317.00 K 31% \$218.73 \$0.00	5				K										
5 NIC-001-2TX SEL 2PÓRT1GBE TX COPPER NÍC VSH USE \$1,838.00 K 31% \$1,268.22 \$0.00	5														
5 NIC-003-4TX	•														
5 NIC-003-4TX-C SEL 4P1GBE TX COPPER NIC \$3,194.00 K 31% \$2,203.86 \$0.00	5				K										
5 NIC-003-4TXEC SEL EVAL 4-PORT 1GBE TX COPPER NIC \$3,194.00 K 31% \$13,794.48 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED \$10,100-44SX SEL 4P 1GBE SX MULTI MDE RIC-CX;EX(SPAF \$19,992.00 K 31% \$11,035.86 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED \$10,100-44SX SEL 4P-0RT 1GBE SX MULTI MDE RICER NI \$15,994.00 K 31% \$11,035.86 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED \$10,100-44SX SEL 4P-1GBE LX SGLE MDE NIC-CX;EX(SPAF \$23,069.00 K 31% \$15,917.61 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED \$10,100-44SX SEL 4P-1GBE LX SGLE MDE NIC-CX;EX(SPAF \$23,069.00 K 31% \$15,917.61 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED \$10,100-44SX SEL 4P-1GBE LX SINGLE MODE FIBER N \$13,455.00 K 31% \$15,917.61 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED \$10,100-44SX SEL 4P-1GBE LX SINGLE MODE FIBER N \$13,455.00 K 31% \$18,040.74 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED \$10,100-45SX SEL 2-port 1GBE LR Fiber NIC- Gen 2 \$20,917.00 K 31% \$18,040.74 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED \$10,100-45SX SEL 2-port 1GBE LR Fiber NIC- Gen 2 \$20,917.00 K 31% \$14,432.73 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED \$10,100-45SX SEL 2-port 1GBE LR Fiber NIC-Gen 2 \$16,609.00 K 31% \$14,432.73 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED \$10,100-45SX SEL 2-100-45SX MILT MODE FIBER (IR; SR) REQUIRES SPP'S \$19,992.00 K 31% \$11,460.21 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED \$10,100-45SX SEL 2-PORT 1GBE LX NIC (XX50) SPARE \$15,994.00 K 31% \$11,035.86 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED \$10,100-45SX SEL 2-PORT 1GBE LX NIC (XX50) ADD-ON \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED \$10,100-45SX SEL 2-PORT 1GBE LX NIC (XX50) ADD-ON \$0.00 RIVERBED \$10,100-15SX SEL 2-PORT 1GBE LX NIC (XX50) ADD-ON \$0.00 RIVERBED \$10,100-15SX SEL 2-PORT 1GBE LX NIC (XX50) ADD-ON \$0	5 5				K										
5 NIC-004-4SX-C SEL 4-PORT 1GBE SX MULTI MODE FIBÈR NI \$15,994.00 K 31% \$11,035.86 \$0.00 \$	5		SEL EVAL 4-PORT 1GBE TX COPPER NIC	\$3,194.00	ĸ										
5 NIC-005-4LX SEL 4P 1GBE LX SGLE MDE NIC-CX;EX(SPAF \$23,069.00 K 31% \$15,917.61 \$0.00 \$0.	5				K										
5 NIC-005-4LX-C SEL 4-PORT 1GBE LX SINGLE MODE FIBER N \$18,455,00 K 31% \$12,733,95 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED \$10,000 \$0.00 \$0	5				K	0170									
5 NIC-007-2LR-C SEL 2-port 10GbE LR Fiber NIC- Gen 2 \$20,917.00 K 31% \$14,32.73 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED \$10.008-2SR-C SEL 2+10GbE SR Multi Mode Fiber NIC-Gen 2 \$16,609.00 K 31% \$14,32.78 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED \$10.008-2SR-C SEL 2+10GbE SR Mult Mode Fiber NIC-Gen 2 \$16,609.00 K 31% \$11,460.21 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED \$10.008-2SR-C SEL 2+10GF IBER (LR;SR) REQUIRES SFP'S \$19,992.00 K 31% \$13,794.48 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED \$10.009-2SR-C SEL 2-PORT 10GF IBER (LR;SR) REQUIRES SFP'S \$19,992.00 K 31% \$11,035.86 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED \$10.009-2SR-C SEL 2-PORT 10GB LX NIC (XX50) SPARE \$7,495.00 K 31% \$5,171.55 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED \$10.008-2SR-C SEL 2-PORT 10GB LX NIC (XX50) ADD-ON \$9,954.00 K 31% \$5,171.55 \$0.00 \$0.0		NIC-005-4LX-C	SEL 4-PORT 1GBE LX SINGLE MODE FIBER N	\$18,455.00		31%	\$12,733.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 NIC-008-2SR SEL 2P10GbE SR MultiModeFiberNIC-Gen2Spr \$20,762.00 K 31% \$14,325.78 \$0.00 \$	-														
5 NIC-008-2SR-C SEL 2P 10GbE SR Mult Mode Fiber NIC-Gen2 \$16,609.00 K 31% \$11,460.21 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED \$10,009-2XF SEL 2P 10G FIBER (LR;SR) REQUIRES SFP'S \$19,992.00 K 31% \$13,794.48 \$0.00	5 5														
5 NIC-01G-2LX SEL 2-PORT 1GBE LX NIC (XX50) SPARE \$7,495.00 K 31% \$11,035.86 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED 5 NIC-01G-2LX SEL 2-PORT 1GBE LX NIC (XX50) SPARE \$7,495.00 K 31% \$5,171.55 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED 5 NIC-01G-2LX-C SEL 2-PORT 1GBE LX NIC (XX50) ADD-ON \$9,954.00 K 31% \$6,868.26 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED 5 NIC-01G-2SX-C SEL 2-PORT 1GBE SX NIC (XX50) ADD-ON \$8,954.00 K 31% \$4,481.55 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED 5 NIC-01G-2SX-C SEL 2-PORT 1GBE SX NIC (XX50) ADD-ON \$8,626.00 K 31% \$5,951.94 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED	5	NIC-008-2SR-C	SEL 2P 10GbE SR Mult Mode Fiber NIC-Gen2	\$16,609.00		31%	\$11,460.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 NIC-01G-2LX SEL 2-PORT 1GBE LX NIC (XX50) SPARE \$7,495.00 K 31% \$5,171.55 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED 5 NIC-01G-2LX-C SEL 2-PORT 1GBE LX NIC (XX50) ADD-ON \$9,954.00 K 31% \$6,868.26 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED 5 NIC-01G-2SX-C SEL 2-PORT 1GBE SX NIC (XX50) ADD-ON \$6,495.00 K 31% \$4,481.55 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED 5 NIC-01G-2SX-C SEL 2-PORT 1GBE SX NIC (XX50) ADD-ON \$6,862.00 K 31% \$5,951.94 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED	•				K										
5 NIC-01G-2LX-C SEL 2-PORT 1GBE LX NIC (XX50) ADD-ON \$9,954.00 K 31% \$6,868.26 \$0.00	Ü				K K										
5 NIC-01G-2SX-C SEL 2-PORT 1GBE SX NIC (XX50) ADD-ON \$8,826.00 K 31% \$5,951.94 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00	5	NIC-01G-2LX-C	SEL 2-PORT 1GBE LX NIC (XX50) ADD-ON	\$9,954.00	K	31%	\$6,868.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
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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	W/MC PREM MNT	PROSUPPORT ENH MNT LP	BASIC MNT LP	PS W/MC PREM	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	NIC-01G-4LX-C	SEL 4-PORT 1GBE LX NIC (XX50) ADD-ON	\$19,915.00	K	31%	\$13,741.35	\$0.00		\$0.00	\$0.00	LF	\$0.00	\$0.00	RIVERBED
5	NIC-01G-4SX	SEL 4-PORT 1GBE SX NIC (XX50) SPARE	\$12,495.00	K	31%	\$8,621.55			\$0.00	\$0.00	\$0.00			RIVERBED
5 5	NIC-01G-4SX-C NIC-01G-4TX	SEL 4-PORT 1GBE SX NIC (XX50) ADD-ON SEL 4-PORT 1GBE TX NIC (XX50) SPARE	\$17,259.00 \$2,595.00	K K	31% 31%	\$11,908.71 \$1,790.55			\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) RIVERBED) RIVERBED
5	NIC-01G-4TX-C	SEL 4-PORT 1GBE TX NIC (XX50) SPARE SEL 4-PORT 1GBE TX NIC (XX50) ADD-ON	\$3,446.00	K	31%	\$2,377.74			\$0.00	\$0.00	\$0.00) RIVERBED
5	NIC04-4SX-E-C	SEL EVAL 4P 1GBE SX MULT MODE FIBER N		ĸ	31%	\$11,035.86			\$0.00	\$0.00	\$0.00			RIVERBED
5	NIC05-4LX-E-C	SEL EVAL 4P 1GBE LX SINGLEMODE FIBER		K	31%	\$12,733.95			\$0.00	\$0.00	\$0.00			RIVERBED
5	NIC-1-001G-2LXBP	SEL Dual 1 GbE Fiber LX	\$9,225.00	K	31%	\$6,365.25			\$0.00	\$0.00	\$0.00			RIVERBED
5 5	NIC-1-001G-2SXBP	SEL Dual 1 GbE Fiber SX	\$7,994.00	K K	31% 31%	\$5,515.86			\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			RIVERBED
5	NIC-1-001G-4LXBP NIC1-001G-4SEP-C	SEL Quad 1 GbE Fiber LX SEL Quad 1 GbE Fiber SFP	\$18,455.00 \$10,455.00	K	31%	\$12,733.95 \$7,213.95			\$0.00	\$0.00	\$0.00) RIVERBED) RIVERBED
5	NIC-1-001G-4TX	SEL Quad 1 GbE Copper Base-T	\$2,086.00	ĸ	31%	\$1,439.34			\$0.00	\$0.00	\$0.00			RIVERBED
5	NIC-1-001G-4TXBP	SEL Quad 1 GbE Copper Base-T	\$2,702.00	K	31%	\$1,864.38			\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL Quad 1 GbE Copper Base-T	\$2,086.00	K	31%	\$1,439.34	\$0.00		\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL Dual 10 GbE Fiber LR	\$20,917.00	K	31%	\$14,432.73			\$0.00	\$0.00	\$0.00			RIVERBED
5 5		SEL Dual 10 GbE Fiber SFP+ SEL Dual 10 GbE Fiber SFP+	\$11,686.00 \$11,686.00	K K	31% 31%	\$8,063.34 \$8,063.34	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) RIVERBED) RIVERBED
5		SEL Dual 10 GbE Fiber SR	\$16,609.00	ĸ	31%	\$11,460.21	\$0.00		\$0.00	\$0.00	\$0.00			RIVERBED
5	NIC-1-010G-2TX	SEL Dual 10 GbE Copper Base-T	\$7,378.00	K	31%	\$5,090.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5		SEL Dual 10 GbE Copper Base-T	\$7,378.00	K	31%	\$5,090.82			\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL Quad 10 GbE Fiber SFP+	\$17,840.00	K K	31%	\$12,309.60			\$0.00	\$0.00	\$0.00			RIVERBED
5 5	NIC-1-010G-4TX NIC-1-010G-4TX-C	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	K	31%	\$15,573.30			\$0.00	\$0.00	\$0.00			RIVERBED
5	NIC-10G-2SR-C	SEL 2-PORT 10GBE SR MM NIC ADD ON	\$17,922.00	K	31%	\$12,366.18			\$0.00	\$0.00	\$0.00			RIVERBED
5	NIC-CSK210G-C	SEL 2P10GBE FIBER NIC-CSK ADD ON-REQ		K	31%	\$11,035.86			\$0.00	\$0.00	\$0.00			RIVERBED
5	NIC-CSK-2TX-C	SEL 2PORT 1GBE TX CAPTURE NIC-CSK AD	[\$2,455.00	K	31%	\$1,693.95			\$0.00	\$0.00	\$0.00			RIVERBED
5 5	NIC-CSK-4TX-C PWS-001-C	SEL 4PORT 1GBE TX CAPTURE NIC-CSK ADI		K 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	SELECT ADD ON POWER SUPPLY FOR SH10 SEL SAN ATTACHED STORAGE CONN (CAP;		K	31%	\$12,733.95	\$0.00		\$0.00	\$0.00	\$0.00) RIVERBED
5		SEL 1U8TBBaseSteelCentNetSharkappl2170-C		ĸ	31%	\$17,833.74			\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL 2U32TB,BaseSteelCentNetShark4170cfg	\$89,231.00	K	31%	\$61,569.39			\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL 2UBaseStlCentNetShark6170Creq1SCANS		K	31%	\$55,200.00			\$0.00	\$0.00	\$0.00			RIVERBED
5	SCAN-SU-48TB	SEL Storage, 48TB SteelCentral NetShark	\$61,538.00	K	31%	\$42,461.22			\$0.00	\$0.00	\$0.00) RIVERBED) RIVERBED
5 5	SCAN-SU-72TB SCC-01000-BASE	SEL Storage, 72TB SteelCentral NetShark SELSteelCentral Controller1000 Appliance	\$123,077.00 \$9,963.00	K K	31% 31%	\$84,923.13 \$6,874.47			\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) RIVERBED
5		SEL SCC Add StHd Mgnt Lic 10-pack (1-4)	\$3,077.00	ĸ	31%	\$2,123.13			\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL SCC Add StHd Mgnt Lic 10-pack (5-19)	\$2,462.00	K	31%	\$1,698.78			\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL SCC Add StHd Mgnt Lic 10-pk (20-44)	\$1,477.00	K	31%	\$1,019.13			\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL SCC Add StHd Mgnt Lic 10-pk (45-94)	\$1,108.00	K	31%	\$764.52			\$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	\$0.00 \$0.00) RIVERBED) RIVERBED
5		SEL SteelCentrl Flow Gatewy SCFG2270B010	\$24,609.00	ĸ	31%	\$16,980.21	\$0.00		\$0.00	\$0.00	\$0.00			RIVERBED
5	SCFG-VE-F1	SEL SteelCentralFlow GatewayVirEd,15KFPM	\$3,686.00	K	31%	\$2,543.34	\$0.00		\$0.00	\$0.00	\$0.00			RIVERBED
5	SCFG-VE-F10	SEL SteelCentrlFlow GatewayVirEdit,2MFPM	\$129,225.00	K	31%	\$89,165.25			\$0.00	\$0.00	\$0.00			RIVERBED
5	SCFG-VE-F2	SEL SteelCentralFlow GatewayVirEd,30KFPM	\$7,378.00	K	31%	\$5,090.82			\$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 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,30KFPM	\$22,148.00	K	31%	\$15,282.12			\$0.00	\$0.00	\$0.00			RIVERBED
5	SCFG-VE-F6	SEL SteelCentralFlowGatewayVirEd,400KFPM	\$40,609.00	K	31%	\$28,020.21	\$0.00		\$0.00	\$0.00	\$0.00			RIVERBED
5	SCFG-VE-F7	SEL SteelCentralFlowGatewayVirEd,600KFPM	\$59,071.00	K	31%	\$40,758.99			\$0.00	\$0.00	\$0.00			RIVERBED
5	SCFG-VE-F8	SEL SteelCentralFlowGatewayVirEd,800KFPM	\$73,840.00	K	31%	\$50,949.60			\$0.00	\$0.00	\$0.00			RIVERBED
5 5	SCFG-VE-F9 SCNE-470-B010-C	SEL SteelCentrlFlow GatewayVirEdit,1MFPM	\$86,148.00	K K	31% 31%	\$59,442.12			\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) RIVERBED
5		SEL SteelCentral NetExpress SCNE470-B10C SEL SteelCentralNetExpressVirEdit, 15KFPM	\$27,071.00 \$24,609.00	K	31%	\$18,678.99 \$16,980.21	\$0.00		\$0.00	\$0.00	\$0.00) RIVERBED) RIVERBED
5		SEL SteelCentralNetExpressVirEdit,30KFPM	\$40,609.00	ĸ	31%	\$28,020.21	\$0.00		\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL SteelCentralNetExpressVirEdit,60KFPM	\$66,455.00	K	31%	\$45,853.95			\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL SteelCentralNetExpressVirEdit,90KFPM	\$91,071.00	K	31%	\$62,838.99			\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL SteelCentralNetExpressVirEd,120KFPM	\$108,302.00	K	31%	\$74,728.38			\$0.00	\$0.00	\$0.00			RIVERBED
5 5	SCNP-02270-B010 SCNP-2270-B10-C	SEL SteelCentrl NetProfiler SCNP2270B010 SEL SteelCentralNetProfiler SCNP2270B10C	\$116,302.00 \$116,302.00	K K	31% 31%	\$80,248.38 \$80,248.38			\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) RIVERBED) RIVERBED
5		SEL SteelCentrlNetProfilrEnterprANModule	\$169,471.00	K	31%	\$116,934.99			\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL SteelCentNetProf Ent AnalysisMod Cfg	\$169,471.00	K	31%	\$116,934.99			\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL SteelCentrlNetProfilrEnterprDBModule	\$70,886.00	K	31%	\$48,911.34	\$0.00		\$0.00	\$0.00	\$0.00		\$0.00	RIVERBED
5		SEL SteelCntl Dispatch Enterprise Proflr	\$58,702.00	K	31%	\$40,504.38			\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL SteelCentNetProfEntSCNP4270 Exp Mod	\$169,471.00	K	31%	\$116,934.99			\$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	\$0.00 \$0.00	\$0.00 \$0.00) RIVERBED) RIVERBED
5	SCNP-VE-F1	SEL SteelCentrlNetProfilerVirEdit,15KFPM	\$11,071.00	ĸ	31%	\$7,638.99			\$0.00	\$0.00	\$0.00) RIVERBED
5	SCNP-VE-F10	SEL SteelCentralNetProfilerVirEdit,2MFPM	\$406,148.00	K	31%	\$280,242.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	SCNP-VE-F2	SEL SteelCentrlNetProfilerVirEdit,30KFPM	\$22,148.00	K	31%	\$15,282.12			\$0.00	\$0.00	\$0.00			RIVERBED
5	SCNP-VE-F3	SEL SteelCentrlNetProfilerVirEdit,60KFPM	\$41,840.00	K	31%	\$28,869.60			\$0.00	\$0.00	\$0.00) RIVERBED
5 5	SCNP-VE-F4 SCNP-VE-F5	SEL SteelCentrlNetProfilerVirEdit,90KFPM SEL SteelCentralNetProfilerVirEd,200KFPM	\$60,302.00 \$92,302.00	K 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,200KFPM SEL SteelCentralNetProfilerVirEd,400KFPM	\$135,378.00	K	31%	\$93,410.82			\$0.00	\$0.00) RIVERBED
5	SCNP-VE-F7	SEL SteelCentralNetProfilerVirEd,600KFPM	\$196,917.00	ĸ	31%	\$135,872.73			\$0.00	\$0.00				RIVERBED
5	SCNP-VE-F8	SEL SteelCentralNetProfilerVirEd,800KFPM	\$233,840.00	K	31%	\$161,349.60	\$0.00		\$0.00	\$0.00	\$0.00		\$0.00	RIVERBED
5	SCNP-VE-F9	SEL SteelCentralNetProfilerVirEdit,1MFPM	\$270,763.00	K	31%	\$186,826.47			\$0.00	\$0.00				RIVERBED
5 5	SCPRTL-FNDTN SCPS-001	SEL SteelCentral Portal SEL SCPS on Steelhead 250 Series	\$61,532.00 \$1,225.00	K K	31% 31%	\$42,457.08 \$845.25			\$0.00 \$0.00	\$0.00 \$0.00) RIVERBED) RIVERBED
υ	30F 3-00 F	GEL GOLO OH Oreelliedd 200 Gelles	\$ 1,220.00	r.	J 170	φ040.25	φυ.υυ	φυ.00	φυ.υυ	φυ.00	φυ.υυ	φυ.00	φυ.00	MACROLO

					NVP	LEVEL 1		N	IVP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
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	SCPS-004	SEL SCPS on Steelhead 2050 Series	\$10,455.00	K	31%	\$7,213.95	\$0.00		\$0.00	\$0.00				RIVERBED
5 5	SCPS-005 SCPS-006	SEL SCPS on Steelhead 5050 Series SEL SCPS on Steelhead 6050 Series	\$15,378.00 \$30,148.00	K K	31% 31%	\$10,610.82 \$20,802.12	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	SCPS-007	SEL SCPS on Steelhead 7050 Series	\$40,609.00	ĸ	31%	\$28,020.21	\$0.00		\$0.00	\$0.00				RIVERBED
5	SCPS-01A	SEL SCPS on Steelhead 150 Series	\$1,225.00	K	31%	\$845.25	\$0.00		\$0.00	\$0.00	\$0.00			RIVERBED
5	SCPS-VCX-003	SEL SCPS on Virtual Steelhead 555 Series	\$2,455.00	K	31%	\$1,693.95	\$0.00		\$0.00	\$0.00	\$0.00			RIVERBED
5 5	SCPS-VCX-004 SCPS-VCX-005	SEL SCPS on Virtual Steelhead 755 Series SEL SCPS on Virtual Steelhd 1555 Series	\$4,302.00 \$10,455.00	K K	31% 31%	\$2,968.38 \$7,213.95	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			RIVERBED RIVERBED
5	SCPS-VSH-001	SEL SCPS on Virtual Steelhead 250 Series	\$1,225.00	ĸ	31%	\$845.25	\$0.00		\$0.00	\$0.00				RIVERBED
5	SCPS-VSH-002	SEL SCPS on Virtual Steelhead 550 Series	\$2,455.00	K	31%	\$1,693.95	\$0.00		\$0.00	\$0.00	\$0.00			RIVERBED
5 5	SCPS-VSH-003 SCPS-VSH-004	SEL SCPS on Virtual Steelhd 1050 Series SEL SCPS on Virtual Steelhd 2050 Series	\$4,302.00	K	31% 31%	\$2,968.38 \$7,213.95	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			RIVERBED RIVERBED
5	SCPS-VSH-01A	SEL SCPS on Virtual Steeling 2050 Series SEL SCPS on Virtual Steelhead 150 Series	\$10,455.00 \$1,225.00	K K	31%	\$7,213.95 \$845.25	\$0.00		\$0.00	\$0.00				RIVERBED
5	SFCR-3500-B010	SEL SteelFusion Core, SFCR3500	\$40,000.00	K	31%	\$27,600.00	\$0.00		\$0.00	\$0.00				RIVERBED
5	SFCR-3500-B010-C	SEL SteelFusion Core, SFCR3500	\$40,000.00	K	31%	\$27,600.00	\$0.00		\$0.00	\$0.00				RIVERBED
5 5	SFED-2100-B010 SFED-2100-B010-C	SEL SteelFusion Edge SFED 2100 SEL SteelFusion Edge SFED 2100-C	\$19,686.00 \$19,686.00	K K	31% 31%	\$13,583.34 \$13,583.34	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			RIVERBED RIVERBED
5	SFED-2200-B010-C	SEL SteelFusion Edge SFED 2200	\$30,763.00	K	31%	\$21,226.47	\$0.00		\$0.00	\$0.00	\$0.00			RIVERBED
5	SFED-2200-B010-C		\$30,763.00	K	31%	\$21,226.47	\$0.00		\$0.00	\$0.00	\$0.00			RIVERBED
5	SFED-3100-B010	SEL SteelFusion Edge SFED 3100	\$49,225.00	K	31%	\$33,965.25	\$0.00		\$0.00	\$0.00	\$0.00			RIVERBED
5 5	SFED-3100-B010-C SFED-3200-B010	SEL SteelFusion Edge SFED 3100-C	\$49,225.00 \$73,840.00	K K	31% 31%	\$33,965.25	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			RIVERBED RIVERBED
5		SEL SteelFusion Edge SFED 3200 SEL SteelFusion Edge SFED 3200-C	\$73,840.00	K	31%	\$50,949.60 \$50,949.60	\$0.00		\$0.00	\$0.00	\$0.00			RIVERBED
5	SFED-5100-B010	SEL SteelFusion Edge SFED 5100	\$116,917.00	ĸ	31%	\$80,672.73	\$0.00		\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL SteelFusion Edge SFED 5100-C	\$116,917.00	K	31%	\$80,672.73	\$0.00		\$0.00	\$0.00	\$0.00			RIVERBED
5	SFP-003-LR	SEL Long Reach 10GbE SFP+ module	\$1,785.00	K	31%	\$1,231.65	\$0.00		\$0.00	\$0.00				RIVERBED
5 5	SFP-004-SR SFP-005-TX	SEL Short Reach 10GbE SFP+ module SEL Copper 1GbE SFP module	\$1,046.00 \$615.00	K K	31% 31%	\$721.74 \$424.35	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	SFP-006-LX	SEL Long haul 1GbE fiber SFP module	\$732.00	K	31%	\$505.08	\$0.00		\$0.00	\$0.00				RIVERBED
5	SFP-007-SX	SEL Short haul 1GbE fiber SFP module	\$486.00	K	31%	\$335.34	\$0.00		\$0.00	\$0.00	\$0.00			RIVERBED
5	SMC-U-10-1	SELECT 10 SH MOBILE USER LIC (0-1)	\$2,449.00	K	31%	\$1,689.81	\$0.00		\$0.00	\$0.00	\$0.00			RIVERBED
5 5	SMC-U-10-10 SMC-U-10-11	SELECT 10 SH MOBILE USER LIC (1001-2000 SELECT 10 SH MOBILE USER LIC (2001-5000		K K	31% 31%	\$1,001.88	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	SMC-U-10-11 SMC-U-10-2	SELECT 10 SH MOBILE USER LIC (2001-5000 SELECT 10 SH MOBILE USER LIC (2-3)	\$1,415.00 \$2,425.00	K	31%	\$976.35 \$1,673.25	\$0.00		\$0.00	\$0.00				RIVERBED
5	SMC-U-10-3	SELECT 10 SH MOBILE USER LIC (4-10)	\$2,400.00	ĸ	31%	\$1,656.00	\$0.00		\$0.00	\$0.00	\$0.00			RIVERBED
5	SMC-U-10-4	SELECT 10 SH MOBILE USER LIC (11-25)	\$2,055.00	K	31%	\$1,417.95	\$0.00		\$0.00	\$0.00	\$0.00			RIVERBED
5	SMC-U-10-5	SELECT 10 SH MOBILE USER LIC (26-50)	\$2,031.00	K	31%	\$1,401.39	\$0.00		\$0.00	\$0.00	\$0.00			RIVERBED
5 5	SMC-U-10-6 SMC-U-10-7	SELECT 10 SH MOBILE USER LIC (51-100) SELECT 10 SH MOBILE USER LIC (101-200)	\$1,969.00 \$1,908.00	K K	31% 31%	\$1,358.61 \$1,316.52	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	SMC-U-10-8	SELECT 10 SH MOBILE USER LIC (201-500)	\$1,538.00	ĸ	31%	\$1,061.22	\$0.00		\$0.00	\$0.00				RIVERBED
5	SMC-U-10-9	SELECT 10 SH MOBILE USER LIC (501-1000)	\$1,477.00	K	31%	\$1,019.13	\$0.00		\$0.00	\$0.00				RIVERBED
5 5	SMC-VRT-V100	SEL VirtualSMC manage10 concurrent users	\$7,378.00	K K	31%	\$5,090.82	\$0.00		\$0.00	\$0.00	\$0.00			RIVERBED
5 5	TRC-1-SFP-DAC-C	SEL SFP - 1GbE LX SEL 10GbE DAC Twinax	\$277.00 \$302.00	K 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	TRC-1-SFPP-LR	SEL SFP+ - 10GbE LR	\$1,471.00	ĸ	31%	\$1,014.99	\$0.00		\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL SFP+ - 10GbE LR	\$1,471.00	K	31%	\$1,014.99	\$0.00		\$0.00					RIVERBED
5	TRC-1-SFPP-SR	SEL SFP+ - 10GbE SR	\$855.00	K	31%	\$589.95	\$0.00		\$0.00	\$0.00				RIVERBED
5 5	TRC-1-SFPP-SR-C TRC-1-SFP-SX-C	SEL SFP+ - 10GbE SR SEL SFP - 1GbE SX	\$855.00 \$240.00	K K	31% 31%	\$589.95 \$165.60	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			RIVERBED RIVERBED
5	UCXPL-T-P	SEL STEELCNTRL UCEXPENTPHONELIC-BA		ĸ	31%	\$25.53	\$0.00		\$0.00	\$0.00	\$0.00			RIVERBED
5	U-SFCR3500-C1-C2	SEL Upgrade LIC-SFCR-03500-C1 to C2	\$11,323.00	K	31%	\$7,812.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	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				RIVERBED RIVERBED
5		SEL Upgrade LIC-SFED-02100-W0 to W2	\$16,985.00	ĸ	31%	\$11,719.65	\$0.00		\$0.00	\$0.00	\$0.00			RIVERBED
5	U-SFED2100-W0-W3	SEL Upgrade LIC-SFED-02100-W0 to W3	\$33,969.00	K	31%	\$23,438.61	\$0.00		\$0.00	\$0.00				RIVERBED
5		SEL Upgrade LIC-SFED-02100-W1 to W2	\$11,323.00	K	31%	\$7,812.87	\$0.00		\$0.00	\$0.00				RIVERBED
5 5		SSEL Upgrade LIC-SFED-02100-W1 to W3 SSEL Upgrade LIC-SFED-02100-W2 to W3	\$28,308.00 \$16,985.00	K K	31% 31%	\$19,532.52 \$11,719.65	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5		SEL Upgrade LIC-SFED-02200-W0 to W1	\$7,077.00	ĸ	31%	\$4,883.13	\$0.00		\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL Upgrade LIC-SFED-02200-W0 to W2	\$14,154.00	K	31%	\$9,766.26	\$0.00		\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL Upgrade LIC-SFED-02200-W0 to W3	\$35,385.00	K	31%	\$24,415.65	\$0.00		\$0.00	\$0.00	\$0.00			RIVERBED
5 5		SEL Upgrade LIC-SFED-02200-W1 to W2 SEL Upgrade LIC-SFED-02200-W1 to W3	\$7,077.00 \$28,308.00	K K	31% 31%	\$4,883.13 \$19,532.52	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5		SEL Upgrade LIC-SFED-02200-W1 to W3	\$21,231.00	ĸ	31%	\$14,649.39	\$0.00		\$0.00					RIVERBED
5	U-SFED3100-W0-W1	SEL Upgrade LIC-SFED-03100-W0 to W1	\$14,154.00	K	31%	\$9,766.26	\$0.00		\$0.00	\$0.00			\$0.00	RIVERBED
5		SEL Upgrade LIC-SFED-03100-W0 to W2	\$28,308.00	K	31%	\$19,532.52			\$0.00					RIVERBED
5 5		SSEL Upgrade LIC-SFED-03100-W0 to W3 SEL Upgrade LIC-SFED-03100-W1 to W2	\$38,923.00 \$14,154.00	K K	31% 31%	\$26,856.87 \$9,766.26	\$0.00 \$0.00		\$0.00 \$0.00					RIVERBED RIVERBED
5		SEL Upgrade LIC-SFED-03100-W1 to W2	\$24,769.00	ĸ	31%	\$17,090.61	\$0.00		\$0.00					RIVERBED
5	U-SFED3100-W2-W3	SEL Upgrade LIC-SFED-03100-W2 to W3	\$10,615.00	ĸ	31%	\$7,324.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	U-SFED3200-W0-W1	SEL Upgrade LIC-SFED-03200-W0 to W1	\$11,323.00	K	31%	\$7,812.87	\$0.00		\$0.00				\$0.00	RIVERBED
5 5		SEL Upgrade LIC-SFED-03200-W0 to W2 SEL Upgrade LIC-SFED-03200-W0 to W3	\$31,138.00 \$45,292.00	K	31% 31%	\$21,485.22 \$31,251.48	\$0.00 \$0.00		\$0.00 \$0.00					RIVERBED RIVERBED
5		SEL Upgrade LIC-SFED-03200-W0 to W3 SEL Upgrade LIC-SFED-03200-W1 to W2	\$45,292.00 \$19,815.00	K	31%	\$31,251.48 \$13,672.35	\$0.00		\$0.00	\$0.00 \$0.00				RIVERBED
5		SEL Upgrade LIC-SFED-03200-W1 to W3	\$33,969.00	ĸ	31%	\$23,438.61	\$0.00		\$0.00					RIVERBED
5	U-SFED3200-W2-W3	SEL Upgrade LIC-SFED-03200-W2 to W3	\$14,154.00	K	31%	\$9,766.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5		SEL Upgrade LIC-SFED-05100-W0 to W1	\$21,231.00	K	31%	\$14,649.39	\$0.00		\$0.00					RIVERBED
5 5		SEL Upgrade LIC-SFED-05100-W0 to W2 SEL Upgrade LIC-SFED-05100-W1 to W2	\$35,385.00 \$14,154.00	K K	31% 31%	\$24,415.65 \$9,766.26	\$0.00 \$0.00		\$0.00 \$0.00					RIVERBED RIVERBED
Ü	0-01 FD0100-441-447	. OLL Opgrade LIO-01 LD-03100-W1 10 WZ	ψ 14, 134.00	11	J 170	φυ, / υυ. 20	φυ.υι	φυ.υυ	φυ.υυ	φυ.υυ	φυ.υυ	φυ.υυ	φυ.00	INVENDED

					NVP I	LEVEL 1		N	VP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
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	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	VCX-1555-H	SEL Virtual Steelhead 1555 High	\$42,825.00	K	31%	\$29,549.25	\$0.00	LP) \$0.00	\$0.00	\$0.00	LP \$0.00	\$0.00	\$0.00	RIVERBED
5	VCX-1555-L	SEL Virtual Steelhead 1555 Low	\$29,778.00		31%	\$20,546.82	\$0.00		\$0.00			\$0.00		RIVERBED
5	VCX-1555-M	SEL Virtual Steelhead 1555 Mid	\$38,394.00		31%	\$26,491.86	\$0.00		\$0.00			\$0.00		RIVERBED
5	VCX-5055-H	SEL Virtual Steelhead 5055 High	\$113,225.00		31%	\$78,125.25	\$0.00		\$0.00			\$0.00		RIVERBED
5 5	VCX-5055-M VCX-555-H	SEL Virtual Steelhead 5055 Mid SEL Virtual Steelhead 555 High	\$73,594.00 \$12,917.00	K K	31% 31%	\$50,779.86 \$8,912.73	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		RIVERBED RIVERBED
5	VCX-555-M	SEL Virtual Steelhead 555 Mid	\$9,348.00	ĸ	31%	\$6,450.12	\$0.00		\$0.00		\$0.00	\$0.00		RIVERBED
5	VCX-7055-L	SEL Virtual Steelhead 7055 Low	\$147,194.00	K	31%	\$101,563.86	\$0.00		\$0.00		\$0.00	\$0.00		RIVERBED
5	VCX-7055-M	SEL Virtual Steelhead 7055 Mid	\$203,809.00		31%	\$140,628.21	\$0.00		\$0.00		\$0.00	\$0.00		RIVERBED
5 5	VCX-755-H VCX-755-L	SEL Virtual Steelhead 755 High SEL Virtual Steelhead 755 Low	\$22,763.00 \$14,517.00	K K	31% 31%	\$15,706.47 \$10,016.73	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	VCX-755-M	SEL Virtual Steelhead 755 Mid	\$16,978.00	ĸ	31%	\$11,714.82	\$0.00		\$0.00			\$0.00		RIVERBED
5	VGC-1000-L	SEL Virtual SteelFusion Core VGC 1000-L	\$17,225.00	K	31%	\$11,885.25	\$0.00		\$0.00		\$0.00	\$0.00		RIVERBED
5	VGC-1000-M	SEL Virtual SteelFusion Core VGC 1000-M	\$23,378.00	K	31%	\$16,130.82	\$0.00		\$0.00		\$0.00	\$0.00		RIVERBED
5 5	VGC-1000-U VGC-1500-L	SEL Virtual SteelFusion Core VGC 1000-U SEL Virtual SteelFusion Core VGC 1500-L	\$9,840.00 \$29,532.00		31% 31%	\$6,789.60 \$20,377.08	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	VGC-1500-L VGC-1500-M	SEL Virtual SteelFusion Core VGC 1500-L	\$40,609.00		31%	\$28,020.21	\$0.00		\$0.00			\$0.00		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			\$0.00		RIVERBED
5	VSK-00200	SEL Virtual Cascade Shark 200-1 TB Disk	\$6,763.00		31%	\$4,666.47	\$0.00		\$0.00			\$0.00		RIVERBED
5 5	VSK-00400 XFP-001-LR	SEL Virtual Cascade Shark 400-2 TB Disk SEL Long Reach 10GbE fiber XFP module	\$12,302.00 \$1,662.00		31% 31%	\$8,488.38 \$1,146.78	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	XFP-001-LR XFP-002-SR	SEL Short Reach 10GbE fiber XFP module	\$1,169.00		31%	\$806.61	\$0.00		\$0.00		\$0.00	\$0.00		RIVERBED
5	300068-001R	SEL VX-1000 1 YR SUBSCRIPT RENEW INC N			31%	\$863.19	\$0.00		\$0.00			\$0.00		SILVER PEAK
5	300069-001R	SEL VX-2000 1 YR SUBSCRIPT RENEW INC N		K	31%	\$3,458.97	\$0.00		\$0.00		\$0.00	\$0.00		SILVER PEAK
5 5	300070-001R 300071-001R	SEL VX-3000 1 YR SUBSCRIPT RENEW INC N		K 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
5	300071-001R 300072-001R	SEL VX-5000 1 YR SUBSCRIPT RENEW INC N SEL VRX-8 1 YR SUBSCRIPT RENEWAL INC N	\$14,420.00 \$43,895.00		31%	\$30,287.55	\$0.00		\$0.00		\$0.00	\$0.00		SILVER PEAK SILVER PEAK
5	300088-001	SEL VX-500 1 YR SUBSCRIPTION INC MNT	\$624.00	ĸ	31%	\$430.56	\$0.00		\$0.00		\$0.00	\$0.00		SILVER PEAK
5	300088-001R	SEL VX-500 1 YR SUBSCRIPT RENEW INC MI		K	31%	\$430.56	\$0.00		\$0.00		\$0.00	\$0.00		SILVER PEAK
5	300089-001	SEL VX-6000 1 YR SUBSCRIPTION INC MNT	\$20,691.00		31%	\$14,276.79	\$0.00		\$0.00			\$0.00		SILVER PEAK
5 5	300089-001R 300090-001	SEL VX-6000 1 YR SUBSCRIPT RENEW INC N SEL VX-7000 1 YR SUBSCRIPTION INC MNT	\$20,691.00 \$30,097.00		31% 31%	\$14,276.79 \$20,766.93	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SILVER PEAK SILVER PEAK
5	300090-001R	SEL VX-7000 1 YR SUBSCRIPT RENEW INC N			31%	\$20,766.93	\$0.00		\$0.00		\$0.00	\$0.00		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	SILVER PEAK
5	300103-001R	SEL VX-8000 1 YR SUBSCRIPT RENEW INC N		K	31%	\$30,287.55	\$0.00		\$0.00		\$0.00	\$0.00		SILVER PEAK
5 5	300104-001 300104-001R	SEL VX-9000 1 YR SUBSCRIPTION INC MNT SEL VX-9000 1 YR SUBSCRIPT RENEW INC N	\$62,708.00 \$62,708.00	K K	31% 31%	\$43,268.52 \$43,268.52	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SILVER PEAK SILVER PEAK
5	300105-001	SEL VRX-2 1 YR SUBSCRIPTTION INC MNT	\$3,133.00	ĸ	31%	\$2,161.77	\$0.00		\$0.00		\$0.00	\$0.00		SILVER PEAK
5	300105-001R	SEL VRX-2 1 YR SUBSCRIPT RENEWAL INC !	\$3,133.00	K	31%	\$2,161.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SILVER PEAK
5	300106-001	SEL VRX-4 1 YR SUBSCRIPTION INC MNT	\$9,403.00	K	31%	\$6,488.07	\$0.00		\$0.00		\$0.00	\$0.00		SILVER PEAK
5 5	300106-001R 300121-001	SEL VRX-4 1 YR SUBSCRIPT RENEWAL INC I SEL VRX-6 1 YR SUBSCRIPTION, INCL MAINT	\$9,403.00 \$20,691.00		31% 31%	\$6,488.07 \$14,276.79	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		SILVER PEAK SILVER PEAK
5	300121-001R	SEL VRX-6 1 YR SUBSCRIPT RENEWAL INC I			31%	\$14,276.79	\$0.00		\$0.00			\$0.00		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		SILVER PEAK
5	500031-001	SELECT NX-1700 4MBPS WAN ACCL	\$3,961.00	K	31%	\$2,733.09	\$0.00		\$0.00			\$0.00		SILVER PEAK
5 5	500032-001 500039-001	SELECT NX-5700 50MBPS WAN ACCEL SELECT NX-8700 500MBPS WAN ACCL	\$30,594.00 \$147,328.00		31% 31%	\$21,109.86 \$101,656.32	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SILVER PEAK SILVER PEAK
5	500040-001	SELECT NX-2700 10MBPS WAN ACCEL	\$13,028.00		31%	\$8,989.32	\$0.00		\$0.00			\$0.00		SILVER PEAK
5	500041-001	SELECT NX-3700 20MBPS WAN ACCEL	\$22,661.00	K	31%	\$15,636.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK
5	500042-001	SELECT NX-7700 200MBPS WAN ACCEL	\$62,328.00	K	31%	\$43,006.32	\$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 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	500045-001	SELECT VX-3000; VIRTUAL; 30Mbps SELECT VX-1000; VIRTUAL; 4Mbps	\$2,261.00		31%	\$1,560.09	\$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	\$0.00	\$0.00	\$0.00	\$0.00	SILVER PEAK
5	500049-001	SELECT GMS-10 VIRTUAL WAN ACCL MNGT	\$5,661.00		31%	\$3,906.09	\$0.00		\$0.00			\$0.00		SILVER PEAK
5 5	500049-100 500049-101	SELECT UPGRD VIRTUAL GMS-10 TO GMS-2 SELECT UPGRD VIRTUAL GMS-10 TO GMS-5			31% 31%	\$7,819.77 \$15,640.23	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SILVER PEAK SILVER PEAK
5	500070-001	SELECT VRX-8; VIRTUAL; 1GBPS; 1K FLOWS			31%	\$54,736.32	\$0.00		\$0.00		\$0.00	\$0.00	\$0.00	SILVER PEAK
5	500075-001	SEL NX-10700 2.5Gbps SSD 256K FLOWS FIB			31%	\$234,595.86	\$0.00		\$0.00		\$0.00	\$0.00		SILVER PEAK
5 5	500101-001	SEL-FREE TRIAL SP 30-DAY VIRTUAL WAN C		K	31%	\$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		SILVER PEAK SILVER PEAK
5	500115-001	SEL VX-7000 VIRTUAL 200Mbps 128K FLOWS		ĸ	31%	\$37,531.86	\$0.00		\$0.00		\$0.00	\$0.00		SILVER PEAK
5	500137-001	SEL VX-8000 VIRTUAL, 622MBPS, 256K FLOW		K	31%	\$54,736.32	\$0.00		\$0.00		\$0.00	\$0.00		SILVER PEAK
5	500138-001	SEL VX-9000, VIRTUAL, 1GBPS, 256K FLOWS			31%	\$78,196.32	\$0.00		\$0.00			\$0.00		SILVER PEAK
5 5	500139-001 500140-001	SEL VRX-2, VELOCITY, 60GBPH SEL VRX-4, VELOCITY, 300GBPH	\$5,661.00 \$16,994.00		31% 31%	\$3,906.09 \$11,725.86	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		SILVER PEAK SILVER PEAK
5	500140-001	SEL NX-11700, 5Gbps SSD 512K FLOWS FIBE			31%	\$312,796.32	\$0.00		\$0.00			\$0.00		SILVER PEAK
5	500172-001	SEL NX-6700, 100Mbps, 128K FLOWS, 4PORT	\$43,061.00	K	31%	\$29,712.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SILVER PEAK
5	500180-001	SEL VRX-6, VELOCITY, 300Mbps	\$37,394.00		31%	\$25,801.86	\$0.00		\$0.00			\$0.00		SILVER PEAK
5 5	500187-001 SB365-1	SEL UNITY CLOUD INTELLIGENCE SEL Spanning O365 Base 1-500	\$5,667.00 \$48.00		31% 31%	\$3,910.23 \$33.12	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		SILVER PEAK SPANNING
5	SB365-10001	SEL Spanning O365 Base 1-500 SEL Spanning O365 Base 10001+	\$24.00		31%	\$16.56	\$0.00		\$0.00			\$0.00		SPANNING
5	SB365-10001-3Y	SEL Spanning 3Y O365 Base 10001+	\$64.80	K	31%	\$44.71	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SB365-10001-3Y-P	SEL Spanning 3Y O365 Base 10001+ PRORTD			31%	\$1.24	\$0.00		\$0.00			\$0.00		SPANNING
5 5	SB365-10001-P SB365-1-3Y	SEL Spanning O365 Base 10001+PRORTD SEL Spanning 3Y O365 Base 1-500	\$2.00 \$129.60		31% 31%	\$1.38 \$89.42	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		SPANNING SPANNING
5	SB365-1-3Y-P	SEL Spanning 3Y O365 Base 1-500 PRORTD	\$3.60		31%	\$2.48	\$0.00		\$0.00			\$0.00		SPANNING
5	SB365-1-P	SEL Spanning O365 Base 1-500 PRORATION	\$4.00	K	31%	\$2.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SB365-2001	SEL Spanning O365 Base 2001-5000	\$33.60	K	31%	\$23.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING

					NVP L	.EVEL 1		N	IVP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
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	SB365-2001-3Y	SEL Spanning 3Y O365 Base 2001-5000	\$90.72	K	31%	\$62.60	\$0.00							SPANNING
5 5	SB365-2001-3Y-P SB365-2001-P	SEL Spanning 3Y O365 Base 2001-5KPRORTD SEL Spanning O365 Base 2001-5000 PRORTD	\$2.52 \$2.80	K K	31% 31%	\$1.74 \$1.93	\$0.00 \$0.00							SPANNING SPANNING
5	SB365-5001	SEL Spanning O365 Base 5001-10000	\$28.80	K	31%	\$19.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SB365-5001-3Y	SEL Spanning 3Y O365 Base 5001-10000	\$77.76	K	31%	\$53.65	\$0.00							SPANNING
5 5	SB365-5001-3Y-P SB365-5001-P	SEL Spanning 3Y O365Base5001-10K PRORTI SEL Spanning O365 Base 5001-10000 PRORTI		K K	31% 31%	\$1.49 \$1.66	\$0.00 \$0.00							SPANNING SPANNING
5	SB365-501	SEL Spanning O365 Base 501-2000	\$38.40	ĸ	31%	\$26.50	\$0.00							SPANNING
5	SB365-501-3Y	SEL Spanning 3Y O365 Base 501-2000	\$103.68	K	31%	\$71.54	\$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							SPANNING SPANNING
5	SB4GS-1	SEL Spanning GSuite Base 1-500	\$48.00	K	31%	\$33.12	\$0.00							SPANNING
5	SB4GS-10001	SEL Spanning GSuite Base 10001+	\$24.00	K	31%	\$16.56	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPANNING
5	SB4GS-10001-3Y	SEL Spanning 3Y GSuite Base 10001+	\$64.80	K	31%	\$44.71	\$0.00							SPANNING
5 5	SB4GS-10001-3Y-P SB4GS-10001-P	SEL Spanning 3Y GSte Base 10001+ PRORTD SEL Spanning GSuiteBase 10001+ PRORTD	\$1.80 \$2.00	K K	31% 31%	\$1.24 \$1.38	\$0.00 \$0.00							SPANNING SPANNING
5	SB4GS-1-3Y	SEL Spanning 3Y GSuite Base 1-500	\$129.60	ĸ	31%	\$89.42								SPANNING
5	SB4GS-1-3Y-P	SEL Spanning 3Y GSte Base 1-500 PRORTD	\$3.60	K	31%	\$2.48	\$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							SPANNING SPANNING
5	SB4GS-2001-3Y	SEL Spanning 3Y GSuite Base 2001-5000	\$90.72	K	31%	\$62.60	\$0.00							SPANNING
5	SB4GS-2001-3Y-P	SEL Spanning 3Y GSte Base 2001-5K PRORTE	\$2.52	K	31%	\$1.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SB4GS-2001-P	SEL Spanning GSuiteBase 2001-5000 PRORTE		K	31%	\$1.93	\$0.00							SPANNING
5 5	SB4GS-5001 SB4GS-5001-3Y	SEL Spanning GSuite Base 5001-10K SEL Spanning 3Y GSuite Base 5001-10K	\$28.80 \$77.76	K K	31% 31%	\$19.87 \$53.65	\$0.00 \$0.00							SPANNING SPANNING
5	SB4GS-5001-3Y-P	SEL Spanning 3Y GSteBase5001-10K PRORTE		ĸ	31%	\$1.49	\$0.00							SPANNING
5	SB4GS-5001-P	SEL Spanning GSuite Base 5001-10K PRORTD	\$2.40	K	31%	\$1.66	\$0.00							SPANNING
5	SB4GS-501	SEL Spanning GSuite Base 501-2000	\$38.40	K	31%	\$26.50	\$0.00							SPANNING
5 5	SB4GS-501-3Y SB4GS-501-3Y-P	SEL Spanning 3Y GSuite Base 501-2000 SEL Spanning 3Y GSte Base 501-2K PRORTD	\$103.68 \$2.88	K K	31% 31%	\$71.54 \$1.99	\$0.00 \$0.00							SPANNING SPANNING
5	SB4GS-501-P	SEL Spanning GSuite Base 501-2000 PRORTD	\$3.20	ĸ	31%	\$2.21	\$0.00							SPANNING
5	SBSF-1	SEL Spanning BU Salesforce 1-50	\$48.00	K	31%	\$33.12	\$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	31% 31%	\$19.87 \$53.65	\$0.00 \$0.00							SPANNING SPANNING
5	SBSF-1001-31- SBSF-1001-3Y-P	SEL Spanning BU 3Y SFDC 1001-5K PRTD	\$2.16	K	31%	\$1.49	\$0.00							SPANNING
5	SBSF-1001-P	SEL Spanning BU SFDC 1001-5K PRTD	\$2.40	K	31%	\$1.66	\$0.00							SPANNING
5	SBSF-1-3Y	SEL Spanning BU 3Y Salesforce 1-50	\$129.60	K	31%	\$89.42	\$0.00							SPANNING
5 5	SBSF-1-3Y-P SBSF-1-P	SEL Spanning BU 3Y SFDC 1-50 PRTD SEL Spanning BU SFDC 1-50 PRTD	\$3.60 \$4.00	K K	31% 31%	\$2.48 \$2.76	\$0.00 \$0.00							SPANNING SPANNING
5	SBSF-201	SEL Spanning BU Salesforce 201-1000	\$33.60	ĸ	31%	\$23.18	\$0.00							SPANNING
5	SBSF-201-3Y	SEL Spanning BU 3Y Salesforce 201-1000	\$90.72	K	31%	\$62.60	\$0.00							SPANNING
5 5	SBSF-201-3Y-P SBSF-201-P	SEL Spanning BU 3Y SFDC 201-1000 PRORTE		K K	31% 31%	\$1.74	\$0.00 \$0.00							SPANNING
5	SBSF-5001	SEL Spanning BU SFDC 201-1000 PRTD SEL Spanning BU Salesforce 5001+	\$2.80 \$24.00	K	31%	\$1.93 \$16.56	\$0.00							SPANNING SPANNING
5	SBSF-5001-3Y	SEL Spanning BU 3Y Salesforce 5001+	\$64.80	K	31%	\$44.71	\$0.00							SPANNING
5	SBSF-5001-3Y-P	SEL Spanning BU 3Y SFDC 5001+ PRTD	\$1.80	K	31%	\$1.24	\$0.00							SPANNING
5 5	SBSF-5001-P SBSF-51	SEL Spanning BU SFDC 5001+ PRTD SEL Spanning BU Salesforce 51-200	\$2.00 \$38.40	K K	31% 31%	\$1.38 \$26.50	\$0.00 \$0.00							SPANNING SPANNING
5	SBSF-51-3Y	SEL Spanning BU 3Y Salesforce 51-200	\$103.68	K	31%	\$71.54	\$0.00							SPANNING
5	SBSF-51-3Y-P	SEL Spanning BU 3Y SFDC 51-200 PRTD	\$2.88	K	31%	\$1.99	\$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							SPANNING SPECTRALOGIC
5	5500SL	SEL: CORD,PWR,N5-15 C13,16AWG,6F1 SEL: CORD SET,4.5M,NEMA L6-20P	\$84.00	K	31%	\$57.96	\$0.00							SPECTRALOGIC
5	6349	SEL: CABLE;OPTICAL;50U;SC-LC;10M	\$208.00	K	31%	\$143.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	6803SL	SEL: CORD, POWER, 220V, AUSTRALIA	\$37.00	K	31%	\$25.53	\$0.00							SPECTRALOGIC
5 5	6804SL 6805SL	SEL: CORD,POWER,220V,S.AFRICA-INDIA SEL: CORD.POWER.220V.UK	\$55.00 \$46.00	K K	31% 31%	\$37.95 \$31.74	\$0.00 \$0.00							SPECTRALOGIC SPECTRALOGIC
5	6806SL	SEL: CORD,POWER,220V,ISRAEL	\$35.00	ĸ	31%	\$24.15	\$0.00							SPECTRALOGIC
5	6807SL	SEL: CORD,POWER,220V,JAPAN	\$81.00	K	31%	\$55.89	\$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							SPECTRALOGIC SPECTRALOGIC
5	7741SL	SEL: CORD, POWER, S. AFRICA	\$20.00	K	31%	\$13.80	\$0.00							SPECTRALOGIC
5	8147SL	SEL: CORD SET,2.5M,NEMA5-15,IEC C19	\$76.00	K	31%	\$52.44	\$0.00							SPECTRALOGIC
5	8289SL	SEL: CORD,PWR,N5-15 C13,14AWG,2M	\$9.00	K	31%	\$6.21	\$0.00							SPECTRALOGIC
5 5	8296SL 8297SL	SEL: CORD,POWER,C14-C13,16AWG,6FT SEL: CORD.POWER.C14-C19.14AWG.6FT	\$6.00 \$21.00	K K	31% 31%	\$4.14 \$14.49	\$0.00 \$0.00							SPECTRALOGIC SPECTRALOGIC
5	8665SL	SEL: CORD, POWER, 60309-C19, 15FT	\$109.00		31%	\$75.21	\$0.00							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	SEL: FRU;TAPE;CLEAN;LTO;W-BARCODE	\$56.00	K	31%	\$38.64	\$0.00							SPECTRALOGIC
5 5	90940740 90943365	SEL: RAMP,PYTHON,ADJUSTABLE SEL: ASY,EDBA,SINGLE,PYTHON	\$1.00 \$35.00	K K	31% 31%	\$0.69 \$24.15	\$0.00 \$0.00							SPECTRALOGIC SPECTRALOGIC
5	90943366	SEL: FRU,EDBA,DOUBLE,PYTHON	\$69.00	K	31%	\$47.61	\$0.00							SPECTRALOGIC
5	90949024	SEL: FRU;LTO TERAPK COVER;NO MEDIA	\$395.00	K	31%	\$272.55	\$0.00							SPECTRALOGIC
5 5	90949024-A 90949030	SEL: FRU;TRPK-ACCS;W-COVER;NO MEDIA SEL: PYTHON;CHAMBER-SLOT KEY ENABLE	\$0.00 \$1,308.00	K K	31% 31%	\$0.00 \$902.52	\$0.00 \$0.00							SPECTRALOGIC SPECTRALOGIC
5	90949030-F	SEL: PYTHON; CHAMBER-SLOT KEY ENABLE	\$1,308.00	K	31%	\$902.52	\$0.00							SPECTRALOGIC
5	90949030FIN-D	SEL: CHAMBER-SLOT KEY;DICOUNT;TFIN	\$1,112.00	K	31%	\$767.28	\$0.00	\$0.00	\$0.00	\$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	K K	31% 31%	\$902.52	\$0.00							SPECTRALOGIC
5	90949030-J-D 90949030T380J	SEL: CHAMB/SLOT KEY;DIS;TFIN;ENT	\$1,112.00 \$1,635.00	K	31%	\$767.28 \$1,128.15								SPECTRALOGIC SPECTRALOGIC

					NVP I	EVEL 1		N	IVP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
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	90949030T380J-F	SEL: UPG,CHAMB/SLOT KEY,T380,ENT	\$1,635.00	K	31%	\$1,128.15	\$0.00		\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5 5	90949030T950-J 90949030T950-J-F	SEL: CHAMB/SLOT KEY ENABLE, T950 ENT SEL: UPG, CHAMB/SLOT KEY, T950, 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		SPECTRALOGIC SPECTRALOGIC
5	90949030TFIN	SEL: CHAMBER-SLOT KEY ENABLE;TFIN	\$1,308.00	ĸ	31%	\$902.52	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5	90949030TFIN-J	SEL: CHAMB-SLOT KEY ENABLE, TFIN ENT	\$1,635.00	K	31%	\$1,128.15	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5	90949030TFIN-J-F	SEL: UPG,CHAMB-SLOT KEY,TFIN,ENT	\$1,635.00	K	31%	\$1,128.15	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5	90949048	SEL: FRU;TERAPACK W-O COVER;LTO	\$368.00	K	31%	\$253.92	\$0.00		\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5 5	90949099 90949099-F	SEL: T950;ENCRYPTION;PROFESSIONAL SEL: T950;ENCRYPTION;PROFESSIONAL	\$6,538.00 \$6,538.00	K	31% 31%	\$4,511.22 \$4,511.22	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949099FIN-F	SEL: TFIN;UPG;ENCRYPT;PROFESSIONAL	\$6,538.00	ĸ	31%	\$4,511.22	\$0.00		\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90949099TFIN	SEL: TFIN;ENCRYPTION;PROFESSIONAL	\$6,538.00	K	31%	\$4,511.22	\$0.00		\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90949106	SEL: FRU;TAPE;CLEAN;LTO;W-BCOD;CUST	\$56.00	K	31%	\$38.64	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5	90949112T200	SEL: FRU;5-12V PWR SUPPLY;ROHS;T200	\$3,877.00	K	31%	\$2,675.13	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5	90949112T380 90949112T680	SEL: FRU;5-12V PWR SUPPLY;ROHS;T380 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		SPECTRALOGIC SPECTRALOGIC
5	90949112T68-F	SEL: FRU:5-12V PWR SUPPLY:ROHS:T680	\$3,877.00	ĸ	31%	\$2,675.13	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5	90949118	SEL: FRU,TRANSPORTER,PYTH	\$19,615.00	K	31%	\$13,534.35	\$0.00		\$0.00	\$0.00		\$0.00	\$0.00	SPECTRALOGIC
5	90949120	SEL: FRU;DBA;PYTHON;ROHS ONLY	\$6,148.00	K	31%	\$4,242.12	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5 5	90949120T68-F	SEL: FRU;DBA;ROHS ONLY;T680	\$6,092.00	K	31% 31%	\$4,203.48	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00		\$0.00 \$0.00		SPECTRALOGIC
5 5	90949132 90949135	SEL: FRU;N 1 PWR SUPPLIES;ROHS ONLY SEL: TAPES;TERAPACK;CUST;LTO-4	\$9,138.00 \$522.00	K K	31%	\$6,305.22 \$360.18	\$0.00		\$0.00	\$0.00 \$0.00		\$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949156SL	SEL: CLN TPS X5,W TPK,BCD,CERT	\$328.00	K	31%	\$226.32	\$0.00		\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90949157SL	SEL: CLN TPS X10,W TPK,BCD,CERT	\$596.00	K	31%	\$411.24	\$0.00		\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90949166	SEL: FRU;5-12V PWRSUP;8AMP;ROHS	\$3,877.00	K	31%	\$2,675.13	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5	90949166-F	SEL: FRU;5-12V PWRSUP;8AMPFUSE;ROHS	\$3,877.00	K	31%	\$2,675.13	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5	90949166FIN-F 90949166TFIN	SEL: FRU;UP;5-12VPWRSUP;8AP;ROH;FIN SEL: FRU;5-12VPWRSUP;8AMP;ROHS;TFIN	\$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	90949170SL	SEL: FRU,MAINT TAPES,10-TPK,CERT	\$596.00	K	31%	\$411.24	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5	90949171SL	SEL: FRU,MAINT TAPES,10-TPK,CUST	\$596.00	K	31%	\$411.24	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5	90949175SL	SEL: FRU,MAINT TAPES,5-TPK,CERT	\$328.00	K	31%	\$226.32	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5	90949191	SEL: TAPES;20;WO-TPK;CUST;LTO-4	\$997.00	K	31%	\$687.93	\$0.00					\$0.00		SPECTRALOGIC
5	90949219 90949221	SEL: TAPES;20;WO-TPK;CERT;LTO-5 SEL: TAPES;TERAPACK;CERT;LTO-5	\$922.00 \$495.00	K	31% 31%	\$636.18 \$341.55	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949222	SEL: TAPES;TERAPACK;CUST;LTO-5	\$495.00	K	31%	\$341.55	\$0.00		\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90949258	SEL: FRU;VAX;BUMPER;T950	\$55.00	ĸ	31%	\$37.95	\$0.00		\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90949259	SEL: SLS;SW KEY;DIRECT-CON;T950	\$6,538.00	K	31%	\$4,511.22	\$0.00		\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90949259-F	SEL: FRU;SLS SW-KEY;DIRECT-CON;T950	\$6,538.00	K	31%	\$4,511.22	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
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 \$405.72	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5	90949294	SEL: TAPES;TPK;CERT;3592 JC	\$3,005.00	ĸ	31%	\$2,073.45	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5	90949295	SEL: TAPES;TPK;CUST;3592 JC	\$3,005.00	K	31%	\$2,073.45	\$0.00		\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90949303	SEL: TPK,LTO-M8,CERT,NCVR	\$1,564.00	K	31%	\$1,079.16	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5	90949304	SEL: TPK,LTO-M8,CUST,NCVR	\$1,564.00	K	31%	\$1,079.16	\$0.00		\$0.00	\$0.00		\$0.00		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 K	31% 31%	\$0.00 \$1,643.58	\$0.00 \$0.00		\$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	K	31%	\$1,643.58	\$0.00		\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90949312SPL	SEL: FRU,MAINT TPS, 5-TPK,CERT,3592	\$1,352.00	K	31%	\$932.88	\$0.00		\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90949334	SEL: FRU,TRANSPORTER,ENT	\$19,615.00	K	31%	\$13,534.35	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5	90949349	SEL: TAPES;TPK;NO CVR;CERT;LTO-5	\$489.00	K	31%	\$337.41	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5	90949350 90949367	SEL: TAPES;TPK;NO CVR;CUST;LTO-5 SEL: TPK,LTO-M8,CERT	\$489.00 \$1,572.00	K	31% 31%	\$337.41 \$1,084.68	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949371	SEL: FRU,CABLES,T950,EXP,UPGRADE	\$1.00	ĸ	31%	\$0.69	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5	90949374SL	SEL: TAPES,LTO5,CUST,10,CASE,NOTPK	\$468.00	K	31%	\$322.92	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949375SL	SEL: TAPES,LTO5,10,CERT,CASE,NOTPK	\$468.00	K	31%	\$322.92	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5 5	90949382-F 90949382T20-F	SEL: FRU,UPG,LTO-6,FC,FH,T950 SEL: FRU,UPG,LTO-6,FC,FH,T200	\$17,598.00	K	31% 31%	\$12,142.62	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPECTRALOGIC
5 5	90949382T38-F	SEL: FRU,UPG,LTO-6,FC,FH,T380	\$17,598.00 \$17,598.00	K	31%	\$12,142.62 \$12,142.62	\$0.00		\$0.00	\$0.00		\$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949382T68-F	SEL: FRU,UPG,LTO-6,FC,FH,T680	\$17,598.00	ĸ	31%	\$12,142.62	\$0.00		\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90949382TFI-F	SEL: FRU,UPG,LTO-6,FC,FH,TFIN	\$18,242.00	K	31%	\$12,586.98	\$0.00		\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90949396	SEL: TAPES,TERAPACK,CERT,LTO-6	\$723.00	K	31%	\$498.87	\$0.00		\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90949397	SEL: TAPES,TERAPACK,CUST,LTO-6	\$723.00	K	31%	\$498.87	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5	90949398 90949399	SEL: TAPES,TPK,NO CVR,CERT,LTO-6 SEL: TAPES,TPK,NO CVR,CUST,LTO-6	\$716.00 \$716.00	K K	31% 31%	\$494.04 \$494.04	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949402SL	SEL: TPK,LTO-M8,CUST	\$1,572.00	ĸ	31%	\$1,084.68	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5	90949403SL	SEL: 20TPK,LTO-M8,CERT	\$31,414.00	K	31%	\$21,675.66	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5	90949404	SEL: TAPES,20 TERAPACKS,CERT,LTO-6	\$14,319.00	K	31%	\$9,880.11	\$0.00		\$0.00					SPECTRALOGIC
5 5	90949405 90949406	SEL: TAPES 20 TERAPACKS, CUST, LTO-6	\$14,319.00 \$14,185.00	K K	31% 31%	\$9,880.11 \$0,787.65	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949408	SEL: TAPES,20 TPKS,NO CVR,CERT,LTO6 SEL: TAPES,20,WO-TPK,CERT,LTO-6	\$14,185.00 \$1,379.00	K K	31% 31%	\$9,787.65 \$951.51	\$0.00		\$0.00 \$0.00			\$0.00		SPECTRALOGIC
5	90949410	SEL: FRU,TAPE,LTO-6,CERTIFIED	\$74.00	K	31%	\$51.06	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5	90949412	SEL: TAPES,LTO6,10,CERT,CASE,NOTPK	\$727.00	ĸ	31%	\$501.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949414SL	SEL: TAPES,TRPK,CUST,LTO6 WORM,T950	\$869.00	K	31%	\$599.61	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5	90949415SL	SEL: TAPES,TRPK,CERT,LTO6 WORM,T950	\$869.00	K	31%	\$599.61	\$0.00		\$0.00			\$0.00		SPECTRAL OCIC
5 5	90949439 90949439TFIN	SEL: FRU,EDBA,PYTHON SEL: FRU,EDBA,TFIN	\$6,148.00 \$6,092.00	ĸ	31% 31%	\$4,242.12 \$4,203.48			\$0.00 \$0.00			\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949442	SEL FRU,LTO-6,FC,FH,IMPACT	\$17,598.00	K	31%	\$12,142.62	\$0.00					\$0.00		SPECTRALOGIC
5	90949442-F	SEL UPG,FRU,LTO-6,FC,FH,IMPACT	\$17,598.00	ĸ	31%	\$12,142.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949442T200	SEL FRU,LTO-6,T200,FC,FH,IMPACT	\$17,598.00		31%	\$12,142.62								SPECTRALOGIC
5	90949442T20-F	SEL UPG,LTO-6,T200,FC,FH,IMPACT	\$17,598.00	K	31%	\$12,142.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC

					NVP I	LEVEL 1		N	IVP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
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	90949442T380	SEL FRU,LTO-6,T380,FC,FH,IMPACT	\$17,598.00	K	31%	\$12,142.62	\$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 K	31% 31%	\$12,142.62 \$12,142.62	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949442T68-F	SEL UPG,LTO-6,T680,FC,FH,IMPACT	\$17,598.00	ĸ	31%	\$12,142.62	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5	90949442TFI-F	SEL UPG,LTO-6,TFIN,FC,FH,IMPACT	\$18,242.00	K	31%	\$12,586.98	\$0.00		\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5 5	90949442TFIN 90949468	SEL FRU,LTO-6,TFIN,FC,FH,IMPACT SEL: TAPES,TERAPACK,CERT,LTO-6,MP	\$17,598.00 \$645.00	K K	31% 31%	\$12,142.62 \$445.05	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949469	SEL: TAPES,TERAPACK,CERT,LTO-6,MP	\$645.00	K	31%	\$445.05	\$0.00		\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90949470	SEL: TPS,TPK,NOCVR,CERT,LTO-6,MP	\$638.00	K	31%	\$440.22	\$0.00		\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90949472	SEL: TAPES,20 TPKS,CERT,LTO-6,MP	\$12,883.00	K	31%	\$8,889.27	\$0.00		\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90949476 90949488	SEL: TAPES,20,WO-TP,CERT,LTO-6,MP SEL: SLS,SW-KEY,QIP-CON,T950	\$1,222.00 \$6,538.00	K K	31% 31%	\$843.18 \$4,511.22	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949488-F	SEL: UPG,SLS,SW-KEY,QIP-CON,T950	\$6,538.00	K	31%	\$4,511.22	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5	90949489	SEL: SLS,SW-KEY,QIP-CON,TFIN	\$6,538.00	K	31%	\$4,511.22	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5	90949489-F	SEL: UPG,SLS,SW-KEY,QIP-CON,TFIN	\$6,538.00	K	31%	\$4,511.22	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5	90949538-F 90949538TFIN	SEL: FRU,IP CAMERA,GN2,DRV-FR,T950B SEL: FRU,IP CAMERA,GN2,DRV-FR,TFIN	\$4,154.00 \$4,154.00	K K	31% 31%	\$2,866.26 \$2,866.26	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949538TFIN-F	SEL: FRU,IP CAMERA,GN2,DRV-FR,TFIN	\$4,154.00	ĸ	31%	\$2,866.26	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5	90949539-F	SEL: FRU,IP CAMERA,GEN2,MED-FR,T950B	\$4,154.00	K	31%	\$2,866.26	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949539TFIN	SEL: FRU,IP CAMERA,GEN2,MED-FR,TFIN	\$4,154.00	K	31%	\$2,866.26	\$0.00		\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5 5	90949539TFIN-F 90949553	SEL: FRU,IP CAMERA,GEN2,MED-FR,TFIN SEL: FRU LS SD CARD IND TFIN	\$4,154.00 \$1.00	K K	31% 31%	\$2,866.26 \$0.69	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949554	SEL: FRU LS SD CARD IND T-SERIES	\$1.00	ĸ	31%	\$0.69	\$0.00		\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90949558T2	SEL: FRU,TS1150,DRV,T950,IMPACT,T2	\$49,846.00	K	31%	\$34,393.74	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	SPECTRALOGIC
5	90949558T2-F	SEL: FRU,TS1150,DRV,T950,IMPACT,T2	\$49,846.00	K	31%	\$34,393.74	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5	90949558T380T2 90949558T380T2-F	SEL: FRU,TS1150,DRV,T380,IMPACT,T2 SEL: FRU,TS1150,DRV,T380,IMPACT,T2	\$49,846.00 \$49,846.00	K K	31% 31%	\$34,393.74 \$34,393.74	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		SPECTRAL OCIC
5	90949558TFINT2	SEL: FRU,TS1150,DRV,T580,IMPACT,T2	\$49,846.00	K	31%	\$34,393.74	\$0.00		\$0.00			\$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949558TFINT2-F	SEL: UPG,TS1150,DRV,TFIN,IMPACT,T2	\$49,846.00	K	31%	\$34,393.74	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5	90949559TFINT2-F	SEL: FRU,TS1150,DRIVE,TFIN,ENT,T2	\$49,846.00	K	31%	\$34,393.74	\$0.00		\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5 5	90949564	SEL: TAPES,20 TPK,CERT,3592 JD	\$79,309.00	K	31%	\$54,723.21	\$0.00			\$0.00		\$0.00		SPECTRALOGIC
5 5	90949565 90949566	SEL: TAPES,20 TPK,CUST,3592 JD SEL: TAPES,TPK,CERT,3592 JD	\$79,309.00 \$3,973.00	K K	31% 31%	\$54,723.21 \$2,741.37	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949567	SEL: TAPES,TPK,CUST,3592 JD	\$3,973.00	ĸ	31%	\$2,741.37	\$0.00		\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90949578	SEL: FRU,RIM2,T950	\$12,462.00	K	31%	\$8,598.78	\$0.00		\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90949578-F	SEL: FRU,RIM2,T950	\$12,462.00	K	31%	\$8,598.78	\$0.00		\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90949578T200 90949578T200-F	SEL: FRU,RIM2,T200 SEL: FRU,RIM2,T200	\$12,462.00 \$12,462.00	K K	31% 31%	\$8,598.78 \$8,598.78	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949578T380	SEL: FRU,RIM2,T380	\$12,462.00	ĸ	31%	\$8,598.78			\$0.00			\$0.00		SPECTRALOGIC
5	90949578T380-F	SEL: FRU,RIM2,T380	\$12,462.00	K	31%	\$8,598.78	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5	90949578T680	SEL: FRU,RIM2,T680	\$12,462.00	K	31%	\$8,598.78	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5	90949578T680-F 90949578TFIN	SEL: FRU,RIM2,T680 SEL: FRU,RIM2,TFIN	\$12,462.00 \$12,462.00	K K	31% 31%	\$8,598.78 \$8,598.78	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949578TFIN-F	SEL: FRU,RIM2,TFIN	\$12,462.00	ĸ	31%	\$8,598.78	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949613	SEL: TAPES,TERAPACK,CERT,LTO-7	\$1,513.00	K	31%	\$1,043.97	\$0.00		\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90949614	SEL: TAPES,TERAPACK,CUST,LTO-7	\$1,513.00	K	31%	\$1,043.97	\$0.00		\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90949615-F 90949615T200-F	SEL: FRU,UPG,LTO-7,FC,FH,T950 SEL: FRU,UPG,LTO-7,FC,FH,T200	\$22,140.00 \$22,140.00	K K	31% 31%	\$15,276.60 \$15,276.60	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949615T380-F	SEL: FRU,UPG,LTO-7,FC,FH,T380	\$22,140.00	ĸ	31%	\$15,276.60	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5	90949615T680-F	SEL: FRU,UPG,LTO-7,FC,FH,T680	\$22,140.00	K	31%	\$15,276.60	\$0.00		\$0.00			\$0.00	\$0.00	SPECTRALOGIC
5	90949615TFIN-F	SEL: FRU,UPG,LTO-7,FC,FH,TFIN	\$22,140.00	K	31%	\$15,276.60	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5 5	90949616 90949616-F	SEL: FRU,LTO-7,FC,FH,IMPACT,T950 SEL: UPG,LTO-7,FC,FH,IMPACT,T950	\$22,140.00 \$22,140.00	K	31% 31%	\$15,276.60 \$15,276.60	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949616T200	SEL: FRU,LTO-7,FC,FH,IMPACT,T200	\$22,140.00	ĸ	31%	\$15,276.60	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5	90949616T200-F	SEL: UPG,LTO-7,FC,FH,IMPACT,T200	\$22,140.00	K	31%	\$15,276.60	\$0.00		\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5 5	90949616T380	SEL: FRU,LTO-7,FC,FH,IMPACT,T380 SEL: UPG,LTO-7,FC,FH,IMPACT,T380	\$22,140.00	K	31% 31%	\$15,276.60	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00		\$0.00 \$0.00		SPECTRALOGIC
5 5	90949616T380-F 90949616T680	SEL: FRU,LTO-7,FC,FH,IMPACT,T680	\$22,140.00 \$22,140.00	K	31%	\$15,276.60 \$15,276.60	\$0.00		\$0.00	\$0.00 \$0.00		\$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949616T680-F	SEL: UPG,LTO-7,FC,FH,IMPACT,T680	\$22,140.00	K	31%	\$15,276.60	\$0.00		\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90949616TFIN	SEL: FRU,LTO-7,FC,FH,IMPACT,TFIN	\$22,140.00	K	31%	\$15,276.60	\$0.00		\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90949616TFIN-F	SEL: UPG,LTO-7,FC,FH,IMPACT,TFIN	\$22,140.00	K	31% 31%	\$15,276.60	\$0.00		\$0.00	\$0.00		\$0.00		SPECTRALOGIC SPECTRALOGIC
5 5	90949621 90949625	SEL: FRU,BRUSHES,TFIN,CARBON SEL: FRU,MAIN,PWR RAILS,G2,UPG KIT	\$1.00 \$1.00	K K	31%	\$0.69 \$0.69	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPECTRALOGIC
5	90949626	SEL: FRU,LSB,PWR RAILS,G2,UPG KIT	\$1.00	ĸ	31%	\$0.69	\$0.00		\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90949627	SEL: FRU,RSB,PWR RAILS,G2,UPG KIT	\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949628	SEL: FRU,DRV,PWR RAILS,G2,UPG KIT	\$1.00	K	31%	\$0.69	\$0.00		\$0.00		\$0.00	\$0.00		SPECTRALOGIC
5 5	90949629 90949635	SEL: FRU,MEDIA,PWR RAILS,G2,UPG KIT SEL: TPK,LTO-7,CERT,NCVR	\$1.00 \$1,505.00	K K	31% 31%	\$0.69 \$1,038.45	\$0.00 \$0.00		\$0.00 \$0.00					SPECTRALOGIC SPECTRALOGIC
5	90949636	SEL: TPK,LTO-7,CUST,NCVR	\$1,505.00	ĸ	31%	\$1,038.45			\$0.00			\$0.00	\$0.00	SPECTRALOGIC
5	90949637	SEL: 20TPK,LTO-7,CERT	\$30,245.00	K	31%	\$20,869.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949638	SEL: 20TPK,LTO-7,CUST	\$30,245.00	K	31%	\$20,869.05	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5 5	90949639 90949640	SEL: 20TPK,LTO-7,CERT,NCVR SEL: 20TPK,LTO-7,CUST,NCVR	\$30,099.00 \$30,099.00	K K	31% 31%	\$20,768.31 \$20,768.31	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949641	SEL: TAPES,LTO-7,CERT,CLAM20	\$2,956.00	K	31%	\$2,039.64	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5	90949642	SEL: TAPES,LTO-7,CUST,CLAM20	\$2,956.00	K	31%	\$2,039.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949643	SEL: FRU,TAPE,LTO-7,CERT	\$150.00	K	31%	\$103.50								SPECTRALOGIC
5	90949644 90949645	SEL: FRU,TAPE,LTO-7,CUST SEL: TAPES,LTO-7,CERT,CASE10	\$150.00 \$1,488.00	K K	31% 31%	\$103.50 \$1,026.72	\$0.00 \$0.00							SPECTRALOGIC SPECTRALOGIC
5	90949646	SEL: TAPES,LTO-7,CUST,CASE10	\$1,488.00	K	31%	\$1,026.72								SPECTRALOGIC
5	90949647	SEL: TPK,LTO-7,CUST,WORM	\$1,729.00	K	31%	\$1,193.01	\$0.00							SPECTRALOGIC

					NVP I	LEVEL 1		N	VP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
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	90949648	SEL: TPK,LTO-7,CERT,WORM	\$1,729.00	K	31%	\$1,193.01	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5 5	90949717 90949720	SEL: TPS,LTO-6BAFE,CERT,WORM,CASE10 SEL: FRU.TAPE.LTO6.BAFE.WORM.CUSTOM	\$861.00 \$87.00	K K	31% 31%	\$594.09 \$60.03	\$0.00 \$0.00		\$0.00 \$0.00					SPECTRALOGIC SPECTRALOGIC
5	90949721	SEL: FRU,TAPE,LTO-6,BAFE,WORM,CERT	\$87.00	ĸ	31%	\$60.03	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5	90949723	SEL: FRU,TAPE,LTO-7,WORM,CERT	\$172.00	K	31%	\$118.68	\$0.00		\$0.00		\$0.00	\$0.00		SPECTRALOGIC
5 5	90949724 90949725	SEL: FRU,TAPE,LTO-7,WORM,CUST	\$172.00 \$1,710.00	K K	31% 31%	\$118.68 \$1,179.90	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC
5	90949728	SEL: TPS,LTO-7,CERT,WORM,CASE10 SEL: TPS,LTO-6BAFE,CUST,WORM,CASE10	\$861.00	K	31%	\$594.09	\$0.00		\$0.00		\$0.00	\$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949729	SEL: TPS,LTO-7,CUST,WORM,CASE10	\$1,710.00	K	31%	\$1,179.90	\$0.00		\$0.00		\$0.00	\$0.00		SPECTRALOGIC
5	90949739	SEL: FRU;24V POW SUP;8AMPFUSE;ROHS	\$3,877.00	K	31%	\$2,675.13	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	90949740 90949743	SEL: FRU;5-12V PWRSUP;8AMPFUSE;ROH SEL: FRU:N+1 PWR SUPPLIES:ROHS ONLY	\$3,877.00 \$9,138.00	K K	31% 31%	\$2,675.13 \$6,305.22	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949744	SEL: FRU,TS1155,DRV,T950,IMPACT,T2	\$46,385.00	K	31%	\$32,005.65	\$0.00		\$0.00		\$0.00	\$0.00		SPECTRALOGIC
5	90949744-F	SEL: FRU,TS1155,DRV,T950,IMPACT,T2	\$46,385.00	K	31%	\$32,005.65	\$0.00		\$0.00		\$0.00	\$0.00		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		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	\$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		SPECTRALOGIC
5	90949745TFIN-F	SEL: FRU,TS1155,DRIVE,TFIN,ENT,T2	\$46,385.00	K	31%	\$32,005.65	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949746	SEL: FRU,HP TRANSPORTER	\$32,692.00	K	31%	\$22,557.48	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	90949752 90949753	SEL: 20TPK,LTO-M8,CUST SEL: 20TPK,LTO-M8,CERT,NCVR	\$31,414.00 \$31,268.00	K K	31% 31%	\$21,675.66 \$21,574.92	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949769	SEL:PREPUR,NEW,LTO-8,FC,T950	\$8,385.00	K	31%	\$5,785.65	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949771	SEL:PREPUR,NEW,LTO-8,FC,TFIN	\$8,385.00	K	31%	\$5,785.65	\$0.00		\$0.00		\$0.00	\$0.00		SPECTRALOGIC
5	90949772	SEL:PREPUR,UPG,LTO-8,FC,ADAPT,T950	\$8,385.00	K	31%	\$5,785.65	\$0.00		\$0.00		\$0.00	\$0.00		SPECTRALOGIC
5	90949773	SEL:PREPUR,UPG,LTO-8,FC,ADAPT,TFIN	\$8,385.00	K	31%	\$5,785.65	\$0.00		\$0.00		\$0.00	\$0.00		SPECTRALOGIC
5 5	90949783 90949784-F	SEL: 20TPK,LTO-8,CUST,NCVR SEL: FRU,UPG,LTO-8,FC,FH,T950	\$72,070.00 \$24,600.00	K	31% 31%	\$49,728.30 \$16,974.00	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949784T200-F	SEL: FRU,UPG,LTO-8,FC,FH,T200	\$24,600.00	ĸ	31%	\$16,974.00	\$0.00		\$0.00		\$0.00	\$0.00		SPECTRALOGIC
5	90949784T380-F	SEL: FRU,UPG,LTO-8,FC,FH,T380	\$24,600.00	K	31%	\$16,974.00	\$0.00		\$0.00		\$0.00	\$0.00		SPECTRALOGIC
5	90949784T680-F	SEL: FRU,UPG,LTO-8,FC,FH,T680	\$24,600.00	K	31%	\$16,974.00	\$0.00		\$0.00		\$0.00	\$0.00		SPECTRALOGIC
5 5	90949784TFIN-F 90949785	SEL: FRU,UPG,LTO-8,FC,FH,TFIN SEL: FRU,LTO-8,FC,FH,IMPACT,T950	\$24,600.00 \$24,600.00	K	31% 31%	\$16,974.00 \$16,974.00	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949785-F	SEL: UPG,LTO-8,FC,FH,IMPACT,T950	\$24,600.00	K	31%	\$16,974.00	\$0.00		\$0.00		\$0.00	\$0.00		SPECTRALOGIC
5	90949785T200	SEL: FRU,LTO-8,FC,FH,IMPACT,T200	\$24,600.00	K	31%	\$16,974.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949785T200-F	SEL: UPG,LTO-8,FC,FH,IMPACT,T200	\$24,600.00	K	31%	\$16,974.00	\$0.00		\$0.00		\$0.00	\$0.00		SPECTRALOGIC
5	90949785T380	SEL: FRU,LTO-8,FC,FH,IMPACT,T380	\$24,600.00	K	31% 31%	\$16,974.00	\$0.00 \$0.00		\$0.00		\$0.00	\$0.00		SPECTRALOGIC
5 5	90949785T380-F 90949785T680	SEL: UPG,LTO-8,FC,FH,IMPACT,T380 SEL: FRU,LTO-8,FC,FH,IMPACT,T680	\$24,600.00 \$24,600.00	K K	31%	\$16,974.00 \$16,974.00	\$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949785T680-F	SEL: UPG,LTO-8,FC,FH,IMPACT,T680	\$24,600.00	K	31%	\$16,974.00	\$0.00		\$0.00		\$0.00	\$0.00		SPECTRALOGIC
5	90949785TFIN	SEL: FRU,LTO-8,FC,FH,IMPACT,TFIN	\$24,600.00	K	31%	\$16,974.00	\$0.00		\$0.00		\$0.00	\$0.00		SPECTRALOGIC
5 5	90949785TFIN-F 90949786	SEL: UPG,LTO-8,FC,FH,IMPACT,TFIN SEL: TPK,LTO-8,CERT	\$24,600.00 \$3,612.00	K K	31% 31%	\$16,974.00 \$2,492.28	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5 5	90949787	SEL: TPK,LTO-8,CERT SEL: TPK,LTO-8,CUST	\$3,612.00	K	31%	\$2,492.28	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949788	SEL: TPK,LTO-8,CERT,NCVR	\$3,604.00	K	31%	\$2,486.76	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949789	SEL: TPK,LTO-8,CUST,NCVR	\$3,604.00	K	31%	\$2,486.76	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	90949790 90949791	SEL: 20TPK,LTO-8,CERT SEL: 20TPK,LTO-8,CUST	\$72,216.00 \$72,216.00	K K	31% 31%	\$49,829.04 \$49,829.04	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949792	SEL: 20TPK,LTO-8,CERT,NCVR	\$72,070.00	K	31%	\$49,728.30	\$0.00		\$0.00		\$0.00	\$0.00		SPECTRALOGIC
5	90949793	SEL: 20TPK,LTO-M8,CUST,NCVR	\$31,268.00	K	31%	\$21,574.92	\$0.00		\$0.00		\$0.00	\$0.00		SPECTRALOGIC
5	90949794	SEL: TAPES,LTO-8,CERT,CLAM20	\$7,154.00	K	31%	\$4,936.26	\$0.00		\$0.00		\$0.00	\$0.00		SPECTRALOGIC
5 5	90949795 90949796	SEL: TAPES,LTO-8,CUST,CLAM20 SEL: FRU,TAPE,LTO-8,CERT	\$7,154.00 \$360.00	K	31% 31%	\$4,936.26 \$248.40	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949797	SEL: FRU,TAPE,LTO-8,CUST	\$360.00	K	31%	\$248.40	\$0.00		\$0.00		\$0.00	\$0.00		SPECTRALOGIC
5	90949798	SEL: TAPES,LTO-8,CERT,CASE10	\$3,587.00	K	31%	\$2,475.03	\$0.00		\$0.00		\$0.00	\$0.00		SPECTRALOGIC
5	90949799	SEL: TAPES,LTO-8,CUST,CASE10	\$3,587.00	K	31%	\$2,475.03	\$0.00		\$0.00		\$0.00	\$0.00		SPECTRALOGIC
5 5	90949803 90949815	SEL: FRU,UPG,SPECTRA LS,GEN IV SEL: TAPES,LTO-M8,CUST,CLAM20	\$2,520.00 \$3,073.00	K K	31% 31%	\$1,738.80 \$2,120.37	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949816	SEL: FRU,TAPE,LTO-M8,CUST	\$3,073.00 \$156.00	K	31%	\$2,120.37 \$107.64	\$0.00		\$0.00		\$0.00	\$0.00		SPECTRALOGIC
5	90949817	SEL: TAPES,LTO-M8,CERT,CASE10	\$1,546.00	K	31%	\$1,066.74	\$0.00		\$0.00		\$0.00	\$0.00		SPECTRALOGIC
5	90949818	SEL: TAPES,LTO-M8,CUST,CASE10	\$1,546.00	K	31%	\$1,066.74	\$0.00		\$0.00		\$0.00	\$0.00		SPECTRALOGIC
5 5	90949827 90949828	SEL: FRU,TAPE,LTO-M8,CERT SEL: TAPES,LTO-M8,CERT,CLAM20	\$156.00	K K	31% 31%	\$107.64	\$0.00 \$0.00		\$0.00		\$0.00	\$0.00 \$0.00		SPECTRALOGIC
5	90959034	SEL: FRU;T120;COD;5 SLOT KEY	\$3,073.00 \$647.00	K	31%	\$2,120.37 \$446.43	\$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00		SPECTRALOGIC SPECTRALOGIC
5	90959034-F	SEL: FRU;T120;COD;5 SLOT KEY	\$647.00	K	31%	\$446.43	\$0.00		\$0.00		\$0.00	\$0.00		SPECTRALOGIC
5	90959042	SEL: FRU;SLS;SOFTWARE;DIRECT;T120	\$6,538.00	K	31%	\$4,511.22	\$0.00		\$0.00		\$0.00	\$0.00		SPECTRALOGIC
5	90959042-F	SEL: FRU;SLS;SOFTWARE;DIRECT;T120	\$6,538.00	K	31%	\$4,511.22	\$0.00		\$0.00		\$0.00	\$0.00		SPECTRALOGIC
5 5	90959209 90959209-F	SEL: T120;ENCRYPTION;PROFESSIONAL SEL: T120;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					SPECTRALOGIC SPECTRALOGIC
5	90959226	SEL: FRU;N 1 POWER PACK;ROHS ONLY	\$2,769.00	ĸ	31%	\$1,910.61	\$0.00		\$0.00					SPECTRALOGIC
5	90959240	SEL: FRU;DRIVE SHELF;HH;T120	\$24.00	K	31%	\$16.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90959244	SEL: TAPES;TERAPACK;CERT;LTO-5;T120	\$452.00	K	31%	\$311.88	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5 5	90959245 90959257	SEL: TAPES;TERAPACK;CUST;LTO-5;T120 SEL: TAPES;TPK;NOCVR;CERT;LTO5;T120	\$452.00 \$446.00	K	31% 31%	\$311.88 \$307.74	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90959261	SEL: FRU,LTO-6,HH,FC,T120	\$9,462.00	ĸ	31%	\$6,528.78	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5	90959261-F	SEL: FRU,LTO-6,HH,FC,UPGRD,T120	\$9,462.00	ĸ	31%	\$6,528.78	\$0.00		\$0.00					SPECTRALOGIC
5	90959262	SEL: FRU,LTO-6,HH,SAS,T120	\$7,569.00	K	31%	\$5,222.61	\$0.00		\$0.00					SPECTRALOGIC
5 5	90959262-F 90959268	SEL: FRU,LTO-6,HH,SAS,UPGRD,T120 SEL: TAPES,TPK,NOCVR,CERT,LTO6,T120	\$7,569.00 \$629.00	K K	31% 31%	\$5,222.61 \$434.01	\$0.00 \$0.00		\$0.00 \$0.00					SPECTRALOGIC SPECTRALOGIC
5	90959272	SEL: TAPES,TERAPACK,CERT,LTO-6,T120	\$636.00	K	31%	\$438.84	\$0.00							SPECTRALOGIC

					NVP I	EVEL 1		N	IVP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
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	90959273	SEL: TAPES,TERAPACK,CUST,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 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	\$17,485.00	K	31%	\$12,064.65	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5	90959295-F	SEL: UPG,LTO-7,HH,FC,T120	\$17,485.00	K	31%	\$12,064.65	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5 5	90959296 90959296-F	SEL: FRU,LTO-7,HH,SAS,T120 SEL: UPG,LTO-7,HH,SAS,T120	\$15,782.00 \$15,782.00	K K	31% 31%	\$10,889.58 \$10,889.58	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90959297	SEL: TPK,LTO-7,CERT,120,NCVR	\$1,245.00	ĸ	31%	\$859.05	\$0.00		\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90959298	SEL: TPK,LTO-7,CUST,120,NCVR	\$1,245.00	K	31%	\$859.05	\$0.00		\$0.00	\$0.00		\$0.00	\$0.00	SPECTRALOGIC
5	90959299	SEL: TPK,LTO-7,CERT,WORM,120	\$1,423.00 \$1,423.00	K	31%	\$981.87	\$0.00		\$0.00	\$0.00		\$0.00		SPECTRALOGIC SPECTRALOGIC
5 5	90959300 90959301	SEL: TPK,LTO-7,CUST,WORM,120 SEL: TPK,LTO-7,CERT,120	\$1,423.00	K K	31% 31%	\$981.87 \$863.88	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPECTRALOGIC
5	90959302	SEL: TPK,LTO-7,CUST,120	\$1,252.00	K	31%	\$863.88	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5	90959308	SEL: FRU,LTO-8,HH,SAS,T120	\$20,058.00	K	31%	\$13,840.02	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5	90959308-F 90959309	SEL: UPG,LTO-8,HH,SAS,T120 SEL: FRU,LTO-8,HH,FC,T120	\$20,058.00 \$23,906.00	K K	31% 31%	\$13,840.02 \$16,495.14	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90959309-F	SEL: UPG,LTO-8,HH,FC,T120	\$23,906.00	K	31%	\$16,495.14	\$0.00		\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90959310	SEL: TPK,LTO-8,CERT,120	\$2,931.00	K	31%	\$2,022.39	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPECTRALOGIC
5	90959311	SEL: TPK,LTO-8,CUST,120	\$2,931.00	K	31%	\$2,022.39	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	90959312 90959313	SEL: TPK,LTO-8,CUST,120,NCVR SEL: TPK,LTO-8,CERT,120,NCVR	\$2,924.00 \$2,924.00	K K	31% 31%	\$2,017.56 \$2,017.56	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90959317	SEL:PREPUR,LTO-8,FC,HH,T120	\$7,000.00	K	31%	\$4,830.00	\$0.00		\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90959318	SEL:PREPUR,LTO-8,SAS,HH,T120	\$6,077.00	K	31%	\$4,193.13	\$0.00		\$0.00	\$0.00		\$0.00	\$0.00	SPECTRALOGIC
5	90959319	SEL: TPK,LTO-M8,CERT,120,NCVR	\$1,291.00	K	31%	\$890.79	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5	90959320 90959321	SEL: TPK,LTO-M8,CUST,120,NCVR SEL: TPK,LTO-M8,CERT,120	\$1,291.00 \$1,299.00	K	31% 31%	\$890.79 \$896.31	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90959322	SEL: TPK,LTO-M8,CUST,120	\$1,299.00	ĸ	31%	\$896.31	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5	90979018	SEL: FRU;SLS;SOFTWARE;DIRECT;T50E	\$3,269.00	K	31%	\$2,255.61	\$0.00		\$0.00			\$0.00	\$0.00	SPECTRALOGIC
5	90979018-F	SEL: FRU;SLS;SOFTWARE;UPGRADE;T50E	\$3,269.00	K	31%	\$2,255.61	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
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		SPECTRALOGIC SPECTRALOGIC
5	90979471	SEL: FRU;POWER SUPPLY;T50E	\$1,149.00	K	31%	\$792.81	\$0.00		\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90979471-F	SEL: FRU;UPGRD;POWER SUPPLY;T50E	\$1,149.00	K	31%	\$792.81	\$0.00		\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90979473	SEL: FRU;SLOT CARTRIDGE SLED;T50E SEL: COD-KEY;5 SLOT;T50E	\$0.00 \$647.00	K K	31% 31%	\$0.00 \$446.43	\$0.00 \$0.00		\$0.00	\$0.00		\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90979476 90979476U-F	SEL: COD-KEY;5 SLOT;150E SEL: FRU.COD-KEY.5 SLOT.T50E	\$647.00	K	31%	\$446.43 \$446.43	\$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00		SPECTRALOGIC
5	90979478	SEL: COD-KEY;1 SLOT;T50E	\$129.00	K	31%	\$89.01	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5	90979478-F	SEL: FRU;COD-KEY;1 SLOT;T50E	\$129.00	K	31%	\$89.01	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5 5	90979510 90979510-F	SEL: FRU,LTO-6,FC,HH,T50E SEL: FRU,UPG,LTO-6,FC,HH,T50E	\$9,462.00 \$9,462.00	K K	31% 31%	\$6,528.78 \$6,528.78	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90979511	SEL: FRU,LTO-6,SAS,HH,T50E	\$7,569.00	ĸ	31%	\$5,222.61	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5	90979511-F	SEL: FRU,UPG,LTO-6,SAS,HH,T50E	\$7,569.00	K	31%	\$5,222.61	\$0.00		\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5 5	90979523	SEL: FRU,LTO-7,FC,HH,T50E	\$9,878.00 \$9,878.00	K K	31% 31%	\$6,815.82	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPECTRALOGIC
5 5	90979523-F 90979524	SEL: UPG,LTO-7,HH,FC,T50E SEL: FRU,LTO-7,SAS,HH,T50E	\$9,083.00	K	31%	\$6,815.82 \$6,267.27	\$0.00		\$0.00	\$0.00	\$0.00 \$0.00	\$0.00		SPECTRALOGIC SPECTRALOGIC
5	90979524-F	SEL: UPG,LTO-7,HH,SAS,T50E	\$9,083.00	ĸ	31%	\$6,267.27	\$0.00		\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90979526	SEL: FRU,LTO-8,FC,HH,T50E	\$13,814.00	K	31%	\$9,531.66	\$0.00		\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90979526-F 90979527	SEL: UPG,LTO-8,HH,FC,T50E	\$13,814.00 \$12,174.00	K	31% 31%	\$9,531.66 \$8,400.06	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPECTRALOGIC
5	90979527-F	SEL: FRU,LTO-8,SAS,HH,T50E SEL: UPG,LTO-8,HH,SAS,T50E	\$12,174.00	K K	31%	\$8,400.06	\$0.00		\$0.00			\$0.00		SPECTRALOGIC SPECTRALOGIC
5	90979532	SEL:PREPUR,LTO-8,SAS,HH,T50E	\$5,769.00	K	31%	\$3,980.61	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5	90979533	SEL:PREPUR,LTO-8,FC,HH,T50E	\$6,846.00	K	31%	\$4,723.74	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5	91019814T200 91019814T20-F	SEL: CHAMBER-SLOT KEY ENABLE;T200 SEL: CHAMBER-SLOT KEY ENABLE;T200	\$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	91019814T380	SEL: CHAMBER-SLOT KEY ENABLE; T380	\$1,308.00	K	31%	\$902.52	\$0.00		\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	91019814T38-F	SEL: FRU;CHAMBER-SLOT KEY;T380	\$1,308.00	K	31%	\$902.52	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	91019814T680	SEL: CHAMBER-SLOT KEY ENABLE;T680	\$1,308.00	K	31%	\$902.52	\$0.00		\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5 5	91019814T68-F 91019816	SEL: FRU;CHAMBER-SLOT KEY;T680 SEL: ENCRYPTION;PRO;T200-380-680	\$1,308.00 \$6,538.00	K K	31% 31%	\$902.52 \$4,511.22	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	91019816-F	SEL: FRU;ENCRYPTON;PRO;T200-380-680	\$6,538.00	ĸ	31%	\$4,511.22	\$0.00		\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	91019817	SEL: SLS SFTWR KEY;QIP-RIM-CONN;BOA	\$6,538.00	K	31%	\$4,511.22	\$0.00		\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	91019817-F	SEL: FRU;SLS SFTWR-KEY;QIP-RIM;BOA	\$6,538.00	K	31%	\$4,511.22	\$0.00 \$0.00		\$0.00			\$0.00		SPECTRALOGIC
5	91019818 91019818-F	SEL: SLS SFTWR KEY;DIRECT-CONN;T200 SEL: FRU;SLS SFTWR-KEY;DIRECT;T200	\$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		SPECTRALOGIC SPECTRALOGIC
5	91019824	SEL: RACK;STANDARD 19 INCH	\$4,015.00	K	31%	\$2,770.35	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5	91019832	SEL: SLS SW KEY;DIRECTCONN;T380-680	\$6,538.00	K	31%	\$4,511.22	\$0.00		\$0.00		\$0.00	\$0.00		SPECTRALOGIC
5 5	91019832-F 91019877	SEL: FRU;SLS SW-KEY;DIRECT;T380-680 SEL:PREPUR,NEW,LTO-8,FC,BOA	\$6,538.00 \$8,385.00	K K	31% 31%	\$4,511.22 \$5,785.65	\$0.00 \$0.00		\$0.00 \$0.00					SPECTRALOGIC SPECTRALOGIC
5	91019878	SEL:PREPUR,NEW,LTO-8,FC,BOA SEL:PREPUR,UPG,LTO-8,FC,ADAPT,BOA	\$8,385.00	K	31%	\$5,785.65 \$5,785.65	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5	9198	SEL: CNTR,SFP,8GB,850NM,OPTICAL	\$263.00	K	31%	\$181.47	\$0.00		\$0.00			\$0.00	\$0.00	SPECTRALOGIC
5	9313	SEL: CABLEOPTICAL50ULC-LC10M	\$187.00	K	31%	\$129.03	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5 5	9314 9317	SEL: CABLE,OPTICAL,50U,LC-LC,20M SEL: CABLE.OPTICAL,LC-LC.50M	\$235.00 \$291.00	K	31% 31%	\$162.15 \$200.79	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	9594SL	SEL: CORD,4.5M,L6-20P / LOCKING C19	\$75.00	K	31%	\$51.75	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5	T120-6-H-A-2-30	SEL: T120BUNDLE 2 LTO-6 HH SAS 30S	\$37,890.00	K	31%	\$26,144.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	T120-6HA-2-50	SEL: T120BUNDLE,2 LTO-6,HH,SAS,50S	\$39,198.00	K	31%	\$27,046.62	\$0.00		\$0.00					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		SPECTRALOGIC SPECTRALOGIC
5	T120-6-H-F-2-30	SEL: T120BUNDLE 2 LTO-6 HH FC 30S	\$43,088.00		31%	\$29,730.72							\$0.00	SPECTRALOGIC
5	T120-6HF-2-50	SEL: T120BUNDLE,2 LTO-6,HH,FC,50S	\$44,396.00	K	31%	\$30,633.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC

Dec						NVP L	EVEL 1		N	IVP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
Times	BAND	sku	DESCRIPTION						W/MC PREM MNT		BASIC MNT LP			RENEWAL	
1 1702 144 20 150															
1 1750-164-06 1750-1641-0642 175															
\$ 1702-146-26 SET TORRINGS COLOR 15 1995 SET TOR															
1 1750-165-70 100-165-165 100-165-16															
1 100-144-0-00 100-100-140-00 100-14															
1 1705 170					K										
\$ 1756-6-4-26 Self 1750-6-44 26 Self 1750-4-44 26 Self 2750-4-4 26 Self 1750-4-44 26 Self 1750-4-44 26 Self 1750-4-44 26 Self 1750-4-45 26					K										
\$ 1700-044-050 Set. 1700-046-050 Set. 1700-046-0	-														
STICH-SHAPE	-														
5 TOS-6-H-4-69 5 TOS-					K										
S TIGS AF 4-50 SEC 100 SEC					K										
Color															
STATEMENT Company Co	-														
5 Tigo Column Self Sel															
5 TRIBOGRAF - SET TRIBORATE LIST YOUNG TO AS - STORE SET TRIBUTE LIST YOUNG TO	5														
STEPS COLUMN CO															
5 TRA-CREAD ST. TRANSCRIPT NO. STR. 1988 SER. 1989 SER.															
5 TRIS-L-FAR-L 5 TRIS															
ST TRICK-1986-3 SEL TRICK T	5	T380-J-DBA-1	SEL: T380 ENT,BASE UNIT W-1 DBA		K	31%								\$0.00	SPECTRALOGIC
THE THE TAKE TOTAL THE THE TOTAL TAKE THE TOTAL THE TAKE THE TOTAL THE															
STEEP-14-3-23 SELTER_ELTG_HAMPSER_ELTG_SS \$2,715.00 K \$17,003.05 \$10.00 \$0.00 \$10.00 \$10.00 \$0.00															
THE PHF 1-10															
THE	5				K										
5 TOBE 64 H A 2-20 SEL TOBEL TO 64 H RAS CORE 258 \$3007 X ON K 31% \$20,753 13 \$000 \$000 \$000 \$000 \$000 \$000 \$000															
STOCK-94-F1-100 SEL TOSC, 170-54-F1RRE-10PR (10) SEL TOSC, 170-54-F1RRE-10PR (10															
Figs. 3-14-7-230 Self-1706.1 Figs. 2-170-3-14-1 Figs. 170-3-14-1 Figs. 170-3-14					K										
F80-CB-2-2 SEL TROBQ-SEC LITH V - 2 DBA					K										
S TROCHEA-3 SEL TROCHEASE WITH -3 DBA \$114,155.00 K 31% \$77,78.15 \$50.00 \$0.	-														
S TISCOFFRINEYS SEL-TISCO FRAME HAX EXPANSION NIT \$0.00 \$1.00 \$0	-														
5 TISOGRAPHIALPR 5 TIS															
5 TSOSPRINEEND SELT TROS FFRAME HAX EXPANSION KIT 50.00 K 31% 50.00 S0.00 S0.0					ĸ										
S TROGREMENEP SEL 1980 FFRAME HAX EXPANSION NT SO.00 K 31% SO.00															
5 TROGREPALEZEY SEL 1980 BFTANDED SEL 1980 BFTANDED SEL 1980 WFTANDED SEL															
S TRODRID SEL TROOR WITH I DBA \$112,686.00 K 31% \$77,774.02 \$0.00 \$0															
S T9598303T SEL-T950 W.3 DBAS & STBAS \$11268.00 K 311/6 \$34,735.00 \$3.00 \$0.															
5 T950BBOTYNZP SEL T950 DPY EXP 9D 3T \$49,758.00 K 31% \$43,330.02 \$0.00	5	T950B3D3T			K		\$77,734.02			\$0.00	\$0.00	\$0.00	\$0.00		
5 T950BB0D0TXP SEL T950 DRY EXP 6D 0T \$63.282.00 K 31% \$43.671.48 \$0.00															
5 T950BBOTT SEL: T950 W - DBAS & 0 TBAS \$128,808.00 K															
5 T950BBOTIDE/F SEL: T950 BNT 1 DBA	-														
5 T990B-J3DD/WP SEL: 1990B ENT DRY EXP 3DBA \$4,788.00 K 31% \$34,333.02 \$0.00 \$	5				K	31%									
5 T950B-J3DDVXPP SEL: F9050B ENT DRY EXP 30BA \$49,758.00 K 31% \$34,333.02 \$0.00 \$0.0															
5 T950BJ3DDVXPF SEL: FRU,T950B ENT DRV EXP 30BA \$49,758.00 K 31% \$34,333.02 \$0.00 \$0															
5 T950B-JED SEL: T950B ENT DRY EXP BDA \$128,08.00 K 31% \$88,877.52 \$0.00															
5 T950BJMEDDIXPF SEL: FRU,T950B ENT DRV EXP 6DBA \$33,292.00 K 31% \$43,671.48 \$0.00 \$	5			\$128,808.00	K				\$0.00	\$0.00			\$0.00	\$0.00	SPECTRALOGIC
5 T\$509_MEDEXF SEL: FRU,T\$50 ENT MEDIA EXP FRAME \$26,023.00 K 31% \$17,956.87 \$0.00 \$					K										
5 T950B.MIDLTED SEL: T950B ENT MULTI; DBA \$112,658.00 K 31% \$17,955.87 \$0.00 \$					K										
5 T950BMULTI1D SEL:T950B ENT MULTI.1 DBA \$112,688.00 K 31% \$77,734.02 \$0.00 \$0					K										
5 T950BMULTIGD SEL: T950B ENT BULK TAP 5 T950BMEDBLK F SEL: T950LEFT,MED,EX,FR,W-BULK UPG 5 T950BMEDBLK F SEL: T950LEFT,MED,EX,FR,W-BULK UPG 5 T950BMEDBLK SEL: T950LEFT,MED,EX,FR,W-BULK UPG 5 T950BMEDBLK SEL: T950LEFT,MED,EX,FR,W-BULK UPG 5 T950BMEDBLK SEL: T950LEFT,MED,EX,FR,MEW,W-BULK SEL: T950LEFT,MED,EX,FR,MEW,	5	T950BJMULTI1D	SEL: T950B ENT,MULTI,1 DBA	\$112,658.00	K	31%	\$77,734.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 T950BMCDBLJF SEL: T950 LEFT_MED_EX_FR_M=UK_UPG \$45,769.00 K 31% \$31,580.61 \$0.00 \$	-														
5 T950BMEDBLK-F SEL: T950,LEFT,MED,EX,FR,W-BULK VPG \$45,769.00 K 31% \$31,580.61 \$0.00 \$0.0					K										
5 T950BMEDBULK SEL: T950,LEFT,MED,EX,FRAME,W-BULK \$45,769,00 K 31% \$17,955.87 \$0.00					ĸ										
5 T950BMEDIAEXP SEL: T950 MEDIA ONLY EXPANSN FRAME \$26,023.00 K 31% \$17,955.87 \$0.00	5	T950BMEDBULK	SEL: T950,LEFT,MED,EX,FRAME,W-BULK		K										
5 T950BMEDLBLKJ SEL: T950B ENT BULK TAP \$45,769.00 K 31% \$31,806.61 \$0.00	5				K										
5 T950BMULT1D SEL: T950,MULTI,WITH 1 DBA \$112,658.00 K 31% \$77,734.02 \$0.00 \$0	5				K	0170									
5 T950BMULT3D3T SEL: T950,MULTI,W-3 DBA'S & 3 TBA'S \$112,658.00 K 31% \$77,734.02 \$0.00 \$0.															
5 TFIN3D3T SEL: TFIN W- 3 DBA'S & 3 TBA'S \$12,923.00 K 31% \$84,816.87 \$0.00 \$0		T950BMULT3D3T	SEL: T950,MULTI,W-3 DBA'S & 3 TBA'S	\$112,658.00		31%	\$77,734.02	\$0.00	\$0.00			\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 TFIN3D3TDVX-F SEL: TFIN;UPG;DRV EXP 3D 3T \$57,538.00 K 31% \$39,701.22 \$0.00															
5 TFIN3D3TDVXP SEL: TFIN DRV EXP 3D 3T \$57,538.00 K 31% \$39,701.22 \$0.00															
5 TFIN6DOT SEL: TFIN W- 6 DBA'S & 0 TBA'S \$142,538.00 K 31% \$98,351.22 \$0.00 \$	-														
5 TFIN6DOTDVX-F SEL: TFIN;UPG;DRV EXP 6D 0T \$73,231.00 K 31% \$50,529.39 \$0.00															
5 TFINBSB-LEFT SEL: TFIN BULK SERV BAY; LEFT \$58,846.00 K 31% \$40,603.74 \$0.00			SEL: TFIN;UPG;DRV EXP 6D 0T	\$73,231.00			\$50,529.39		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 TFINBSBLFT-F SEL: FRU; TFIN BULK SV BAY; LEFT \$58,846.00 K 31% \$40,603.74 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00															

					NVP L	EVEL 1		N	VP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
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	TFIN-BSB-RIGHT	SEL: TFIN BULK SERV BAY, RIGHT WITH ROB		K	31%	\$63,161.22	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5 5	TFIN-J3D3S TFINJ3D3SDVXP	SEL: TFIN ENT 3D 3S SEL: TFIN ENT DRV EXP 3D 3S	\$122,923.00 \$57,538.00	K K	31% 31%	\$84,816.87 \$39,701.22	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	TFINJ3D3SDX-F	SEL: FRU;TFIN ENT DRV EXP 3D 3S	\$57,538.00	ĸ	31%	\$39,701.22	\$0.00		\$0.00		\$0.00	\$0.00		SPECTRALOGIC
5	TFIN-J6D0S	SEL: TFIN ENT 6D 0S	\$142,538.00	K	31%	\$98,351.22	\$0.00		\$0.00		\$0.00	\$0.00		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	\$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		SPECTRALOGIC
5	TFINJBSBLFT-F	SEL: FRU;TFIN ENT BULK SV BAY;LEFT	\$58,846.00	K	31%	\$40,603.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	TFINJBSBRGT-F	SEL: FRU;TFIN ENT BULK SV BAY;RIGHT	\$58,846.00	K	31%	\$40,603.74	\$0.00		\$0.00		\$0.00	\$0.00		SPECTRALOGIC
5 5	TFIN-J-BSB-RIGHT TFINJMEDEX-F	SEL: TFIN ENT BULK SERV BAY,RGT W/ROB(SEL: FRU;TFIN ENT MEDIA EXP FRAME	\$91,538.00 \$26,154.00	K K	31% 31%	\$63,161.22 \$18,046.26	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	TFINJMEDIAEXP	SEL: TFIN ENT MEDIA EXP	\$26,154.00	K	31%	\$18,046.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	TFINJSBLEFT	SEL: TFIN ENT SERV BAY;LEFT	\$45,769.00	K	31%	\$31,580.61	\$0.00		\$0.00		\$0.00	\$0.00		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	31% 31%	\$31,580.61 \$31,580.61	\$0.00 \$0.00		\$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 ROBC		ĸ	31%	\$54,138.78	\$0.00		\$0.00		\$0.00	\$0.00		SPECTRALOGIC
5	TFINMEDEX-F	SEL: TFIN;UPG;MEDIA EXP	\$26,154.00	K	31%	\$18,046.26	\$0.00		\$0.00		\$0.00	\$0.00		SPECTRALOGIC
5 5	TFINMEDIAEXP TFINSB-LEFT	SEL: TFIN MEDIA EXP SEL: TFIN SERV BAY;LEFT	\$26,154.00 \$45,769.00	K K	31% 31%	\$18,046.26 \$31,580.61	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	TFINSBLEFT-F	SEL: TFIN;UPG;SERV BAY;LEFT	\$45,769.00	ĸ	31%	\$31,580.61	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5	TFIN-SB-RIGHT	SEL: TFIN 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	SPECTRALOGIC
5 5	TFINSBRIGHT-F ESP-100-199AN-D	SEL: TFIN;UPG;SERV BAY;RIGHT SEL Splunk Ent Sec Perp Lic 100-199GBAN	\$45,769.00 \$721.15	K	31% 31%	\$31,580.61 \$497.59	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPLUNK
5	ESP-100-199AP-D	SEL Splunk Ent Sec Perp Lic 100-199GBAP	\$865.38	K	31%	\$597.11	\$0.00		\$0.00		\$0.00	\$0.00		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	\$0.00	\$0.00	\$0.00		SPLUNK
5	ESP-100-199US-D	SEL Splunk EntSecPerpLic 100-199GB/dayUS	\$576.92	K	31%	\$398.07	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5 5	ESP-10-19AN-D ESP-10-19AP-D	SEL Splunk Ent Sec Perp 10-19GB/dayAN SEL Splunk Ent Sec Perp 10-19GB/dayAP	\$2,163.46 \$2,596.15	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		SPLUNK SPLUNK
5	ESP-10-19EM-D	SEL Splunk Ent Sec Perp 10-19GB/dayEM	\$1,990.38	ĸ	31%	\$1,373.36	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5	ESP-10-19US-D	SEL Splunk Ent Sec Perp 10-19GB/dayUS	\$1,730.77	K	31%	\$1,194.23	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5 5	ESP-1K-1999AN-D ESP-1K-1999AP-D	SEL Splunk Ent Sec Perp Lic 1K-1999GBAN SEL Splunk Ent Sec Perp Lic 1K-1999GBAP	\$432.69 \$519.23	K K	31% 31%	\$298.56 \$358.27	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ESP-1K-1999EM-D	SEL Splunk Ent Sec Perp Lic 1K-1999GBEM	\$398.08	ĸ	31%	\$274.68	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5	ESP-1K-1999US-D	SEL Splunk Ent Sec Perp 1K-1999GB/dayUS	\$346.15	K	31%	\$238.84	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5 5	ESP-200-499AN-D ESP-200-499AP-D	SEL Splunk Ent Sec Perp Lic 200-499GBAN SEL Splunk Ent Sec Perp Lic 200-499GBAP	\$540.87 \$649.04	K K	31% 31%	\$373.20 \$447.84	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ESP-200-499EM-D	SEL Splunk Ent Sec Perp Lic 200-499GBEM	\$497.60	K	31%	\$343.34	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5	ESP-200-499US-D	SEL Splunk EntSecPerpLic 200-499GB/dayUS	\$432.69	K	31%	\$298.56	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5 5	ESP-20-49AN-D ESP-20-49AP-D	SEL Splunk Ent Sec Perp 20-49GB/dayAN SEL Splunk Ent Sec Perp 20-49GB/dayAP	\$1,658.65 \$1,990.38	K	31% 31%	\$1,144.47 \$1,373.36	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ESP-20-49AF-D	SEL Splunk Ent Sec Perp 20-49GB/dayAF SEL Splunk Ent Sec Perp 20-49GB/dayEM	\$1,525.96	K	31%	\$1,052.91	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5	ESP-20-49US-D	SEL Splunk Ent Sec Perp 20-49GB/dayUS	\$1,326.92	K	31%	\$915.57	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5 5	ESP-2K-4999AN-D ESP-2K-4999AP-D	SEL Splunk Ent Sec Perp Lic 2K-4999GBAN SEL Splunk Ent Sec Perp Lic 2K-4999GBAP	\$317.31 \$475.96	K K	31% 31%	\$218.94 \$328.41	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ESP-2K-4999EM-D	SEL Splunk Ent Sec Perp Lic 2K-4999GBEM	\$364.90	K	31%	\$251.78	\$0.00		\$0.00			\$0.00		SPLUNK
5	ESP-2K-4999US-D	SEL Splunk Ent Sec Perp 2K-4999GB/dayUS	\$317.31	K	31%	\$218.94	\$0.00		\$0.00			\$0.00		SPLUNK
5	ESP-500-999AN-D	SEL Splunk Ent Sec Perp Lic 500-999GBAN	\$468.75	K	31%	\$323.44	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5 5	ESP-500-999AP-D ESP-500-999EM-D	SEL Splunk Ent Sec Perp Lic 500-999GBAP SEL Splunk Ent Sec Perp Lic 500-999GBEM	\$562.50 \$431.25	K	31% 31%	\$388.13 \$297.56	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ESP-500-999US-D	SEL Splunk Ent Sec Perp 500-999GB/dayUS	\$375.00	K	31%	\$258.75	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5	ESP-50-99AN-D	SEL Splunk Ent Sec Perp Lic 50-99GBAN	\$1,153.85	K	31%	\$796.16	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5 5	ESP-50-99AP-D ESP-50-99EM-D	SEL Splunk Ent Sec Perp Lic 50-99GBAP SEL Splunk Ent Sec Perp Lic 50-99GBEM	\$1,384.62 \$1,061.54	K	31% 31%	\$955.39 \$732.46	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ESP-50-99US-D	SEL Splunk Ent Sec Perp Lic 50-99GBdayUS	\$923.08	ĸ	31%	\$636.93	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5	ESPU100-199AN-D	SEL Splunk ES Perp UPG 100-199GB/dayAN	\$721.15	K	31%	\$497.59	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5 5		SEL Splunk ES Perp UPG 100-199GB/dayAP SEL Splunk ES Perp UPG 100-199GB/dayEM	\$865.38 \$663.46	K K	31% 31%	\$597.11 \$457.79	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5		SEL Splunk ES Perp UPG 100-199GB/dayUS	\$576.92	K	31%	\$398.07	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5	ESPU-10-19AN-D	SEL Splunk ES Perp UPG 10-19GB/dayAN	\$2,163.46	K	31%	\$1,492.79	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5 5	ESPU-10-19AP-D ESPU-10-19EM-D	SEL Splunk ES Perp UPG 10-19GB/dayAP SEL Splunk ES Perp UPG 10-19GB/dayEM	\$2,596.15 \$1,990.38	K K	31% 31%	\$1,791.34 \$1,373.36	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ESPU-10-19US-D	SEL Splunk ES Perp UPG 10-19GB/dayUS	\$1,730.77	ĸ	31%	\$1,194.23	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5		SEL Splunk ES Perp UPG 1K-1999GB/dayAN	\$432.69	K	31%	\$298.56	\$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 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		SEL Splunk ES Perp UPG 1K-1999GB/dayEM	\$346.15	K	31%	\$238.84	\$0.00		\$0.00			\$0.00		SPLUNK
5	ESPU200-499AN-D	SEL Splunk ES Perp UPG 200-499GB/dayAN	\$541.15	K	31%	\$373.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5		SEL Splunk ES Perp UPG 200-499GB/dayAP SEL Splunk ES Perp UPG 200-499GB/dayEM	\$649.62 \$497.31	K	31% 31%	\$448.24 \$343.14	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		SPLUNK SPLUNK
5		SEL Splunk ES Perp UPG 200-499GB/dayEM SEL Splunk ES Perp UPG 200-499GB/dayUS	\$497.31 \$432.69	K	31%	\$343.14 \$298.56	\$0.00		\$0.00			\$0.00		SPLUNK
5	ESPU-20-49AN-D	SEL Splunk ES Perp UPG 20-49GB/dayAN	\$1,658.65	K	31%	\$1,144.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ESPU-20-49AP-D	SEL Splunk ES Perp UPG 20-49GB/dayAP	\$1,990.38	K	31%	\$1,373.36	\$0.00		\$0.00			\$0.00		SPLUNK
5 5	ESPU-20-49EM-D ESPU-20-49US-D	SEL Splunk ES Perp UPG 20-49GB/dayEM SEL Splunk ES Perp UPG 20-49GB/dayUS	\$1,525.96 \$1,326.92	ĸ K	31% 31%	\$1,052.91 \$915.57	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		SPLUNK SPLUNK
5	ESPU-2K-4999AN-D	SEL Splunk ES Perp UPG 2K-4999GB/dayAN	\$317.31	ĸ	31%	\$218.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	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		SPLUNK
5 5		SEL Splunk ES Perp UPG 2K-4999GB/dayEM SEL Splunk ES Perp UPG 2K-4999GB/dayUS	\$364.62 \$317.31	K K	31% 31%	\$251.59 \$218.94	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		SPLUNK SPLUNK
5		SEL Splunk ES Perp UPG 500-999GB/dayAN	\$468.46	K	31%	\$323.24	\$0.00		\$0.00			\$0.00		SPLUNK

					NVP L	EVEL 1		N	VP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
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		SEL Splunk ES Perp UPG 500-999GB/dayAP	\$563.08	K	31%	\$388.53	\$0.00		\$0.00	\$0.00		\$0.00		SPLUNK
5 5		SEL Splunk ES Perp UPG 500-999GB/dayEM SEL Splunk ES Perp UPG 500-999GB/dayUS	\$431.54 \$375.00	K K	31% 31%	\$297.76 \$258.75	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPLUNK SPLUNK
5	ESPU50-99AN-D	SEL Splunk ES Perp UPG 50-99GB/dayAN	\$1,153.85	ĸ	31%	\$796.16	\$0.00		\$0.00	\$0.00		\$0.00		SPLUNK
5	ESPU-50-99AP-D	SEL Splunk ES Perp UPG 50-99GB/dayAP	\$1,384.62	K	31%	\$955.39	\$0.00		\$0.00	\$0.00		\$0.00		SPLUNK
5		SEL Splunk ES Perp UPG 50-99GB/dayEM	\$1,061.54	K	31% 31%	\$732.46	\$0.00 \$0.00		\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00		SPLUNK
5		SEL Splunk ES Perp UPG 50-99GB/dayUS SEL Splunk Ent Sec Term ESUP100-199GBAN	\$923.08 \$288.46	K	31%	\$636.93 \$199.04	\$0.00		\$0.00 \$0.00	\$0.00		\$0.00 \$0.00		SPLUNK SPLUNK
5		SEL Splunk Ent Sec Term ESUP100-199GBAP	\$346.15	K	31%	\$238.84	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5		SEL Splunk Ent Sec Term ESUP100-199GBEM	\$265.38	K	31%	\$183.11	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5 5	ESTE-100-199US-D ESTE-10-19AN-D	SEL Splunk Ent Sec Term ESUP100-199GBUS SEL Splunk Ent Sec Term ESUP10-19GBAN	\$230.77 \$865.38	K K	31% 31%	\$159.23 \$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	ESTE-10-19AN-D	SEL Splunk Ent Sec Term ESUP10-19GBAN	\$1,038.46	K	31%	\$716.54	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5		SEL Splunk Ent Sec Term ESUP10-19GBEM	\$796.15	K	31%	\$549.34	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5		SEL Splunk Ent Sec Term ESUP10-19GBUS	\$692.31	K	31%	\$477.69	\$0.00		\$0.00	\$0.00		\$0.00		SPLUNK
5		SEL Splunk Ent Sec Term ESUP1K-199GBAN SEL Splunk Ent Sec Term ESUP1K-199GBAP	\$194.71 \$233.65	K K	31% 31%	\$134.35 \$161.22	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5		SEL Splunk Ent Sec Term ESUP1K-199GBEM	\$179.13	K	31%	\$123.60	\$0.00		\$0.00	\$0.00		\$0.00		SPLUNK
5		SEL Splunk Ent Sec Term ESUP1K-199GBUS	\$155.77	K	31%	\$107.48	\$0.00		\$0.00	\$0.00		\$0.00		SPLUNK
5		SEL Splunk Ent Sec Term ESUP200-499GBAN	\$223.56	K	31%	\$154.26	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5		SEL Splunk Ent Sec Term ESUP200-499GBAP	\$268.27	K	31%	\$185.11	\$0.00		\$0.00	\$0.00		\$0.00		SPLUNK
5		SEL Splunk Ent Sec Term ESUP200-499GBEM SEL Splunk Ent Sec Term ESUP200-499GBUS	\$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		SEL Splunk Ent Sec Term ESUP20-49GBAN	\$663.46	K	31%	\$457.79	\$0.00		\$0.00	\$0.00		\$0.00		SPLUNK
5	ESTE-20-49AP-D	SEL Splunk Ent Sec Term ESUP20-49GBAP	\$796.15	K	31%	\$549.34	\$0.00		\$0.00	\$0.00		\$0.00		SPLUNK
5		SEL Splunk Ent Sec Term ESUP20-49GBEM	\$610.38	K	31%	\$421.16	\$0.00		\$0.00	\$0.00		\$0.00		SPLUNK
5		SEL Splunk Ent Sec Term ESUP20-49GBUS	\$530.77	K	31%	\$366.23	\$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	\$0.00 \$0.00		\$0.00 \$0.00		SPLUNK SPLUNK
5		SEL Splunk Ent Sec Term ESUP2K-4999GBEM		ĸ	31%	\$119.03	\$0.00		\$0.00	\$0.00		\$0.00		SPLUNK
5	ESTE-2K-4999US-D	SEL Splunk Ent Sec Term ESUP2K-4999GBUS		K	31%	\$103.50	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5		SEL Splunk Ent Sec Term ESUP500-999GBAN	\$201.92	K	31%	\$139.32	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5 5		SEL Splunk Ent Sec Term ESUP500-999GBAP SEL Splunk Ent Sec Term ESUP500-999GBEM	\$242.31 \$185.77	K K	31% 31%	\$167.19 \$128.18	\$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 ESUP500-999GBUS	\$161.54	K	31%	\$120.10	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5		SEL Splunk Ent Sec Term ESUP50-99GBAN	\$461.54	K	31%	\$318.46	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		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		SPLUNK
5		SEL Splunk Ent Sec Term ESUP50-99GBEM	\$424.62	K	31% 31%	\$292.99 \$254.77	\$0.00 \$0.00		\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK
5		SEL Splunk Ent Sec Term ESUP50-99GBUS SEL Splunk Ent Sec Term GSUP100-199GBAN	\$369.23 \$324.52	K K	31%	\$234.77	\$0.00		\$0.00 \$0.00	\$0.00		\$0.00		SPLUNK SPLUNK
5		SEL Splunk Ent Sec Term GSUP100-199GBAP	\$389.42	ĸ	31%	\$268.70	\$0.00		\$0.00	\$0.00		\$0.00		SPLUNK
5		SEL Splunk Ent Sec Term GSUP100-199GBEM		K	31%	\$206.01	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5		SEL Splunk Ent Sec Term GSUP100-199GBUS		K K	31% 31%	\$179.14	\$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	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		SPLUNK
5		SEL Splunk Ent Sec Term GSUP1K-199GBUS	\$173.08	K	31%	\$119.43	\$0.00		\$0.00	\$0.00		\$0.00		SPLUNK
5		SEL Splunk Ent Sec Term GSUP200-499GBAN		K	31%	\$174.16	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5		SEL Splunk Ent Sec Term GSUP200-499GBAP SEL Splunk Ent Sec Term GSUP200-499GBEM		K K	31% 31%	\$208.99 \$160.22	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPLUNK SPLUNK
5		SEL Splunk Ent Sec Term GSUP200-499GBUS		K	31%	\$139.32	\$0.00		\$0.00	\$0.00		\$0.00		SPLUNK
5		SEL Splunk Ent Sec Term GSUP2K-4999GBAN		K	31%	\$144.30	\$0.00		\$0.00	\$0.00		\$0.00		SPLUNK
5		SEL Splunk Ent Sec Term GSUP2K-4999GBAP		K	31%	\$173.16	\$0.00		\$0.00	\$0.00		\$0.00		SPLUNK
5		SEL Splunk Ent Sec Term GSUP2K-4999GBEM SEL Splunk Ent Sec Term GSUP2K-4999GBUS		K K	31% 31%	\$132.76 \$115.44	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPLUNK SPLUNK
5		SEL Splunk Ent Sec Term GSUP500-999GBAN		K	31%	\$154.26	\$0.00		\$0.00	\$0.00		\$0.00		SPLUNK
5		SEL Splunk Ent Sec Term GSUP500-999GBAP		K	31%	\$185.11	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5		SEL Splunk Ent Sec Term GSUP500-999GBEM		K	31%	\$141.91	\$0.00		\$0.00	\$0.00		\$0.00		SPLUNK
5		SEL Splunk Ent Sec Term GSUP500-999GBUS SEL Splunk ES TermUPG ESup Buck \$1000AN		K	31% 31%	\$123.41	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK SPLUNK
5 5		SEL Splunk ES TermUPG ESup Buck \$1000AN SEL Splunk ES TermUPG ESup Buck \$1000AP		K K	31%	\$690.00 \$690.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5		SEL Splunk ES TermUPG ESup Buck \$1000EM		ĸ	31%	\$690.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	ESTU-ES-1000US-D	SEL Splunk ES TermUPG ESup Buck \$1000US	\$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 \$100AN	\$100.00	K	31%	\$69.00	\$0.00		\$0.00	\$0.00		\$0.00		SPLUNK
5		SEL Splunk ES TermUPG ESup Buck \$100AP SEL Splunk ES TermUPG ESup Buck \$100EM	\$100.00 \$100.00	K K	31% 31%	\$69.00 \$69.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPLUNK SPLUNK
5		SEL Splunk ES TermUPG ESup Buck \$100US	\$100.00	ĸ	31%	\$69.00	\$0.00		\$0.00	\$0.00		\$0.00		SPLUNK
5	ESTU-ES-1AN-D	SEL Splunk ES TermUPG ESup Buck \$1AN	\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5		SEL Splunk ES TermUPG ESup Buck \$1AP	\$1.00	K	31%	\$0.69	\$0.00		\$0.00	\$0.00		\$0.00		SPLUNK
5 5		SEL Splunk ES TermUPG ESup Buck \$1EM SEL Splunk ES TermUPG ESup Buck \$1US	\$1.00 \$1.00	K	31%	\$0.69	\$0.00		\$0.00	\$0.00		\$0.00		SPLUNK SDLLINK
5 5		SEL Splunk ES TermUPG ESup Buck \$10S SEL Splunk ES TermUPG GSup Buck \$1000AN	\$1.00 I \$1,000.00	K K	31% 31%	\$0.69 \$690.00	\$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 \$1000AP		ĸ	31%	\$690.00	\$0.00		\$0.00	\$0.00		\$0.00		SPLUNK
5	ESTU-GS-1000EM-D	SEL Splunk ES TermUPG GSup Buck \$1000EM	\$1,000.00	K	31%	\$690.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5		SEL Splunk ES TermUPG GSup Buck \$1000US		K	31%	\$690.00	\$0.00		\$0.00	\$0.00		\$0.00		SPLUNK
5		SEL Splunk ES TermUPG GSup Buck \$100AN SEL Splunk ES TermUPG GSup 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		SPLUNK SPLUNK
5		SEL Splunk ES TermUPG GSup Buck \$100AP	\$100.00	K	31%	\$69.00 \$69.00	\$0.00		\$0.00			\$0.00		SPLUNK
5	ESTU-GS-100US-D	SEL Splunk ES TermUPG GSup Buck \$100US	\$100.00	K	31%	\$69.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ESTU-GS-1AN-D	SEL Splunk ES TermUPG GSup Buck \$1AN	\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK

					NVP L	EVEL 1		N	VP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
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	ESTU-GS-1AP-D ESTU-GS-1EM-D	SEL Splunk ES TermUPG GSup Buck \$1AP SEL Splunk ES TermUPG GSup Buck \$1EM	\$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	ESTU-GS-1US-D	SEL Splunk ES TermUPG GSup Buck \$1US	\$1.00	ĸ	31%	\$0.69	\$0.00		\$0.00			\$0.00		SPLUNK
5	EXP-100GB-AN-D	SEL Splunk EXCH Perp Lic 51-100GB/dayAN	\$108,173.08	K	31%	\$74,639.43		\$0.00	\$0.00			\$0.00		SPLUNK
5 5	EXP-100GB-AP-D EXP-100GB-EM-D	SEL Splunk EXCH Perp Lic 51-100GB/dayAP SEL Splunk EXCH Perp Lic 51-100GB/dayEM	\$129,807.69 \$99,519.23	K K	31% 31%	\$89,567.31 \$68,668.27	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00		SPLUNK SPLUNK
5	EXP-100GB-US-D	SEL Splunk EXCH Perp Lic 51-100GB/dayUS	\$86,538.46	ĸ	31%	\$59,711.54	\$0.00	\$0.00	\$0.00			\$0.00		SPLUNK
5	EXP-101GB-AN-D	SEL Splunk EXCH Perp Lic > 100+GB/dayAN	\$201,923.08	K	31%	\$139,326.93	\$0.00	\$0.00	\$0.00			\$0.00		SPLUNK
5	EXP-101GB-AP-D EXP-101GB-EM-D	SEL Splunk EXCH Perp Lic > 100+GB/dayAP SEL Splunk EXCH Perp Lic > 100+GB/dayEM	\$242,307.69 \$185,769.23	K K	31% 31%	\$167,192.31 \$128,180.77	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	EXP-101GB-US-D	SEL Splunk EXCH Perp Lic > 100+GB/dayUS	\$161,538.46	K	31%	\$111,461.54	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		SPLUNK
5	EXP-10GB-AN-D	SEL Splunk EXCH Perp Lic 6-10GB/dayAN	\$18,028.85	K	31%	\$12,439.91	\$0.00		\$0.00			\$0.00		SPLUNK
5	EXP-10GB-AP-D EXP-10GB-EM-D	SEL Splunk EXCH Perp Lic 6-10GB/dayAP SEL Splunk EXCH Perp Lic 6-10GB/dayEM	\$21,634.62 \$16,586.54	K K	31% 31%	\$14,927.89 \$11,444.71	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		SPLUNK SPLUNK
5	EXP-10GB-LW-D	SEL Splunk EXCH Perp Lic 6-10GB/dayUS	\$14,423.08	K	31%	\$9,951.93			\$0.00			\$0.00		SPLUNK
5	EXP-20GB-AN-D	SEL Splunk EXCH Perp Lic 11-20GB/dayAN	\$32,451.92	K	31%	\$22,391.82	\$0.00		\$0.00			\$0.00	\$0.00	SPLUNK
5 5	EXP-20GB-AP-D EXP-20GB-EM-D	SEL Splunk EXCH Perp Lic 11-20GB/dayAP SEL Splunk EXCH Perp Lic 11-20GB/dayEM	\$38,942.31 \$29,855.77	K K	31% 31%	\$26,870.19 \$20,600.48	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	EXP-20GB-EW-D	SEL Splunk EXCH Perp Lic 11-20GB/dayEM SEL Splunk EXCH Perp Lic 11-20GB/dayUS	\$25,961.54	K	31%	\$17,913.46	\$0.00	\$0.00	\$0.00			\$0.00		SPLUNK
5	EXP-50GB-AN-D	SEL Splunk EXCH Perp Lic 21-50GB/dayAN	\$68,509.62	K	31%	\$47,271.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5 5	EXP-50GB-AP-D	SEL Splunk EXCH Perp Lic 21-50GB/dayAP	\$82,211.54	K K	31%	\$56,725.96	\$0.00		\$0.00			\$0.00		SPLUNK
5	EXP-50GB-EM-D EXP-50GB-US-D	SEL Splunk EXCH Perp Lic 21-50GB/dayEM SEL Splunk EXCH Perp Lic 21-50GB/dayUS	\$63,028.85 \$54,807.69	K	31% 31%	\$43,489.91 \$37,817.31	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00		SPLUNK SPLUNK
5	EXP-5GB-AN-D	SEL Splunk EXCH Perp Lic 3-5GB/dayAN	\$10,817.31	K	31%	\$7,463.94	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	EXP-5GB-AP-D	SEL Splunk EXCH Perp Lic 3-5GB/dayAP	\$12,980.77	K	31%	\$8,956.73			\$0.00			\$0.00		SPLUNK
5	EXP-5GB-EM-D EXP-5GB-US-D	SEL Splunk EXCH Perp Lic 3-5GB/dayEM SEL Splunk EXCH Perp Lic 3-5GB/dayUS	\$9,951.92 \$8,653.85	K K	31% 31%	\$6,866.82 \$5,971.16			\$0.00 \$0.00			\$0.00 \$0.00		SPLUNK SPLUNK
5	EXTE-100GB-AN-D		\$43,269.23	ĸ	31%	\$29,855.77	\$0.00		\$0.00			\$0.00		SPLUNK
5	EXTE-100GB-AP-D	SEL Splunk EXCH Term ESUP 51-100GB/dayA		K	31%	\$35,826.93		\$0.00	\$0.00			\$0.00		SPLUNK
5 5	EXTE-100GB-EM-D EXTE-100GB-US-D	SEL Splunk EXCH Term ESUP 51-100GB/dayE SEL Splunk EXCH Term ESUP 51-100GB/dayU		K K	31% 31%	\$27,467.31 \$23,884.61	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00		SPLUNK SPLUNK
5	EXTE-101GB-AN-D	SEL Splunk EXCH Term ESUP >100+GB/dayAN		ĸ	31%	\$74,291.11	\$0.00	\$0.00	\$0.00			\$0.00		SPLUNK
5	EXTE-101GB-AP-D	SEL Splunk EXCH Term ESUP >100+GB/dayAF		K	31%	\$89,149.32	\$0.00	\$0.00	\$0.00			\$0.00		SPLUNK
5 5	EXTE-101GB-EM-D EXTE-101GB-US-D	SEL Splunk EXCH Term ESUP >100+GB/dayEN SEL Splunk EXCH Term ESUP >100+GB/dayUS		K K	31% 31%	\$68,347.82 \$59,432.89	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	EXTE-10GB-AN-D	SEL Splunk EXCH Term ESUP 6-10GB/dayAN	\$7,211.54	ĸ	31%	\$4,975.96	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		SPLUNK
5	EXTE-10GB-AP-D	SEL Splunk EXCH Term ESUP 6-10GB/dayAP	\$8,653.85	K	31%	\$5,971.16			\$0.00			\$0.00		SPLUNK
5	EXTE-10GB-EM-D EXTE-10GB-US-D	SEL Splunk EXCH Term ESUP 6-10GB/dayEM SEL Splunk EXCH Term ESUP 6-10GB/dayUS	\$6,634.62 \$5,769.23	K K	31% 31%	\$4,577.89 \$3,980.77			\$0.00 \$0.00			\$0.00 \$0.00		SPLUNK SPLUNK
5	EXTE-100B-00-D	SEL Splunk EXCH Term ESUP 11-20GB/dayAN		ĸ	31%	\$8,956.73			\$0.00			\$0.00		SPLUNK
5	EXTE-20GB-AP-D	SEL Splunk EXCH Term ESUP 11-20GB/dayAP		K	31%	\$10,748.07	\$0.00		\$0.00			\$0.00		SPLUNK
5	EXTE-20GB-EM-D EXTE-20GB-US-D	SEL Splunk EXCH Term ESUP 11-20GB/dayEN SEL Splunk EXCH Term ESUP 11-20GB/dayUS		K K	31% 31%	\$8,240.19 \$7,165.39		\$0.00 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00		SPLUNK SPLUNK
5	EXTE-50GB-AN-D	SEL Splunk EXCH Term ESUP 21-50GB/dayAN		ĸ	31%	\$18,908.66	\$0.00	\$0.00	\$0.00			\$0.00		SPLUNK
5	EXTE-50GB-AP-D	SEL Splunk EXCH Term ESUP 21-50GB/dayAP		K	31%	\$22,690.39	\$0.00	\$0.00	\$0.00			\$0.00		SPLUNK
5 5	EXTE-50GB-EM-D EXTE-50GB-US-D	SEL Splunk EXCH Term ESUP 21-50GB/dayEM SEL Splunk EXCH Term ESUP 21-50GB/dayUS		K K	31% 31%	\$17,395.96 \$15,126.93	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00		SPLUNK SPLUNK
5	EXTE-5GB-AN-D	SEL Splunk EXCH Term ESUP 3-5GB/dayAN	\$4,326.92	ĸ	31%	\$2,985.57	\$0.00	\$0.00	\$0.00			\$0.00		SPLUNK
5	EXTE-5GB-AP-D	SEL Splunk EXCH Term ESUP 3-5GB/dayAP	\$5,192.31	K	31%	\$3,582.69	\$0.00		\$0.00			\$0.00		SPLUNK
5	EXTE-5GB-EM-D EXTE-5GB-US-D	SEL Splunk EXCH Term ESUP 3-5GB/dayEM SEL Splunk EXCH Term ESUP 3-5GB/dayUS	\$3,980.77 \$3,461.54	K K	31% 31%	\$2,746.73 \$2,388.46	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		SPLUNK SPLUNK
5	EXTG-100GB-AN-D			ĸ	31%	\$33,587.74	\$0.00		\$0.00			\$0.00		SPLUNK
5		SEL Splunk EXCH Term GSUP 51-100GB/dayA		K	31%	\$40,305.29			\$0.00			\$0.00		SPLUNK
5	EXTG-100GB-EM-D EXTG-100GB-US-D	SEL Splunk EXCH Term GSUP 51-100GB/dayE SEL Splunk EXCH Term GSUP 51-100GB/dayU		K K	31% 31%	\$30,900.72 \$26,870.19	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00		SPLUNK SPLUNK
5	EXTG-100GB-03-D			ĸ	31%	\$83,596.16	\$0.00	\$0.00	\$0.00			\$0.00		SPLUNK
5		SEL Splunk EXCH Term GSUP >100+GB/dayAF		K	31%	\$100,315.39	\$0.00	\$0.00	\$0.00			\$0.00		SPLUNK
5 5		SEL Splunk EXCH Term GSUP >100+GB/dayEf SEL Splunk EXCH Term GSUP >100+GB/dayUs		K K	31% 31%	\$76,908.46 \$66,876.93	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00		SPLUNK SPLUNK
5	EXTG-101GB-AN-D	SEL Splunk EXCH Term GSUP 6-10GB/dayAN	\$8,112.98	K	31%	\$5,597.96	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		SPLUNK
5	EXTG-10GB-AP-D	SEL Splunk EXCH Term GSUP 6-10GB/dayAP	\$9,735.58	K	31%	\$6,717.55		\$0.00	\$0.00		\$0.00	\$0.00		SPLUNK
5	EXTG-10GB-EM-D EXTG-10GB-US-D	SEL Splunk EXCH Term GSUP 6-10GB/dayEM SEL Splunk EXCH Term GSUP 6-10GB/dayUS	\$7,463.94 \$6,490.38	K K	31% 31%	\$5,150.12 \$4,478.36			\$0.00 \$0.00			\$0.00 \$0.00		SPLUNK SPLUNK
5	EXTG-10GB-03-D	SEL Splunk EXCH Term GSUP 11-20GB/dayAN		K	31%	\$10,076.33			\$0.00			\$0.00		SPLUNK
5	EXTG-20GB-AP-D	SEL Splunk EXCH Term GSUP 11-20GB/dayAP		K	31%	\$12,091.59			\$0.00			\$0.00		SPLUNK
5	EXTG-20GB-EM-D EXTG-20GB-US-D	SEL Splunk EXCH Term GSUP 11-20GB/dayEN SEL Splunk EXCH Term GSUP 11-20GB/dayUS		K K	31% 31%	\$9,270.22 \$8,061.06			\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	EXTG-50GB-AN-D	SEL Splunk EXCH Term GSUP 21-50GB/dayAN		ĸ	31%	\$21,272.24	\$0.00		\$0.00			\$0.00		SPLUNK
5	EXTG-50GB-AP-D	SEL Splunk EXCH Term GSUP 21-50GB/dayAP	\$36,995.19	K	31%	\$25,526.68	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	EXTG-50GB-EM-D EXTG-50GB-US-D	SEL Splunk EXCH Term GSUP 21-50GB/dayEN SEL Splunk EXCH Term GSUP 21-50GB/dayUS		K K	31% 31%	\$19,570.46 \$17,017.79	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00		SPLUNK SPLUNK
5	EXTG-50GB-05-D	SEL Splunk EXCH Term GSUP 3-5GB/dayAN	\$4,867.79	ĸ	31%	\$3,358.78	\$0.00		\$0.00			\$0.00		SPLUNK
5	EXTG-5GB-AP-D	SEL Splunk EXCH Term GSUP 3-5GB/dayAP	\$5,841.35	K	31%	\$4,030.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	EXTG-5GB-EM-D EXTG-5GB-US-D	SEL Splunk EXCH Term GSUP 3-5GB/dayEM SEL Splunk EXCH Term GSUP 3-5GB/dayUS	\$4,478.37 \$3,894.23	K	31% 31%	\$3,090.08 \$2,687.02			\$0.00 \$0.00			\$0.00 \$0.00		SPLUNK SPLUNK
5		SEL Splunk-Hadoop Term +Esup100-249NdAN			31%	\$2,627.31	\$0.00		\$0.00			\$0.00		SPLUNK
5	HUTE-100-249AP-D	SEL Splunk-Hadoop Term +Esup100-249NdAP	\$4,569.23	K	31%	\$3,152.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5		SEL Splunk-Hadoop Term +Esup100-249NdEM SEL Splunk-Hadoop Term +Esup100-249NdUS			31% 31%	\$2,417.13 \$2,101.84			\$0.00 \$0.00			\$0.00 \$0.00		SPLUNK SPLUNK
5		SEL Splunk-Hadoop Term +Esup100-249NdOS SEL Splunk-Hadoop Term +Esup10-24NdAN	\$3,046.15 \$4,326.92		31%	\$2,101.84 \$2,985.57	\$0.00		\$0.00 \$0.00			\$0.00		SPLUNK
-	-													

March Section Sectio						NVP I	EVEL 1		N	VP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
The content of the	BAND	sku	DESCRIPTION								BASIC MNT LP	PS W/MC PREM		RENEWAL	
No.					K										
1					K K										
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The content of the	-				K										
Section Continue	-				K										
1					ĸ										
No. of Control Section		HUTE-25-49AP-D	SEL Splunk-Hadoop Term +Esup25-49NdAP	\$4,984.62	K		\$3,439.39			\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
Column C					K										
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1.					K	31%									
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Column C															
1	5	HUTE-50-99EM-D	SEL Splunk-Hadoop Term +Esup50-99NdEM	\$3,662.31	K	31%	\$2,526.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
1	-				K										
Section Column					K										
Column C					K										
Section Company Comp	5	HUTG-100-249US-D	SEL Splunk-Hadoop Term +Gsup100-249NdUS	\$3,426.92	K									\$0.00	SPLUNK
Section Company Comp					K										
STATE Color Colo					ĸ										
Section Column					ĸ										
HITC-559-MIRCAD SET, Salvari-Ascorpt Term (Sept)-26-MIRCAD \$1,150 \$1,00 \$10.			SEL Splunk-Hadoop Term +Gsup250-499NdAN	\$3,894.23	K										
Fig.	-				K										
HITC-25-480-MD SE, Splant-Netwoor mer Gazga-94-940-MD SE, Splant-Netwoor					K										
HITC-25-40BRAD Sell-Spirits-Hatcorp Term -Gaugh-Sell-Mark St. 2,376.4 Sell-Spirits - Sell-	-				ĸ										
HITC-25-4808-30 SE, Spillar Hastony Term -Coupie)-Colorability SE, Spillar Hasto					K										
HITCS-00-099AM-N SEL Splant-Hastopy Term - Grap-00-099AM-N SA 408.55 K 31% \$2,246.65 \$0.00 \$0.					K										
HITG-G0-999AP-P SEL Splanel-Haston Term - Grap-S0-999APAP S4,094.62 K 31% \$2,183.79 \$0.00					K										
HITG-02-090BLND SEL-Spinner-Hostogo Fram -Polary-Dishelford No. 24.773.08 K 31% \$1,978.38 \$0.00	5				K										
Fig.					K	31%									
Fund															
Fund															
Fig. 171-101-1909-No. SEL. Splum XTSI Pep Lictio-1906EddayAN \$865.38 X 31% \$597.11 \$0.00	-														
Fig. 171-01-1996-P. SEL Spluts ITS Perp Licit 01-1996-Blowy P. \$1,098-46 K 31% \$710.54 \$0.00 \$	-														
Fig. 11 Fig. 12 Fig. 12 Fig. 12 Fig. 12 Fig. 13 Fig. 13 Fig. 14 Fig. 13 Fig. 14 Fig.	-														
TP-10-19A-PL SEL Splumk TISP Perg Linc1-19GBlday/M \$2,596.15 K 31% \$1,791.34 \$0.00 \$0.					ĸ										
TP-16-19AP-D SEL SplunkT TSP Perp Lic10-19GBidayAP \$3,116.38 K 31% \$2,149.61 \$3.00 \$5.					K										
5 TP-10-19EMD SEL Splunk ITSI Perp Lich-10-19G8dayEM S2,388.46 K 31% \$1,648.04 \$0.00 \$					K										
5 TP-10-19US-D SEL Splumk ITS) Perp Licht-1996Gliday/N \$32,076.92 K 31% \$1,433.07 \$0.00 \$0.0					K										
St. ThrIt. 1999A-D. St. Splunk TSI Perp LickT. 1999GBidayAP S19 23 K 31% S350.27 S0 00 S					K										
5 TP-1K-1999UR-D SEL Splunk ITSI Perp Licht-1999Goldray/BM \$348.08 K 31% \$274.68 \$0.00					K										
Strict Perp Link Perp Link Perp Link Perp Link Link Perp Link					K										
5 TF-200-498AN-D SEL Splunk TSI Perp Lic200-499GB/dayAN S778.55 K 31% \$337.41 \$0.00 \$0	-				K										
5 ITP-200-499EM-D SEL Splunk ITSI Perp Lic200-499GBIdayAN S19-22 k	-		SEL Splunk ITSI Perp Lic200-499GB/dayAN		K										
5 ITP-20-499NL-D SEL Splunk ITSI Perip Lic20-499GB(dayAV S. 519.23 K 31% \$358.27 \$0.00 \$0.					K										
For ITP-20-49AP-D SEL Splunk ITS Perp Lic20-49GB/dayAP S2.36.54 K 31% \$1,431.51 \$0.00 \$0.					K										
Fig.		ITP-20-49AN-D	SEL Splunk ITSI Perp Lic20-49GB/dayAN	\$1,947.12	ĸ										
Fig. 17 Fig. 24 Fig. 25 Fig.															
5 ITP-2K-4999AN-D SEL Splunk ITSI Perp Lic2K-4999GB/dayAN \$475.96 K 31% \$219.94 \$0.00 \$0.0															
Fig.															
5 TP-26A-999US-D SEL Splunk ITSI Perp Lic500-999GB/dayAN \$468.46 K 31% \$323.24 \$0.00															
5 ITP-500-999AN-D SEL Splunk ITSI Perp Lic500-999GBldayAP \$663.08 K 31% \$338.53 \$30.00 \$0.00	5		SEL Splunk ITSI Perp Lic2K-4999GB/dayEM		K										
5 ITP-500-999AP-D SEL Splunk ITSI Perp Lic500-999GBIdayAP \$65.08 K 31% \$388.53 \$0.00 <td>5</td> <td></td> <td></td> <td></td> <td>K</td> <td></td>	5				K										
5 ITP-500-999EM-D SEL Splunk ITSI Perp Lic500-999GB/dayUS \$375.00 K 31% \$297.76 \$0.00 \$0.0	-														
5 ITP-50-99AN-D SEL Splunk ITSI Perp Lic50-99GB/dayAN \$1,370.77 K 31% \$945.83 \$0.00	5	ITP-500-999EM-D	SEL Splunk ITSI Perp Lic500-999GB/dayEM	\$431.54	K			\$0.00	\$0.00					\$0.00	SPLUNK
5 ITP-50-99AP-D SEL Splunk ITSI Perp Lic50-99GB/dayAP \$1,644.23 K 31% \$1,134.52 \$0.00 \$0.0					K										
5 ITP-50-99EM-D SEL Splunk ITSI Perp Lic50-99GB/dayEM \$1,261.15 K 31% \$870.19 \$0.00					K										
5 ITP-50-99US-D SEL Splunk ITSI Perp Lic50-99GB/dayUS \$1,096.15 K 31% \$756.34 \$0.00					K										
5 ITPU-100-199AN-D SEL Splunk ITSI Perp UPG100-199GB/dayAN \$865.38 K 31% \$597.11 \$0.00 \$0.					ĸ										
5 ITPU-100-199EM-D SEL Splunk ITSI Perp UPG100-199GB/dayEM \$796.15 K 31% \$549.34 \$0.00 \$0.			SEL Splunk ITSI Perp UPG100-199GB/dayAN	\$865.38	K	31%	\$597.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 ITPU-100-199US-D SEL Splunk ITSI Perp UPG100-199GB/dayUS \$692.31 K 31% \$477.69 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00					K										
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					NVP L	EVEL 1		N	VP MAINTENANCE	AND WARRANTY	JPGRADE PRICE			
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	ITPU-10-19AP-D	SEL Splunk ITSI Perp UPG10-19GB/dayAP	\$3,115.38	K	31%	\$2,149.61	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5 5	ITPU-10-19EM-D ITPU-10-19US-D	SEL Splunk ITSI Perp UPG10-19GB/dayEM SEL Splunk ITSI Perp UPG10-19GB/dayUS	\$2,388.46 \$2,076.92	K K	31% 31%	\$1,648.04 \$1,433.07	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ITPU-1K-1999AN-D	SEL Splunk ITSI Perp UPG1K-1999GB/dayAN	\$432.69	ĸ	31%	\$298.56	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5	ITPU-1K-1999AP-D	SEL Splunk ITSI Perp UPG1K-1999GB/dayAP	\$519.23	K	31%	\$358.27	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5 5	ITPU-1K-1999EM-D	SEL Splunk ITSI Perp UPG1K-1999GB/dayEM	\$398.08	K	31% 31%	\$274.68	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	ITPU-1K-1999US-D ITPU-200-499AN-D	SEL Splunk ITSI Perp UPG1K-1999GB/dayUS SEL Splunk ITSI Perp UPG200-499GB/dayAN	\$346.15 \$649.62	K K	31%	\$238.84 \$448.24	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ITPU-200-499AP-D	SEL Splunk ITSI Perp UPG200-499GB/dayAP	\$778.85	K	31%	\$537.41	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5	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		SPLUNK
5 5	ITPU-200-499US-D ITPU-20-49AN-D	SEL Splunk ITSI Perp UPG200-499GB/dayUS SEL Splunk ITSI Perp UPG20-49GB/dayAN	\$519.23 \$1,947.12	K K	31% 31%	\$358.27 \$1,343.51	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ITPU-20-49AN-D	SEL Splunk ITSI Perp UPG20-49GB/dayAP	\$2,336.54	K	31%	\$1,612.21	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5	ITPU-20-49EM-D	SEL Splunk ITSI Perp UPG20-49GB/dayEM	\$1,791.35	K	31%	\$1,236.03	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	ITPU-20-49US-D	SEL Splunk ITSI Perp UPG20-49GB/dayUS	\$1,557.69	K	31%	\$1,074.81	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5 5		SEL Splunk ITSI Perp UPG2K-4999GB/dayAN SEL Splunk ITSI Perp UPG2K-4999GB/dayAP	\$317.31 \$476.54	K	31% 31%	\$218.94 \$328.81	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5		SEL Splunk ITSI Perp UPG2K-4999GB/dayAF	\$364.62	K	31%	\$251.59	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5		SEL Splunk ITSI Perp UPG2K-4999GB/dayUS	\$317.31	K	31%	\$218.94	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	ITPU-500-999AN-D	SEL Splunk ITSI Perp UPG500-999GB/dayAN	\$468.46	K	31%	\$323.24	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5 5		SEL Splunk ITSI Perp UPG500-999GB/dayAP	\$563.08 \$424.54	K	31% 31%	\$388.53	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5	ITPU-500-999EM-D ITPU-500-999US-D	SEL Splunk ITSI Perp UPG500-999GB/dayEM SEL Splunk ITSI Perp UPG500-999GB/dayUS	\$431.54 \$375.00	K	31%	\$297.76 \$258.75			\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
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		SPLUNK
5	ITPU-50-99AP-D	SEL Splunk ITSI Perp UPG50-99GB/dayAP	\$1,644.23	K	31%	\$1,134.52	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5	ITPU-50-99EM-D	SEL Splunk ITSI Perp UPG50-99GB/dayEM	\$1,261.15	K	31%	\$870.19			\$0.00		\$0.00	\$0.00		SPLUNK
5 5	ITPU-50-99US-D ITTE-100-199AN-D	SEL Splunk ITSI Perp UPG50-99GB/dayUS SEL Splunk ITSI Term ESUP100-199GB/dayAN	\$1,096.15 \$346.15	K	31% 31%	\$756.34 \$238.84	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ITTE-100-199AP-D	SEL Splunk ITSI Term ESUP100-199GB/dayAP		K	31%	\$286.61	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5	ITTE-100-199EM-D	SEL Splunk ITSI Term ESUP100-199GB/dayEN		K	31%	\$219.74	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5	ITTE-100-199US-D	SEL Splunk ITSI Term ESUP100-199GB/dayUS		K	31%	\$191.07	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5 5	ITTE-10-19AN-D ITTE-10-19AP-D	SEL Splunk ITSI Term ESUP10-19GBAN SEL Splunk ITSI Term ESUP10-19GBAP	\$1,038.46 \$1,246.15	K K	31% 31%	\$716.54 \$859.84	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK
5	ITTE-10-19AF-D	SEL Splunk ITSI Term ESUP10-19GBAP	\$955.38	K	31%	\$659.21	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK SPLUNK
5	ITTE-10-19US-D	SEL Splunk ITSI Term ESUP10-19GBUS	\$830.77	ĸ	31%	\$573.23	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5	ITTE-1K-1999AN-D	SEL Splunk ITSI Term ESUP1K-1999GB/dayAN		K	31%	\$134.55	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5	ITTE-1K-1999AP-D	SEL Splunk ITSI Term ESUP1K-1999GB/dayAF		K	31%	\$161.62	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5 5	ITTE-1K-1999EM-D ITTE-1K-1999US-D	SEL Splunk ITSI Term ESUP1K-1999GB/dayEN SEL Splunk ITSI Term ESUP1K-1999GB/dayUS		K K	31% 31%	\$123.41 \$107.48	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ITTE-200-499AN-D	SEL Splunk ITSI Term ESUP200-499GB/dayAN		ĸ	31%	\$183.91	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	ITTE-200-499AP-D	SEL Splunk ITSI Term ESUP200-499GB/dayAP		K	31%	\$221.33	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5		SEL Splunk ITSI Term ESUP200-499GB/dayEN		K	31%	\$169.58	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5 5	ITTE-200-499US-D ITTE-20-49AN-D	SEL Splunk ITSI Term ESUP200-499GB/dayUS SEL Splunk ITSI Term ESUP20-49GBAN	\$ \$213.46 \$778.85	K K	31% 31%	\$147.29 \$537.41	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ITTE-20-49AP-D	SEL Splunk ITSI Term ESUP20-49GBAP	\$934.62	ĸ	31%	\$644.89	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5	ITTE-20-49EM-D	SEL Splunk ITSI Term ESUP20-49GBEM	\$716.54	K	31%	\$494.41	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5	ITTE-20-49US-D	SEL Splunk ITSI Term ESUP20-49GBUS	\$623.08	K	31%	\$429.93			\$0.00		\$0.00	\$0.00		SPLUNK
5 5	ITTE-2K-4999AN-D ITTE-2K-4999AP-D	SEL Splunk ITSI Term ESUP2K-4999GB/dayAN SEL Splunk ITSI Term ESUP2K-4999GB/dayAF		K	31% 31%	\$129.38 \$155.25	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ITTE-2K-4999EM-D	SEL Splunk ITSI Term ESUP2K-4999GB/dayEN		K	31%	\$119.03			\$0.00		\$0.00	\$0.00		SPLUNK
5	ITTE-2K-4999US-D	SEL Splunk ITSI Term ESUP2K-4999GB/dayUS		K	31%	\$103.50			\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTE-500-999AN-D	SEL Splunk ITSI Term ESUP500-999GB/dayAN		K	31%	\$139.32	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5 5	ITTE-500-999AP-D ITTE-500-999EM-D	SEL Splunk ITSI Term ESUP500-999GB/dayAP SEL Splunk ITSI Term ESUP500-999GB/dayEN		K	31% 31%	\$167.19 \$128.18	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ITTE-500-999US-D	SEL Splunk ITSI Term ESUP500-999GB/dayUS		K	31%	\$120.10	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
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		SPLUNK
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		SPLUNK SPLUNK
5	ITTG-100-199AN-D	SEL Splunk ITSI Term GSUP100-199GB/dayAN		K	31%	\$269.10			\$0.00		\$0.00	\$0.00		SPLUNK
5	ITTG-100-199AP-D	SEL Splunk ITSI Term GSUP100-199GB/dayAF	\$467.31	K	31%	\$322.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTG-100-199EM-D	SEL Splunk ITSI Term GSUP100-199GB/dayEN		K	31%	\$247.61	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5 5	ITTG-100-199US-D ITTG-1K-1999AN-D	SEL Splunk ITSI Term GSUP100-199GB/dayUS SEL Splunk ITSI Term GSUP1K-1999GB/dayAN		K K	31% 31%	\$214.96 \$149.28	\$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 GSUP1K-1999GB/dayAF		K	31%	\$179.14	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5		SEL Splunk ITSI Term GSUP1K-1999GB/dayA		K	31%	\$137.34	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5	ITTG-1K-1999US-D	SEL Splunk ITSI Term GSUP1K-1999GB/dayUS	\$173.08	K	31%	\$119.43			\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5		SEL Splunk ITSI Term GSUP200-499GB/dayAN SEL Splunk ITSI Term GSUP200-499GB/dayAF		K	31%	\$208.99			\$0.00		\$0.00	\$0.00		SPLUNK
5 5		SEL Splunk ITSI Term GSUP200-499GB/dayAF SEL Splunk ITSI Term GSUP200-499GB/dayEN		K K	31% 31%	\$250.79 \$192.27			\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5		SEL Splunk ITSI Term GSUP200-499GB/dayUS		ĸ	31%	\$167.19			\$0.00		\$0.00	\$0.00		SPLUNK
5		SEL Splunk ITSI Term GSUP2K-4999GB/dayAN	\$209.13	ĸ	31%	\$144.30	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5		SEL Splunk ITSI Term GSUP2K-4999GB/dayAF		K	31%	\$173.16			\$0.00		\$0.00	\$0.00		SPLUNK
5 5		SEL Splunk ITSI Term GSUP2K-4999GB/dayEN SEL Splunk ITSI Term GSUP2K-4999GB/dayUS		K	31% 31%	\$132.76 \$115.44			\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5		SEL Splunk ITSI Term GSUP500-999GB/dayAN		ĸ	31%	\$115.44 \$154.26			\$0.00		\$0.00	\$0.00		SPLUNK
5	ITTG-500-999AP-D	SEL Splunk ITSI Term GSUP500-999GB/dayAF	\$268.27	K	31%	\$185.11	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		SPLUNK
5	ITTG-500-999EM-D	SEL Splunk ITSI Term GSUP500-999GB/dayEM	\$205.67	K	31%	\$141.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5		SEL Splunk ITSI Term GSUP500-999GB/dayUS SEL Splunk IT TermUPG ESup Buck \$1000AN		K K	31%	\$123.41	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK SPLUNK
э	11 10-E3-1000AN-D	OFF Objunk II Tellifor & Earb Brick \$ 1000AN	\$1,000.00	^	31%	\$690.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	φυ.υ0	SPLUNK

					NVP L	EVEL 1		N	IVP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			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 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		SEL Splunk IT TermUPG ESup Buck \$1000AP	\$1,000.00	K	31%	\$690.00	\$0.00		\$0.00			\$0.00		SPLUNK
5 5		SEL Splunk IT TermUPG ESup Buck \$1000EM SEL Splunk IT TermUPG ESup Buck \$1000US	\$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		SPLUNK 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	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTU-ES-100AP-D	SEL Splunk IT TermUPG ESup Buck \$100AP	\$100.00	K	31%	\$69.00			\$0.00			\$0.00		SPLUNK
5 5	ITTU-ES-100EM-D ITTU-ES-100US-D	SEL Splunk IT TermUPG ESup Buck \$100EM SEL Splunk IT TermUPG ESup 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		SPLUNK SPLUNK
5	ITTU-ES-1AN-D	SEL Splunk IT TermUPG ESup Buck \$1AN	\$1.00	ĸ	31%	\$0.69	\$0.00		\$0.00			\$0.00		SPLUNK
5	ITTU-ES-1AP-D	SEL Splunk IT TermUPG ESup Buck \$1AP	\$1.00	K	31%	\$0.69	\$0.00		\$0.00			\$0.00		SPLUNK
5 5	ITTU-ES-1EM-D ITTU-ES-1US-D	SEL Splunk IT TermUPG ESup Buck \$1EM SEL Splunk IT TermUPG ESup 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		SPLUNK SPLUNK
5		SEL Splunk IT TermUPG GSup Buck \$1000AN	\$1,000.00	K	31%	\$690.00			\$0.00			\$0.00		SPLUNK
5		SEL Splunk IT TermUPG GSup Buck \$1000AP	\$1,000.00	K	31%	\$690.00	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5		SEL Splunk IT TermUPG GSup Buck \$1000EM	\$1,000.00	K	31%	\$690.00	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5 5	ITTU-GS-1000US-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		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ITTU-GS-100AN-D	SEL Splunk IT TermUPG GSup Buck \$100AP	\$100.00	ĸ	31%	\$69.00	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5	ITTU-GS-100EM-D	SEL Splunk IT TermUPG GSup Buck \$100EM	\$100.00	K	31%	\$69.00	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5	ITTU-GS-100US-D	SEL Splunk IT TermUPG GSup Buck \$100US	\$100.00	K	31%	\$69.00	\$0.00		\$0.00			\$0.00		SPLUNK
5 5	ITTU-GS-1AN-D ITTU-GS-1AP-D	SEL Splunk IT TermUPG GSup Buck \$1AN SEL Splunk IT TermUPG GSup Buck \$1AP	\$1.00 \$1.00	K K	31% 31%	\$0.69 \$0.69	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ITTU-GS-1EM-D	SEL Splunk IT TermUPG GSup Buck \$1EM	\$1.00	ĸ	31%	\$0.69	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5	ITTU-GS-1US-D	SEL Splunk IT TermUPG GSup Buck \$1US	\$1.00	K	31%	\$0.69	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5	SEP-100-199AN-D	SEL Splunk Ent Perp Lic 100-199GB/day AN	\$2,163.46	K	31%	\$1,492.79	\$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			\$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	SEP-10-19AN-D	SEL Splunk Ent Perp Lic 10-19GB/dayAN	\$3,605.77	K	31%	\$2,487.98	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5 5	SEP-10-19AP-D SEP-10-19EM-D	SEL Splunk Ent Perp Lic 10-19GB/dayAP SEL Splunk Ent Perp Lic 10-19GB/dayEM	\$4,326.92	K	31%	\$2,985.57	\$0.00 \$0.00					\$0.00		SPLUNK
5 5	SEP-10-19US-D	SEL Splunk Ent Perp Lic 10-19GB/dayEM SEL Splunk Ent Perp Lic 10-19GB/dayUS	\$3,317.31 \$2,884.62	K	31% 31%	\$2,288.94 \$1,990.39	\$0.00					\$0.00 \$0.00		SPLUNK SPLUNK
5	SEP-1K-1999AN-D	SEL Splunk Ent Perp Lic 1K-1999GB/day AN	\$1,730.77	K	31%	\$1,194.23	\$0.00		\$0.00			\$0.00		SPLUNK
5	SEP-1K-1999AP-D	SEL Splunk Ent Perp Lic 1K-1999GB/day AP	\$2,076.92	K	31%	\$1,433.07	\$0.00		\$0.00			\$0.00		SPLUNK
5 5	SEP-1K-1999EM-D SEP-1K-1999US-D	SEL Splunk Ent Perp Lic 1K-1999GB/day EM SEL Splunk Ent Perp Lic 1K-1999GB/day US	\$1,592.31 \$1,384.62	K	31% 31%	\$1,098.69	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	SEP-200-499AN-D	SEL Splunk Ent Perp Lic 1K-1999GB/day AN	\$2,019.23	K	31%	\$955.39 \$1,393.27	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5	SEP-200-499AP-D	SEL Splunk Ent Perp Lic 200-499GB/day AP	\$2,423.08	K	31%	\$1,671.93			\$0.00			\$0.00		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-20-49AN-D	SEL Splunk Ent Perp Lic 200-499GB/day US SEL Splunk Ent Perp Lic 20-49GB/dayAN	\$1,615.38 \$3,245.19	K K	31% 31%	\$1,114.61 \$2,239.18	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	SEP-20-49AP-D	SEL Splunk Ent Perp Lic 20-49GB/dayAP	\$3,894.23	ĸ	31%	\$2,687.02			\$0.00		\$0.00	\$0.00		SPLUNK
5	SEP-20-49EM-D	SEL Splunk Ent Perp Lic 20-49GB/dayEM	\$2,985.58	K	31%	\$2,060.05	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5	SEP-20-49US-D	SEL Splunk Ent Perp Lic 20-49GB/dayUS	\$2,596.15	K	31%	\$1,791.34	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5 5	SEP-2K-4999AN-D SEP-2K-4999AP-D	SEL Splunk Ent Perp Lic 2K-4999GB/dayAN SEL Splunk Ent Perp Lic 2K-4999GB/dayAP	\$1,586.54 \$1,903.85	K K	31% 31%	\$1,094.71 \$1,313.66	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	SEP-2K-4999EM-D	SEL Splunk Ent Perp Lic 2K-4999GB/dayEM	\$1,459.62	ĸ	31%	\$1,007.14	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5	SEP-2K-4999US-D	SEL Splunk Ent Perp Lic 2K-4999GB/dayUS	\$1,269.23	K	31%	\$875.77	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5	SEP-500-999AN-D SEP-500-999AP-D	SEL Splunk Ent Perp Lic 500-999GB/day AN	\$1,875.00	K K	31%	\$1,293.75			\$0.00		\$0.00	\$0.00		SPLUNK
5 5		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		SPLUNK SPLUNK
5		SEL Splunk Ent Perp Lic 500-999GB/day US	\$1,500.00	K	31%	\$1,035.00	\$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 Lie 50-99GB/day AP	\$3,288.46	K K	31% 31%	\$2,269.04	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	SEP-50-99US-D	SEL Splunk Ent Perp Lic 50-99GB/day EM SEL Splunk Ent Perp Lic 50-99GB/day US	\$2,521.15 \$2,192.31	K	31%	\$1,739.59 \$1,512.69						\$0.00		SPLUNK
5		SEL Splunk Ent Perp UPG 100-199GB/dayAN	\$2,163.46	K	31%	\$1,492.79						\$0.00		SPLUNK
5		SEL Splunk Ent Perp UPG 100-199GB/dayAP	\$2,596.15	K	31%	\$1,791.34	\$0.00		\$0.00			\$0.00		SPLUNK
5 5		SEL Splunk Ent Perp UPG 100-199GB/dayEM SEL Splunk Ent Perp UPG 100-199GB/dayUS	\$1,990.38 \$1,730.77	K	31% 31%	\$1,373.36 \$1,194.23	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		SPLUNK SPLUNK
5	SEPU-10-19AN-D	SEL Splunk Ent Perp UPG 10-19GB/dayAN	\$3,605.77	ĸ	31%	\$2,487.98	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5	SEPU-10-19AP-D	SEL Splunk Ent Perp UPG 10-19GB/dayAP	\$4,326.92	K	31%	\$2,985.57	\$0.00		\$0.00			\$0.00		SPLUNK
5	SEPU-10-19EM-D	SEL Splunk Ent Perp UPG 10-19GB/dayEM	\$3,317.31	K	31%	\$2,288.94	\$0.00		\$0.00			\$0.00		SPLUNK
5 5	SEPU-10-19US-D SEPU-1K-1999AN-D	SEL Splunk Ent Perp UPG 10-19GB/dayUS SEL Splunk Ent Perp UPG 1K-1999GB/dayAN	\$2,884.62 \$1,730.77	K K	31% 31%	\$1,990.39 \$1,194.23	\$0.00 \$0.00		\$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		SPLUNK
5		SEL Splunk Ent Perp UPG 1K-1999GB/dayEM	\$1,592.31	K	31%	\$1,098.69						\$0.00		SPLUNK
5		SEL Splunk Ent Perp UPG 1K-1999GB/dayUS	\$1,384.62	K	31%	\$955.39			\$0.00			\$0.00		SPLUNK
5 5		SEL Splunk Ent Perp UPG 200-499GB/dayAN SEL Splunk Ent Perp UPG 200-499GB/dayAP	\$2,019.23 \$2,423.08	K K	31% 31%	\$1,393.27 \$1,671.93	\$0.00 \$0.00					\$0.00 \$0.00		SPLUNK SPLUNK
5		SEL Splunk Ent Perp UPG 200-499GB/dayEM	\$1,857.69	ĸ	31%	\$1,281.81	\$0.00					\$0.00		SPLUNK
5	SEPU-200-499US-D	SEL Splunk Ent Perp UPG 200-499GB/dayUS	\$1,615.38	K	31%	\$1,114.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	SEPU-20-49AN-D	SEL Splunk Ent Perp UPG 20-49GB/dayAN SEL Splunk Ent Perp UPG 20-49GB/dayAP	\$3,245.19	K K	31%	\$2,239.18						\$0.00		SPLUNK SPLUNK
5 5		SEL Splunk Ent Perp UPG 20-49GB/dayAP SEL Splunk Ent Perp UPG 20-49GB/dayEM	\$3,894.23 \$2,985.58	r. K	31% 31%	\$2,687.02 \$2,060.05						\$0.00 \$0.00		SPLUNK SPLUNK
5		SEL Splunk Ent Perp UPG 20-49GB/dayUS	\$2,596.15	ĸ	31%	\$1,791.34	\$0.00					\$0.00		SPLUNK
5	SEPU-2K-4999AN-D	SEL Splunk Ent Perp UPG 2K-4999GB/dayAN	\$1,586.54	K	31%	\$1,094.71	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5		SEL Splunk Ent Perp UPG 2K-4999GB/dayAP SEL Splunk Ent Perp UPG 2K-4999GB/dayEM	\$1,903.85	K	31%	\$1,313.66	\$0.00					\$0.00		SPLUNK
5 5		SEL Splunk Ent Perp UPG 2K-4999GB/dayEM SEL Splunk Ent Perp UPG 2K-4999GB/dayUS	\$1,459.62 \$1,269.23	K K	31% 31%	\$1,007.14 \$875.77						\$0.00 \$0.00		SPLUNK SPLUNK
5		SEL Splunk Ent Perp UPG 500-999GB/dayAN	\$1,875.00	ĸ	31%	\$1,293.75						\$0.00		SPLUNK

					NVP L	.EVEL 1		N	IVP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
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		SEL Splunk Ent Perp UPG 500-999GB/dayAP	\$2,250.00	K	31%	\$1,552.50	\$0.00					\$0.00		SPLUNK
5 5		SEL Splunk Ent Perp UPG 500-999GB/dayEM SEL Splunk Ent Perp UPG 500-999GB/dayUS	\$1,725.00 \$1,500.00	K K	31% 31%	\$1,190.25 \$1,035.00	\$0.00 \$0.00					\$0.00 \$0.00		SPLUNK SPLUNK
5	SEPU-50-99AN-D	SEL Splunk Ent Perp UPG 50-99GB/dayAN	\$2,740.38	K	31%	\$1,890.86						\$0.00		SPLUNK
5	SEPU-50-99AP-D	SEL Splunk Ent Perp UPG 50-99GB/dayAP	\$3,288.46	K	31%	\$2,269.04						\$0.00		SPLUNK
5 5	SEPU-50-99EM-D SEPU-50-99US-D	SEL Splunk Ent Perp UPG 50-99GB/dayEM SEL Splunk Ent Perp UPG 50-99GB/dayUS	\$2,521.15 \$2,192.31	K K	31% 31%	\$1,739.59 \$1,512.69						\$0.00 \$0.00		SPLUNK SPLUNK
5		SEL Splunk Ent Terp Of G 30-33GB/dayOS SEL Splunk Ent TermL ESUP100-199GB/dayAN		K	31%	\$597.11	\$0.00					\$0.00		SPLUNK
5	SETE-100-199AP-D	SEL Splunk Ent TermL ESUP100-199GB/dayAF	\$1,038.46	K	31%	\$716.54	\$0.00					\$0.00	\$0.00	SPLUNK
5		SEL Splunk Ent TermL ESUP100-199GB/dayEM		K	31%	\$549.34	\$0.00					\$0.00		SPLUNK
5 5	SETE-100-199US-D SETE-10-19AN-D	SEL Splunk Ent TermL ESUP100-199GB/dayUS SEL Splunk Ent TermL ESUP10-19GB/dayAN	\$692.31 \$1,442.31	K	31% 31%	\$477.69 \$995.19						\$0.00 \$0.00		SPLUNK SPLUNK
5	SETE-10-19AP-D	SEL Splunk Ent TermL ESUP10-19GB/dayAP	\$1,730.77	K	31%	\$1,194.23						\$0.00		SPLUNK
5	SETE-10-19EM-D	SEL Splunk Ent TermL ESUP10-19GB/dayEM	\$1,326.92	K	31%	\$915.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	SETE-10-19US-D	SEL Splunk Ent TermL ESUP10-19GB/dayUS	\$1,153.85	K	31%	\$796.16						\$0.00		SPLUNK
5 5		SEL Splunk Ent TermL ESUP1K-1999GB/dayAl SEL Splunk Ent TermL ESUP1K-1999GB/dayAl		K K	31% 31%	\$537.41 \$644.89	\$0.00 \$0.00					\$0.00 \$0.00		SPLUNK SPLUNK
5		SEL Splunk Ent TermL ESUP1K-1999GB/dayFt		ĸ	31%	\$494.41	\$0.00					\$0.00		SPLUNK
5	SETE-1K-1999US-D	SEL Splunk Ent TermL ESUP1K-1999GB/dayUS	\$623.08	K	31%	\$429.93						\$0.00	\$0.00	SPLUNK
5		SEL Splunk Ent TermL ESUP200-499GB/dayAN		K	31%	\$577.21	\$0.00					\$0.00		SPLUNK
5 5		SEL Splunk Ent TermL ESUP200-499GB/dayAF SEL Splunk Ent TermL ESUP200-499GB/dayEN		K K	31% 31%	\$692.66 \$531.04	\$0.00 \$0.00					\$0.00 \$0.00		SPLUNK SPLUNK
5		SEL Splunk Ent TermL ESUP200-499GB/dayUS		ĸ	31%	\$461.77	\$0.00					\$0.00		SPLUNK
5	SETE-20-49AN-D	SEL Splunk Ent TermL ESUP20-49GB/dayAN	\$1,298.08	K	31%	\$895.68	\$0.00		\$0.00			\$0.00		SPLUNK
5	SETE-20-49AP-D	SEL Splunk Ent TermL ESUP20-49GB/dayAP	\$1,557.69	K	31%	\$1,074.81	\$0.00					\$0.00		SPLUNK
5 5	SETE-20-49EM-D SETE-20-49US-D	SEL Splunk Ent TermL ESUP20-49GB/dayEM SEL Splunk Ent TermL ESUP20-49GB/dayUS	\$1,194.23	K K	31% 31%	\$824.02	\$0.00 \$0.00					\$0.00		SPLUNK SPLUNK
5		SEL Splunk Ent TermL ESUP2K-4999GB/dayAf	\$1,038.46 \$750.00	K	31%	\$716.54 \$517.50	\$0.00					\$0.00 \$0.00		SPLUNK
5		SEL Splunk Ent TermL ESUP2K-4999GB/dayAF		K	31%	\$621.00						\$0.00		SPLUNK
5		SEL Splunk Ent TermL ESUP2K-4999GB/dayEl		K	31%	\$476.10						\$0.00		SPLUNK
5		SEL Splunk Ent TermL ESUP2K-4999GB/dayUS		K	31%	\$414.00						\$0.00		SPLUNK
5 5		SEL Splunk Ent TermL ESUP500-999GB/dayAN SEL Splunk Ent TermL ESUP500-999GB/dayAF		K	31% 31%	\$557.31 \$668.77	\$0.00 \$0.00					\$0.00 \$0.00		SPLUNK SPLUNK
5		SEL Splunk Ent TermL ESUP500-999GB/dayA		ĸ	31%	\$512.73						\$0.00		SPLUNK
5	SETE-500-999US-D	SEL Splunk Ent TermL ESUP500-999GB/dayUS	\$646.15	K	31%	\$445.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	SETE-50-99AN-D	SEL Splunk Ent TermL ESUP50-99GB/dayAN	\$1,096.15	K	31%	\$756.34	\$0.00					\$0.00		SPLUNK
5 5	SETE-50-99AP-D SETE-50-99EM-D	SEL Splunk Ent TermL ESUP50-99GB/dayAP	\$1,315.38	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/dayEM SEL Splunk Ent TermL ESUP50-99GB/dayUS	\$1,008.46 \$876.92	K	31%	\$605.07	\$0.00					\$0.00		SPLUNK
5		SEL Splunk Ent TermL GSUP100-199GB/dayAl		K	31%	\$671.96						\$0.00		SPLUNK
5		SEL Splunk Ent TermL GSUP100-199GB/dayAF		K	31%	\$806.51	\$0.00					\$0.00		SPLUNK
5		SEL Splunk Ent TermL GSUP100-199GB/dayEl		K	31%	\$617.81	\$0.00					\$0.00		SPLUNK
5 5		SEL Splunk Ent TermL GSUP100-199GB/dayUS SEL Splunk Ent TermL GSUP1K-1999GB/dayAl		K K	31% 31%	\$537.41 \$597.11	\$0.00 \$0.00					\$0.00 \$0.00		SPLUNK SPLUNK
5		SEL Splunk Ent TermL GSUP1K-1999GB/dayAl		K	31%	\$716.54	\$0.00					\$0.00		SPLUNK
5		SEL Splunk Ent TermL GSUP1K-1999GB/dayEl		K	31%	\$549.34	\$0.00					\$0.00		SPLUNK
5		SEL Splunk Ent TermL GSUP1K-1999GB/dayU		K K	31%	\$477.69						\$0.00		SPLUNK
5 5		SEL Splunk Ent TermL GSUP200-499GB/dayAf SEL Splunk Ent TermL GSUP200-499GB/dayAf		K K	31% 31%	\$646.88 \$776.25						\$0.00 \$0.00		SPLUNK SPLUNK
5		SEL Splunk Ent TermL GSUP200-499GB/dayFt		ĸ	31%	\$595.13						\$0.00		SPLUNK
5	SETG-200-499US-D	SEL Splunk Ent TermL GSUP200-499GB/dayUS	\$750.00	K	31%	\$517.50	\$0.00		\$0.00			\$0.00		SPLUNK
5		SEL Splunk Ent TermL GSUP2K-4999GB/dayAl		K	31%	\$572.24	\$0.00					\$0.00		SPLUNK
5 5		SEL Splunk Ent TermL GSUP2K-4999GB/dayAl SEL Splunk Ent TermL GSUP2K-4999GB/dayEl		K K	31% 31%	\$686.68 \$526.46	\$0.00 \$0.00					\$0.00 \$0.00		SPLUNK SPLUNK
5		SEL Splunk Ent TermL GSUP2K-4999GB/dayU		ĸ	31%	\$457.79						\$0.00		SPLUNK
5	SETG-500-999AN-D	SEL Splunk Ent TermL GSUP500-999GB/dayAl	\$901.44	K	31%	\$621.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5		SEL Splunk Ent TermL GSUP500-999GB/dayAF		K	31%	\$746.39						\$0.00		SPLUNK
5 5		SEL Splunk Ent TermL GSUP500-999GB/dayEN SEL Splunk Ent TermL GSUP500-999GB/dayUS		K K	31% 31%	\$572.24 \$497.59						\$0.00 \$0.00		SPLUNK SPLUNK
5		SEL Splunk Ent TermUPG ESup Buck \$1000AN		K	31%	\$690.00						\$0.00		SPLUNK
5	SETU-ES-1000AP-D	SEL Splunk Ent TermUPG ESup Buck \$1000AF		K	31%	\$690.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5		SEL Splunk Ent TermUPG ESup Buck \$1000EN		K	31%	\$690.00						\$0.00		SPLUNK
5		SEL Splunk Ent TermUPG ESup Buck \$1000US		K	31%	\$690.00	\$0.00					\$0.00		SPLUNK
5 5		SEL Splunk Ent TermUPG ESup Buck \$100AN SEL Splunk Ent TermUPG ESup 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 ESup Buck \$100EM	\$100.00		31%	\$69.00						\$0.00		SPLUNK
5	SETU-ES-100US-D	SEL Splunk Ent TermUPG ESup Buck \$100US	\$100.00		31%	\$69.00						\$0.00		SPLUNK
5	SETU-ES-1AN-D	SEL Splunk Ent TermUPG ESup Buck \$1AN	\$1.00	K	31%	\$0.69						\$0.00		SPLUNK
5 5	SETU-ES-1AP-D SETU-ES-1EM-D	SEL Splunk Ent TermUPG ESup Buck \$1AP SEL Splunk Ent TermUPG ESup Buck \$1EM	\$1.00 \$1.00	K K	31% 31%	\$0.69 \$0.69						\$0.00 \$0.00		SPLUNK SPLUNK
5	SETU-ES-1US-D	SEL Splunk Ent TermUPG ESup Buck \$1US	\$1.00	K	31%	\$0.69						\$0.00		SPLUNK
5	SETU-GS-1000AN-D	SEL Splunk Ent TermUPG GSup 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		SEL Splunk Ent TermUPG GSup Buck \$1000AF			31%	\$690.00						\$0.00		SPLUNK
5 5		SEL Splunk Ent TermUPG GSup Buck \$1000EN SEL Splunk Ent TermUPG GSup Buck \$1000US		K K	31% 31%	\$690.00 \$690.00						\$0.00 \$0.00		SPLUNK SPLUNK
5		SEL Splunk Ent TermUPG GSup Buck \$100003		K	31%	\$69.00						\$0.00		SPLUNK
5		SEL Splunk Ent TermUPG GSup Buck \$100AP	\$100.00	ĸ	31%	\$69.00						\$0.00		SPLUNK
5		SEL Splunk Ent TermUPG GSup Buck \$100EM		K	31%	\$69.00						\$0.00		SPLUNK
5		SEL Splunk Ent TermUPG GSup Buck \$100US			31%	\$69.00						\$0.00		SPLUNK
5	SETU-GS-1AN-D	SEL Splunk Ent TermUPG GSup Buck \$1AN	\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK

					NVP I	EVEL 1		N	IVP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
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	SETU-GS-1AP-D SETU-GS-1EM-D	SEL Splunk Ent TermUPG GSup Buck \$1AP SEL Splunk Ent TermUPG GSup Buck \$1EM	\$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-1US-D	SEL Splunk Ent TermUPG GSup Buck \$1US	\$1.00	K	31%	\$0.69	\$0.00		\$0.00			\$0.00		SPLUNK
5	VMP-100GB-AN-D	SEL Splunk VM Perp Lic 21-100GB/dayAN	\$28,846.15	K	31%	\$19,903.84	\$0.00		\$0.00			\$0.00		SPLUNK
5	VMP-100GB-AP-D VMP-100GB-EM-D	SEL Splunk VM Perp Lie 21-100GB/dayAP	\$34,615.38	K	31% 31%	\$23,884.61	\$0.00 \$0.00		\$0.00			\$0.00 \$0.00		SPLUNK
5 5	VMP-100GB-EM-D VMP-100GB-US-D	SEL Splunk VM Perp Lic 21-100GB/dayEM SEL Splunk VM Perp Lic 21-100GB/dayUS	\$26,538.46 \$23,076.92	K	31%	\$18,311.54 \$15,923.07	\$0.00		\$0.00 \$0.00			\$0.00		SPLUNK SPLUNK
5	VMP-101GB-AN-D	SEL Splunk VM Perp Lic 101+GB/dayAN	\$50,480.77	ĸ	31%	\$34,831.73			\$0.00			\$0.00		SPLUNK
5	VMP-101GB-AP-D	SEL Splunk VM Perp Lic 101+GB/dayAP	\$60,576.92	K	31%	\$41,798.07	\$0.00		\$0.00			\$0.00		SPLUNK
5	VMP-101GB-EM-D VMP-101GB-US-D	SEL Splunk VM Perp Lic 101+GB/dayEM SEL Splunk VM Perp Lic 101+GB/dayUS	\$46,442.31 \$40,384.62	K K	31% 31%	\$32,045.19 \$27,865.39			\$0.00 \$0.00			\$0.00 \$0.00		SPLUNK SPLUNK
5	VMP-20GB-AN-D	SEL Splunk VM Perp Lic 6-20GB/dayAN	\$14,423.08	K	31%	\$9,951.93	\$0.00		\$0.00			\$0.00		SPLUNK
5	VMP-20GB-AP-D	SEL Splunk VM Perp Lic 6-20GB/dayAP	\$17,307.69	K	31%	\$11,942.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	VMP-20GB-EM-D	SEL Splunk VM Perp Lic 6-20GB/dayEM	\$13,269.23	K	31%	\$9,155.77	\$0.00		\$0.00			\$0.00		SPLUNK
5	VMP-20GB-US-D VMP-5GB-AN-D	SEL Splunk VM Perp Lic 6-20GB/dayUS SEL Splunk VM Perp Lic 1-5GB/dayAN	\$11,538.46 \$7,211.54	K K	31% 31%	\$7,961.54 \$4,975.96	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	VMP-5GB-AP-D	SEL Splunk VM Perp Lic 1-5GB/dayAP	\$8,653.85	ĸ	31%	\$5,971.16			\$0.00		\$0.00	\$0.00		SPLUNK
5	VMP-5GB-EM-D	SEL Splunk VM Perp Lic 1-5GB/dayEM	\$6,634.62	K	31%	\$4,577.89	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5	VMP-5GB-US-D	SEL Splunk VM Perp Lic 1-5GB/dayUS	\$5,769.23	K	31%	\$3,980.77			\$0.00		\$0.00	\$0.00		SPLUNK
5	VMTE-100GB-AN-D VMTE-100GB-AP-D		\$11,538.46 \$13,846.15	K K	31% 31%	\$7,961.54 \$9,553.84	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	VMTE-100GB-EM-D		\$10,615.38	ĸ	31%	\$7,324.61	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5		SEL Splunk VM Term ESUP 21-100GB/dayUS	\$9,230.77	K	31%	\$6,369.23	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5		SEL Splunk VM Term ESUP 101+GB/dayAN	\$26,899.04	K	31%	\$18,560.34	\$0.00		\$0.00			\$0.00		SPLUNK
5 5		SEL Splunk VM Term ESUP 101+GB/dayAP SEL Splunk VM Term ESUP 101+GB/dayEM	\$32,278.85 \$24,747.12	K K	31% 31%	\$22,272.41 \$17,075.51	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		SPLUNK SPLUNK
5		SEL Splunk VM Term ESUP 101+GB/dayUS	\$21,519.23	ĸ	31%	\$14,848.27	\$0.00		\$0.00			\$0.00		SPLUNK
5	VMTE-20GB-AN-D	SEL Splunk VM Term ESUP 6-20GB/dayAN	\$5,769.23	K	31%	\$3,980.77	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5	VMTE-20GB-AP-D	SEL Splunk VM Term ESUP 6-20GB/dayAP	\$6,923.08	K	31%	\$4,776.93	\$0.00		\$0.00			\$0.00		SPLUNK
5 5	VMTE-20GB-EM-D VMTE-20GB-US-D	SEL Splunk VM Term ESUP 6-20GB/dayEM SEL Splunk VM Term ESUP 6-20GB/dayUS	\$5,307.69 \$4,615.38	K K	31% 31%	\$3,662.31 \$3,184.61	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		SPLUNK SPLUNK
5	VMTE-5GB-AN-D	SEL Splunk VM Term ESUP 1-5GB/dayAN	\$2,884.62	K	31%	\$1,990.39	\$0.00		\$0.00			\$0.00		SPLUNK
5	VMTE-5GB-AP-D	SEL Splunk VM Term ESUP 1-5GB/dayAP	\$3,461.54	K	31%	\$2,388.46	\$0.00		\$0.00			\$0.00		SPLUNK
5	VMTE-5GB-EM-D VMTE-5GB-US-D	SEL Splunk VM Term ESUP 1-5GB/dayEM SEL Splunk VM Term ESUP 1-5GB/dayUS	\$2,653.85 \$2,307.69	K K	31% 31%	\$1,831.16 \$1,592.31	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		SPLUNK SPLUNK
5		SEL Splunk VM Term GSUP 21-100GB/dayAN	\$12,980.77	K	31%	\$8,956.73			\$0.00			\$0.00		SPLUNK
5		SEL Splunk VM Term GSUP 21-100GB/dayAP	\$15,576.92	K	31%	\$10,748.07	\$0.00		\$0.00			\$0.00		SPLUNK
5		SEL Splunk VM Term GSUP 21-100GB/dayEM	\$11,942.31	K	31%	\$8,240.19	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5		SEL Splunk VM Term GSUP 21-100GB/dayUS SEL Splunk VM Term GSUP 101+GB/dayAN	\$10,384.62 \$30,288.46	K K	31% 31%	\$7,165.39 \$20,899.04	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5		SEL Splunk VM Term GSUP 101+GB/dayAP	\$36,346.15	ĸ	31%	\$25,078.84	\$0.00		\$0.00			\$0.00		SPLUNK
5	VMTG-101GB-EM-D	SEL Splunk VM Term GSUP 101+GB/dayEM	\$27,865.38	K	31%	\$19,227.11	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5		SEL Splunk VM Term GSUP 101+GB/dayUS	\$24,230.77	K	31%	\$16,719.23			\$0.00		\$0.00	\$0.00		SPLUNK
5 5	VMTG-20GB-AN-D VMTG-20GB-AP-D	SEL Splunk VM Term GSUP 6-20GB/dayAN SEL Splunk VM Term GSUP 6-20GB/dayAP	\$6,490.38 \$7,788.46	K K	31% 31%	\$4,478.36 \$5,374.04	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	VMTG-20GB-EM-D	SEL Splunk VM Term GSUP 6-20GB/dayEM	\$5,971.15	ĸ	31%	\$4,120.09			\$0.00		\$0.00	\$0.00		SPLUNK
5	VMTG-20GB-US-D	SEL Splunk VM Term GSUP 6-20GB/dayUS	\$5,192.31	K	31%	\$3,582.69	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5	VMTG-5GB-AN-D	SEL Splunk VM Term GSUP 1-5GB/dayAN	\$3,245.19	K	31%	\$2,239.18			\$0.00		\$0.00	\$0.00		SPLUNK
5 5	VMTG-5GB-AP-D VMTG-5GB-EM-D	SEL Splunk VM Term GSUP 1-5GB/dayAP SEL Splunk VM Term GSUP 1-5GB/dayEM	\$3,894.23 \$2,985.58	K K	31% 31%	\$2,687.02 \$2,060.05			\$0.00 \$0.00			\$0.00 \$0.00		SPLUNK SPLUNK
5	VMTG-5GB-US-D	SEL Splunk VM Term GSUP 1-5GB/dayUS	\$2,596.15	K	31%	\$1,791.34	\$0.00		\$0.00			\$0.00		SPLUNK
5	EGL-0032PE14-I	SEL Eyeglass 2 Cluster Kit Ent-Installed	\$14,369.00	K	31%	\$9,914.61	\$0.00		\$0.00			\$0.00		SUPERNA
5 5	EGL-0032PE15-P EGL-0032PE15-Q	SEL IGLS 2 CLST KIT ENT-QUICK START PLU SEL IGLS 2 CLST KIT ENT-QUICK START		K K	31% 31%	\$24,953.85 \$16,284.00	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SUPERNA SUPERNA
5	EGL-0032FE13-Q EGL-0032UE-2	SEL IGLS 2 CLST KIT ENT-QUICK START SEL IGLS Basic-ADV to ENT Upg 2 Pack v2	\$23,600.00 \$7,338.00	K	31%	\$5,063.22	\$0.00		\$0.00			\$0.00		SUPERNA
5	EGL2-SRM-LIC	SEL Cluster Storage Monitor Lic v2	\$9,231.00	K	31%	\$6,369.39			\$0.00			\$0.00		SUPERNA
5	EGL-AUD-AGT	SEL Eyeglass Easy Auditor Agent Lic	\$4,615.00	K	31%	\$3,184.35			\$0.00			\$0.00		SUPERNA
5 5	EGL-AUD-LIC EGL-CONFIG	SEL Eyeglass Easy Auditor Feature Lic SEL Eyeglass Configurator Site License	\$2,565.00 \$46,154.00	K K	31% 31%	\$1,769.85 \$31,846.26			\$0.00 \$0.00			\$0.00 \$0.00		SUPERNA SUPERNA
5		SEL EYEGLASS DR MANAGER Enterprise VAF		ĸ	31%	\$425.73			\$0.00			\$0.00		SUPERNA
5	EGL-NTC-1	SEL Node to 1 Cluster DR Conversion	\$9,231.00	K	31%	\$6,369.39			\$0.00			\$0.00	\$0.00	SUPERNA
5	EGL-RAND-AGT	SEL Ransomware Defender Agent Lic	\$2,565.00	K	31%	\$1,769.85			\$0.00			\$0.00		SUPERNA
5 5	EGL-RAND-LIC EYEGLASS-003E	SEL Ransomware Defender Feature Lic SEL EyeGlass DR Single Cluster License	\$1,923.00 \$5,986.00	K K	31% 31%	\$1,326.87 \$4,130.34	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		SUPERNA SUPERNA
5	EYEGLASS-I1	SEL IGLS RHEL-Centos Installer License	\$3,077.00	ĸ	31%	\$2,123.13			\$0.00			\$0.00		SUPERNA
5	IGL-CA-009	SEL Eyeglass Isilon Probe-Basic	\$1,795.00	K	31%	\$1,238.55			\$0.00					SUPERNA
5	IGLS-CB-3YR	SEL IGLS Starter Suite 2 CLSTR Bundle 3y	\$43,840.00	K	31%	\$30,249.60			\$0.00					SUPERNA
5 5	IGLS-CB-5YR IGLS-NB-3YR	SEL IGLS Starter Suite 2 CLSTR Bundle 5y SEL IGLS Starter Suite 6 Node Bundle 3y	\$51,391.00 \$35,926.00	K K	31% 31%	\$35,459.79 \$24,788.94								SUPERNA SUPERNA
5	IGLS-NB-5YR	SEL IGLS Starter Suite 6 Node Bundle 5y	\$42,822.00	ĸ	31%	\$29,547.18						\$0.00		SUPERNA
5	IGLS-NB8-3YR	SEL IGLS Starter Suite 8 Node Bundle 3y	\$37,754.00	K	31%	\$26,050.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SUPERNA
5	IGLS-NB8-5YR	SEL IGLS Starter Suite 8 Node Bundle 5y	\$45,285.00	K	31%	\$31,246.65			\$0.00			\$0.00		SUPERNA
5	IGLS-SUITE-1YR IGLS-SUITE2-1YR	SEL IGLS Bundle 1 Writeable Cluster 1yr SEL IGLS Bundle 2 Writeable Cluster 1y	\$19,851.00 \$25,918.00	K K	31% 31%	\$13,697.19 \$17,883.42			\$0.00 \$0.00			\$0.00 \$0.00		SUPERNA SUPERNA
5		SEL IGLS Bundle 2 Writeable Cluster Ty	\$33,918.00	K	31%	\$23,403.42						\$0.00		SUPERNA
5	IGLS-SUITE2-5YR	SEL IGLS Bundle 2 Writeable Cluster 5y	\$41,918.00	K	31%	\$28,923.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SUPERNA
5	IGLS-SUITE-3YR	SEL IGLS Bundle 1 Writeable Cluster 3yr	\$25,051.00	K	31%	\$17,285.19			\$0.00			\$0.00		SUPERNA
5 5	IGLS-SUITE-5YR SYNCCD-STG-T1-1Y	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		SUPERNA SYNCPLICITY
5		/ SEL Sync EE CLD Storage 1-10 TB 2 yr	\$4,104.00	K	31%	\$2,831.76								SYNCPLICITY

					NVP I	EVEL 1		N	IVP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
BAND	ѕки	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 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		SYNCPLICITY SYNCPLICITY
5		/ SEL Sync EE CLD Storage 11-100 TB 1 yr	\$3,420.00	K	31%	\$1,242.00	\$0.00		\$0.00			\$0.00		SYNCPLICITY
5	SYNCCD-STG-T2-3	/ SEL Sync EE CLD Storage 11-100 TB 3 yr	\$4,860.00	K	31%	\$3,353.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SYNCPLICITY
5		/ SEL Sync EE CLD Storage 101-1,000 TB 1yr	\$1,620.00	K	31%	\$1,117.80	\$0.00					\$0.00		SYNCPLICITY
5 5		/ SEL Sync EE CLD Storage 101-1,000 TB 2yr / SEL Sync EE CLD Storage 101-1,000 TB 3yr	\$3,078.00 \$4,374.00	K	31% 31%	\$2,123.82 \$3,018.06	\$0.00 \$0.00					\$0.00 \$0.00		SYNCPLICITY SYNCPLICITY
5		/ SEL Sync EE CLD Storage 1,001 TB+ 1yr	\$1,440.00	ĸ	31%	\$993.60	\$0.00					\$0.00		SYNCPLICITY
5		/ SEL Sync EE CLD Storage 1,001 TB+ 2 yr	\$2,736.00	K	31%	\$1,887.84	\$0.00		\$0.00			\$0.00		SYNCPLICITY
5 5	SYNCCD-STG-T4-3° SYNC-EE-T1-1Y	/ 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 K	31% 31%	\$2,682.72 \$103.50	\$0.00 \$0.00					\$0.00 \$0.00		SYNCPLICITY SYNCPLICITY
5	SYNC-EE-T1-2Y	SEL Sync EE 25-1,000 sts 1 yr	\$286.00	K	31%	\$103.30	\$0.00					\$0.00		SYNCPLICITY
5	SYNC-EE-T1-3Y	SEL Sync EE 25-1,000 sts 3 yr	\$405.00	K	31%	\$279.45	\$0.00		\$0.00			\$0.00	\$0.00	SYNCPLICITY
5 5	SYNC-EE-T2-1Y SYNC-EE-T2-2Y	SEL Sync EE 1,001-5,000 sts 1 yr SEL Sync EE 1.001-5.000 sts 2 yr	\$120.00 \$228.00	K K	31% 31%	\$82.80 \$157.32	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SYNCPLICITY
5	SYNC-EE-T2-3Y	SEL Sync EE 1,001-5,000 sts 2 yr SEL Sync EE 1,001-5,000 sts 3 yr	\$324.00	K	31%	\$223.56	\$0.00		\$0.00			\$0.00		SYNCPLICITY SYNCPLICITY
5	SYNC-EE-T3-1Y	SEL Sync EE 5,001-10,000 sts 1 yr	\$96.00	K	31%	\$66.24	\$0.00		\$0.00			\$0.00		SYNCPLICITY
5	SYNC-EE-T3-2Y	SEL Sync EE 5,001-10,000 sts 2 yr	\$182.00	K	31%	\$125.58	\$0.00		\$0.00			\$0.00		SYNCPLICITY
5 5	SYNC-EE-T3-3Y SYNC-EE-T4-1Y	SEL Sync EE 5,001-10,000 sts 3 yr SEL Sync EE 10,001+ sts 1 yr	\$258.00 \$85.00	K K	31% 31%	\$178.02 \$58.65	\$0.00 \$0.00					\$0.00 \$0.00		SYNCPLICITY SYNCPLICITY
5	SYNC-EE-T4-2Y	SEL Sync EE 10,001+ sts 2 yr	\$160.00	ĸ	31%	\$110.40	\$0.00		\$0.00			\$0.00		SYNCPLICITY
5	SYNC-EE-T4-3Y	SEL Sync EE 10,001+ sts 3 yr	\$225.00	K	31%	\$155.25	\$0.00					\$0.00		SYNCPLICITY
5 5		SEL Sync Gov EE 25-1,000 sts 1 yr SEL Sync Gov EE 25-1,000 sts 2 yr	\$225.00 \$429.00	K K	31% 31%	\$155.25 \$296.01	\$0.00 \$0.00					\$0.00 \$0.00		SYNCPLICITY SYNCPLICITY
5		SEL Sync Gov EE 25-1,000 sts 2 yr SEL Sync Gov EE 25-1,000 sts 3 yr	\$608.00	K	31%	\$419.52	\$0.00					\$0.00		SYNCPLICITY
5	SYNC-GV-EE-T2-1Y	SEL Sync Gov EE 1,001-5,000 sts 1 yr	\$180.00	K	31%	\$124.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5		SEL Sync Gov EE 1,001-5,000 sts 2 yr	\$342.00	K	31%	\$235.98	\$0.00					\$0.00		SYNCPLICITY
5 5		SEL Sync Gov EE 1,001-5,000 sts 3 yr SEL Sync Gov EE 5,001-10,000 sts 1 yr	\$486.00 \$144.00	K K	31% 31%	\$335.34 \$99.36	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SYNCPLICITY SYNCPLICITY
5		SEL Sync Gov EE 5,001-10,000 sts 2 yr	\$273.00	ĸ	31%	\$188.37	\$0.00					\$0.00		SYNCPLICITY
5		SEL Sync Gov EE 5,001-10,000 sts 3 yr	\$387.00	K	31%	\$267.03	\$0.00					\$0.00		SYNCPLICITY
5 5		SEL Sync Gov EE 10,001+ sts 1 yr SEL Sync Gov EE 10,001+ sts 2 yr	\$128.00 \$240.00	K	31% 31%	\$88.32 \$165.60	\$0.00 \$0.00					\$0.00 \$0.00		SYNCPLICITY SYNCPLICITY
5		SEL Sync Gov EE 10,001+ sts 2 yr	\$338.00	K	31%	\$233.22	\$0.00					\$0.00		SYNCPLICITY
5		SEL Sync Gov EE CLD STG 1-10 TB 1 yr	\$3,240.00	K	31%	\$2,235.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SYNCPLICITY
5		SEL Sync Gov EE CLD STG 1-10 TB 2 yr	\$6,156.00	K	31%	\$4,247.64	\$0.00					\$0.00		SYNCPLICITY
5 5		SEL Sync Gov EE CLD STG 1-10 TB 3 yr SEL Sync Gov EE CLD STG 11-100 TB 1 yr	\$8,748.00 \$2,700.00	K	31% 31%	\$6,036.12 \$1,863.00	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		SYNCPLICITY SYNCPLICITY
5		SEL Sync Gov EE CLD STG 11-100 TB 2 yr	\$5,130.00	K	31%	\$3,539.70	\$0.00		\$0.00			\$0.00		SYNCPLICITY
5		SEL Sync Gov EE CLD STG 11-100 TB 3 yr	\$7,290.00	K	31%	\$5,030.10	\$0.00		\$0.00		\$0.00	\$0.00		SYNCPLICITY
5 5		SEL Sync Gov EE CLD STG 101-1,000 TB 1yr SEL Sync Gov EE CLD STG 101-1,000 TB 2yr	\$2,430.00 \$4,617.00	K K	31% 31%	\$1,676.70 \$3,185.73	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		SYNCPLICITY SYNCPLICITY
5		SEL Sync Gov EE CLD STG 101-1,000 TB 2yr	\$6,561.00	K	31%	\$4,527.09	\$0.00					\$0.00		SYNCPLICITY
5		SEL Sync Gov EE CLD STG 1,001 TB+ 1 yr	\$2,160.00	K	31%	\$1,490.40	\$0.00	\$0.00				\$0.00		SYNCPLICITY
5		SEL Sync Gov EE CLD STG 1,001 TB+ 2 yr	\$4,104.00	K	31%	\$2,831.76	\$0.00					\$0.00		SYNCPLICITY
5 5	SYNC-GV-S1-14-3Y SYNC-S1-EE-1Y	SEL Sync Gov EE CLD STG 1,001 TB+ 3 yr SEL Sync EE 1-10TB 1 yr	\$5,832.00 \$26,125.00	K K	31% 31%	\$4,024.08 \$18,026.25	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		SYNCPLICITY SYNCPLICITY
5	SYNC-S1-EE-2Y	SEL Sync EE 1-10TB 2 yr	\$49,775.00	ĸ	31%	\$34,344.75	\$0.00					\$0.00		SYNCPLICITY
5	SYNC-S1-EE-3Y	SEL Sync EE 1-10TB 3 yr	\$71,225.00	K	31%	\$49,145.25	\$0.00					\$0.00		SYNCPLICITY
5 5	AE-0-50PL AE-0-50TL	SEL Automation Engine PL SEL Automation Engine TL	\$149.25 \$59.70	K K	31% 31%	\$102.98 \$41.19	\$0.00 \$0.00					\$0.00 \$0.00		VARONIS VARONIS
5	AE-1001-1500PL	SEL Automation Engine PL	\$42.75	K	31%	\$29.50	\$0.00					\$0.00		VARONIS
5	AE-1001-1500TL	SEL Automation Engine TL	\$17.10	K	31%	\$11.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	AE-100K-150KPL	SEL Automation Engine PL	\$22.50	K	31%	\$15.53	\$0.00					\$0.00		VARONIS
5 5	AE-100K-150KTL AE-101-250PL	SEL Automation Engine TL SEL Automation Engine PL	\$9.00 \$81.75	K K	31% 31%	\$6.21 \$56.41	\$0.00 \$0.00					\$0.00 \$0.00		VARONIS VARONIS
5	AE-101-250TL	SEL Automation Engine TL	\$32.70	K	31%	\$22.56	\$0.00	\$0.00				\$0.00		VARONIS
5	AE-10K-20KPL	SEL Automation Engine PL	\$26.25	K K	31%	\$18.11	\$0.00					\$0.00		VARONIS
5 5	AE-10K-20KTL AE-1501-2000PL	SEL Automation Engine TL SEL Automation Engine PL	\$10.50 \$38.70	K K	31% 31%	\$7.25 \$26.70	\$0.00 \$0.00					\$0.00 \$0.00		VARONIS VARONIS
5	AE-1501-2000TL	SEL Automation Engine TL	\$15.45	ĸ	31%	\$10.66	\$0.00					\$0.00		VARONIS
5	AE-150K-PL	SEL Automation Engine PL	\$22.20	K	31%	\$15.32	\$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	31% 31%	\$6.11 \$24.84	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5	AE-2001-2500TL	SEL Automation Engine TL	\$14.40	K	31%	\$9.94	\$0.00		\$0.00			\$0.00		VARONIS
5	AE-20K-35KPL	SEL Automation Engine PL	\$24.75	K	31%	\$17.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	AE-20K-35KTL	SEL Automation Engine TL	\$9.90	K	31%	\$6.83	\$0.00					\$0.00		VARONIS
5 5	AE-2501-4000PL AE-2501-4000TL	SEL Automation Engine PL SEL Automation Engine TL	\$33.75 \$13.50	K K	31% 31%	\$23.29 \$9.32	\$0.00 \$0.00					\$0.00 \$0.00		VARONIS VARONIS
5	AE-251-500PL	SEL Automation Engine PL	\$62.25	ĸ	31%	\$42.95	\$0.00					\$0.00		VARONIS
5	AE-251-500TL	SEL Automation Engine TL	\$24.90	K	31%	\$17.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	AE-35K-50KPL AE-35K-50KTL	SEL Automation Engine PL SEL Automation Engine TL	\$24.00 \$9.60	K K	31% 31%	\$16.56 \$6.62	\$0.00 \$0.00					\$0.00 \$0.00		VARONIS VARONIS
5	AE-35K-50KTL AE-4001-6000PL	SEL Automation Engine TL SEL Automation Engine PL	\$9.60 \$31.50	K	31%	\$6.62 \$21.74	\$0.00					\$0.00		VARONIS VARONIS
5	AE-4001-6000TL	SEL Automation Engine TL	\$12.60	K	31%	\$8.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	AE-501-750PL	SEL Automation Engine PL	\$50.25	K	31%	\$34.67	\$0.00					\$0.00		VARONIS
5 5	AE-501-750TL AE-50K-100KPL	SEL Automation Engine TL SEL Automation Engine PL	\$20.10 \$23.25	ĸ	31% 31%	\$13.87 \$16.04	\$0.00 \$0.00					\$0.00 \$0.00		VARONIS VARONIS
5	AE-50K-100KTL	SEL Automation Engine TL	\$9.30	ĸ	31%	\$6.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	AE-51-100PL	SEL Automation Engine PL	\$104.25	K	31%	\$71.93	\$0.00					\$0.00	\$0.00	VARONIS

					NVP I	EVEL 1		N	VP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
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	AE-51-100TL	SEL Automation Engine TL	\$41.70	K	31%	\$28.77	\$0.00		\$0.00			\$0.00		VARONIS
5 5	AE-6001-8000PL AE-6001-8000TL	SEL Automation Engine PL SEL Automation Engine TL	\$29.25 \$11.70	K K	31% 31%	\$20.18 \$8.07	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5	AE-751-1000PL	SEL Automation Engine PL	\$46.50	K	31%	\$32.09	\$0.00		\$0.00			\$0.00		VARONIS
5	AE-751-1000TL	SEL Automation Engine TL	\$18.60	K	31%	\$12.83	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	AE-8001-10KPL	SEL Automation Engine PL	\$27.75	K	31%	\$19.15	\$0.00		\$0.00			\$0.00		VARONIS
5	AE-8001-10KTL CL-11-15PL	SEL Automation Engine TL SEL Collector PL	\$11.10 \$4,725.00	K K	31% 31%	\$7.66 \$3,260.25	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5	CL-11-15TL	SEL Collector TL	\$1,890.00	K	31%	\$1,304.10	\$0.00		\$0.00			\$0.00		VARONIS
5	CL-1-5PL	SEL Collector PL	\$10,500.00	K	31%	\$7,245.00	\$0.00		\$0.00			\$0.00		VARONIS
5	CL-1-5TL	SEL Collector TL	\$4,200.00	K	31%	\$2,898.00	\$0.00		\$0.00			\$0.00		VARONIS
5 5	CL-16-20PL CL-16-20TL	SEL Collector PL SEL Collector TL	\$4,252.50 \$1,701.00	K K	31% 31%	\$2,934.23 \$1,173.69	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5	CL-10-201L CL-21-PL	SEL Collector PL	\$3,828.00	K	31%	\$2,641.32	\$0.00		\$0.00			\$0.00		VARONIS
5	CL-21-TL	SEL Collector TL	\$1,531.20	K	31%	\$1,056.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	CL-6-10PL	SEL Collector PL	\$7,350.00	K	31%	\$5,071.50	\$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	K K	31% 31%	\$2,028.60 \$6,520.50	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5	CLC-11-15TL	SEL Collector 100 SE FE	\$3,780.00	K	31%	\$2,608.20	\$0.00		\$0.00			\$0.00		VARONIS
5	CLC-1-5PL	SEL Collector 100 SL PL	\$21,000.00	K	31%	\$14,490.00	\$0.00		\$0.00			\$0.00		VARONIS
5	CLC-1-5TL	SEL Collector 100 SL TL	\$8,400.00	K	31%	\$5,796.00	\$0.00		\$0.00			\$0.00		VARONIS
5 5	CLC-16-20PL CLC-16-20TL	SEL Collector 100 SL PL SEL Collector 100 SL TL	\$8,505.00 \$3,402.00	K K	31% 31%	\$5,868.45 \$2,347.38	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5	CLC-10-201L CLC-21-PL	SEL Collector 100 SL TL SEL Collector 100 SL PL	\$7,656.00	K	31%	\$5,282.64	\$0.00		\$0.00			\$0.00		VARONIS
5	CLC-21-TL	SEL Collector 100 SL TL	\$3,062.40	K	31%	\$2,113.06	\$0.00		\$0.00			\$0.00		VARONIS
5	CLC-6-10PL	SEL Collector 100 SL PL	\$14,700.00	K	31%	\$10,143.00	\$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	K K	31% 31%	\$4,057.20 \$3,260.25	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5	CLU-11-15TL	SEL Collector Opgrade FL SEL Collector Upgrade TL	\$1,890.00	K	31%	\$1,304.10	\$0.00		\$0.00			\$0.00		VARONIS
5	CLU-1-5PL	SEL Collector Upgrade PL	\$10,500.00	K	31%	\$7,245.00	\$0.00		\$0.00			\$0.00		VARONIS
5	CLU-1-5TL	SEL Collector Upgrade TL	\$4,200.00	K	31%	\$2,898.00	\$0.00		\$0.00			\$0.00		VARONIS
5	CLU-16-20PL CLU-16-20TL	SEL Collector Upgrade PL SEL Collector Upgrade TL	\$4,252.50 \$1,701.00	K K	31% 31%	\$2,934.23 \$1,173.69	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5	CLU-21+TL	SEL Collector Opgrade TL SEL Collector Upgrade TL	\$1,701.00	K	31%	\$1,056.53	\$0.00		\$0.00			\$0.00		VARONIS
5	CLU-21-PL	SEL Collector Upgrade PL	\$3,828.00	K	31%	\$2,641.32	\$0.00		\$0.00			\$0.00		VARONIS
5	CLU-6-10PL	SEL Collector Upgrade PL	\$7,350.00	K	31%	\$5,071.50	\$0.00		\$0.00			\$0.00		VARONIS
5 5	CLU-6-10TL DADS-0-50PL	SEL Collector Upgrade TL SEL DatAdvantage - DS PL	\$2,940.00 \$194.10	K K	31% 31%	\$2,028.60 \$133.93	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5	DADS-0-50FL DADS-0-50TL	SEL DatAdvantage - DS TL	\$77.55	K	31%	\$53.51	\$0.00		\$0.00			\$0.00		VARONIS
5	DADS-1001-1500PL	SEL DatAdvantage - DS PL	\$55.65	K	31%	\$38.40	\$0.00		\$0.00			\$0.00		VARONIS
5		SEL DatAdvantage - DS TL	\$22.20	K	31%	\$15.32	\$0.00		\$0.00			\$0.00		VARONIS
5		SEL DatAdvantage - DS PL SEL DatAdvantage - DS TL	\$29.25 \$11.70	K K	31% 31%	\$20.18 \$8.07	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5	DADS-100K-130KTL	SEL DatAdvantage - DS PL	\$106.35	K	31%	\$73.38	\$0.00		\$0.00			\$0.00		VARONIS
5	DADS-101-250TL	SEL DatAdvantage - DS TL	\$42.45	K	31%	\$29.29	\$0.00		\$0.00			\$0.00		VARONIS
5	DADS-10K-20KPL	SEL DatAdvantage - DS PL	\$34.20	K	31%	\$23.60	\$0.00		\$0.00			\$0.00		VARONIS
5 5	DADS-10K-20KTL	SEL DatAdvantage - DS TL SEL DatAdvantage - DS PL	\$13.65 \$50.25	K K	31% 31%	\$9.42 \$34.67	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5		SEL DatAdvantage - DS TL	\$20.10	ĸ	31%	\$13.87	\$0.00		\$0.00			\$0.00		VARONIS
5	DADS-150K-PL	SEL DatAdvantage - DS PL	\$28.80	K	31%	\$19.87	\$0.00		\$0.00			\$0.00		VARONIS
5 5	DADS-150K-TL	SEL DatAdvantage - DS TL SEL DatAdvantage - DS PL	\$11.55 \$46.80	K K	31% 31%	\$7.97 \$32.29	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5		SEL DatAdvantage - DS PL SEL DatAdvantage - DS TL	\$46.60 \$18.75	K	31%	\$32.29 \$12.94	\$0.00		\$0.00			\$0.00		VARONIS
5	DADS-20K-35KPL	SEL DatAdvantage - DS PL	\$32.25	K	31%	\$22.25	\$0.00		\$0.00			\$0.00		VARONIS
5	DADS-20K-35KTL	SEL DatAdvantage - DS TL	\$12.90	K	31%	\$8.90	\$0.00		\$0.00			\$0.00		VARONIS
5		SEL DatAdvantage - DS PL SEL DatAdvantage - DS TL	\$43.95 \$17.55	K K	31% 31%	\$30.33 \$12.11	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5	DADS-2501-40001L	SEL DatAdvantage - DS PL	\$81.00	K	31%	\$55.89	\$0.00		\$0.00			\$0.00		VARONIS
5	DADS-251-500TL	SEL DatAdvantage - DS TL	\$32.40	K	31%	\$22.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DADS-35K-50KPL	SEL DatAdvantage - DS PL	\$31.20	K K	31% 31%	\$21.53	\$0.00		\$0.00			\$0.00		VARONIS
5	DADS-35K-50KTL DADS-4001-6000PI	SEL DatAdvantage - DS TL SEL DatAdvantage - DS PL	\$12.45 \$40.95	K	31%	\$8.59 \$28.26	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5		SEL DatAdvantage - DS TL	\$16.35	ĸ	31%	\$11.28	\$0.00		\$0.00			\$0.00		VARONIS
5	DADS-501-750PL	SEL DatAdvantage - DS PL	\$65.40	K	31%	\$45.13	\$0.00		\$0.00			\$0.00		VARONIS
5	DADS-501-750TL	SEL DatAdvantage - DS TL	\$26.10		31%	\$18.01	\$0.00		\$0.00					VARONIS
5 5	DADS-50K-100KPL DADS-50K-100KTL	SEL DatAdvantage - DS PL SEL DatAdvantage - DS TL	\$30.30 \$12.15	K K	31% 31%	\$20.91 \$8.38	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DADS-51-100PL	SEL DatAdvantage - DS PL	\$135.60	K	31%	\$93.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DADS-51-100TL	SEL DatAdvantage - DS TL	\$54.15	K	31%	\$37.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		SEL DatAdvantage - DS PL SEL DatAdvantage - DS TL	\$38.10 \$15.15		31% 31%	\$26.29 \$10.45	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5 5		SEL DatAdvantage - DS TL SEL DatAdvantage - DS PL	\$15.15 \$60.45		31% 31%	\$10.45 \$41.71	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DADS-751-1000TL	SEL DatAdvantage - DS TL	\$24.15	K	31%	\$16.66	\$0.00		\$0.00			\$0.00		VARONIS
5		SEL DatAdvantage - DS PL	\$36.15		31%	\$24.94	\$0.00		\$0.00			\$0.00		VARONIS
5 5	DADS-8001-10KTL DAEL-0-50PL	SEL DatAdvantage - DS TL SEL DatAdvantage for Exchange Lite PL	\$14.40 \$149.25	K K	31% 31%	\$9.94 \$102.08	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5	DAEL-0-50PL DAEL-0-50TL	SEL DatAdvantage for Exchange Lite PL SEL DatAdvantage for Exchange Lite TL	\$149.25 \$59.70		31% 31%	\$102.98 \$41.19	\$0.00		\$0.00			\$0.00		VARONIS VARONIS
5	DAEL-1001-1500PL	SEL DatAdvantage for Exchange Lite PL	\$42.75	K	31%	\$29.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5		SEL DatAdvantage for Exchange Lite TL	\$17.10		31%	\$11.80	\$0.00		\$0.00					VARONIS
5	DAEL-100K-150KPL	SEL DatAdvantage for Exchange Lite PL	\$22.50	K	31%	\$15.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS

					NVP L	EVEL 1		N	VP MAINTENANCE	AND WARRANTY	JPGRADE PRICE			
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			\$9.00	K	31%	\$6.21	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5 5	DAEL-101-250PL DAEL-101-250TL	SEL DatAdvantage for Exchange Lite PL SEL DatAdvantage for Exchange Lite TL	\$81.75 \$32.70	K K	31% 31%	\$56.41 \$22.56	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DAEL-10K-20KPL	SEL DatAdvantage for Exchange Lite PL	\$26.25	ĸ	31%	\$18.11			\$0.00		\$0.00	\$0.00		VARONIS
5	DAEL-10K-20KTL	SEL DatAdvantage for Exchange Lite TL	\$10.50	K	31%	\$7.25			\$0.00		\$0.00	\$0.00		VARONIS
5	DAEL-1501-2000PL		\$38.70	K	31%	\$26.70			\$0.00		\$0.00	\$0.00		VARONIS
5		SEL DatAdvantage for Exchange Lite TL	\$15.45	K	31%	\$10.66	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5 5	DAEL-150K-PL DAEL-150K-TL	SEL DatAdvantage for Exchange Lite PL SEL DatAdvantage for Exchange Lite TL	\$22.20 \$8.85	K K	31% 31%	\$15.32 \$6.11	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5		SEL DatAdvantage for Exchange Lite PL	\$36.00	K	31%	\$24.84	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DAEL-2001-2500TL		\$14.40	K	31%	\$9.94	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DAEL-20K-35KPL	SEL DatAdvantage for Exchange Lite PL	\$24.75	K	31%	\$17.08			\$0.00		\$0.00	\$0.00		VARONIS
5	DAEL-20K-35KTL	SEL DatAdvantage for Exchange Lite TL	\$9.90	K	31%	\$6.83	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5 5	DAEL-2501-4000PL		\$33.75 \$13.50	K K	31% 31%	\$23.29 \$9.32			\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DAEL-251-500PL	SEL DatAdvantage for Exchange Lite TL SEL DatAdvantage for Exchange Lite PL	\$13.50 \$62.25	K	31%	\$9.32 \$42.95			\$0.00		\$0.00	\$0.00		VARONIS VARONIS
5	DAEL-251-500TL	SEL DatAdvantage for Exchange Lite TL	\$24.90	ĸ	31%	\$17.18			\$0.00		\$0.00	\$0.00		VARONIS
5	DAEL-35K-50KPL	SEL DatAdvantage for Exchange Lite PL	\$24.00	K	31%	\$16.56			\$0.00		\$0.00	\$0.00		VARONIS
5	DAEL-35K-50KTL	SEL DatAdvantage for Exchange Lite TL	\$9.60	K	31%	\$6.62			\$0.00		\$0.00	\$0.00		VARONIS
5		SEL DatAdvantage for Exchange Lite PL	\$31.50	K	31%	\$21.74	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5		SEL DatAdvantage for Exchange Lite TL	\$12.60	K K	31%	\$8.69	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5 5	DAEL-501-750PL DAEL-501-750TL	SEL DatAdvantage for Exchange Lite PL SEL DatAdvantage for Exchange 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	\$0.00 \$0.00		VARONIS VARONIS
5	DAEL-50K-100KPL	SEL DatAdvantage for Exchange Lite TL	\$20.10	K	31%	\$16.04	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DAEL-50K-100KTL	SEL DatAdvantage for Exchange Lite TL	\$9.30	ĸ	31%	\$6.42			\$0.00		\$0.00	\$0.00		VARONIS
5	DAEL-51-100PL	SEL DatAdvantage for Exchange Lite PL	\$104.25	K	31%	\$71.93	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DAEL-51-100TL	SEL DatAdvantage for Exchange Lite TL	\$41.70	K	31%	\$28.77	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5			\$29.25	K	31%	\$20.18			\$0.00		\$0.00	\$0.00		VARONIS
5	DAEL-6001-8000TL		\$11.70	K K	31%	\$8.07	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5 5	DAEL-751-1000PL DAEL-751-1000TL	SEL DatAdvantage for Exchange Lite PL SEL DatAdvantage for Exchange 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		VARONIS VARONIS
5	DAEL-8001-10KPL	SEL DatAdvantage for Exchange Lite PL	\$27.75	K	31%	\$19.15			\$0.00		\$0.00	\$0.00		VARONIS
5		SEL DatAdvantage for Exchange Lite TL	\$11.10	ĸ	31%	\$7.66			\$0.00		\$0.00	\$0.00		VARONIS
5	DAEX-0-50PL	SEL DatAdvantage for Exchange PL	\$298.50	K	31%	\$205.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAEX-0-50TL	SEL DatAdvantage for Exchange TL	\$119.40	K	31%	\$82.39	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5		SEL DatAdvantage for Exchange PL	\$85.50	K	31%	\$59.00	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5 5		SEL DatAdvantage for Exchange TL SEL DatAdvantage for Exchange 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		VARONIS VARONIS
5		SEL DatAdvantage for Exchange FL	\$18.00	K	31%	\$12.42			\$0.00		\$0.00	\$0.00		VARONIS
5	DAEX-101-250PL	SEL DatAdvantage for Exchange PL	\$163.50	ĸ	31%	\$112.82			\$0.00		\$0.00	\$0.00		VARONIS
5	DAEX-101-250TL	SEL DatAdvantage for Exchange TL	\$65.40	K	31%	\$45.13			\$0.00		\$0.00	\$0.00		VARONIS
5	DAEX-10K-20KPL	SEL DatAdvantage for Exchange PL	\$52.50	K	31%	\$36.23	\$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		\$0.00	\$0.00		VARONIS
5 5		SEL DatAdvantage for Exchange PL SEL DatAdvantage for Exchange 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		VARONIS VARONIS
5	DAEX-150K-PL	SEL DatAdvantage for Exchange PL	\$44.25	K	31%	\$30.53	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DAEX-150K-TL	SEL DatAdvantage for Exchange TL	\$17.70	ĸ	31%	\$12.21	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5		SEL DatAdvantage for Exchange PL	\$72.00	K	31%	\$49.68	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5		SEL DatAdvantage for Exchange TL	\$28.80	K	31%	\$19.87	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DAEX-20K-35KPL	SEL DatAdvantage for Exchange PL	\$49.50	K	31%	\$34.16			\$0.00		\$0.00	\$0.00		VARONIS
5	DAEX-20K-35KTL DAEX-2501-4000PL	SEL DatAdvantage for Exchange TL	\$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 DatAdvantage for Exchange PL SEL DatAdvantage for Exchange TL	\$27.00	K	31%	\$46.56 \$18.63			\$0.00		\$0.00	\$0.00		VARONIS
5	DAEX-251-500PL	SEL DatAdvantage for Exchange PL	\$124.50	K	31%	\$85.91	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DAEX-251-500TL	SEL DatAdvantage for Exchange TL	\$49.80	K	31%	\$34.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAEX-35K-50KPL	SEL DatAdvantage for Exchange PL	\$48.00	K	31%	\$33.12			\$0.00		\$0.00	\$0.00		VARONIS
5	DAEX-35K-50KTL	SEL DatAdvantage for Exchange TL	\$19.20	K	31%	\$13.25	\$0.00		\$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		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5 5	DAEX-501-750PL	SEL DatAdvantage for Exchange TL SEL DatAdvantage for Exchange PL	\$25.20 \$100.50	K	31%	\$69.35	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS VARONIS
5	DAEX-501-750TL	SEL DatAdvantage for Exchange TL	\$40.20	ĸ	31%	\$27.74	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DAEX-50K-100KPL	SEL DatAdvantage for Exchange PL	\$46.50	K	31%	\$32.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAEX-50K-100KTL	SEL DatAdvantage for Exchange TL	\$18.60	K	31%	\$12.83	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DAEX-51-100PL	SEL DatAdvantage for Exchange PL	\$208.50	K	31%	\$143.87	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DAEX-51-100TL	SEL DatAdvantage for Exchange TL	\$83.40 \$58.50	K K	31% 31%	\$57.55 \$40.37	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00			VARONIS VARONIS
5		SEL DatAdvantage for Exchange PL SEL DatAdvantage for Exchange TL	\$23.40	K	31%	\$40.37 \$16.15			\$0.00		\$0.00 \$0.00			VARONIS
5		SEL DatAdvantage for Exchange PL	\$93.00	K	31%	\$64.17			\$0.00		\$0.00			VARONIS
5	DAEX-751-1000TL	SEL DatAdvantage for Exchange TL	\$37.20	ĸ	31%	\$25.67	\$0.00	\$0.00	\$0.00		\$0.00		\$0.00	VARONIS
5	DAEX-8001-10KPL	SEL DatAdvantage for Exchange PL	\$55.50	K	31%	\$38.30			\$0.00	\$0.00	\$0.00		\$0.00	VARONIS
5		SEL DatAdvantage for Exchange TL	\$22.20	K	31%	\$15.32			\$0.00		\$0.00	\$0.00		VARONIS
5	DAOD-0-50PL	SEL DatAdvantage - OD PL	\$298.50	K	31%	\$205.97	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5 5	DAOD-0-50TL	SEL DatAdvantage - OD TL SEL DatAdvantage - OD 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		VARONIS VARONIS
5 5		SEL DatAdvantage - OD PL SEL DatAdvantage - OD TL	\$34.20	K	31%	\$23.60			\$0.00		\$0.00	\$0.00		VARONIS
5		SEL DatAdvantage - OD PL	\$45.00	ĸ	31%	\$31.05			\$0.00		\$0.00	\$0.00		VARONIS
5		SEL DatAdvantage - OD TL	\$18.00	K	31%	\$12.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAOD-101-250PL	SEL DatAdvantage - OD PL	\$163.50	K	31%	\$112.82			\$0.00		\$0.00			VARONIS
5	DAOD-101-250TL	SEL DatAdvantage - OD TL	\$65.40	K	31%	\$45.13			\$0.00		\$0.00			VARONIS
5	DAUD-TUK-20KPL	SEL DatAdvantage - OD PL	\$52.50	K	31%	\$36.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS

March Marc						NVP L	EVEL 1		N	VP MAINTENANCE	AND WARRANTY	JPGRADE PRICE			
Section Control Cont	BAND	sku	DESCRIPTION						W/MC PREM MNT		BASIC MNT LP	PS W/MC PREM		RENEWAL	
Section Continue															
1	-	DAOD-1501-2000PL	SEL DatAdvantage - OD PL												
1	5														
1	5		SEL DatAdvantage - OD TL		K	31%									
1	-														
Section Continue	•														
Company	-														
Section Control Cont	-														
Standard-Standard	5				K	31%								\$0.00	VARONIS
Control Cont	-														
Company															
Section Control Cont	-														
Section Control Cont	-														
5 Device 591-9977 5 Device 591-9977 5 Device 591-997	5														
Section Control Cont	-														
Control Cont	-														
0 000-091-1907. 5	-														
Declaration Control	-														
DOC-2001-18071 Elic Endodoming- OP TL	5				K										
5 DOL-1761-1907. 6 DOL-1761-1	5														
DECLO 19 DEC	5														
Delicit Sept Continue Con	5														
Declaration	5														
Description	5														
S DAC-1901-1907E SEL Darkswrape0 Due PL \$42.75 K 31% \$22.93 \$0.00	5	DAOL-0-50PL													
Dec.	-														
SOCIAL FORCE SEL CONFIGNATION SEL CONFIGNAT	•														
Section Continue	-														
S DACH-107-259TH EL Darkherstage- O Libe PL \$2.775 K 31% \$35.41 \$0.00	-														
S DACI-10K-20FK SEL-DisAdvantage-O Dis Pt S02.25 K 31% \$18.11	5				K	31%									
S DACI-19C-20FT SEL DisAfricatings-O DLEP T \$15.00 K \$11.00 K \$11.00 K \$11.00 K \$11.00 K \$11.00 \$10.00 \$0.00	-														
S DACI-191-2000R SEL DARAwardings - OO Like PL \$18.70 K \$11.50 K															
5 DACI-191-200TH SEL DIALAwardings - OO Life T, \$14.64 K 31% \$10.60 \$0.00 \$0	-														
6 DAGL-190K-TL SEL Darkdwardings - OOL line PL \$2.20 K 31% \$16.32 \$0.00 \$0.0	-														
5 DAOL_2001_2500PL SEL Darkhardrange- OOL Ide PL 536.00 K 31% \$34.00 \$0.	5														
5 DACL_201-325071 SEL DaAA-writings - OOL Lie TL \$14.00 K 31% \$19.00 \$0.00 \$	-														
5 DAOL-20K-35(PK SEL Darks/wringp - CO Line PL \$24.75 K 31% \$17.08 \$30.00 \$	-														
5 DAOL-20K-36FKI SEL Darkharmings - OD Line PL 533.75 K 31% \$23.29 30.00 \$0.00	-														
5 DAQL-251-4000PL SEL Darkdvarratage- OD Life PL \$13.75 K 31% \$23.29 \$0.00 \$0.	-														
5 DACL-251-500TL SEL DataAvarntage - OD Life PL 5 DACL-251-500TL SEL DataAvarn	5														
5 DACL_251-500TL SEL Dark/arrange - OO Like TL \$24.90 K 31% \$17.18 \$0.00	5														
S DACI-39K-SORPL SEL DatA/vantage - OL Lie PL \$44.00 K 31% \$16.56 \$0.00 \$0.0	5														
S DACL-39K-SORTL SEL DafA/vantage - OD Lite TL S9.60 K 31% \$6.62 \$0.00	5														
5 DAOL-4001-6000FL SEL DatAdvantage - OO Lie PL \$131.50 K 311% \$21.74 \$0.00 \$0	5														
5 DACI-501-750PL SEL Dak/dvantage - OD Lite PL \$50.25 K 31% \$13.87 \$0.00	5														
5 DACL-501-750TL SEL DatAdvantage - OD Lie T \$20.10 K 31% \$13.87 \$0.00	5														
5 DAOL-50K-100KPL SEL DatA/vantage - OD Life PL \$23.25 K 31% \$16.04 \$0.00	-														
5 DAOL-561-100TL SEL DatAdvantage - OD Life TL \$9.30 K 31% \$6.42 \$0.00 \$	•														
5 DAOL-51-100PL SEL DalAdvantage - OD Life PL \$104.25 K 31% \$21.93 \$0.00	-														
5 DAOL-8001-800PL SEL DatAdvantage - OD Lite PL \$29.25 K 31% \$20.18 \$0.00 \$0	5														
5 DAOL-6001-8000TL SEL DatAdvantage - OD Lite TL \$11.70 K	5														
5 DAOL-751-1000PL SEL DatAdvantage - OD Lite PL \$46.50 K 31% \$32.99 \$0.00 \$0	5														
5 DAOL-751-1000TL SEL DatAdvantage - OD Lite TL \$18.60 K 31% \$12.83 \$0.00 \$0.0	5														
5 DAOL-8001-10KPL SEL DatAdvantage - OD Lite PL \$27.75 K 31% \$19.15 \$0.00 \$0.0	5														
5 DAOL-8001-10KTL SEL DatAdvantage - OD Lite TL \$11.10 K 31% \$7.66 \$0.00 <	5														
5 DAOS-050TL SEL DatAdvantage - SPOL & OD TL \$179.10 K 31% \$123.58 \$0.00	5	DAOL-8001-10KTL	SEL DatAdvantage - OD Lite TL	\$11.10	K	31%	\$7.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 DAOS-1001-1500PL SEL DatAdvantage - SPOL & OD PL \$128.25 K 31% \$88.49 \$0.00	-														
5 DAOS-1001-1500TL SEL DatAdvantage - SPOL & OD TL \$51.30 K 31% \$35.40 \$0.00 \$	-														
5 DAOS-10K-150KPL SEL DatAdvantage - SPOL & OD PL \$67.50 K 31% \$46.58 \$0.00 \$0	-														
5 DAOS-10KTL SEL DatAdvantage - SPOL & OD TL \$27.00 K 31% \$18.63 \$0.00 \$	-														
5 DAOS-101-250PL SEL DatAdvantage - SPOL & OD PL \$245.25 K 31% \$169.22 \$0.00 \$	-														
5 DAOS-10K-20KPL SEL DatAdvantage - SPOL & OD PL \$78.75 K 31% \$54.34 \$0.00 \$0.	-	DAOS-101-250PL	SEL DatAdvantage - SPOL & OD PL	\$245.25		31%	\$169.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		
5 DAOS-10K-20KTL SEL DatAdvantage - SPOL & OD TL \$31.50 K 31% \$21.74 \$0.00 \$0.	-														
5 DAOS-1501-2000PL SEL DatAdvantage - SPOL & OD PL \$115.95 K 31% \$80.01 \$0.00	-														
5 DAOS-1501-2000TL SEL DatAdvantage - SPOL & OD TL \$46.35 K 31% \$31.98 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00	-														
	-														
	5	DAOS-150K-PL	SEL DatAdvantage - SPOL & OD PL		K	31%	\$45.85	\$0.00	\$0.00					\$0.00	VARONIS

					NVP I	EVEL 1		N	VP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
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	DAOS-150K-TL	SEL DatAdvantage - SPOL & OD TL	\$26.55	K	31%	\$18.32	\$0.00		\$0.00			\$0.00		VARONIS
5		SEL DatAdvantage - SPOL & OD PL	\$108.00	K	31%	\$74.52	\$0.00		\$0.00			\$0.00		VARONIS
5 5	DAOS-2001-25001L DAOS-20K-35KPL	SEL DatAdvantage - SPOL & OD TL SEL DatAdvantage - SPOL & OD PL	\$43.20 \$74.25	K K	31% 31%	\$29.81 \$51.23	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5	DAOS-20K-35KFL	SEL DatAdvantage - SPOL & OD FL	\$29.70	K	31%	\$20.49	\$0.00		\$0.00			\$0.00		VARONIS
5		SEL DatAdvantage - SPOL & OD PL	\$101.25	ĸ	31%	\$69.86	\$0.00		\$0.00			\$0.00		VARONIS
5		SEL DatAdvantage - SPOL & OD TL	\$40.50	K	31%	\$27.95	\$0.00		\$0.00			\$0.00		VARONIS
5	DAOS-251-500PL	SEL DatAdvantage - SPOL & OD PL	\$186.75	K	31%	\$128.86	\$0.00		\$0.00			\$0.00		VARONIS
5	DAOS-251-500TL	SEL DatAdvantage - SPOL & OD TL	\$74.70	K	31%	\$51.54	\$0.00		\$0.00			\$0.00		VARONIS
5	DAOS-35K-50KPL	SEL DatAdvantage - SPOL & OD PL	\$72.00	K	31%	\$49.68	\$0.00		\$0.00			\$0.00		VARONIS
5	DAOS-35K-50KTL	SEL DatAdvantage - SPOL & OD TL	\$28.80	K K	31%	\$19.87	\$0.00		\$0.00			\$0.00		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 TE SEL DatAdvantage - SPOL & OD PL	\$150.75	K	31%	\$104.02	\$0.00		\$0.00			\$0.00		VARONIS
5	DAOS-501-750TL	SEL DatAdvantage - SPOL & OD TL	\$60.30	K	31%	\$41.61	\$0.00		\$0.00			\$0.00		VARONIS
5	DAOS-50K-100KPL	SEL DatAdvantage - SPOL & OD PL	\$69.75	K	31%	\$48.13	\$0.00		\$0.00			\$0.00		VARONIS
5	DAOS-50K-100KTL		\$27.90	K	31%	\$19.25	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DAOS-51-100PL	SEL DatAdvantage - SPOL & OD PL	\$312.75	K	31%	\$215.80	\$0.00		\$0.00			\$0.00		VARONIS
5	DAOS-51-100TL	SEL DatAdvantage - SPOL & OD TL	\$125.10	K	31%	\$86.32	\$0.00		\$0.00			\$0.00		VARONIS
5 5		SEL DatAdvantage - SPOL & OD PL	\$87.75	K K	31% 31%	\$60.55	\$0.00		\$0.00			\$0.00		VARONIS
5		SEL DatAdvantage - SPOL & OD TL SEL DatAdvantage - SPOL & OD PL	\$35.10 \$139.50	K K	31% 31%	\$24.22 \$96.26	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5		SEL DatAdvantage - SPOL & OD FL	\$55.80	K	31%	\$38.50	\$0.00		\$0.00			\$0.00		VARONIS
5			\$83.25	ĸ	31%	\$57.44	\$0.00		\$0.00			\$0.00		VARONIS
5		SEL DatAdvantage - SPOL & OD TL	\$33.30	ĸ	31%	\$22.98	\$0.00		\$0.00			\$0.00		VARONIS
5	DASL-0-50PL	SEL DatAdvantage - SP Lite PL	\$149.25	K	31%	\$102.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DASL-0-50TL	SEL DatAdvantage - SP Lite TL	\$59.70	K	31%	\$41.19	\$0.00		\$0.00			\$0.00		VARONIS
5		SEL DatAdvantage - SP Lite PL	\$42.75	K	31%	\$29.50	\$0.00		\$0.00			\$0.00		VARONIS
5		SEL DatAdvantage - SP Lite TL	\$17.10	K	31%	\$11.80	\$0.00		\$0.00			\$0.00		VARONIS
5		SEL DatAdvantage - SP Lite PL	\$22.50	K	31%	\$15.53	\$0.00		\$0.00			\$0.00		VARONIS
5	DASL-100K-150KTL DASL-101-250PL	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			\$0.00 \$0.00		VARONIS VARONIS
5	DASL-101-250FL	SEL DatAdvantage - SP Lite FL SEL DatAdvantage - SP Lite TL	\$32.70	K	31%	\$22.56	\$0.00		\$0.00			\$0.00		VARONIS
5	DASL-10K-20KPL	SEL DatAdvantage - SP Lite PL	\$26.25	ĸ	31%	\$18.11	\$0.00		\$0.00			\$0.00		VARONIS
5	DASL-10K-20KTL	SEL DatAdvantage - SP Lite TL	\$10.50	K	31%	\$7.25	\$0.00		\$0.00			\$0.00		VARONIS
5	DASL-1501-2000PL	SEL DatAdvantage - SP Lite PL	\$38.70	K	31%	\$26.70	\$0.00		\$0.00			\$0.00		VARONIS
5		SEL DatAdvantage - SP Lite TL	\$15.45	K	31%	\$10.66	\$0.00		\$0.00			\$0.00		VARONIS
5	DASL-150K-PL	SEL DatAdvantage - SP Lite PL	\$22.20	K	31%	\$15.32	\$0.00		\$0.00			\$0.00		VARONIS
5	DASL-150K-TL	SEL DatAdvantage - SP Lite TL	\$8.85	K	31%	\$6.11	\$0.00		\$0.00			\$0.00		VARONIS
5		SEL DatAdvantage - SP Lite PL	\$36.00	K K	31% 31%	\$24.84	\$0.00		\$0.00			\$0.00		VARONIS
5	DASL-2001-2500TL DASL-20K-35KPL	SEL DatAdvantage - SP Lite TL SEL DatAdvantage - SP Lite PL	\$14.40 \$24.75	K	31%	\$9.94 \$17.08	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5	DASL-20K-35KTL	SEL DatAdvantage - SP Lite TL	\$9.90	ĸ	31%	\$6.83	\$0.00		\$0.00			\$0.00		VARONIS
5	DASL-2501-4000PL		\$33.75	ĸ	31%	\$23.29	\$0.00		\$0.00			\$0.00		VARONIS
5	DASL-2501-4000TL		\$13.50	K	31%	\$9.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DASL-251-500PL	SEL DatAdvantage - SP Lite PL	\$62.25	K	31%	\$42.95	\$0.00		\$0.00			\$0.00		VARONIS
5	DASL-251-500TL	SEL DatAdvantage - SP Lite TL	\$24.90	K	31%	\$17.18	\$0.00		\$0.00			\$0.00		VARONIS
5	DASL-35K-50KPL	SEL DatAdvantage - SP Lite PL	\$24.00	K	31%	\$16.56	\$0.00		\$0.00			\$0.00		VARONIS
5 5	DASL-35K-50KTL DASL-4001-6000PL	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			\$0.00 \$0.00		VARONIS VARONIS
5	DASL-4001-6000TL		\$12.60	K	31%	\$8.69	\$0.00		\$0.00			\$0.00		VARONIS
5	DASL-501-750PL	SEL DatAdvantage - SP Lite PL	\$50.25	ĸ	31%	\$34.67	\$0.00		\$0.00			\$0.00		VARONIS
5	DASL-501-750TL	SEL DatAdvantage - SP Lite TL	\$20.10	K	31%	\$13.87	\$0.00		\$0.00			\$0.00		VARONIS
5	DASL-50K-100KPL	SEL DatAdvantage - SP Lite PL	\$23.25	K	31%	\$16.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DASL-50K-100KTL	SEL DatAdvantage - SP Lite TL	\$9.30	K	31%	\$6.42	\$0.00		\$0.00			\$0.00		VARONIS
5	DASL-51-100PL	SEL DatAdvantage - SP Lite PL	\$104.25	K	31%	\$71.93	\$0.00		\$0.00			\$0.00		VARONIS
5	DASL-51-100TL DASL-6001-8000PL	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			\$0.00 \$0.00		VARONIS VARONIS
5			\$29.25 \$11.70	K	31%	\$8.07	\$0.00		\$0.00			\$0.00		VARONIS
5	DASL-751-1000PL	SEL DatAdvantage - SP Lite PL	\$46.50	K	31%	\$32.09	\$0.00		\$0.00			\$0.00		VARONIS
5	DASL-751-1000TL	SEL DatAdvantage - SP Lite TL	\$18.60	ĸ	31%	\$12.83	\$0.00		\$0.00			\$0.00		VARONIS
5	DASL-8001-10KPL	SEL DatAdvantage - SP Lite PL	\$27.75	K	31%	\$19.15	\$0.00		\$0.00			\$0.00		VARONIS
5	DASL-8001-10KTL	SEL DatAdvantage - SP Lite TL	\$11.10	K	31%	\$7.66	\$0.00		\$0.00			\$0.00		VARONIS
5	DASO-0-50PL	SEL DatAdvantage - SPOL PL	\$298.50	K	31%	\$205.97	\$0.00		\$0.00			\$0.00		VARONIS
5	DASO-0-50TL	SEL DatAdvantage - SPOL TL	\$119.40	K	31%	\$82.39	\$0.00		\$0.00					VARONIS
5		SEL DatAdvantage - SPOL PL	\$85.50	K	31%	\$59.00	\$0.00		\$0.00					VARONIS
5		SEL DatAdvantage - SPOL TL	\$34.20 \$45.00	K K	31% 31%	\$23.60 \$31.05	\$0.00 \$0.00		\$0.00			\$0.00 \$0.00		VARONIS VARONIS
5 5		. SEL DatAdvantage - SPOL PL . SEL DatAdvantage - SPOL TL	\$45.00 \$18.00	K K	31%	\$31.05 \$12.42	\$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DASO-100K-130K1E	SEL DatAdvantage - SPOL PL	\$163.50	K	31%	\$112.82	\$0.00		\$0.00					VARONIS
5	DASO-101-250TL	SEL DatAdvantage - SPOL TL	\$65.40	ĸ	31%	\$45.13	\$0.00		\$0.00					VARONIS
5	DASO-10K-20KPL	SEL DatAdvantage - SPOL PL	\$52.50	ĸ	31%	\$36.23	\$0.00		\$0.00					VARONIS
5	DASO-10K-20KTL	SEL DatAdvantage - SPOL TL	\$21.00	K	31%	\$14.49	\$0.00		\$0.00			\$0.00		VARONIS
5		SEL DatAdvantage - SPOL PL	\$77.25	K	31%	\$53.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5		SEL DatAdvantage - SPOL TL	\$30.90	K	31%	\$21.32	\$0.00		\$0.00			\$0.00		VARONIS
5	DASO-150K-PL	SEL DatAdvantage - SPOL PL	\$44.25	K	31%	\$30.53	\$0.00		\$0.00			\$0.00		VARONIS
5 5	DASO-150K-TL	SEL DatAdvantage - SPOL TL	\$17.70 \$72.00	K K	31% 31%	\$12.21 \$49.68	\$0.00 \$0.00		\$0.00			\$0.00		VARONIS VARONIS
5		SEL DatAdvantage - SPOL PL SEL DatAdvantage - SPOL TL	\$72.00 \$28.80	K K	31%	\$49.68 \$19.87	\$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS
5		SEL DatAdvantage - SPOL TE	\$49.50	K	31%	\$34.16	\$0.00		\$0.00					VARONIS
-			÷ 10.00		****	÷30	\$0.00	Ç0.00	\$0.00	\$0.00	\$0.00	÷0.00		•

					NVP L	EVEL 1		N	VP MAINTENANCE	AND WARRANTY	JPGRADE PRICE			
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	DASO-20K-35KTL	SEL DatAdvantage - SPOL TL	\$19.80	K	31%	\$13.66	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5		SEL DatAdvantage - SPOL PL SEL DatAdvantage - 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	DASO-251-500PL	SEL DatAdvantage - SPOL PL	\$124.50	K	31%	\$85.91	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DASO-251-500TL	SEL DatAdvantage - SPOL TL	\$49.80	K	31%	\$34.36			\$0.00		\$0.00	\$0.00		VARONIS
5	DASO-35K-50KPL	SEL DatAdvantage - SPOL PL	\$48.00	K	31%	\$33.12			\$0.00		\$0.00	\$0.00		VARONIS
5	DASO-35K-50KTL	SEL DatAdvantage - SPOL TL	\$19.20	K	31%	\$13.25			\$0.00		\$0.00	\$0.00		VARONIS
5 5		SEL DatAdvantage - SPOL TI	\$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	DASO-501-750PL	SEL DatAdvantage - SPOL TL SEL DatAdvantage - SPOL PL	\$100.50	K	31%	\$69.35	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DASO-501-750TL	SEL DatAdvantage - SPOL TL	\$40.20	ĸ	31%	\$27.74	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DASO-50K-100KPL	SEL DatAdvantage - SPOL PL	\$46.50	K	31%	\$32.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DASO-50K-100KTL		\$18.60	K	31%	\$12.83			\$0.00		\$0.00	\$0.00		VARONIS
5 5	DASO-51-100PL	SEL DatAdvantage - SPOL PL SEL DatAdvantage - SPOL TL	\$208.50 \$83.40	K K	31% 31%	\$143.87 \$57.55	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DASO-51-100TL	SEL DatAdvantage - SPOL TL SEL DatAdvantage - SPOL PL	\$58.50	K	31%	\$40.37	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5		SEL DatAdvantage - SPOL TL	\$23.40	ĸ	31%	\$16.15			\$0.00		\$0.00	\$0.00		VARONIS
5		SEL DatAdvantage - SPOL PL	\$93.00	K	31%	\$64.17	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5		SEL DatAdvantage - SPOL TL	\$37.20	K	31%	\$25.67	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5		SEL DatAdvantage - SPOL PL	\$55.50	K	31%	\$38.30	\$0.00		\$0.00		\$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	\$0.00 \$0.00		\$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	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5		SEL DatAdvantage - SP PL	\$85.50	K	31%	\$59.00			\$0.00		\$0.00	\$0.00		VARONIS
5		SEL DatAdvantage - SP TL	\$34.20	K	31%	\$23.60			\$0.00		\$0.00	\$0.00		VARONIS
5		SEL DatAdvantage - SP PL	\$45.00	K	31%	\$31.05			\$0.00		\$0.00	\$0.00		VARONIS
5		SEL DatAdvantage - SP TL	\$18.00	K K	31% 31%	\$12.42			\$0.00		\$0.00	\$0.00		VARONIS VARONIS
5	DASP-101-250PL DASP-101-250TL	SEL DatAdvantage - SP PL SEL DatAdvantage - SP TL	\$163.50 \$65.40	K	31%	\$112.82 \$45.13			\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DASP-10K-20KPL	SEL DatAdvantage - SP PL	\$52.50	ĸ	31%	\$36.23			\$0.00		\$0.00	\$0.00		VARONIS
5	DASP-10K-20KTL	SEL DatAdvantage - SP TL	\$21.00	K	31%	\$14.49		\$0.00	\$0.00		\$0.00	\$0.00		VARONIS
5		SEL DatAdvantage - SP PL	\$77.25	K	31%	\$53.30	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5		SEL DatAdvantage - SP TL	\$30.90	K	31%	\$21.32			\$0.00		\$0.00	\$0.00		VARONIS
5 5	DASP-150K-PL DASP-150K-TL	SEL DatAdvantage - SP PL SEL DatAdvantage - SP 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		SEL DatAdvantage - SP PL	\$72.00	K	31%	\$49.68	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5		SEL DatAdvantage - SP TL	\$28.80	K	31%	\$19.87	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DASP-20K-35KPL	SEL DatAdvantage - SP PL	\$49.50	K	31%	\$34.16			\$0.00		\$0.00	\$0.00		VARONIS
5	DASP-20K-35KTL	SEL DatAdvantage - SP TL	\$19.80	K	31%	\$13.66			\$0.00		\$0.00	\$0.00		VARONIS
5		SEL DatAdvantage - SP PL	\$67.50	K	31%	\$46.58			\$0.00		\$0.00	\$0.00		VARONIS
5	DASP-251-500PL	SEL DatAdvantage - SP TL SEL DatAdvantage - SP PL	\$27.00 \$124.50	K K	31% 31%	\$18.63 \$85.91	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DASP-251-500TL	SEL DatAdvantage - SP TL	\$49.80	ĸ	31%	\$34.36			\$0.00		\$0.00	\$0.00		VARONIS
5	DASP-35K-50KPL	SEL DatAdvantage - SP PL	\$48.00	K	31%	\$33.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DASP-35K-50KTL	SEL DatAdvantage - SP TL	\$19.20	K	31%	\$13.25			\$0.00		\$0.00	\$0.00		VARONIS
5		SEL DatAdvantage - SP PL	\$63.00	K	31%	\$43.47	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5 5	DASP-4001-60001L	SEL DatAdvantage - SP TL SEL DatAdvantage - SP PL	\$25.20 \$100.50	K K	31% 31%	\$17.39 \$69.35	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DASP-501-750FL	SEL DatAdvantage - SP TL	\$40.20	K	31%	\$27.74			\$0.00		\$0.00	\$0.00		VARONIS
5	DASP-50K-100KPL	SEL DatAdvantage - SP PL	\$46.50	ĸ	31%	\$32.09	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DASP-50K-100KTL		\$18.60	K	31%	\$12.83	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DASP-51-100PL	SEL DatAdvantage - SP PL	\$208.50	K	31%	\$143.87	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DASP-51-100TL	SEL DatAdvantage - SP TL	\$83.40	K K	31% 31%	\$57.55			\$0.00		\$0.00	\$0.00		VARONIS
5		SEL DatAdvantage - SP PL SEL DatAdvantage - SP TL	\$58.50 \$23.40	K K	31%	\$40.37 \$16.15	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DASP-751-1000PL		\$93.00	ĸ	31%	\$64.17			\$0.00		\$0.00	\$0.00		VARONIS
5	DASP-751-1000TL	SEL DatAdvantage - SP TL	\$37.20	K	31%	\$25.67	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5		SEL DatAdvantage - SP PL	\$55.50	K	31%	\$38.30	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5		SEL DatAdvantage - SP TL	\$22.20	K	31%	\$15.32			\$0.00		\$0.00	\$0.00		VARONIS
5 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	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5		SEL DatAdvantage - NIX TL	\$85.50	K	31%	\$59.00			\$0.00		\$0.00	\$0.00		VARONIS
5		SEL DatAdvantage - NIX TL	\$34.20	ĸ	31%	\$23.60			\$0.00		\$0.00	\$0.00		VARONIS
5		SEL DatAdvantage - NIX PL	\$45.00	K	31%	\$31.05			\$0.00		\$0.00			VARONIS
5		SEL DatAdvantage - NIX TL	\$18.00	K	31%	\$12.42			\$0.00		\$0.00			VARONIS
5	DAUX-101-250PL		\$163.50	K	31%	\$112.82			\$0.00		\$0.00			VARONIS
5 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			\$0.00 \$0.00		\$0.00 \$0.00			VARONIS VARONIS
5	DAUX-10K-20KFL		\$21.00	K	31%	\$30.23 \$14.49			\$0.00		\$0.00	\$0.00		VARONIS
5		SEL DatAdvantage - NIX PL	\$77.25	ĸ	31%	\$53.30			\$0.00		\$0.00	\$0.00		VARONIS
5		SEL DatAdvantage - NIX TL	\$30.90	K	31%	\$21.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAUX-150K-PL	SEL DatAdvantage - NIX PL	\$44.25	K	31%	\$30.53			\$0.00		\$0.00	\$0.00		VARONIS
5	DAUX-150K-TL	SEL DatAdvantage - NIX TL SEL DatAdvantage - NIX PL	\$17.70	K	31%	\$12.21	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5 5		SEL DatAdvantage - NIX PL SEL DatAdvantage - NIX 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	DAUX-20K-35KPL		\$49.50	K	31%	\$34.16			\$0.00		\$0.00	\$0.00		VARONIS
5	DAUX-20K-35KTL	SEL DatAdvantage - NIX TL	\$19.80	ĸ	31%	\$13.66			\$0.00		\$0.00	\$0.00		VARONIS
5		SEL DatAdvantage - NIX PL	\$67.50	K	31%	\$46.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5		SEL DatAdvantage - NIX TL	\$27.00	K	31%	\$18.63			\$0.00		\$0.00			VARONIS
5	DAUX-251-500PL	SEL DatAdvantage - NIX PL	\$124.50	K	31%	\$85.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS

					NVP L	EVEL 1		N	VP MAINTENANCE	AND WARRANTY	JPGRADE PRICE			
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	DAUX-251-500TL DAUX-35K-50KPL	SEL DatAdvantage - NIX TL	\$49.80 \$48.00	K K	31% 31%	\$34.36 \$33.12	\$0.00 \$0.00		\$0.00		\$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DAUX-35K-50KPL DAUX-35K-50KTL	SEL DatAdvantage - NIX PL SEL DatAdvantage - NIX TL	\$48.00 \$19.20	K K	31%	\$33.12 \$13.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00		VARONIS VARONIS
5		SEL DatAdvantage - NIX PL	\$63.00	K	31%	\$43.47	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		VARONIS
5	DAUX-4001-6000TL		\$25.20	K	31%	\$17.39	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		VARONIS
5	DAUX-501-750PL DAUX-501-750TL	SEL DatAdvantage - NIX PL SEL DatAdvantage - NIX 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	\$0.00 \$0.00		VARONIS VARONIS
5	DAUX-50K-100KPL	SEL DatAdvantage - NIX PL	\$46.50	K	31%	\$32.09	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		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	VARONIS
5	DAUX-51-100PL	SEL DatAdvantage - NIX PL	\$208.50	K	31%	\$143.87	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		VARONIS
5	DAUX-51-100TL DAUX-6001-8000PL	SEL DatAdvantage - NIX TL SEL DatAdvantage - NIX 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	\$0.00 \$0.00		VARONIS VARONIS
5	DAUX-6001-8000TL		\$23.40	ĸ	31%	\$16.15	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		VARONIS
5	DAUX-751-1000PL	SEL DatAdvantage - NIX PL	\$93.00	K	31%	\$64.17	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		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	DAUX-8001-10KPL DAUX-8001-10KTL	SEL DatAdvantage - NIX PL SEL DatAdvantage - NIX 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	\$0.00 \$0.00		VARONIS VARONIS
5	DAW-0-50PL	SEL DatAdvantage for Windows PL	\$298.50	ĸ	31%	\$205.97	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		VARONIS
5	DAW-0-50TL	SEL DatAdvantage for Windows TL	\$119.40	K	31%	\$82.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAW-1001-1500PL		\$85.50	K	31%	\$59.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		VARONIS
5	DAW-1001-1500TL DAW-100K-150KPL	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		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DAW-100K-150KFL		\$18.00	K	31%	\$12.42	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DAW-101-250PL	SEL DatAdvantage for Windows PL	\$163.50	ĸ	31%	\$112.82	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DAW-101-250TL	SEL DatAdvantage for Windows TL	\$65.40	K	31%	\$45.13	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DAW-10K-20KPL	SEL DatAdvantage for Windows PL	\$52.50	K	31%	\$36.23	\$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		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DAW-1501-2000TL	SEL DatAdvantage for Windows TL	\$30.90	ĸ	31%	\$21.32	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DAW-150K-PL	SEL DatAdvantage for Windows PL	\$44.25	K	31%	\$30.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAW-150K-TL	SEL DatAdvantage for Windows TL	\$17.70	K	31%	\$12.21	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		VARONIS
5	DAW-2001-2500PL DAW-2001-2500TL	SEL DatAdvantage for Windows PL SEL DatAdvantage for Windows 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	\$0.00 \$0.00		VARONIS VARONIS
5	DAW-20K-35KPL	SEL DatAdvantage for Windows PL	\$49.50	K	31%	\$34.16	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		VARONIS
5	DAW-20K-35KTL	SEL DatAdvantage for Windows TL	\$19.80	K	31%	\$13.66	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DAW-2501-4000PL	SEL DatAdvantage for Windows PL	\$67.50	K	31%	\$46.58	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DAW-2501-4000TL DAW-251-500PL	SEL DatAdvantage for Windows TL	\$27.00 \$124.50	K K	31% 31%	\$18.63 \$85.91	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DAW-251-500FL DAW-251-500TL	SEL DatAdvantage for Windows PL SEL DatAdvantage for Windows TL	\$49.80	K	31%	\$34.36	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		VARONIS
5	DAW-35K-50KPL	SEL DatAdvantage for Windows PL	\$48.00	K	31%	\$33.12	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		VARONIS
5	DAW-35K-50KTL	SEL DatAdvantage for Windows TL	\$19.20	K	31%	\$13.25	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5 5	DAW-4001-6000PL DAW-4001-6000TL	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	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5 5	DAW-501-750PL	SEL DatAdvantage for Windows TL SEL DatAdvantage for Windows PL	\$25.20 \$100.50	K	31%	\$69.35	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		VARONIS
5	DAW-501-750TL	SEL DatAdvantage for Windows TL	\$40.20	K	31%	\$27.74	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		VARONIS
5	DAW-50K-100KPL	SEL DatAdvantage for Windows PL	\$46.50	K	31%	\$32.09	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5 5	DAW-50K-100KTL	SEL DatAdvantage for Windows TL	\$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		VARONIS
5	DAW-51-100PL DAW-51-100TL	SEL DatAdvantage for Windows PL SEL DatAdvantage for Windows TL	\$83.40	K	31%	\$143.67 \$57.55	\$0.00		\$0.00 \$0.00		\$0.00	\$0.00		VARONIS VARONIS
5	DAW-6001-8000PL	SEL DatAdvantage for Windows PL	\$58.50	ĸ	31%	\$40.37	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DAW-6001-8000TL	SEL DatAdvantage for Windows TL	\$23.40	K	31%	\$16.15	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5 5	DAW-751-1000PL	SEL DatAdvantage for Windows PL	\$93.00	K	31% 31%	\$64.17	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5 5	DAW-751-1000TL DAW-8001-10KPL	SEL DatAdvantage for Windows TL SEL DatAdvantage for Windows PL	\$37.20 \$55.50	K K	31%	\$25.67 \$38.30	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DAW-8001-10KTL	SEL DatAdvantage for Windows TL	\$22.20	ĸ	31%	\$15.32	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		VARONIS
5	DAWL-0-50PL	SEL DatAdvantage for Windows Lite PL	\$149.25	K	31%	\$102.98	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		VARONIS
5	DAWL-0-50TL	SEL DatAdvantage for Windows Lite TL	\$59.70	K	31%	\$41.19	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		VARONIS
5 5		SEL DatAdvantage for Windows Lite PL SEL DatAdvantage for Windows 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		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5		SEL DatAdvantage for Windows Lite PL	\$22.50	K	31%	\$15.53	\$0.00		\$0.00		\$0.00	\$0.00		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	DAWL-101-250PL	SEL DatAdvantage for Windows Lite PL	\$81.75	K	31%	\$56.41	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		VARONIS
5 5	DAWL-101-250TL DAWL-10K-20KPL	SEL DatAdvantage for Windows Lite TL SEL DatAdvantage for Windows 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		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DAWL-10K-20KTL	SEL DatAdvantage for Windows Lite TL	\$10.50	ĸ	31%	\$7.25	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		VARONIS
5		SEL DatAdvantage for Windows Lite PL	\$38.70	K	31%	\$26.70	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5		SEL DatAdvantage for Windows Lite TL	\$15.45	K	31%	\$10.66	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		VARONIS
5 5	DAWL-150K-PL DAWL-150K-TL	SEL DatAdvantage for Windows Lite PL SEL DatAdvantage for Windows Lite TL	\$22.20 \$8.85	K K	31% 31%	\$15.32 \$6.11	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5		SEL DatAdvantage for Windows Lite TL SEL DatAdvantage for Windows Lite PL	\$36.00	K	31%	\$24.84	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DAWL-2001-2500TL	SEL DatAdvantage for Windows Lite TL	\$14.40	K	31%	\$9.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAWL-20K-35KPL	SEL DatAdvantage for Windows Lite PL	\$24.75	K	31%	\$17.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAWL-20K-35KTL		\$9.90	K	31%	\$6.83	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5 5		SEL DatAdvantage for Windows Lite PL SEL DatAdvantage for Windows Lite TL	\$33.75 \$13.50	ĸ	31% 31%	\$23.29 \$9.32	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DAWL-251-500PL	SEL DatAdvantage for Windows Lite PL	\$62.25	ĸ	31%	\$42.95	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DAWL-251-500TL	SEL DatAdvantage for Windows Lite TL	\$24.90	K	31%	\$17.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAWL-35K-50KPL	SEL DatAdvantage for Windows Lite PL	\$24.00	K	31%	\$16.56	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5 5	DAWL-35K-50KTL DAWI -4001-6000PI	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
3	5.111L-4001-0000FL	SEE Salvavariage for Williams Lite I L	ψ51.50	iX.	0170	Ψ21.74	φ0.00	φυ.υυ	Ψ0.00	φυ.υυ	φ0.00	φυ.υυ	φυ.00	

BAND SKU DESCRIPTION LIST PRICE US CODE AVF LEVIL 1 VP LEVEL 1 VP LEV	
S DAWL-501-7077, SEL Disk/owntage for Windows Let TL \$30.10 \$30.0	THIRD PARTY PRODUCT PARTNER
S DAWL-901-790TL SEL Dak-davantage for Windows Life PL \$22.05 K \$31% \$16.05 \$30.00 \$30	
5 DAMW_50k-10KFK SEL Dakk-Avarlage for Windows Life FL \$32.56 k \$31% \$46.24 \$20.00 \$0.	
S DAWL-51-10PT SEL Dark-branchings for Windows Lite PL \$14-25 K 311/6 K 31	
S DAWL-S1-100TL SEL Dath-drantage for Windows Lte TL \$22.52 K \$31% \$28.77 \$9.00	
5 DAWL-601-04000PT SEL Dath-drawings for Windows Lib P S12025 K 31% \$30.0 \$0.0	
S DAWL-601-4900T SEL DathAdvantage for Windows Lie PT	
5 DAWL-751-100PL SEL DathAvariage for Windows Lie PL \$46.50 K 31% \$12.93 \$0.00	
5 DAWL-751-10071 SEL Dark-Juriange for Windows Lile PL 327.6 K 31% \$12.83 \$0.00 \$0.0	
S DAWL-8001-10KTL SEL Data Classification Framework PL S14.95 K S14.95	
S DCF-0-6PIL SEL Data Classification Framework PL \$34.95 K 31% \$148.32 \$0.00	
5 DCF-0-50TL SEL Data Classification Framework PL \$81.90 K 31% \$42.44 \$0.00 \$	
5 DCF-1001-150PL SEL Data Classification Framework PL \$31.50 K 31% \$42.44 \$0.00 \$0.	
Section Continue	
5 DCF-10N-150KPL SEL Data Classification Framework PL \$12.40 K 31% \$2.36 \$0.00 \$0.0	
5 DCF-101-250PL For Pol-101-250TL For Pol-1	ARONIS
5 DCF-101-25OTL SEL Data Classification Framework TL \$47.10 K 31% \$25.08 \$0.00 \$0.0	
5 DCF-10K-20KPL 5 SED Labat Classification Framework PL 5 S37.80 K 31% \$26.08 \$0.00 <td></td>	
5 DCF-19K-20KTIL 5 DCF-19K-20KTIL 5 DCF-19K-10-20DFIL 5 DCF-19K-10-2DFIL	
5 DCF-1501-2000PL SEL Data Classification Framework PL \$55.65 K 31% \$38.40 \$0.00 \$0.	
5 DCF-1501-200TL SEL Data Classification Framework TL \$22.0 K 31% \$15.52 \$0.00	
5 DCF-150k/TL SEL Data Classification Framework TL \$12.75 K 31% \$8.80 \$0.00 \$0	ARONIS
5 DCF-2001-2500PL SEL Data Classification Framework PL \$1.90 K 31% \$35.81 \$0.00 \$0.0	
5 DCF-2001-2500TL SEL Data Classification Framework TL \$20.70 K 31% \$14.28 \$0.00 \$0.	
5 DCF-20K-35KPL SEL Data Classification Framework PL \$35.70 K 31% \$24.63 \$0.00	
5 DCF-22R-35KTL SEL Data Classification Framework TL \$14.25 K 31% \$9.83 \$0.00	
DCF-2501-4000PL SEL Data Classification Framework PL \$48.60 K 31% \$33.53 \$0.00	
5 DCF-251-500PL 5 SEL Data Classification Framework PL 5 SEL Data Classification Framework TL 5 SEL Data Classification Framework TL 5 SEL Data Classification Framework TL 5 SEL Data Classification Framework PL 5 SEL Data Cl	
DCF_251-500TL SEL Data Classification Framework TL \$35.85 K 31% \$24.74 \$0.00 \$	
5 DCF-35K-50KPL SEL Data Classification Framework PL \$34.50 K 31% \$23.81 \$0.00	
5 DCF-35K-50KTL SEL Data Classification Framework TL \$13.80 K 31% \$9.52 \$0.00	
5 DCF-4001-6000PL SEL Data Classification Framework PL \$45.30 K 31% \$31.26 St. 0.00	
5 DCF-4001-6000TL SEL Data Classification Framework TL \$18.15 K 31% \$12.52 \$0.00	
5 DCF-501-750TL SEL Data Classification Framework TL \$28.95 K 31% \$19.98 \$0.00	
5 DCF-50K-100KPL SEL Data Classification Framework PL \$33.45 K 31% \$23.08 \$0.00	
5 DCF-50K-100KTL SEL Data Classification Framework TL \$13.35 K 31% \$9.21 \$0.00	
5 DCF-51-100PL SEL Data Classification Framework PL \$15.015 K 31% \$103.60 \$0.00	
5 DCF-6001-8000PL SEL Data Classification Framework PL \$42.15 K 31% \$29.08 \$0.00 \$0.	
5 DCF-6001-8000TL SEL Data Classification Framework TL \$16.80 K 31% \$11.59 \$0.00 \$0.	
5 DCF-751-100PL SEL Data Classification Framework PL \$66.95 K 31% \$46.16 \$0.00	
5 DCF-8001-10VPL SEL Data Classification Framework PL \$39.90 K 31% \$27.53 \$0.00 \$0.0	
5 DCF-8001-10KTL SEL Data Classification Framework TL \$16.05 K 31% \$11.07 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00	
5 DCFU-0-50PL SEL DataClass Framework for UNIX PL \$214.95 K 31% \$148.32 \$0.00	ARONIS
5 DCFU-0-50TL SEL DataClass Framework for UNIX TL \$85.95 K 31% \$59.31 \$0.00 \$0	
5 DCFU-1001-1500PL SEL DataClass Framework for UNIX PL \$61.50 K 31% \$42.44 \$0.00 \$0.	
5 DCFU-1001-1500TL SEL DataClass Framework for UNIX TL \$24.60 K 31% \$16.97 \$0.00 \$0.	
5 DCFU-100K-150KTL SEL DataClass Framework for UNIX TL \$12.90 K 31% \$8.90 \$0.0	
5 DCFU-101-250PL SEL DataClass Framework for UNIX PL \$117.75 K 31% \$81.25 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00	
5 DCFU-101-250TL SEL DataClass Framework for UNIX TL \$47.10 K 31% \$32.50 \$0.00	ARONIS
5 DCFU-10K-20KPL SEL DataClass Framework for UNIX PL \$37.80 K 31% \$26.08 \$0.00	
5 DCFU-10K-20KTL SEL DataClass Framework for UNIX TL \$15.15 K 31% \$10.45 \$0.00	
5 DCFU-1501-2000TL SEL DataClass Framework for UNIX TL \$353.00 K 31% \$15.32 \$0.00 \$0	
5 DCFU-150K-PL SEL DataClass Framework for UNIX PL \$31.80 K 31% \$21.94 \$0.00 \$	
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	
5 DCFU-2001-2500PL SEL DataClass Framework for UNIX PL \$51.90 K 31% \$35.81 \$0.00 \$0.	
5 DCFU-2001-2500TL SEL DataClass Framework for UNIX TL \$20.70 K 31% \$14.28 \$0.00 \$0.	
5 DCFU-20K-35KPL SEL DataClass Framework for UNIX PL \$35.70 K 31% \$24.63 \$0.00	
5 DCFU-20K-35K1L SEL DataClass Framework for UNIX PL \$14.25 K 31% \$9.83 \$0.00	
5 DCFU-2501-4000FL SEL Dataclass Framework for UNIX TL \$40.00 K 31% \$33.3 \$0.00 \$0.0	
5 DCFU-251-500PL SEL DataClass Framework for UNIX PL \$89.70 K 31% \$61.89 \$0.00	ARONIS
5 DCFU-251-500TL SEL DataClass Framework for UNIX TL \$35.85 K 31% \$24.74 \$0.00	
5 DCFU-35K-50KPL SEL DataClass Framework for UNIX PL \$34.50 K 31% \$23.81 \$0.00	
5 DCFU-35K-50KTL SEL DataClass Framework for UNIX TL \$13.80 K 31% \$9.52 \$0.00	
5 DCFU-4001-6000PL SEL DataClass Framework for UNIX PL \$45.30 K 31% \$31.26 \$0.00 \$0.	
5 DCFU-4001-0000L Set. DataClass Framework for UNIX PL \$10.15 K 31% \$12.52 \$0.00 \$0.	
5 DCFU-501-750TL SEL DataClass Framework for UNIX TL \$28.95 K 31% \$19.98 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00	ARONIS
5 DCFU-50K-100KPL SEL DataClass Framework for UNIX PL \$33.45 K 31% \$23.08 \$0.00 \$0.0	ARONIS

					NVP L	EVEL 1		N	VP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
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	DCFU-50K-100KTL	SEL DataClass Framework for UNIX TL	\$13.35	K	31%	\$9.21	\$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		VARONIS VARONIS
5		SEL DataClass Framework for UNIX PL	\$42.15	ĸ	31%	\$29.08	\$0.00		\$0.00			\$0.00		VARONIS
5		SEL DataClass Framework for UNIX TL	\$16.80	K	31%	\$11.59	\$0.00		\$0.00			\$0.00		VARONIS
5		SEL DataClass Framework for UNIX PL	\$66.90	K	31% 31%	\$46.16			\$0.00			\$0.00		VARONIS
5 5		SEL DataClass Framework for UNIX TL SEL DataClass Framework for UNIX PL	\$26.85 \$39.90	K K	31%	\$18.53 \$27.53	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5		SEL DataClass Framework for UNIX TL	\$16.05	ĸ	31%	\$11.07	\$0.00		\$0.00			\$0.00		VARONIS
5	DCOD-0-50PL	SEL DCF for OneDrive PL	\$214.95	K	31%	\$148.32	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5 5	DCOD-0-50TL	SEL DCF for OneDrive TL SEL DCF for OneDrive PL	\$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		SEL DCF for OneDrive FL	\$24.60	K	31%	\$42.44 \$16.97	\$0.00		\$0.00			\$0.00		VARONIS
5		SEL DCF for OneDrive PL	\$32.40	ĸ	31%	\$22.36	\$0.00		\$0.00			\$0.00		VARONIS
5		SEL DCF for OneDrive TL	\$12.90	K	31%	\$8.90			\$0.00			\$0.00		VARONIS
5	DCOD-101-250PL	SEL DCF for OneDrive PL	\$117.75	K	31% 31%	\$81.25			\$0.00			\$0.00		VARONIS VARONIS
5	DCOD-101-250TL DCOD-10K-20KPI	SEL DCF for OneDrive TL SEL DCF for OneDrive PL	\$47.10 \$37.80	K K	31%	\$32.50 \$26.08	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS
5		SEL DCF for OneDrive TL	\$15.15	ĸ	31%	\$10.45	\$0.00		\$0.00			\$0.00		VARONIS
5	DCOD-1501-2000PL	SEL DCF for OneDrive PL	\$55.65	K	31%	\$38.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5		SEL DCF for OneDrive TL	\$22.20	K	31%	\$15.32	\$0.00		\$0.00			\$0.00		VARONIS
5 5	DCOD-150K-PL DCOD-150K-TL	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		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5		SEL DCF for OneDrive PL	\$51.90	K	31%	\$35.81	\$0.00		\$0.00			\$0.00		VARONIS
5		SEL DCF for OneDrive TL	\$20.70	K	31%	\$14.28	\$0.00		\$0.00			\$0.00		VARONIS
5		SEL DCF for OneDrive PL	\$35.70	K	31%	\$24.63			\$0.00			\$0.00		VARONIS
5		SEL DCF for OneDrive TL	\$14.25	K K	31%	\$9.83	\$0.00		\$0.00			\$0.00		VARONIS
5 5		SEL DCF for OneDrive PL SEL DCF for OneDrive TL	\$48.60 \$19.50	K	31% 31%	\$33.53 \$13.46	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5	DCOD-251-500PL	SEL DCF for OneDrive PL	\$89.70	ĸ	31%	\$61.89	\$0.00		\$0.00			\$0.00		VARONIS
5	DCOD-251-500TL	SEL DCF for OneDrive TL	\$35.85	K	31%	\$24.74			\$0.00			\$0.00	\$0.00	VARONIS
5		SEL DCF for OneDrive PL	\$34.50	K	31%	\$23.81	\$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			\$0.00 \$0.00		VARONIS VARONIS
5		SEL DCF for OneDrive TL	\$18.15	K	31%	\$12.52	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DCOD-501-750PL	SEL DCF for OneDrive PL	\$72.30	K	31%	\$49.89	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DCOD-501-750TL	SEL DCF for OneDrive TL	\$28.95	K	31%	\$19.98	\$0.00		\$0.00			\$0.00		VARONIS
5		SEL DCF for OneDrive PL SEL DCF for OneDrive TL	\$33.45 \$13.35	K K	31% 31%	\$23.08 \$9.21	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS
5	DCOD-51-100PL	SEL DCF for OneDrive PL	\$150.15	K	31%	\$103.60	\$0.00		\$0.00			\$0.00		VARONIS VARONIS
5	DCOD-51-100TL	SEL DCF for OneDrive TL	\$60.00	K	31%	\$41.40	\$0.00		\$0.00			\$0.00		VARONIS
5		SEL DCF for OneDrive PL	\$42.15	K	31%	\$29.08	\$0.00		\$0.00			\$0.00		VARONIS
5 5		SEL DCF for OneDrive TL SEL DCF for OneDrive PL	\$16.80 \$66.90	K K	31% 31%	\$11.59 \$46.16	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5		SEL DCF for OneDrive TL	\$26.85	K	31%	\$18.53	\$0.00		\$0.00			\$0.00		VARONIS
5		SEL DCF for OneDrive PL	\$39.90	ĸ	31%	\$27.53	\$0.00		\$0.00			\$0.00		VARONIS
5		SEL DCF for OneDrive TL	\$16.05	K	31%	\$11.07	\$0.00		\$0.00			\$0.00		VARONIS
5	DCOS-0-50PL	SEL DCF for SP Online & OneDrive PL SEL DCF for SP Online & OneDrive TL	\$322.35	K	31%	\$222.42			\$0.00		\$0.00	\$0.00		VARONIS
5 5	DCOS-0-50TL DCOS-1001-1500PL	SEL DCF for SP Online & OneDrive TL SEL DCF for SP Online & OneDrive PL	\$129.00 \$92.40	K K	31% 31%	\$89.01 \$63.76	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5		SEL DCF for SP Online & OneDrive TL	\$36.90	ĸ	31%	\$25.46	\$0.00		\$0.00			\$0.00		VARONIS
5		SEL DCF for SP Online & OneDrive PL	\$48.60	K	31%	\$33.53	\$0.00		\$0.00			\$0.00		VARONIS
5		SEL DCF for SP Online & OneDrive TL	\$19.50	K K	31% 31%	\$13.46	\$0.00		\$0.00			\$0.00		VARONIS
5	DCOS-101-250PL DCOS-101-250TL	SEL DCF for SP Online & OneDrive PL SEL DCF for SP Online & OneDrive TL	\$176.55 \$70.65	K	31%	\$121.82 \$48.75			\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5	DCOS-10K-20KPL	SEL DCF for SP Online & OneDrive PL	\$56.70	ĸ	31%	\$39.12			\$0.00			\$0.00		VARONIS
5	DCOS-10K-20KTL	SEL DCF for SP Online & OneDrive TL	\$22.65	K	31%	\$15.63	\$0.00		\$0.00			\$0.00		VARONIS
5		SEL DCF for SP Online & OneDrive PL	\$83.40	K	31%	\$57.55			\$0.00			\$0.00		VARONIS
5 5	DCOS-1501-20001L DCOS-150K-PL	SEL DCF for SP Online & OneDrive TL SEL DCF for SP Online & OneDrive PL	\$33.30 \$47.85	K K	31% 31%	\$22.98 \$33.02	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCOS-150K-TL	SEL DCF for SP Online & OneDrive TL	\$19.05	ĸ	31%	\$13.14	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5		SEL DCF for SP Online & OneDrive PL	\$77.70	K	31%	\$53.61	\$0.00		\$0.00			\$0.00		VARONIS
5		SEL DCF for SP Online & OneDrive TL	\$31.05	K	31%	\$21.42			\$0.00			\$0.00		VARONIS
5		SEL DCF for SP Online & OneDrive PL SEL DCF for SP Online & OneDrive TL	\$53.40 \$21.45	K K	31% 31%	\$36.85 \$14.80	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5		SEL DCF for SP Online & OneDrive PL	\$72.90	K	31%	\$50.30	\$0.00		\$0.00					VARONIS
5	DCOS-2501-4000TL	SEL DCF for SP Online & OneDrive TL	\$29.10	K	31%	\$20.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5		SEL DCF for SP Online & OneDrive PL	\$134.40	K	31%	\$92.74			\$0.00					VARONIS
5 5	DCOS-251-500TL	SEL DCF for SP Online & OneDrive TL SEL DCF for SP Online & OneDrive PL	\$53.85 \$51.90	K K	31% 31%	\$37.16 \$35.81	\$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	\$51.90 \$20.70	K K	31%	\$35.81 \$14.28			\$0.00			\$0.00		VARONIS VARONIS
5		SEL DCF for SP Online & OneDrive PL	\$68.10	ĸ	31%	\$46.99			\$0.00			\$0.00		VARONIS
5		SEL DCF for SP Online & OneDrive TL	\$27.15	K	31%	\$18.73			\$0.00			\$0.00		VARONIS
5		SEL DCF for SP Online & OneDrive PL	\$108.60	K K	31% 31%	\$74.93			\$0.00			\$0.00		VARONIS
5 5	DCOS-501-750TL DCOS-50K-100KPI	SEL DCF for SP Online & OneDrive TL SEL DCF for SP Online & OneDrive PL	\$43.35 \$50.25	ĸ	31% 31%	\$29.91 \$34.67	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5		SEL DCF for SP Online & OneDrive TL	\$20.10	ĸ	31%	\$13.87	\$0.00		\$0.00			\$0.00		VARONIS
5	DCOS-51-100PL	SEL DCF for SP Online & OneDrive PL	\$225.15	K	31%	\$155.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DCOS-51-100TL	SEL DCF for SP Online & OneDrive TL	\$90.00	K	31%	\$62.10			\$0.00					VARONIS
5	DCOS-6001-8000PL	SEL DCF for SP Online & OneDrive PL	\$63.15	K	31%	\$43.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS

March Section Company Compan						NVP L	EVEL 1		N	VP MAINTENANCE	AND WARRANTY	JPGRADE PRICE			
1	BAND	sku	DESCRIPTION						W/MC PREM MNT		BASIC MNT LP	PS W/MC PREM		RENEWAL	
1															
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5 1000-0000-0000-0000-0000-0000-0000-00	5				K	31%									
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State	-														
5 COCC-06-06-06-06-07 COCC	-														
2 DECISION SERVICE STATE	5	DCSO-100K-150KTL			K	31%									
5 COCC-900-0000000000000000000000000000000	-														
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5 DEG-95-96-96-FT, 5 DEG-95-96-96-96-FT, 5 3 4 3 K 3 1 4 4 6 6 5 5 5 5 5 5 5 5	5														
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S DCSC-95-7-7670, SEL DOF No Stundard Crimine PL 12-28 K 31% \$44.98 \$0.00 \$0	5														
CSSD-067-TROTL SELECTION	5														
CSC-9-CH-100PK SEL DEFF on Share-Perform Griller PL S3.3.4	5														
CSSS-SMY-100FTL SELECTIF to Share-Performed Chimer TL \$13.55 K 31% \$92.1 \$0.00	-														
S DCSO-5-1100PT SELECTION SHamewhork Ordine PL \$150.15 K 31% \$105.00 \$0.00 \$	-														
S	5	DCSO-51-100PL	SEL DCF for SharePoint Online PL		K	31%									
CSG-000-1800TH SEL DEF for SharePrint Christer TL \$18.00 \$1.00 \$0.00	5														
S DCS-075-10070F SEL DEF for Share-Pent Online PL \$6.86	_														
S DCSO-174-1000TL SEL DCF for SharePoint Online TL S28.85 K 31% 318.53 \$0.00	-														
6 DCSG-9601-10FM, SEL DCF for Share-Point Online PL \$34.00 \$1.00 \$0.	5														
S DL-96P SEL Darker PL	5														
5 DL-967IL SEL DAMANT IL \$83.70 K 31% \$37.05 \$0.0 \$0.0 \$0.0 \$0.0 \$0.0 \$0.0 \$0.0 \$	5														
5 DL-101-1500PL SEL Dalhart PL \$38.55 K 31% \$28.60 \$0.00 \$0.	-														
5 DL-1001-1500TL SEL Dalware TL \$15.45 K 31% \$10.66 30.00 \$0	-														
5 DL-100K-150KTL SEL Darkhert PL \$20.25 K 31% \$13.97 \$0.00 \$	-														
5 DL-101-259PL SEL Darlard PL 5 DL-101-259TL SEL Darlard PL 5 DL-201-259DPL SEL Darlard PL 5 DL-201-259DPL	5														
5 DL-101-250TL SEL DAIAMET TL \$29.40 K 31% \$20.29 \$0.00 \$0.0	5														
S	5														
SED DL-10K-20KTL SED DAL-20KTL SED S	5														
Standard Part	5														
5 DL-150K-PL SEL DalAlert PL \$51.905 K 31% \$13.77 \$0.00 \$0.0	5														
5 Di-150K-TL SEL DalAlert TL S7.95 K 31% \$5.49 \$0.00	5														
5 DL-2001-2500FL SEL DalAlert PL \$12.00 K 31% \$22.36 \$0.00 \$	-														
5 DL-2001-2500TL SEL DatAlert TL St. 29 K 31% St. 31% St. 34 St. 30 St. 00 St. 0	Ü														
Fo DL-20K-35KPL SEL DatAlert PL S2.25 K 31% \$15.42 \$0.00 \$0.	-														
5 DL-251-400PL SEL DatAlert PL \$30.45 K 31% \$21.01 \$0.00 \$0.	-	DL-20K-35KPL	SEL DatAlert PL			31%									
5	-														
5 DL-251-500PL SEL DatAlert PL \$56.10 K 31% \$38.71 \$0.00	-														
5 DL-251-500TL SEL DatAlert TL \$22.35 K 31% \$15.42 \$0.00	5														
5 DL-35K-50KPL SEL DatAlert PL \$21.60 K 31% \$14.90 \$0.00	5							*****	*****						
5 DL-35K-50KTL SEL DatAlert TL \$8.70 K 31% \$6.00 \$0.00	5														
5 DL-4001-6000TL SEL DatAlert TL \$11.40 K 31% \$7.87 \$0.00 \$0	5	DL-35K-50KTL	SEL DatAlert TL	\$8.70						\$0.00	\$0.00		\$0.00	\$0.00	VARONIS
5 DL-501-750TL SEL DatAlert PL \$45.30 K 31% \$12.52 \$0.00 \$0.	-														
5 DL-501-750TL SEL DatAlert TL \$18.15 K 31% \$12.52 \$0.00	-														
5 DL-50K-100KPL SEL DatAlert PL \$21.00 K 31% \$14.49 \$0.00 \$0	-														
5 DL-50K-100KTL SEL DatAlert TL \$8.40 K 31% \$5.80 \$0.0	-														
5 DL-51-100PL SEL DatAlert PL \$93.90 K 31% \$64.79 \$0.00 \$0.0															
5 DL-6001-8000PL SEL DatAlert PL \$26.40 K 31% \$18.22 \$0.00 \$	5		SEL DatAlert PL	\$93.90		31%	\$64.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 DL-601-8007L SEL DatAlert TL \$10.50 K 31% \$7.25 \$0.00 \$0.0	-				K										
5 DL-751-1000PL SEL DatAlert PL \$41.85 K 31% \$28.88 \$0.00 \$0					K										
5 DL-751-1000TL SEL DatAlert TL \$16.80 K 31% \$11.59 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00	-				ĸ										
					ĸ										
	5		SEL DatAlert PL	\$25.05	K	31%	\$17.28	\$0.00	\$0.00					\$0.00	VARONIS

					NVP L	EVEL 1		N	IVP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
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	DL-8001-10KTL	SEL DatAlert TL	\$10.05	K	31%	\$6.93			\$0.00			\$0.00		VARONIS
5	DLS-0-50PL DLS-0-50TL	SEL DatAlert Suite PL SEL DatAlert Suite TL	\$208.95 \$83.55	K K	31% 31%	\$144.18 \$57.65	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DLS-1001-1500PL	SEL DatAlert Suite PL	\$59.85	ĸ	31%	\$41.30						\$0.00		VARONIS
5	DLS-1001-1500TL	SEL DatAlert Suite TL	\$24.00	K	31%	\$16.56	\$0.00		\$0.00	\$0.00		\$0.00	\$0.00	VARONIS
5	DLS-100K-150KPL	SEL DatAlert Suite PL	\$31.50	K	31%	\$21.74	\$0.00					\$0.00		VARONIS
5	DLS-100K-150KTL		\$12.60 \$114.45	K K	31% 31%	\$8.69 \$78.97	\$0.00 \$0.00					\$0.00		VARONIS
5 5	DLS-101-250PL DLS-101-250TL	SEL DatAlert Suite PL SEL DatAlert Suite TL	\$45.75		31%	\$76.97 \$31.57	\$0.00					\$0.00 \$0.00		VARONIS VARONIS
5	DLS-10K-20KPL	SEL DatAlert Suite PL	\$36.75	ĸ	31%	\$25.36	\$0.00					\$0.00		VARONIS
5	DLS-10K-20KTL	SEL DatAlert Suite TL	\$14.70	K	31%	\$10.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DLS-1501-2000PL	SEL DatAlert Suite PL	\$54.15	K	31%	\$37.36	\$0.00					\$0.00		VARONIS
5 5	DLS-1501-2000TL DLS-150K-PL	SEL DatAlert Suite TL SEL DatAlert Suite PL	\$21.60 \$31.05	K K	31% 31%	\$14.90	\$0.00 \$0.00					\$0.00 \$0.00		VARONIS
5	DLS-150K-FL	SEL DatAlert Suite FL SEL DatAlert Suite TL	\$12.45	K	31%	\$21.42 \$8.59	\$0.00		\$0.00 \$0.00		\$0.00	\$0.00		VARONIS VARONIS
5	DLS-2001-2500PL	SEL DatAlert Suite PL	\$50.40	ĸ	31%	\$34.78			\$0.00			\$0.00		VARONIS
5	DLS-2001-2500TL	SEL DatAlert Suite TL	\$20.10	K	31%	\$13.87	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DLS-20K-35KPL	SEL DatAlert Suite PL	\$34.65	K	31%	\$23.91	\$0.00					\$0.00		VARONIS
5	DLS-20K-35KTL DLS-2501-4000PL	SEL DatAlert Suite TL SEL DatAlert Suite PL	\$13.80 \$47.25	K K	31% 31%	\$9.52 \$32.60	\$0.00 \$0.00					\$0.00 \$0.00		VARONIS VARONIS
5	DLS-2501-4000FL	SEL DatAlert Suite FL SEL DatAlert Suite TL	\$47.25 \$18.90	K	31%	\$13.04	\$0.00		\$0.00 \$0.00		\$0.00	\$0.00		VARONIS
5	DLS-251-500PL	SEL DatAlert Suite PL	\$87.15	ĸ	31%	\$60.13			\$0.00		\$0.00	\$0.00		VARONIS
5	DLS-251-500TL	SEL DatAlert Suite TL	\$34.80	K	31%	\$24.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DLS-35K-50KPL	SEL DatAlert Suite PL	\$33.60	K	31%	\$23.18						\$0.00		VARONIS
5	DLS-35K-50KTL	SEL DatAlert Suite TL	\$13.50	K	31%	\$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					\$0.00 \$0.00		VARONIS VARONIS
5	DLS-501-750PL	SEL DatAlert Suite PL	\$70.35	K	31%	\$48.54	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DLS-501-750TL	SEL DatAlert Suite TL	\$28.20	K	31%	\$19.46	\$0.00					\$0.00		VARONIS
5	DLS-50K-100KPL	SEL DatAlert Suite PL	\$32.55	K	31%	\$22.46	\$0.00					\$0.00		VARONIS
5	DLS-50K-100KTL	SEL DatAlert Suite TL	\$13.05	K	31%	\$9.00	\$0.00					\$0.00		VARONIS
5	DLS-51-100PL DLS-51-100TL	SEL DatAlert Suite PL SEL DatAlert Suite TL	\$145.95 \$58.35	K K	31% 31%	\$100.71 \$40.26	\$0.00 \$0.00					\$0.00 \$0.00		VARONIS VARONIS
5	DLS-6001-8000PL	SEL DatAlert Suite PL	\$40.95	K	31%	\$28.26						\$0.00		VARONIS
5	DLS-6001-8000TL	SEL DatAlert Suite TL	\$16.35	K	31%	\$11.28	\$0.00					\$0.00		VARONIS
5	DLS-751-1000PL	SEL DatAlert Suite PL	\$65.10	K	31%	\$44.92						\$0.00		VARONIS
5	DLS-751-1000TL	SEL DatAlert Suite TL	\$26.10	K	31%	\$18.01	\$0.00					\$0.00		VARONIS
5 5	DLS-8001-10KPL DLS-8001-10KTL	SEL DatAlert Suite PL SEL DatAlert Suite TL	\$38.85 \$15.60	K K	31% 31%	\$26.81 \$10.76	\$0.00 \$0.00					\$0.00 \$0.00		VARONIS VARONIS
5	DLX-0-50PL	SEL DatAlert Analytics PL	\$89.55	K	31%	\$61.79			\$0.00		\$0.00	\$0.00		VARONIS
5	DLX-0-50TL	SEL DatAlert Analytics TL	\$35.85	K	31%	\$24.74			\$0.00			\$0.00		VARONIS
5	DLX-1001-1500PL	SEL DatAlert Analytics PL	\$25.65	K	31%	\$17.70			\$0.00		\$0.00	\$0.00		VARONIS
5	DLX-1001-1500TL	SEL DatAlert Analytics TL	\$10.20	K	31%	\$7.04	\$0.00					\$0.00		VARONIS
5	DLX-100K-150KPL DLX-100K-150KTL	SEL DatAlert Analytics PL SEL DatAlert Analytics TL	\$13.50 \$5.40	K K	31% 31%	\$9.32 \$3.73	\$0.00 \$0.00					\$0.00 \$0.00		VARONIS VARONIS
5	DLX-101-250PL	SEL DatAlert Analytics PL	\$49.05	K	31%	\$33.84	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DLX-101-250TL	SEL DatAlert Analytics TL	\$19.65	K	31%	\$13.56	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DLX-10K-20KPL	SEL DatAlert Analytics PL	\$15.75	K	31%	\$10.87	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DLX-10K-20KTL	SEL DatAlert Analytics TL	\$6.30	K	31%	\$4.35	\$0.00					\$0.00		VARONIS
5 5	DLX-1501-2000PL DLX-1501-2000TL	SEL DatAlert Analytics PL SEL DatAlert Analytics TL	\$23.25 \$9.30	K K	31% 31%	\$16.04 \$6.42	\$0.00 \$0.00					\$0.00 \$0.00		VARONIS VARONIS
5	DLX-150K-PL	SEL DatAlert Analytics PL	\$13.35	ĸ	31%	\$9.21	\$0.00					\$0.00		VARONIS
5	DLX-150K-TL	SEL DatAlert Analytics TL	\$5.25	K	31%	\$3.62	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DLX-2001-2500PL	SEL DatAlert Analytics PL	\$21.60	K	31%	\$14.90						\$0.00		VARONIS
5	DLX-2001-2500TL	SEL DatAlert Analytics TL SEL DatAlert Analytics PL	\$8.70	K K	31% 31%	\$6.00 \$10.25						\$0.00		VARONIS
5	DLX-20K-35KPL DLX-20K-35KTL	SEL DatAlert Analytics TL	\$14.85 \$6.00	K	31%	\$4.14						\$0.00 \$0.00		VARONIS VARONIS
5	DLX-2501-4000PL	SEL DatAlert Analytics PL	\$20.25	ĸ	31%	\$13.97	\$0.00					\$0.00		VARONIS
5	DLX-2501-4000TL	SEL DatAlert Analytics TL	\$8.10	K	31%	\$5.59						\$0.00		VARONIS
5	DLX-251-500PL	SEL DatAlert Analytics PL	\$37.35	K	31%	\$25.77	\$0.00					\$0.00		VARONIS
5 5	DLX-251-500TL	SEL DatAlert Analytics TL SEL DatAlert Analytics PL	\$15.00 \$14.40	K K	31% 31%	\$10.35 \$9.94	\$0.00 \$0.00					\$0.00 \$0.00		VARONIS
5	DLX-35K-50KPL DLX-35K-50KTL	SEL DatAlert Analytics TL	\$5.70	K	31%	\$3.93	\$0.00					\$0.00		VARONIS VARONIS
5	DLX-4001-6000PL	SEL DatAlert Analytics PL	\$18.90	ĸ	31%	\$13.04	\$0.00					\$0.00		VARONIS
5	DLX-4001-6000TL	SEL DatAlert Analytics TL	\$7.50	K	31%	\$5.18	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DLX-501-750PL	SEL DatAlert Analytics PL	\$30.15		31%	\$20.80						\$0.00		VARONIS
5	DLX-501-750TL	SEL DatAlert Analytics TL	\$12.00		31%	\$8.28	\$0.00					\$0.00		VARONIS
5 5	DLX-50K-100KPL DLX-50K-100KTL	SEL DatAlert Analytics PL SEL DatAlert Analytics TL	\$13.95 \$5.55	K K	31% 31%	\$9.63 \$3.83	\$0.00 \$0.00					\$0.00 \$0.00		VARONIS VARONIS
5	DLX-51-100PL	SEL DatAlert Analytics PL	\$62.55	K	31%	\$43.16						\$0.00		VARONIS
5	DLX-51-100TL	SEL DatAlert Analytics TL	\$25.05	K	31%	\$17.28	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DLX-6001-8000PL	SEL DatAlert Analytics PL	\$17.55	K	31%	\$12.11	\$0.00					\$0.00		VARONIS
5	DLX-6001-8000TL	SEL DatAlert Analytics TL	\$7.05	K	31%	\$4.86						\$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	\$0.00 \$0.00					\$0.00 \$0.00		VARONIS VARONIS
5	DLX-8001-10KPL	SEL DatAlert Analytics PL	\$16.65	K	31%	\$11.49	\$0.00					\$0.00		VARONIS
5	DLX-8001-10KTL	SEL DatAlert Analytics TL	\$6.60	K	31%	\$4.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DN-0-50PL	SEL DatAnywhere PL	\$238.80	K	31%	\$164.77	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DN-0-50TL	SEL DatAnywhere TL	\$95.55	K	31%	\$65.93						\$0.00		VARONIS
5	DN-1001-1500PL	SEL DatAnywhere PL	\$68.40	K	31%	\$47.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS

Dec Dec Dec						NVP I	EVEL 1		N	VP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
1	BAND	sku	DESCRIPTION						W/MC PREM MNT		BASIC MNT LP	PS W/MC PREM		RENEWAL	
Color Colo															
Section Continue															
State Control Contro															
See Section															
Section Control Cont	5													\$0.00	VARONIS
Section Control Cont															
State Color															
S. December 1. S. December 2. S. December 2. December 3.															
Section Continue															
Street	5				K										
State Control Contro															
Section Continue															
Section Continue															
2 Decided Conference 1 2000															
S District Colored St. Colored C															
S															
December Content Con															
1															
Description Control	5	DN-4001-6000TL	SEL DatAnywhere TL	\$20.10	K	31%	\$13.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
S															
S															
S															
S															
6 Di-High-1-Formal St. Di-High-1-Forma	5	DN-51-100TL	SEL DatAnywhere TL	\$66.75	K			\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
S D N-75-1100PH SEL Darkymber PL															
5															
Section Column															
5 DNS-1					K										
Source S															
OMA-PL SEL Dadryn/mer Bener PL \$1.00 K 31% \$10.35 \$0.00															
DNS-11-15PIL SEL Dathrywhene Server PL \$8,090-25 K 31% \$5,288-48 \$0.00															
ONL-1-9FL SEL Dallymythere Server TL															
No. No. 1-17 SEL Diskleywhere Server PL	5	DNS-11-15TL	SEL DatAnywhere Server TL	\$3,239.70	K	31%	\$2,235.39	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
Fig. DNS-16-PL SEL Disklaywhere Server PL \$2,946.75 K 31% \$5,036.62 \$0.00 \$0															
5 ONA-6-PL SEL Darksynshere Server PL \$3,947.5 K 31% \$2,014.83 \$0.00					K										
5 DNS-4-FL SEL Darkhywhere Server PL \$3,999.50 K 31% \$2,799.31 \$1,000 \$0.00					K										
DNS-6-10PL SEL Dalahyymbre Server E \$1,998.50 K 31% \$2,283.59 \$0.00															
5 DNS-610TL SEL DafAnywhere Server TL \$3,599.40 K 31% \$2,483.59 \$0.00															
5 DNX-05-OPL SEL Data/hywhere - Ext Users PL \$119.40 K 311% \$82.39 \$0.00 \$0.	-														
5 DNX-0-SOTL SEL Dathrywhere - Ext Ubers TL \$47.70 K 31% \$32.91 \$0.00 \$0															
5 DNX-1001-1500PL SEL Data/sywhere - Ext Users PL															
S DNX-100K-150KPL SEL Dala/nywhere - Ext Users PL \$18.00 K 31% \$12.42 \$0.00	5			\$34.20	K	31%	\$23.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 DNX-100K-150KTL SEL Data/nywhere Ext Users TL \$7.20 K 31% \$4.97 \$0.00															
5 DNX-101-25DPL SEL DalAnywhere - Ext Users TL \$26.0 K 31% \$15.0 \$0.0 \$0.00 \$0															
5 DNX-101-220TL SEL DalAnymhere - Ext Users TL \$26.10 K 31% \$18.01 \$0.00															
5 DNX-10K-20KTL SEL DatAnywhere - Ext Users TL \$84.0 K 311/6 \$5.80 \$0.00															
5 DNX-1501-2000FL SEL DatAnywhere - Ext Users PL \$3.0.0 K 31% \$2.1.32 \$0.00 \$0															
S															
5 DNX-150K-PL SEL DatAnywhere - Ext Users PL \$17.70 K 31% \$12.21 \$0.00 \$															
SEL DalAnywhere - Ext Users PL \$28.80 K 31% \$19.87 \$0.00 \$															
5 DNX-2001-2500TL SEL DatAnywhere - Ext Users TL \$11.55 K 31% \$7.97 \$0.00	5	DNX-150K-TL				31%		\$0.00	\$0.00	\$0.00	\$0.00				
5 DNX-20K-35KPL SEL DatAnywhere - Ext Users PL \$19.80 K 31% \$13.66 \$0.00															
5 DNX-2501-4000PL SEL DatAnywhere - Ext Users TL \$7.95 K 31% \$5.49 \$0.00 \$0.															
5 DNX-2501-4000PL SEL DatAnywhere - Ext Users PL \$27.00 K 31% \$18.63 \$0.00 \$	-														
5 DNX-251-500PL SEL DatAnywhere - Ext Users TL \$10.80 K 31% \$7.45 \$0.00	•														
5 DNX-251-500TL SEL DatAnywhere - Ext Users TL \$19.95 K 31% \$13.77 \$0.00	5	DNX-2501-4000TL	SEL DatAnywhere - Ext Users TL	\$10.80	K	31%	\$7.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 DNX-36K-50KPL SEL DatAnywhere - Ext Users PL \$19.20 K 31% \$13.25 \$0.00															
5 DNX-36V-50KTL SEL DatAnywhere - Ext Users TL \$7.65 K 31% \$5.28 \$0.00 \$															
5 DNX-4001-600PL SEL DatAnywhere - Ext Users PL \$2.20 K 31% \$1.39 \$0.00															
5 DNX-501-750PL SEL DatAnywhere - Ext Users TL \$10.05 K 31% \$6.93 \$0.00			SEL DatAnywhere - Ext Users PL			31%								\$0.00	VARONIS
5 DNX-501-750TL SEL DatAnywhere - Ext Users TL \$16.05 K 31% \$11.07 \$0.00		DNX-4001-6000TL		\$10.05	K		\$6.93		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 DNX-50K-100KPL SEL DatAnywhere - Ext Users PL \$18.60 K 31% \$12.83 \$0.00 \$0.0															
5 DNX-50K-100KTL SEL DatAnywhere - Ext Users TL \$7.50 K 31% \$5.18 \$0.00															
5 DNX-51-100PL SEL DatAnywhere - Ext Users PL \$83.40 K 31% \$57.55 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00															
5 DNX-51-100TL SEL DatAnywhere - Ext Users TL \$33.30 K 31% \$22.98 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00	5	DNX-51-100PL	SEL DatAnywhere - Ext Users PL	\$83.40	K	31%	\$57.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
	5	DNX-51-100TL	SEL DatAnywhere - Ext Users TL	\$33.30	K	31%	\$22.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS

					NVP L	EVEL 1		N	IVP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
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	DNX-6001-8000PL	SEL DatAnywhere - Ext Users PL	\$23.40	K	31%	\$16.15	\$0.00					\$0.00		VARONIS
5 5	DNX-6001-8000TL DNX-751-1000PL	SEL DatAnywhere - Ext Users TL SEL DatAnywhere - Ext Users PL	\$9.30 \$37.20	K K	31% 31%	\$6.42 \$25.67	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5	DNX-751-1000TL	SEL DatAnywhere - Ext Users TL	\$14.85	K	31%	\$10.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DNX-8001-10KPL	SEL DatAnywhere - Ext Users PL SEL DatAnywhere - Ext Users TL	\$22.20 \$8.85	K K	31% 31%	\$15.32	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DNX-8001-10KTL DP-0-50PL	SEL Datanywhere - Ext Osers TL SEL DataPrivilege PL	\$6.65 \$194.10	K	31%	\$6.11 \$133.93	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DP-0-50TL	SEL DataPrivilege TL	\$77.55	K	31%	\$53.51	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DP-1001-1500PL	SEL DataPrivilege PL	\$55.65	K	31%	\$38.40	\$0.00		\$0.00			\$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	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5	DP-100K-150KTL	SEL DataPrivilege TL	\$11.70	K	31%	\$8.07	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DP-101-250PL	SEL DataPrivilege PL	\$106.35	K	31%	\$73.38	\$0.00		\$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	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5	DP-10K-20KTL	SEL DataPrivilege TL	\$13.65	ĸ	31%	\$9.42	\$0.00		\$0.00			\$0.00		VARONIS
5	DP-1501-2000PL	SEL DataPrivilege PL	\$50.25	K	31%	\$34.67	\$0.00		\$0.00			\$0.00		VARONIS
5 5	DP-1501-2000TL DP-150K-PL	SEL DataPrivilege TL SEL DataPrivilege PL	\$20.10 \$28.80	K K	31% 31%	\$13.87 \$19.87	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DP-150K-TL	SEL DataPrivilege TL	\$11.55	ĸ	31%	\$7.97	\$0.00		\$0.00			\$0.00		VARONIS
5	DP-2001-2500PL	SEL DataPrivilege PL	\$46.80	K	31%	\$32.29	\$0.00		\$0.00			\$0.00		VARONIS
5 5	DP-2001-2500TL DP-20K-35KPL	SEL DataPrivilege TL SEL DataPrivilege PL	\$18.75 \$32.25	K K	31% 31%	\$12.94 \$22.25	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5	DP-20K-35KTL	SEL DataPrivilege TL	\$12.90	K	31%	\$8.90	\$0.00		\$0.00			\$0.00		VARONIS
5	DP-2501-4000PL	SEL DataPrivilege PL	\$43.95	K	31%	\$30.33	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5 5	DP-2501-4000TL DP-251-500PL	SEL DataPrivilege TL SEL DataPrivilege PL	\$17.55 \$81.00	K K	31% 31%	\$12.11 \$55.89	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5	DP-251-500PL DP-251-500TL	SEL DataPrivilege PL SEL DataPrivilege TL	\$32.40	K	31%	\$22.36	\$0.00		\$0.00			\$0.00		VARONIS
5	DP-35K-50KPL	SEL DataPrivilege PL	\$31.20	K	31%	\$21.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DP-35K-50KTL DP-4001-6000PL	SEL DataPrivilege TL	\$12.45	K	31%	\$8.59	\$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	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DP-501-750PL	SEL DataPrivilege PL	\$65.40	K	31%	\$45.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DP-501-750TL	SEL DataPrivilege TL	\$26.10	K	31%	\$18.01	\$0.00		\$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	\$0.00 \$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	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DP-51-100TL	SEL DataPrivilege TL	\$54.15	K	31%	\$37.36	\$0.00		\$0.00			\$0.00		VARONIS
5 5	DP-6001-8000PL DP-6001-8000TL	SEL DataPrivilege PL SEL DataPrivilege TL	\$38.10 \$15.15	K K	31% 31%	\$26.29 \$10.45	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5	DP-751-1000PL	SEL DataPrivilege PL	\$60.45	ĸ	31%	\$41.71	\$0.00		\$0.00			\$0.00		VARONIS
5	DP-751-1000TL	SEL DataPrivilege TL	\$24.15	K	31%	\$16.66	\$0.00		\$0.00			\$0.00		VARONIS
5 5	DP-8001-10KPL DP-8001-10KTL	SEL DataPrivilege PL SEL DataPrivilege TL	\$36.15 \$14.40	K K	31% 31%	\$24.94 \$9.94	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DPS-0-50PL	SEL DataPrivilege for SharePoint PL	\$194.10	ĸ	31%	\$133.93	\$0.00		\$0.00			\$0.00		VARONIS
5	DPS-0-50TL	SEL DataPrivilege for SharePoint TL	\$77.55	K	31%	\$53.51	\$0.00		\$0.00			\$0.00		VARONIS
5 5	DPS-1001-1500PL DPS-1001-1500TL	SEL DataPrivilege for SharePoint PL SEL DataPrivilege for SharePoint TL	\$55.65 \$22.20	K K	31% 31%	\$38.40 \$15.32	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5	DPS-100K-150KPL	SEL DataPrivilege for SharePoint PL	\$29.25	K	31%	\$20.18	\$0.00		\$0.00			\$0.00		VARONIS
5	DPS-100K-150KTL	SEL DataPrivilege for SharePoint TL	\$11.70	K	31%	\$8.07	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5 5	DPS-101-250PL DPS-101-250TL	SEL DataPrivilege for SharePoint PL SEL DataPrivilege for SharePoint TL	\$106.35 \$42.45	K K	31% 31%	\$73.38 \$29.29	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5	DPS-10K-20KPL	SEL DataFrivilege for SharePoint PL	\$34.20	K	31%	\$23.60	\$0.00		\$0.00			\$0.00		VARONIS
5	DPS-10K-20KTL	SEL DataPrivilege for SharePoint TL	\$13.65	K	31%	\$9.42	\$0.00		\$0.00			\$0.00		VARONIS
5	DPS-1501-2000PL DPS-1501-2000TL	SEL DataPrivilege for SharePoint PL SEL DataPrivilege for SharePoint 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	\$0.00 \$0.00		VARONIS VARONIS
5	DPS-1501-20001L DPS-150K-PL	SEL DataPrivilege for SharePoint PL	\$28.80	K	31%	\$19.87	\$0.00		\$0.00			\$0.00		VARONIS
5	DPS-150K-TL	SEL DataPrivilege for SharePoint TL	\$11.55	K	31%	\$7.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DPS-2001-2500PL DPS-2001-2500TL	SEL DataPrivilege for SharePoint PL SEL DataPrivilege for SharePoint TL	\$46.80 \$18.75	K K	31% 31%	\$32.29 \$12.94	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5	DPS-20K-35KPL	SEL DataFrivilege for SharePoint PL	\$32.25	K	31%	\$22.25	\$0.00		\$0.00			\$0.00		VARONIS
5	DPS-20K-35KTL	SEL DataPrivilege for SharePoint TL	\$12.90	K	31%	\$8.90	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5 5	DPS-2501-4000PL DPS-2501-4000TL	SEL DataPrivilege for SharePoint PL	\$43.95 \$17.55	K K	31% 31%	\$30.33 \$12.11	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5	DPS-2501-40001L DPS-251-500PL	SEL DataPrivilege for SharePoint TL SEL DataPrivilege for SharePoint PL	\$17.55	K	31%	\$12.11 \$55.89	\$0.00		\$0.00			\$0.00		VARONIS
5	DPS-251-500TL	SEL DataPrivilege for SharePoint TL	\$32.40	ĸ	31%	\$22.36	\$0.00		\$0.00			\$0.00		VARONIS
5	DPS-35K-50KPL	SEL DataPrivilege for SharePoint PL	\$31.20	K	31%	\$21.53	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5 5	DPS-35K-50KTL DPS-4001-6000PL	SEL DataPrivilege for SharePoint TL SEL DataPrivilege for SharePoint PL	\$12.45 \$40.95	K K	31% 31%	\$8.59 \$28.26	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5	DPS-4001-6000TL	SEL DataPrivilege for SharePoint TL	\$16.35	K	31%	\$11.28	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DPS-501-750PL	SEL DataPrivilege for SharePoint PL	\$65.40		31%	\$45.13	\$0.00					\$0.00		VARONIS
5 5	DPS-501-750TL DPS-50K-100KPL	SEL DataPrivilege for SharePoint TL SEL DataPrivilege for SharePoint PL	\$26.10 \$30.30		31% 31%	\$18.01 \$20.91	\$0.00 \$0.00							VARONIS VARONIS
5	DPS-50K-100KTL	SEL DataPrivilege for SharePoint TL	\$12.15		31%	\$8.38	\$0.00						\$0.00	VARONIS
5	DPS-51-100PL	SEL DataPrivilege for SharePoint PL	\$135.60		31%	\$93.56	\$0.00							VARONIS
5 5	DPS-51-100TL DPS-6001-8000PL	SEL DataPrivilege for SharePoint TL SEL DataPrivilege for SharePoint PL	\$54.15 \$38.10	K K	31% 31%	\$37.36 \$26.29	\$0.00 \$0.00							VARONIS VARONIS
5	DPS-6001-8000FL	SEL DataPrivilege for SharePoint TL	\$15.15		31%	\$10.45	\$0.00							VARONIS
5	DPS-751-1000PL	SEL DataPrivilege for SharePoint PL	\$60.45	K	31%	\$41.71	\$0.00							VARONIS
5	DPS-751-1000TL	SEL DataPrivilege for SharePoint TL	\$24.15	K	31%	\$16.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS

March State March State March State March State March State March State March Marc						NVP I	EVEL 1		N	VP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
Fig. Cont.	BAND	sku	DESCRIPTION								BASIC MNT LP		WIT UPG BASIC	RENEWAL	
Column C															
Temple Color Col	-														
1	5	DR-TL	SEL Disaster Recovery Add-on TL	\$6,000.00		31%	\$4,140.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
1	5														
Street	5														
Street Control Contr	5														
5 OFFI-10-10-20-20-11 St. Day - Tanger Signer 1.	5														
2 DT 64 2007.	•														
2 TT 100, 2000 50,000	•														
5 OFF 1-450-2000 45 10 10 10 10 10 10 10 1	5														
Company	-														
5 OTT-500-ACM 100 10	-														
5 CT CT CT CT CT CT CT	5		SEL Data Transport Engine TL SEL Data Transport Engine PL												
S OTE-201-2007 C C C C C C C C C	5			\$10.65			\$7.35	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00		
5 DT-508-6-00P. Each Tamound Figure PL	5														
Description Color	5														
1	5														
S DT 201 2	5	DTE-2501-4000PL				31%									
5 OTT-689-6007. 5 OTT-689-6007	5														
State Control Contro	-														
Fig. Diff-edition= Dif	-														
Fig. DTE-401-4007E, SEL Data Transport Engine T. \$15.15 K 31% \$10.65 \$10.00	5	DTE-35K-50KTL	SEL Data Transport Engine TL	\$11.55		31%	\$7.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
S DT-EAST-TSPH SEL DAT TEMPORE PROPRIES \$0.00 K 31% \$4.61.61 \$0.00 \$	5														
S DTE-S01-TOTILE Sil- Data Transport Engine T. \$24.16 K 31% \$10.26 \$30.0 \$0.00 \$0.	5														
DTE-061-00XFL SEL Data Transport Engine PL \$17.00 X \$17.00	5														
S DTE-51-10PL SEL Data Transport Engine PL \$125.10 K 371% \$38.17 \$0.00	5		SEL Data Transport Engine PL												
S OTE-51-OTE SEL DIM Transport Engine T. SO-10 K 31% \$34.57 \$0.00 \$0.0	-														
DTE-501-4000TL SEL Data Transport Epine PL \$35.10 K 31% \$24.22	•														
Str.	5														
Standard Control Con	-														
S DTE-8001-160PR SEL Data Transport Engine PL \$33.30 K 31% \$22.96 \$0.00 \$0.0	-														
5 OTH-6001-10NTL SEL Data Transport Enginer T. \$13.55 K 31% \$9.21 \$9.00	-														
S DW-69TL SELDATASWERS-WINT S15.00 K 31% \$82.39 \$9.00 \$0.00	5	DTE-8001-10KTL	SEL Data Transport Engine TL	\$13.35	K	31%	\$9.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
S DW-101-1500PL SEL DATANSWERS-WIN TL \$42.00 K 31% \$59.00 \$0.00	5														
S DVH-10V1-150PTL SEL DATANSWERS-WIN FL \$44.00 K 31% \$31.05 \$0.00 \$0.0	5														
5 DW-10K-150KTL SUL DATA-MSWERS-WIN FL \$45.00 K 31% \$11.05 \$0.00 \$	5														
5 DW-101-250PL SELDATANSWERS-WIN PL	5	DW-100K-150KPL	SEL DATANSWERS - WIN PL	\$45.00			\$31.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 DW-101-250TL SEL DATANSWERS- WIN PL S2.50 K 31% \$4.53 \$0.00 \$0.0	Ü														
5 DV-10H-20PCH2 SEL DATAMSWERS-WIN FL \$2.50 K 31% \$36.23 \$0.00 \$0.	•														
S	-														
5 DV-1501-200TL SEL DATANSWERS - WIN TL \$30.90 K 31% \$21.32 \$0.00	5	DW-10K-20KTL		\$21.00			\$14.49	\$0.00		\$0.00	\$0.00				
5 DW-150K-PL SEL DATANSWERS - WIN PL \$44.25 K \$ 31% \$30.53 \$0.00 \$	-														
5 DW-50K-TL SELDATANSWERS - WIN PL \$72.0 K 31% \$12.21 \$0.00	5 5														
5 DW-2001-2500TL SEL DATANSWERS - WIN TL \$28.80 K 31% \$19.87 \$0.00	5														
5 DW-20K-35KPL SEL DATANSWERS - WIN PL 5 DW-20K-35KPL SEL DATANSWERS - WIN TL 5 19.80 K 5 DW-20K-35KPL SEL DATANSWERS - WIN TL 5 19.80 K 5 DW-2501-4000PL 5 DW-2501-500PL 5 DW-2501-4000PL 5 DW-2	5														
5 DW-261-4000TL SEL DATANSWERS - WIN TL \$19.0 K 31% \$13.66 \$0.00 \$0.	5														
5 DW-2501-4000PL SEL DATANSWERS - WIN PL \$67.50 K 31% \$46.58 \$0.00	-														
5 DW-251-500PL SEL DATANSWERS - WIN PL	5				K	31%									
5 DW-35K-50KTL SEL DATANSWERS - WIN TL \$48.00 K 31% \$34.36 \$0.00 \$	-														
5 DW-35K-50KPL SEL DATANSWERS - WIN PL \$48.00 K 31% \$13.25 \$0.00 \$	-														
5 DW-36V-50KTL SEL DATANSWERS - WIN TL \$19.20 K 31% \$13.25 \$0.00 \$	5														
5 DW-4001-6000TL SEL DATANSWERS - WIN TL \$25.20 K 31% \$17.39 \$0.00	5														
5 DW-501-750PL SEL DATANSWERS - WIN PL \$100.50 K 31% \$69.35 \$0.00	5														
5 DW-501-750TL SEL DATANSWERS - WIN TL \$40.20 K 31% \$27.74 \$0.00 \$															
5 DW-50K-100KPL SEL DATANSWERS - WIN PL \$46.50 K 31% \$22.09 \$0.00	5														
5 DW-51-100PL SEL DATANSWERS - WIN PL \$208.50 K 31% \$143.87 \$0.00	5	DW-50K-100KPL	SEL DATANSWERS - WIN PL	\$46.50	K	31%	\$32.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 DW-501-100TL SEL DATANSWERS - WIN TL \$83.40 K 31% \$57.55 \$0.00 \$	-														
5 DW-6001-8000PL SEL DATANSWERS - WIN PL \$58.50 K 31% \$40.37 \$0.00	-														
5 DW-6001-8000TL SEL DATANSWERS - WIN TL \$23.40 K 31% \$16.15 \$0.00	-														
5 DW-751-1000TL SEL DATANSWERS - WIN TL \$37.20 K 31% \$25.67 \$0.00		DW-6001-8000TL	SEL DATANSWERS - WIN TL	\$23.40		31%	\$16.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 DW-8001-10KPL SEL DATANSWERS - WIN PL \$55.50 K 31% \$38.30 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00	-														
	-														
	-														

March Marc						NVP L	EVEL 1		N	VP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
Company Comp	BAND	ѕки	DESCRIPTION						W/MC PREM MNT		BASIC MNT LP	PS W/MC PREM		RENEWAL	
Control															
Control Cont	-														
5 CACC-1-10	-	DWOD-1001-1500TL	SEL DATANSWERS - OD TL	\$34.20	K	31%	\$23.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
Company	5														
5 Conc 1-1-1-11 Conc	5														
Company Comp	5			\$65.40			\$45.13		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
S MONTA-SAL-AMERICAN 10 27 28 28 28 28 28 28 28	5														
Common C	5														
Street	5	DWOD-1501-2000TL	SEL DATANSWERS - OD TL		K									\$0.00	VARONIS
Section Company Comp	•														
Sept Control	-														
DOI:	5													\$0.00	VARONIS
5 DOCCL-2501-AGUPL, REIL DATA-MONTERS-COPFL 5 DOCCL-2501-AGUPL, RE															
5 OVICO-2007-14007. BILD TANAMORRS - CDT 1. \$7.00 K \$ 35%. \$35% \$35.00 \$0.00 \$	-														
5 OWO-251 SOTIL SELATAMENTS: OF TL. \$13.00 K 375 SOTIL \$1.00 K 375	-														
Description Control	5														
DOWN-D-SECONT. SEE DATAMENTSOFT. \$10.00 K 314, \$11.25 \$10.00 \$10.00 \$10.00 \$10.00 \$20.0	5														
DOVICE-0-001-1-COUTT SCHOOL SCHOO	5														
State	5														
DWINDSON, 1997 1997	·														
5 DWYCH-SERVIC-180PT, SELD ATASSWERS-O DT 546.50 K 31% \$32.00 S0.00 S0.0	•														
5 DWCQ-5-10FIF. SEL DAYANSWERS-0 OP IL \$25.00 \$3.10 \$1.00 \$3.00	5	DWOD-50K-100KPL	SEL DATANSWERS - OD PL		K	31%	\$32.09	\$0.00				\$0.00	\$0.00	\$0.00	VARONIS
5 DWGD-61-10PT SEL DATANSWERS-CO T \$83.40 K 31% \$91.75 \$9.00	5														
5 DWO-001-SUDDE, SEL DATANSWERS-CO PL \$88.60 K 31% \$40.37 \$0.00 \$0	5														
S DWOD-751-000FF, SEL DATANEWERS - OD F,	5													*****	
5 DWO-DY-5-1-00TH SEL DATAWNINES - OR S. \$1.00 \$0.00	5														
6 DWO-08-01-INFT SEL DATABSWERS-OD PL 355.00 K 31% \$38.30 \$0.00 \$	5														
S DWGS-6-SPIR SEL DATA-NSWERSO & SPICE II. \$44.775 K 31% \$30.835 \$50.00 \$	5														
S DWOS-9-SOTL SELDATANSWERS- 00 & SPOL PL ST2025 K 31% S12358 30.00 \$0.0	•														
5 DWOS-101-150PU, SEL DATAMSWERS- 00 & SPOL PL \$120.25 K 31% \$88.40 \$0.0	-														
5 DWOS-1004-1500/HS DEL DATANSWERS- OD & SPOL PL 5 DWOS-1014-1500/HS DEL DATANSWERS- OD & SPOL PL 5 DWOS-2014-1500/HS DEL DATANSWERS- O	-														
5 DWOS-1004-5101-326PL SEL DATANSWERS- OD & SPOLT. \$27.00 K 31% \$18.63 \$0.00 \$															
5 DWOS-101-250PL SEL DATANSWERS- OD & SPOL, PL \$246.25 K 31% \$199.22 \$0.00 \$0.	-														
5 DWOS-10K-20PL SEL DATANSWERS - 00 & SPOL PL \$13.50 K 31% \$54.34 \$0.00	-														
5 DWOS-10K-20PUTL SEL DATAINSWERS - 00 & SPOL TL \$31:50 K 311% \$21.74 \$0.00 \$0	5	DWOS-101-250TL	SEL DATANSWERS - OD & SPOL TL	\$98.10		31%	\$67.69	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 DWGS-1501-2000PL SEL DATANSWERS - OU & SPOL PL 5 DWGS-1501-2000PL SEL DATANSWERS - OU & SPOL PL 5 DWGS-1501-2000PL SEL DATANSWERS - OU & SPOL PL 5 DWGS-1501-2000PL SEL DATANSWERS - OU & SPOL PL 5 DWGS-1501-4000PL SEL DATANSWERS - OU & SPOL PL 5 DWGS-1501-4000PL SEL DATANSWERS - OU & SPOL PL 5 DWGS-1501-4000PL SEL DATANSWERS - OU & SPOL PL 5 DWGS-201-3500PL SEL DATANSWERS - OU & SPOL PL 5 DWGS-354-550TL SEL DATANSWERS - OU & SPOL PL 5 DWGS-354-550TL SEL DATANSWERS - OU & SPOL PL 5 DWGS-354-550TL SEL DATANSWERS - OU & SPOL PL 5 DWGS-354-550TL SEL DATANSWERS - OU & SPOL PL 5 DWGS-354-550TL SEL DATANSWERS - OU & SPOL PL 5 DWGS-354-550TL SEL DATANSWERS - OU & SPOL PL 5 DWGS-354-550TL SEL DATANSWE	5														
5 DWOS-1501-200TL SEL DATASWERS-O & SPOL PL \$46.55 K 31% \$45.65 SO.00 \$0	5 5														
5 DWOS-160K-TL SEL DATANSWERS - OD & SPOL FL \$108.00 K 31% \$18.32 \$0.00 \$0.0	5	DWOS-1501-2000TL	SEL DATANSWERS - OD & SPOL TL	\$46.35		31%	\$31.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 DWOS-2001-2500FL SEL DATANSWERS - OD & SPOL TL	·														
5 DWGS-201-2500TL SEL DATANSWERS- OO & SPOL TL \$42.0 K 31% \$29.81 \$0.00	•														
5 DWGS-26X-SKRTL SEL DATANSWERS - OD & SPOL TL \$29.70 K 31% \$20.49 \$0.00	5														
5 DWOS-2501-4000PL SEL DATANSWERS -O D & SPOL PL \$101.25 K 311% \$98.86 \$0.00 \$	5														
5 DWOS-251-500TL SEL DATANSWERS - OD & SPOL PL \$186.75 K 31% \$27.95 \$0.00 \$0.0	5 5														
5 DWOS-51-500TL SEL DATANSWERS - OD & SPOL TL \$74.70 K 31% \$15.44 \$0.00	5													*****	
5 DWOS-35K-50KPL SEL DATANSWERS - OD & SPOL PL \$72.00 K 31% \$49.68 \$0.00	5														
5 DWOS-36K-50KTL SEL DATANSWERS - OD & SPOL TL \$28.80 K 31% \$19.87 \$0.00	5														
5 DWOS-4001-6000TL SEL DATANSWERS - OD & SPOL TL \$37.80 K 31% \$26.08 \$0.00 \$0.	5														
5 DWOS-501-750PL SEL DATANSWERS - OD & SPOL PL \$150,75 K 31% \$104.02 \$0.00 \$0.	5														
5 DWOS-501-750TL SEL DATANSWERS - OD & SPOL PL \$60.30 K 31% \$41.61 \$0.00 <	-							,							
5 DWOS-50K-100KTL SEL DATANSWERS - OD & SPOL TL \$27.90 K 31% \$19.25 \$0.00 \$0.0	-														
5 DWOS-51-100PL SEL DATANSWERS - OD & SPOL PL \$12.75 K 31% \$215.80 \$0.00	5	DWOS-50K-100KPL	SEL DATANSWERS - OD & SPOL PL	\$69.75	K	31%	\$48.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 DWOS-51-100TL SEL DATANSWERS - OD & SPOL TL \$125.10 K 31% \$86.32 \$0.00	-														
5 DWGS-601-8000PL SEL DATANSWERS - OD & SPOL PL \$87.75 K 31% \$60.55 \$0.00 \$0.0	-														
5 DWOS-751-1000PL SEL DATANSWERS - OD & SPOL PL \$139,50 K 31% \$96.26 \$0.00 \$0.	5	DWOS-6001-8000PL	SEL DATANSWERS - OD & SPOL PL	\$87.75	K	31%	\$60.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 DWOS-751-1000TL SEL DATANSWERS - OD & SPOL TL \$55.80 K 31% \$38.50 \$0.0	-				K										
5 DWOS-8001-10KPL SEL DATANSWERS - OD & SPOL PL \$83.25 K 31% \$57.44 \$0.00 \$0.0	-				K K										
5 DWS-0-50PL SEL DATANSWERS - SP PL \$298.50 K 31% \$205.97 \$0.00 \$0	5				K										
5 DWS-0-50TL SEL DATANSWERS - SP TL \$119.40 K 31% \$82.39 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00	-														
	-														
	5	DWS-1001-1500PL	SEL DATANSWERS - SP PL	\$85.50	K	31%	\$59.00	\$0.00		\$0.00					
5 DWS-1001-1500TL SEL DATANSWERS - SP TL \$34.20 K 31% \$23.60 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00	5	DWS-1001-1500TL	SEL DATANSWERS - SP TL	\$34.20	K	31%	\$23.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS

March Marc						NVP I	EVEL 1		N	VP MAINTENANCE	AND WARRANTY	UPGRADE PRICE		1	
Description Company	BAND	sku	DESCRIPTION						W/MC PREM MNT		BASIC MNT LP	PS W/MC PREM		RENEWAL	
Company															
September Sept	-														
Control Cont	-														
Control Cont	5		SEL DATANSWERS - SP PL											\$0.00	VARONIS
Section Column	5														
5 ONG COURT CO	5														
State Control Cont	5														
Company	5			\$17.70			\$12.21	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VARONIS
5	-														
Section	-														
1	5														
Section Control Cont	5			\$67.50				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		
State	5														
0	5														
2	5														
S	5	DWS-35K-50KTL	SEL DATANSWERS - SP TL	\$19.20	K										
S	-														
S 1985-01-7-7-7-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-	-														
S DWS GREEN CORPLE SEL DATA MANUFARES - SPP. 292.00 K 31% SEL DOS SEL DATA MANUFARES - SPP. 292.00 K 31% SEL DOS SEL DATA MANUFARES - SPP. SEL	-														
S DWS-0-1-MPF, S DWS-0-MPF, DW	5														
S	-														
S DWS-0091-0000F SEL DATA/SWEETS-SPFL S08.00 K 31h \$40.37 30.00 \$0.															
5 DWG-901-900FL SELEATA-MANURES -SPT.L \$23.40 K \$31% \$10.51 \$0.00 \$3.00 \$0.00 \$0.00 \$3.00 \$3.00 \$0.00	-														
S DWS-751-DOT. SEL DATASWERS. SPP. SS2.00 K 31% \$22.07 \$0.00	5														
5 DWS-901-190FL SEL DATAMSWERS-SPIL SEL STATE STATE SEL	5														
5 DWS-901-190TL SEL DATAWNERS-SPTL 1	5														
DWS-0-F00PT SEL DATA-MOVERES -SPOL PL \$208.00 \$0.00	5														
DWS-0-101-150PR_SEL DATAMSWERS - SPCL_PL SSE_50 K	5				K										
DWS-01-01-100TL SEL DATANSWERS - SPOL PL \$44.50 K 31% \$12.00 S0.00 \$	-														
DWS-01-00K-19KR SEL DATANSWERS-SPUL TL SEC	-														
DWS-01-00-150PL SEL DATA-MSVERES -SPOL TL \$16,00 K 31% \$12.42 \$0.00 \$0.0	5														
DWG-01-250TL SEL DATA/SWERES-SPOL T.	5														
DWG-016-20FR SEL DATANSWERS - SPOL PL \$22.00 K 31% \$36.20 S \$0.00 S \$0.0	5														
DWS-016-200FT SELDATA-NEWERS-SPOLP 377.25 K 31% \$14.40 \$0.00 \$0.	5														
DWSC-1501-2000PR SEL DATANSWERS - SPOL PL \$17.25 K 31% \$53.30 \$0.00 \$0	5														
5 DWSC-150K-PL SEL DATANSWERS - SPOL TL \$17.70 K \$11/50 K \$11/50 K \$11/50 S \$10.00 \$	5				K										
5 DWSC-050K-TL SEL DATANSWERS SPOL PL \$72.00 \$3.1% \$12.21 \$3.00	•														
5 DWSC-201-250PL SEL DATASWERS-SPOL PL \$72.00 K 31% \$49.68 \$0.00 \$0.	-														
5 DWSO-2001-2500TL SEL DATANSWERS - SPOL PL \$49.00 K 31% \$19.87 \$0.00 \$0	-														
5 DWSQ-20K-36RTL SEL DATANSWERS - SPOL TL \$18.00 K 31% \$13.66 \$0.00 \$0.0	5				K	31%		\$0.00	\$0.00			\$0.00			
5 DWSO-2591-4000TL SEL DATANSWERS - SPOL PL \$75.0 K 31% \$46.58 \$0.00 \$0	-														
5 DWSC-251-000TL SEL DATANSWERS - SPOL TL \$27.00 K 31% \$18.63 \$0.00 \$0.0															
5 DWSO-251-500TL SEL DATANSWERS - SPOL TL \$49.80 K 31% \$34.36 \$0.00 \$0.	-														
5 DWSO-36K-50KPL SEL DATANSWERS - SPOL PL \$48.00 K 31% \$33.12 \$0.00	5														
5 DWSO-36F,50KTL SELDATANSWERS - SPOL TL \$19.0 K 311/6 \$13.25 \$0.00 \$0.0	5														
5 DWSO-4001-8000PL SEL DATANSWERS - SPOL PL \$6.00 K 31% \$43.47 \$0.00 \$0.	5 5														
5 DWSO-501-750PL SEL DATANSWERS - SPOL PL \$100.50 K \$11% \$27.74 \$0.00	5														
5 DWSO-50H-750TL SEL DATANSWERS - SPOL TL \$46,20 K 31% \$27.74 SO.00	•														
5 DWSO-50K-100KPL SEL DATANSWERS - SPOL PL \$46.50 K 31% \$32.99 \$0.00 \$	•														
5 DWSO-50K-10DKTL SEL DATANSWERS - SPOL TL \$18.60 K 31% \$12.83 \$0.00	5														
5 DWSO-6001-8000PL SEL DATANSWERS - SPOL TL \$83.40 K 31% \$40.37 \$0.00 \$0	5														
5 DWSO-6001-8000TL SEL DATANSWERS - SPOL PL \$58.50 K 31% \$40.37 \$0.00 \$0	5														
5 DWSC-6001-800TL SEL DATANSWERS - SPOL TL \$23.40 K 31% \$16.15 \$0.00 \$0.	5														
5 DWSC-751-1000PL SEL DATANSWERS - SPOL PL \$93.00 K 31% \$64.17 \$0.00 \$0.	5														
5 DWSO-8001-10KPL SEL DATANSWERS - SPOL PL \$5.50 K 31% \$13.30 \$0.0	5	DWSO-751-1000PL	SEL DATANSWERS - SPOL PL	\$93.00	K	31%	\$64.17	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 DWSC-8001-10KTL SEL DATANSWERS - SPOL TL \$22.0 K 31% \$15.32 \$0.00 \$0.0	-														
5 EOL-0-50PL SEL DatAdvantage for EO Lite PL \$149.25 K 31% \$102.98 \$0.00	•														
5 EOL-050TL SEL DatAdvantage for EO Lite TL \$59.70 K 31% \$41.19 \$0.00 \$0	-														
5 EOL-1001-1500PL SEL DatAdvantage for EO Lite PL \$42.75 K 31% \$29.50 \$0.00 \$0	-					31%		\$0.00	\$0.00						
5 EOL-100K-150KPL SEL DatAdvantage for EO Lite PL \$2.50 K 31% \$15.53 \$0.00 \$0.	-	EOL-1001-1500PL	SEL DatAdvantage for EO Lite PL	\$42.75		31%	\$29.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		
5 EOL-100K-150KTL SEL DatAdvantage for EO Lite TL \$9.00 K 31% \$6.21 \$0.00 \$0.0	-														
5 EOL-101-250PL SEL DatAdvantage for EO Lite PL \$81.75 K 31% \$56.41 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00	-														
5 EOL-101-250TL SEL DatAdvantage for EO Lite TL \$32.70 K 31% \$22.56 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00	-	EOL-101-250PL	SEL DatAdvantage for EO Lite PL	\$81.75	K	31%	\$56.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
	5	EOL-101-250TL	SEL DatAdvantage for EO Lite TL	\$32.70	K	31%	\$22.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS

					NVP L	EVEL 1		N	VP MAINTENANCE	AND WARRANTY	JPGRADE PRICE			
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	EOL-10K-20KPL	SEL DatAdvantage for EO Lite PL	\$26.25	K	31%	\$18.11	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5 5	EOL-10K-20KTL EOL-1501-2000PL	SEL DatAdvantage for EO Lite TL SEL DatAdvantage for EO 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	EOL-1501-2000TL	SEL DatAdvantage for EO Lite TL	\$15.45	ĸ	31%	\$10.66	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	EOL-150K-PL	SEL DatAdvantage for EO Lite PL	\$22.20	K	31%	\$15.32			\$0.00		\$0.00	\$0.00		VARONIS
5	EOL-150K-TL	SEL DatAdvantage for EO Lite TL	\$8.85	K	31%	\$6.11		\$0.00	\$0.00		\$0.00	\$0.00		VARONIS
5	EOL-2001-2500PL	SEL DatAdvantage for EO Lite PL	\$36.00	K K	31% 31%	\$24.84	\$0.00 \$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5 5	EOL-2001-2500TL EOL-20K-35KPL	SEL DatAdvantage for EO Lite TL SEL DatAdvantage for EO Lite PL	\$14.40 \$24.75	K	31%	\$9.94 \$17.08	\$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	EOL-20K-35KTL	SEL DatAdvantage for EO Lite TL	\$9.90	K	31%	\$6.83	\$0.00		\$0.00		\$0.00	\$0.00		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		VARONIS
5	EOL-2501-4000TL	SEL DatAdvantage for EO Lite TL	\$13.50	K	31%	\$9.32			\$0.00		\$0.00	\$0.00		VARONIS
5	EOL-251-500PL	SEL DatAdvantage for EO Lite PL	\$62.25	K	31%	\$42.95			\$0.00		\$0.00	\$0.00		VARONIS
5 5	EOL-251-500TL EOL-35K-50KPL	SEL DatAdvantage for EO Lite TL SEL DatAdvantage for EO Lite PL	\$24.90 \$24.00	K K	31% 31%	\$17.18 \$16.56			\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	EOL-35K-50KTL	SEL DatAdvantage for EO Lite FL	\$9.60	K	31%	\$6.62	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	EOL-4001-6000PL	SEL DatAdvantage for EO Lite PL	\$31.50	ĸ	31%	\$21.74	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		VARONIS
5	EOL-4001-6000TL	SEL DatAdvantage for EO Lite TL	\$12.60	K	31%	\$8.69	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	EOL-501-750PL	SEL DatAdvantage for EO Lite PL	\$50.25	K	31%	\$34.67	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		VARONIS
5	EOL-501-750TL	SEL DatAdvantage for EO Lite TL	\$20.10	K	31%	\$13.87	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		VARONIS
5 5	EOL-50K-100KPL EOL-50K-100KTL	SEL DatAdvantage for EO Lite PL SEL DatAdvantage for EO 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	EOL-51-100PL	SEL DatAdvantage for EO Lite PL	\$104.25	K	31%	\$71.93		\$0.00	\$0.00		\$0.00	\$0.00		VARONIS
5	EOL-51-100TL	SEL DatAdvantage for EO Lite TL	\$41.70	ĸ	31%	\$28.77			\$0.00		\$0.00	\$0.00		VARONIS
5	EOL-6001-8000PL	SEL DatAdvantage for EO Lite PL	\$29.25	K	31%	\$20.18		\$0.00	\$0.00		\$0.00	\$0.00		VARONIS
5	EOL-6001-8000TL	SEL DatAdvantage for EO Lite TL	\$11.70	K	31%	\$8.07	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	EOL-751-1000PL	SEL DatAdvantage for EO Lite PL	\$46.50	K K	31% 31%	\$32.09 \$12.83			\$0.00		\$0.00 \$0.00	\$0.00		VARONIS
5	EOL-751-1000TL EOL-8001-10KPL	SEL DatAdvantage for EO Lite TL SEL DatAdvantage for EO Lite PL	\$18.60 \$27.75	K	31%	\$12.63 \$19.15			\$0.00 \$0.00		\$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	EOL-8001-10KTL	SEL DatAdvantage for EO Lite TL	\$11.10	ĸ	31%	\$7.66			\$0.00		\$0.00	\$0.00		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	VARONIS
5	FC-0-50TL	SEL Framework Connector TL	\$53.70	K	31%	\$37.05		\$0.00	\$0.00		\$0.00	\$0.00		VARONIS
5	FC-1001-1500PL	SEL Framework Connector PL	\$38.55	K	31%	\$26.60			\$0.00		\$0.00	\$0.00		VARONIS
5	FC-1001-1500TL FC-100K-150KPL	SEL Framework Connector TL SEL Framework Connector PL	\$15.45 \$20.25	K K	31% 31%	\$10.66 \$13.97	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	FC-100K-150KFL	SEL Framework Connector TL	\$8.10	K	31%	\$5.59	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		VARONIS
5	FC-101-250PL	SEL Framework Connector PL	\$73.65	K	31%	\$50.82		\$0.00	\$0.00		\$0.00	\$0.00		VARONIS
5	FC-101-250TL	SEL Framework Connector TL	\$29.40	K	31%	\$20.29		\$0.00	\$0.00		\$0.00	\$0.00		VARONIS
5	FC-10K-20KPL	SEL Framework Connector PL	\$23.70	K	31%	\$16.35			\$0.00		\$0.00	\$0.00		VARONIS
5	FC-10K-20KTL	SEL Framework Connector TL	\$9.45	K	31%	\$6.52			\$0.00		\$0.00	\$0.00		VARONIS
5	FC-1501-2000PL FC-1501-2000TL	SEL Framework Connector PL SEL Framework Connector TL	\$34.80 \$13.95	K K	31% 31%	\$24.01 \$9.63	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	FC-150K-PL	SEL Framework Connector PL	\$19.95	ĸ	31%	\$13.77	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		VARONIS
5	FC-150K-TL	SEL Framework Connector TL	\$7.95	K	31%	\$5.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	FC-2001-2500PL	SEL Framework Connector PL	\$32.40	K	31%	\$22.36	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		VARONIS
5	FC-2001-2500TL	SEL Framework Connector TL	\$12.90	K	31%	\$8.90		\$0.00	\$0.00		\$0.00	\$0.00		VARONIS
5 5	FC-20K-35KPL FC-20K-35KTL	SEL Framework Connector PL SEL Framework Connector TL	\$22.35 \$8.85	K K	31% 31%	\$15.42 \$6.11	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	FC-2501-4000PL	SEL Framework Connector PL	\$30.45	K	31%	\$21.01	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		VARONIS
5	FC-2501-4000TL	SEL Framework Connector TL	\$12.15	ĸ	31%	\$8.38		\$0.00	\$0.00		\$0.00	\$0.00		VARONIS
5	FC-251-500PL	SEL Framework Connector PL	\$56.10	K	31%	\$38.71	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	FC-251-500TL	SEL Framework Connector TL	\$22.35	K	31%	\$15.42			\$0.00		\$0.00	\$0.00		VARONIS
5	FC-35K-50KPL	SEL Framework Connector PL	\$21.60	K K	31% 31%	\$14.90			\$0.00		\$0.00	\$0.00		VARONIS
5	FC-35K-50KTL FC-4001-6000PL	SEL Framework Connector TL SEL Framework Connector PL	\$8.70 \$28.35	K K	31%	\$6.00 \$19.56	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	FC-4001-6000TL	SEL Framework Connector TL	\$11.40	K	31%	\$7.87	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		VARONIS
5	FC-501-750PL	SEL Framework Connector PL	\$45.30	K	31%	\$31.26	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		VARONIS
5	FC-501-750TL	SEL Framework Connector TL	\$18.15	K	31%	\$12.52			\$0.00		\$0.00	\$0.00		VARONIS
5	FC-50K-100KPL	SEL Framework Connector PL	\$21.00	K	31%	\$14.49			\$0.00		\$0.00	\$0.00		VARONIS
5 5	FC-50K-100KTL FC-51-100PL	SEL Framework Connector TL SEL Framework Connector PL	\$8.40 \$93.90	K K	31% 31%	\$5.80 \$64.79	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	FC-51-100FL	SEL Framework Connector FL	\$37.50	K	31%	\$25.88		\$0.00	\$0.00		\$0.00	\$0.00		VARONIS
5	FC-6001-8000PL	SEL Framework Connector PL	\$26.40	ĸ	31%	\$18.22			\$0.00		\$0.00	\$0.00		VARONIS
5	FC-6001-8000TL	SEL Framework Connector TL	\$10.50	K	31%	\$7.25			\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	FC-751-1000PL	SEL Framework Connector PL	\$41.85	K	31%	\$28.88			\$0.00		\$0.00			VARONIS
5	FC-751-1000TL	SEL Framework Connector TL	\$16.80	K	31%	\$11.59			\$0.00		\$0.00			VARONIS
5 5	FC-8001-10KPL FC-8001-10KTL	SEL Framework Connector PL SEL Framework Connector TL	\$25.05 \$10.05	K K	31% 31%	\$17.28 \$6.93	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			VARONIS VARONIS
5 5	GDPR-0-50PL	SEL Framework Connector 1L SEL GDPR Patterns PL	\$10.05 \$74.63	K K	31%	\$6.93 \$51.49			\$0.00		\$0.00			VARONIS VARONIS
5	GDPR-0-50TL	SEL GDPR Patterns TL	\$29.85	K	31%	\$20.60			\$0.00		\$0.00	\$0.00		VARONIS
5	GDPR-1001-1500PL	SEL GDPR Patterns PL	\$21.38	ĸ	31%	\$14.75		\$0.00	\$0.00		\$0.00	\$0.00		VARONIS
5	GDPR-1001-1500TL	SEL GDPR Patterns TL	\$8.55	K	31%	\$5.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5		SEL GDPR Patterns PL	\$11.25	K	31%	\$7.76		\$0.00	\$0.00		\$0.00	\$0.00		VARONIS
5		SEL GDPR Patterns TL	\$4.50	K	31%	\$3.11			\$0.00		\$0.00	\$0.00		VARONIS
5 5		SEL GDPR Patterns PL SEL GDPR Patterns TL	\$40.88 \$16.35	K	31% 31%	\$28.21 \$11.28	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5		SEL GDPR Patterns PL	\$13.13	K	31%	\$9.06			\$0.00		\$0.00	\$0.00		VARONIS
5		SEL GDPR Patterns TL	\$5.25	ĸ	31%	\$3.62			\$0.00		\$0.00			VARONIS
5	GDPR-1501-2000PL	SEL GDPR Patterns PL	\$19.31	K	31%	\$13.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	GDPR-1501-2000TL	SEL GDPR Patterns TL	\$7.73	K	31%	\$5.33	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS

					NVP I	LEVEL 1		N	VP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
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	GDPR-150K-PL	SEL GDPR Patterns PL	\$11.06	К	31%	\$7.63			\$0.00					VARONIS
5	GDPR-150K-TL	SEL GDPR Patterns TL	\$4.43	K	31%	\$3.06	\$0.00		\$0.00					VARONIS
5 5		SEL GDPR Patterns PL SEL GDPR Patterns TL	\$18.00 \$7.20	K K	31% 31%	\$12.42 \$4.97	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5			\$12.38	K	31%	\$8.54	\$0.00		\$0.00					VARONIS
5	GDPR-20K-35KTL	SEL GDPR Patterns TL	\$4.95	ĸ	31%	\$3.42			\$0.00					VARONIS
5		SEL GDPR Patterns PL	\$16.88	K	31%	\$11.65			\$0.00				\$0.00	VARONIS
5		SEL GDPR Patterns TL	\$6.75	K	31%	\$4.66	\$0.00		\$0.00					VARONIS
5	GDPR-251-500PL		\$31.13	K	31%	\$21.48	\$0.00		\$0.00					VARONIS
5	GDPR-251-500TL		\$12.45	K K	31% 31%	\$8.59 \$8.28	\$0.00		\$0.00					VARONIS
5 5		SEL GDPR Patterns PL SEL GDPR Patterns TL	\$12.00 \$4.80	K	31%	\$3.31	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5		SEL GDPR Patterns PL	\$15.75	K	31%	\$10.87	\$0.00		\$0.00					VARONIS
5		SEL GDPR Patterns TL	\$6.30	K	31%	\$4.35			\$0.00					VARONIS
5	GDPR-501-750PL	SEL GDPR Patterns PL	\$25.13	K	31%	\$17.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	GDPR-501-750TL	SEL GDPR Patterns TL	\$10.05	K	31%	\$6.93			\$0.00					VARONIS
5		SEL GDPR Patterns PL	\$11.63	K	31%	\$8.02			\$0.00					VARONIS
5	GDPR-50K-100KTL GDPR-51-100PL	SEL GDPR Patterns TL SEL GDPR Patterns PL	\$4.65 \$52.13	K K	31% 31%	\$3.21 \$35.97	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	GDPR-51-100FL	SEL GDPR Patterns TL	\$20.85	K	31%	\$14.39			\$0.00					VARONIS
5		SEL GDPR Patterns PL	\$14.63	ĸ	31%	\$10.09			\$0.00					VARONIS
5		SEL GDPR Patterns TL	\$5.85	K	31%	\$4.04	\$0.00	\$0.00	\$0.00		\$0.00			VARONIS
5		SEL GDPR Patterns PL	\$23.25	K	31%	\$16.04	\$0.00		\$0.00	\$0.00	\$0.00		\$0.00	VARONIS
5		SEL GDPR Patterns TL	\$9.30	K	31%	\$6.42			\$0.00					VARONIS
5		SEL GDPR Patterns PL	\$13.88	K	31%	\$9.58	\$0.00		\$0.00					VARONIS
5 5	IDAW-0-500	SEL GDPR Patterns TL SEL DAWin+Pb+SS⋑ 1yr 1 user 500band	\$5.55 \$142.00	K K	31% 31%	\$3.83 \$97.98	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	IDAW-1000-2500	SEL DAWIN+Pb+SS⋑ 1yr 1 user 300band SEL DAWin+Pb+SS⋑ 1yr 1 user 1001-2500	\$81.00	K	31%	\$55.89			\$0.00					VARONIS
5	IDAW-10K-25K	SEL DAWin+Pb+SS&Sup1yr 1user 10001-2500	\$52.00	K	31%	\$35.88			\$0.00					VARONIS
5	IDAW-2500-5000	SEL DAWin+Pb+SS⋑ 1yr 1 user 2501-5000	\$69.00	K	31%	\$47.61	\$0.00		\$0.00					VARONIS
5	IDAW-25K-50K	SEL DAWin+Pb+SS&Sup1yr 1user 25001-5000l	\$49.00	K	31%	\$33.81	\$0.00		\$0.00					VARONIS
5	IDAW-5000-10K	SEL DAWin+Pb+SS⋑ 1yr 1user 5001-10000	\$57.00	K	31%	\$39.33	\$0.00		\$0.00					VARONIS
5	IDAW-500-1000 IDAW-OVER50K	SEL DAWin+Pb+SS⋑ 1yr 1 user 501-1000 SEL DAWin+Pb+SS⋑ 1yr 1 user 50001+	\$108.00 \$47.00	K K	31% 31%	\$74.52 \$32.43	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	IDTE-0-500	SEL DTE+SS⋑ 1 yr 1 user 500band	\$59.00	K	31%	\$40.71	\$0.00		\$0.00					VARONIS
5	IDTE-1000-2500	SEL DTE+SS⋑ 1 yr 1 user 1001-2500	\$46.00	ĸ	31%	\$31.74	\$0.00		\$0.00					VARONIS
5	IDTE-10K-25K	SEL DTE+SS⋑ 1 yr 1 user 10001-25000	\$31.00	K	31%	\$21.39			\$0.00					VARONIS
5	IDTE-2500-5000	SEL DTE+SS⋑ 1 yr 1 user 2501-5000	\$40.00	K	31%	\$27.60			\$0.00					VARONIS
5	IDTE-25K-50K	SEL DTE+SS⋑ 1 yr 1 user 25001-50000	\$30.00	K	31%	\$20.70			\$0.00					VARONIS
5	IDTE-5000-10K IDTE-500-1000	SEL DTE+SS⋑ 1 yr 1 user 5001-10000	\$34.00	K	31%	\$23.46	\$0.00		\$0.00					VARONIS
5	IDTE-500-1000 IDTE-OVER50K	SEL DTE+SS⋑ 1 yr 1 user 501-1000 SEL DTE+SS⋑ 1 yr 1 user 50000+	\$56.00 \$29.00	K K	31% 31%	\$38.64 \$20.01	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	IVSB-0-500	SEL SecBun+SS⋑ 1yr 1 user 500band	\$282.00	K	31%	\$194.58			\$0.00					VARONIS
5	IVSB-1000-2500	SEL SecBun+SS⋑ 1yr 1 user 1001-2500	\$187.00	ĸ	31%	\$129.03			\$0.00					VARONIS
5	IVSB-10K-25K	SEL SecBun+SS⋑ 1yr 1 user 10001-25000	\$125.00	K	31%	\$86.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	IVSB-2500-5000	SEL SecBun+SS⋑ 1yr 1 user 2501-5000	\$164.00	K	31%	\$113.16			\$0.00					VARONIS
5	IVSB-25K-50K	SEL SecBun+SS⋑ 1yr 1 user 25001-50000	\$118.00	K	31%	\$81.42			\$0.00					VARONIS
5 5	IVSB-5000-10K IVSB-500-1000	SEL SecBun+SS⋑ 1yr 1 user 5001-10000 SEL SecBun+SS⋑ 1yr 1 user 501-1000	\$138.00 \$241.00	K K	31% 31%	\$95.22 \$166.29			\$0.00 \$0.00					VARONIS VARONIS
5	IVSB-000-1000	SEL SecBun+SS⋑ 1yr 1 user 50001+	\$113.00	K	31%	\$77.97	\$0.00		\$0.00					VARONIS
5	OSL-0-50PL	SEL DatAdvantage - SPOL & OD Lite PL	\$223.95	K	31%	\$154.53			\$0.00					VARONIS
5	OSL-0-50TL	SEL DatAdvantage - SPOL & OD Lite TL	\$89.55	K	31%	\$61.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	OSL-1001-1500PL	SEL DatAdvantage - SPOL & OD Lite PL	\$64.20	K	31%	\$44.30			\$0.00					VARONIS
5	OSL-1001-1500TL	SEL DatAdvantage - SPOL & OD Lite TL	\$25.65		31%	\$17.70			\$0.00					VARONIS
5 5	OSL-100K-150KPL OSL-100K-150KTL	SEL DatAdvantage - SPOL & OD Lite PL SEL DatAdvantage - SPOL & OD Lite TL	\$33.75 \$13.50	K K	31% 31%	\$23.29 \$9.32			\$0.00 \$0.00					VARONIS VARONIS
5	OSL-100K-130KTL	SEL DatAdvantage - SPOL & OD Lite PL	\$122.70	K	31%	\$84.66			\$0.00					VARONIS
5	OSL-101-250TL	SEL DatAdvantage - SPOL & OD Lite TL	\$49.05	ĸ	31%	\$33.84	\$0.00		\$0.00					VARONIS
5	OSL-10K-20KPL	SEL DatAdvantage - SPOL & OD Lite PL	\$39.45	K	31%	\$27.22			\$0.00					VARONIS
5	OSL-10K-20KTL	SEL DatAdvantage - SPOL & OD Lite TL	\$15.75	K	31%	\$10.87	\$0.00		\$0.00					VARONIS
5 5	OSL-1501-2000PL OSL-1501-2000TL	SEL DatAdvantage - SPOL & OD Lite PL SEL DatAdvantage - SPOL & OD Lite TL	\$57.90 \$23.25	K K	31% 31%	\$39.95 \$16.04	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	OSL-150K-PL	SEL DatAdvantage - SPOL & OD Lite PL	\$33.15	K	31%	\$22.87	\$0.00		\$0.00					VARONIS
5	OSL-150K-FL OSL-150K-TL	SEL DatAdvantage - SPOL & OD Lite FL	\$13.35	K	31%	\$9.21	\$0.00		\$0.00					VARONIS
5	OSL-2001-2500PL	SEL DatAdvantage - SPOL & OD Lite PL	\$54.00	K	31%	\$37.26			\$0.00					VARONIS
5	OSL-2001-2500TL	SEL DatAdvantage - SPOL & OD Lite TL	\$21.60		31%	\$14.90			\$0.00					VARONIS
5	OSL-20K-35KPL	SEL DatAdvantage - SPOL & OD Lite PL	\$37.20	K	31%	\$25.67	\$0.00		\$0.00					VARONIS
5	OSL-20K-35KTL	SEL DatAdvantage - SPOL & OD Lite TL	\$14.85		31%	\$10.25			\$0.00					VARONIS
5 5	OSL-2501-4000PL OSL-2501-4000TL	SEL DatAdvantage - SPOL & OD Lite PL SEL DatAdvantage - SPOL & OD Lite TL	\$50.70 \$20.25		31% 31%	\$34.98 \$13.97	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	OSL-2501-40001L OSL-251-500PL	SEL DatAdvantage - SPOL & OD Lite PL	\$93.45		31%	\$64.48			\$0.00					VARONIS
5	OSL-251-500TL	SEL DatAdvantage - SPOL & OD Lite TL	\$37.35		31%	\$25.77			\$0.00					VARONIS
5	OSL-35K-50KPL	SEL DatAdvantage - SPOL & OD Lite PL	\$36.00	K	31%	\$24.84	\$0.00		\$0.00					VARONIS
5	OSL-35K-50KTL	SEL DatAdvantage - SPOL & OD Lite TL	\$14.40	K	31%	\$9.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	OSL-4001-6000PL	SEL DatAdvantage - SPOL & OD Lite PL	\$47.25	K	31%	\$32.60			\$0.00					VARONIS
5	OSL-4001-6000TL	SEL DatAdvantage - SPOL & OD Lite TL	\$18.90	K	31%	\$13.04	\$0.00		\$0.00					VARONIS
5 5	OSL-501-750PL OSL-501-750TL	SEL DatAdvantage - SPOL & OD Lite PL SEL DatAdvantage - SPOL & OD Lite TL	\$75.45 \$30.15		31% 31%	\$52.06 \$20.80			\$0.00 \$0.00					VARONIS VARONIS
5	OSL-50K-100KPL	SEL DatAdvantage - SPOL & OD Lite PL	\$34.95		31%	\$24.12			\$0.00					VARONIS
5	OSL-50K-100KTL	SEL DatAdvantage - SPOL & OD Lite TL	\$13.95		31%	\$9.63			\$0.00					VARONIS

					NVP L	EVEL 1		N	VP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
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	OSL-51-100PL	SEL DatAdvantage - SPOL & OD Lite PL	\$156.45	K	31%	\$107.95	\$0.00		\$0.00					VARONIS
5 5	OSL-51-100TL OSL-6001-8000PL	SEL DatAdvantage - SPOL & OD Lite TL SEL DatAdvantage - SPOL & OD Lite PL	\$62.55 \$43.95	K K	31% 31%	\$43.16 \$30.33	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	OSL-6001-8000TL	SEL DatAdvantage - SPOL & OD Lite TL	\$17.55	ĸ	31%	\$12.11	\$0.00		\$0.00					VARONIS
5	OSL-751-1000PL	SEL DatAdvantage - SPOL & OD Lite PL	\$69.75	K	31%	\$48.13	\$0.00							VARONIS
5 5	OSL-751-1000TL	SEL DatAdvantage - SPOL & OD Lite TL	\$27.90	K K	31% 31%	\$19.25 \$28.77	\$0.00							VARONIS
5	OSL-8001-10KPL OSL-8001-10KTL	SEL DatAdvantage - SPOL & OD Lite PL SEL DatAdvantage - SPOL & OD Lite TL	\$41.70 \$16.65	K	31%	\$20.77 \$11.49	\$0.00 \$0.00							VARONIS VARONIS
5	PE-PL	SEL Production Environment Add-on PL	\$15,000.00	K	31%	\$10,350.00	\$0.00							VARONIS
5	PE-TL	SEL Production Environment Add-on TL	\$6,000.00	K	31%	\$4,140.00	\$0.00		\$0.00					VARONIS
5 5	SOL-0-50PL SOL-0-50TL	SEL DatAdvantage - SPOL Lite PL SEL DatAdvantage - SPOL Lite TL	\$149.25 \$59.70	K K	31% 31%	\$102.98	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	SOL-1001-1500PL	SEL DatAdvantage - SPOL Lite PL	\$42.75	K	31%	\$41.19 \$29.50	\$0.00		\$0.00					VARONIS
5	SOL-1001-1500TL	SEL DatAdvantage - SPOL Lite TL	\$17.10	K	31%	\$11.80	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	SOL-100K-150KPL	SEL DatAdvantage - SPOL Lite PL	\$22.50	K	31%	\$15.53	\$0.00		\$0.00					VARONIS
5 5	SOL-100K-150KTL SOL-101-250PL	SEL DatAdvantage - SPOL Lite TL SEL DatAdvantage - SPOL 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	SOL-101-250TL	SEL DatAdvantage - SPOL Lite TL	\$32.70	ĸ	31%	\$22.56	\$0.00							VARONIS
5	SOL-10K-20KPL	SEL DatAdvantage - SPOL Lite PL	\$26.25	K	31%	\$18.11	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	SOL-10K-20KTL	SEL DatAdvantage - SPOL Lite TL	\$10.50	K	31%	\$7.25			\$0.00					VARONIS
5 5	SOL-1501-2000PL SOL-1501-2000TL	SEL DatAdvantage - SPOL Lite PL SEL DatAdvantage - SPOL 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	SOL-150K-PL	SEL DatAdvantage - SPOL Lite PL	\$22.20	ĸ	31%	\$15.32	\$0.00		\$0.00					VARONIS
5	SOL-150K-TL	SEL DatAdvantage - SPOL Lite TL	\$8.85	K	31%	\$6.11	\$0.00		\$0.00					VARONIS
5	SOL-2001-2500PL	SEL DatAdvantage - SPOL Lite PL	\$36.00	K	31%	\$24.84	\$0.00		\$0.00					VARONIS
5 5	SOL-2001-2500TL SOL-20K-35KPL	SEL DatAdvantage - SPOL Lite TL SEL DatAdvantage - SPOL 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	SOL-20K-35KTL	SEL DatAdvantage - SPOL Lite TL	\$9.90	ĸ	31%	\$6.83	\$0.00		\$0.00					VARONIS
5	SOL-2501-4000PL	SEL DatAdvantage - SPOL Lite PL	\$33.75	K	31%	\$23.29	\$0.00		\$0.00					VARONIS
5	SOL-2501-4000TL SOL-251-500PL	SEL DatAdvantage - SPOL Lite TL SEL DatAdvantage - SPOL Lite PL	\$13.50	K K	31% 31%	\$9.32 \$42.95	\$0.00 \$0.00							VARONIS
5 5	SOL-251-500FL SOL-251-500TL	SEL DatAdvantage - SPOL Lite TL	\$62.25 \$24.90	K	31%	\$17.18	\$0.00							VARONIS VARONIS
5	SOL-35K-50KPL	SEL DatAdvantage - SPOL Lite PL	\$24.00	ĸ	31%	\$16.56	\$0.00							VARONIS
5	SOL-35K-50KTL	SEL DatAdvantage - SPOL Lite TL	\$9.60	K	31%	\$6.62	\$0.00		\$0.00					VARONIS
5 5	SOL-4001-6000PL SOL-4001-6000TL	SEL DatAdvantage - SPOL Lite PL SEL DatAdvantage - SPOL Lite TL	\$31.50 \$12.60	K K	31% 31%	\$21.74 \$8.69	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	SOL-501-750PL	SEL DatAdvantage - SPOL Lite PL	\$50.25	K	31%	\$34.67	\$0.00							VARONIS
5	SOL-501-750TL	SEL DatAdvantage - SPOL Lite TL	\$20.10	K	31%	\$13.87	\$0.00		\$0.00					VARONIS
5	SOL-50K-100KPL	SEL DatAdvantage - SPOL Lite PL	\$23.25	K	31%	\$16.04	\$0.00							VARONIS
5 5	SOL-50K-100KTL SOL-51-100PL	SEL DatAdvantage - SPOL Lite TL SEL DatAdvantage - SPOL 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	SOL-51-100TL	SEL DatAdvantage - SPOL Lite TL	\$41.70	K	31%	\$28.77	\$0.00		\$0.00					VARONIS
5	SOL-6001-8000PL	SEL DatAdvantage - SPOL Lite PL	\$29.25	K	31%	\$20.18	\$0.00		\$0.00					VARONIS
5	SOL-6001-8000TL	SEL DatAdvantage - SPOL Lite TL	\$11.70	K	31%	\$8.07	\$0.00							VARONIS
5 5	SOL-751-1000PL SOL-751-1000TL	SEL DatAdvantage - SPOL Lite PL SEL DatAdvantage - SPOL Lite TL	\$46.50 \$18.60	K K	31% 31%	\$32.09 \$12.83	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	SOL-8001-10KPL	SEL DatAdvantage - SPOL Lite PL	\$27.75	ĸ	31%	\$19.15	\$0.00		\$0.00					VARONIS
5	SOL-8001-10KTL	SEL DatAdvantage - SPOL Lite TL	\$11.10	K	31%	\$7.66	\$0.00		\$0.00					VARONIS
5 5	TE-PL TE-TL	SEL Test Environment Add-on PL	\$15,000.00 \$6,000.00	K K	31% 31%	\$10,350.00	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	VARONIS-30DAY	SEL Test Environment Add-on TL SEL VRNS 30DAY FREETRIAL	\$0,000.00	K	31%	\$4,140.00 \$0.00	\$0.00		\$0.00					VARONIS
5	100-100198	SEL SW VWisdom Server Ent Lic	\$40,000.00	K	31%	\$27,600.00	\$0.00		\$0.00					VIRTUAL INSTRUMENTS
5	100-100199	SEL SW VWisdom Server Dept Lic	\$21,538.00	K	31%	\$14,861.22	\$0.00		\$0.00					VIRTUAL INSTRUMENTS
5 5	100-100206-AM 100-100207-AM	SEL AS ProbeSW-024 Lic Mnth SEL AS ProbeSW-032 Lic Mnth	\$21.54 \$29.23	K K	31% 31%	\$14.86 \$20.17	\$0.00 \$0.00		\$0.00 \$0.00					VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-100207-AM	SEL AS ProbeSW-192 Lic Mnth	\$176.92	K	31%	\$122.07	\$0.00							VIRTUAL INSTRUMENTS
5	100-100209-AM	SEL AS ProbeSW-256 Lic Mnth	\$236.92	K	31%	\$163.47	\$0.00							VIRTUAL INSTRUMENTS
5 5	100-100210-AM	SEL AS ProbeSW-336 Lic Moth	\$310.77 \$353.85	K	31%	\$214.43 \$244.16	\$0.00							VIRTUAL INSTRUMENTS
5	100-100211-AM 100-100212-AM	SEL AS ProbeSW-384 Lic Mnth SEL AS ProbeSW-528 Lic Mnth	\$353.85 \$487.69	K K	31% 31%	\$244.16 \$336.51	\$0.00 \$0.00		\$0.00 \$0.00					VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-100213	SEL SW ProbeVM-001 vSphere Lic	\$1,523.00	ĸ	31%	\$1,050.87	\$0.00							VIRTUAL INSTRUMENTS
5	100-100213-AM	SEL AS ProbeVM-001 Lic Mnth	\$12.31	K	31%	\$8.49	\$0.00						\$0.00	VIRTUAL INSTRUMENTS
5 5	100-100213-SM	SEL SS ESX-001 Host MSub	\$96.92 \$123.08	K	31% 31%	\$66.87 \$84.93	\$0.00 \$0.00		\$0.00 \$0.00					VIRTUAL INSTRUMENTS
5	100-100214-AM 100-100215-AM	SEL AS ProbeVM-010 Lic Mnth SEL AS ProbeVM-050 Lic Mnth	\$615.38	K	31%	\$424.61	\$0.00		\$0.00					VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-100216	SEL SW ProbeVM-100 vSphere Lic	\$152,308.00	ĸ	31%	\$105,092.52								VIRTUAL INSTRUMENTS
5	100-100216-AM	SEL AS ProbeVM-100 Lic Mnth	\$1,230.77		31%	\$849.23								VIRTUAL INSTRUMENTS
5 5	100-100216-SM 100-100217-AM	SEL SS ESX-100 Host MSub SEL AS ProbeVM-500 Lic Mnth	\$9,643.08 \$6,153.85	K K	31% 31%	\$6,653.73 \$4,246.16	\$0.00 \$0.00							VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-100217-AW	SEL HW PCbl OM3 2F LC-LC 2M	\$62.00	K	31%	\$4,246.16 \$42.78	\$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	100-100280	SEL HW PCbl OM3 2F LC-LC 5M	\$77.00	K	31%	\$53.13	\$0.00		\$0.00					VIRTUAL INSTRUMENTS
5 5	100-100288 100-100290	SEL HW TCV-008LFLFLF-57-RP Cass SEL HW TCV-012LRLFLF-57-RP Cass	\$1,692.00 \$2,538.00	K K	31% 31%	\$1,167.48 \$1,751.22	\$0.00 \$0.00		\$0.00 \$0.00					VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-100290	SEL HW TCV-012LRLFLF-57-RF Cass SEL HW TCV-012MRLFLF-57-OB Cass	\$2,538.00	K	31%	\$1,751.22 \$1,751.22	\$0.00		\$0.00					VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-100293	SEL HW TCV-024MRLFMR-57-OB Cass	\$5,077.00	K	31%	\$3,503.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-100300	SEL HW TPS-01OF TCV TAP Shelf 1U	\$285.00	K	31%	\$196.65	\$0.00		\$0.00					VIRTUAL INSTRUMENTS
5 5	100-100301 100-100346	SEL HW TPS-01OS TCV TAP Shelf 1U SEL HW ProbeFC8 8G MM	\$192.00 \$36,923.00	K K	31% 31%	\$132.48 \$25,476.87	\$0.00 \$0.00		\$0.00 \$0.00					VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-100602	SEL SW FC8-0802 2 Link Lic	\$21,538.00	ĸ	31%	\$14,861.22	\$0.00							VIRTUAL INSTRUMENTS

					NVP	LEVEL 1		N	VP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			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	100-100602-AM	SEL AS ProbeFC8-0802 Lic Mnth	\$169.23	K	31%	\$116.77	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5 5	100-100603 100-100603-AM	SEL SW FC8-0808 8 Link Lic SEL AS ProbeFC8-0808 Lic Mnth	\$86,154.00 \$669.23	K K	31% 31%	\$59,446.26 \$461.77	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-100603-AM	SEL AS Probes Co-cood Lic Militi	\$3.08	ĸ	31%	\$2.13	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	100-100618-AM	SEL AS ProbeSWAG-192 Lic Mnth	\$29.23	K	31%	\$20.17	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-100619-AM	SEL AS ProbeSWAG-528 Lic Mnth	\$81.54	K	31%	\$56.26	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5 5	100-100837 100-101019	SEL HW ProbeFC8/-HD FRU Pwr Sup SEL HW Mob Rack Cab Probe	\$846.00 \$17,308.00	K K	31% 31%	\$583.74 \$11,942.52	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-101013	SEL HW Pwr Cord C19-515 15A 15FT	\$62.00	ĸ	31%	\$42.78	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	100-101049	SEL HW Pwr Cord C19-520 20A 15FT	\$92.00	K	31%	\$63.48	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	100-101050	SEL HW Pwr Cord C19-620 20A 15FT	\$85.00	K	31%	\$58.65	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5 5	100-101051 100-101052	SEL HW Pwr Cord C19-615 15A 15FT SEL HW Pwr Cord C13-515 18IN x2	\$85.00 \$11.00	K K	31% 31%	\$58.65 \$7.59	\$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 6FT x2	\$17.00	ĸ	31%	\$11.73	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	100-101054	SEL HW Pwr Cord C13-C14 6FT x2	\$23.00	K	31%	\$15.87	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5 5	100-101055	SEL HW Pwr Cord C13-C14 18IN x2	\$14.00	K K	31% 31%	\$9.66 \$13.80	\$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	31%	\$13.60	\$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	ĸ	31%	\$11.73	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	100-101085	SEL HW PCbl OM3 12F MPOf-LC 2M	\$462.00	K	31%	\$318.78	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	100-101216	SEL HW PCbl OM3 2F LC-LC 10M	\$100.00	K	31%	\$69.00	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5 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 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 VIRTUAL INSTRUMENTS
5	100-101231	SEL HW Fiblins CIT Kit MPO Addon	\$4,462.00	ĸ	31%	\$3,078.78	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	100-101309	SEL HW Fiblns CIT Kit Refill	\$2,231.00	K	31%	\$1,539.39	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	100-101310	SEL HW Fiblns CIT MPO Refill	\$538.00	K	31%	\$371.22	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5 5	100-101311 100-101312	SEL HW TCbi OM3 1F LCLC 2M x2 SEL HW TCbi OM3 12F MPOfLC 2M x2	\$208.00 \$885.00	K K	31% 31%	\$143.52 \$610.65	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-101312	SEL HW TCbi OM3 12F MFOILC 2M X2	\$208.00	K	31%	\$143.52	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	100-101314	SEL HW TCbl OM3 1F LCMU 2M x2	\$231.00	ĸ	31%	\$159.39	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	100-101315	SEL HW TCbl OM3 12F MPOmLC 2M x2	\$885.00	K	31%	\$610.65	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5 5	100-101318	SEL HW Ship Rack Cab 2 Probe	\$9,231.00	K K	31% 31%	\$6,369.39	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS
5	100-101319 100-101322	SEL HW Ship Rack Cab 1 Probe SEL HW ProbeFC8/-HD FRU Fan	\$7,308.00 \$577.00	K	31%	\$5,042.52 \$398.13	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-101324	SEL HW Rack Shelf 1U 20	\$485.00	ĸ	31%	\$334.65	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	100-101325	SEL HW Rack Shelf 1U 24	\$577.00	K	31%	\$398.13	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	100-101343	SEL SW FC8HD-0816 16 Link Lic	\$120,000.00	K	31%	\$82,800.00	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5 5	100-101343-AM 100-101348	SEL AS ProbeFC8-0816 Lic Mnth SEL HW Pwr Cord C19-C14 15A 15FT	\$923.08 \$108.00	K K	31% 31%	\$636.93 \$74.52	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-101566	SEL HW SFP 8GFC 850NM MM HS x16	\$7,308.00	ĸ	31%	\$5,042.52	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	100-101570	SEL HW Fiblns Cass Refill	\$615.00	K	31%	\$424.35	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5 5	100-101571	SEL HW Fiblns MPO Cass Refill	\$692.00	K	31%	\$477.48	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	100-101753 100-101804	SEL SW VWisdom Srvr Ent DR Lic SEL HW ProbeFC8-HD48 8G MM	\$20,000.00 \$147,692.00	K K	31% 31%	\$13,800.00 \$101,907.48	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-101854	SEL HW Fiblns CIT Adv Kit	\$22,308.00	ĸ	31%	\$15,392.52	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	100-101855	SEL HW Pwr Cord C13-C20 6FT x2	\$31.00	K	31%	\$21.39	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	100-101925	SEL HW TCV-012MRLFLF-57-EB Cass	\$2,538.00	K	31%	\$1,751.22	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5 5	100-102044 100-102045	SEL HW ProbeFC8-HD48 FRU Fan SEL HW ProbeFC8-HD48 FRU Pwr Sup	\$1,115.00 \$923.00	K K	31% 31%	\$769.35 \$636.87	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102046	SEL SW FC8HD48-0848 48 Link Lic	\$243,077.00	ĸ	31%	\$167,723.13	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	100-102046-AM	SEL AS ProbeFC8-0848 Lic Mnth	\$1,923.08	K	31%	\$1,326.93	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	100-102064	SEL HW TCV-024MRLFMR-57-EB Cass	\$5,077.00	K	31%	\$3,503.13	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5 5	100-102065 100-102065-AM	SEL SW FC8HD48-0824 24 Link Lic SEL AS ProbeFC8-0824 Lic Mnth	\$156,923.00 \$1,223.08	K K	31% 31%	\$108,276.87 \$843.93	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102069	SEL HW VWisdom Pltfrm Appl 4210	\$60,000.00	ĸ	31%	\$41,400.00	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	100-102070	SEL SW VWisdom Mgmt Ent Ed	\$67,692.00	K	31%	\$46,707.48	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5 5	100-102070-SM 100-102071	SEL SW VWisdom Mamt Virt Ed	\$3,547.69	K K	31% 31%	\$2,447.91 \$25,476.87	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS
5	100-102071 100-102071-SM	SEL SW VWisdom Mgmt Virt Ed SEL SS VW Mgmt Virt MSub	\$36,923.00 \$1,935.38	K	31%	\$25,476.87 \$1,335.41	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102072	SEL SW VWisdom Mgmt Ent DR Ed	\$33,846.00	ĸ	31%	\$23,353.74	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	100-102073	SEL HW PA 4210 FRU Pwr Sup	\$538.00	K	31%	\$371.22	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5 5	100-102074 100-102075	SEL HW PA 4210 FRU Data Dry 1TB	\$346.00 \$385.00	K K	31% 31%	\$238.74 \$265.65	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS
5	100-102075	SEL HW PA 4210 FRU Sys Drv 80GB SEL HW PA 4210 Shllw Mnt Kit	\$115.00	K	31%	\$79.35	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102077	SEL HW PA 4210 FRU Bezel/Keys	\$69.00	K	31%	\$47.61	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	100-102091	SEL HW ProbeFC8-HD Chass	\$40,000.00	K	31%	\$27,600.00	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5 5	100-102092 100-102094	SEL HW ProbeFC8-HD48 Chass SEL HW ProbeFC8-HD48 Recess Mnt	\$110,769.00 \$308.00	K K	31% 31%	\$76,430.61 \$212.52	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102094	SEL SW ProbeSW-010 Port Lic	\$1,138.00	K	31%	\$212.52 \$785.22	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	100-102267-AM	SEL AS ProbeSW-010 Lic Mnth	\$9.23	ĸ	31%	\$6.37	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	100-102267-SM	SEL SS FCSW-010 Port MSub	\$75.38	K	31%	\$52.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-102268 100-102268-AM	SEL SW ProbeSW-100 Port Lic SEL AS ProbeSW-100 Lic Mnth	\$11,385.00 \$02.31	K K	31% 31%	\$7,855.65	\$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102268-AM 100-102268-SM	SEL SS FCSW-100 Port MSub	\$92.31 \$723.08	K K	31%	\$63.69 \$498.93	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	100-102269	SEL SW ProbeSWAG-010 Port Lic	\$569.00	ĸ	31%	\$392.61	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	100-102269-AM	SEL AS ProbeSWAG-010 Lic Mnth	\$1.54	K	31%	\$1.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102270 100-102270 AM	SEL SW ProbeSWAG-100 Port Lic	\$5,692.00 \$15.38	K	31%	\$3,927.48	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5 5	100-102270-AM 100-102271	SEL AS ProbeSWAG-100 Lic Mnth SEL SW ProbeNTAP-001 Node Lic	\$15.38 \$1,769.00	K K	31% 31%	\$10.61 \$1,220.61	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102271-AM	SEL AS ProbeNTAP-001 Lic Mnth	\$13.85	ĸ	31%	\$9.56	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS

					NVP L	EVEL 1		N	VP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
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	100-102271-SM	SEL SS NTAP-001 Node MSub	\$113.85	K	31%	\$78.56	\$0.00		\$0.00					VIRTUAL INSTRUMENTS
5 5	100-102272 100-102272-AM	SEL SW ProbeNTAP-100 Node Lic SEL AS ProbeNTAP-100 Lic Mnth	\$176,923.00 \$1,384.62	K K	31% 31%	\$122,076.87 \$955.39	\$0.00 \$0.00		\$0.00 \$0.00					VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102272-SM	SEL SS NTAP-100 Node MSub	\$11,140.00	ĸ	31%	\$7,686.60	\$0.00		\$0.00					VIRTUAL INSTRUMENTS
5	100-102301	SEL HW PA 4210 Std Mnt Kit	\$115.00	K	31%	\$79.35	\$0.00		\$0.00					VIRTUAL INSTRUMENTS
5	100-102341	SEL HW TCV Blank Plate Kit x3	\$38.00	K	31%	\$26.22	\$0.00		\$0.00					VIRTUAL INSTRUMENTS
5 5	100-102375 100-102455	SEL HW ProbeFC-16G-24 Chass SEL HW ProbeFC8/All Shllw Mnt Kit	\$76,923.00 \$115.00	K K	31% 31%	\$53,076.87 \$79.35	\$0.00 \$0.00		\$0.00 \$0.00					VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102456	SEL HW ProbeFC8/All Std Mnt Kit	\$115.00	K	31%	\$79.35	\$0.00		\$0.00					VIRTUAL INSTRUMENTS
5	100-102457	SEL HW ProbeFC8/All Rk Adpt 1U35	\$115.00	K	31%	\$79.35	\$0.00		\$0.00					VIRTUAL INSTRUMENTS
5 5	100-102458	SEL HW PA-4210 Rk Adpt 2U35	\$115.00	K K	31% 31%	\$79.35	\$0.00 \$0.00		\$0.00 \$0.00					VIRTUAL INSTRUMENTS
5	100-102490 100-102491	SEL HW TCV-008LFLFLF-58-RP Cass SEL HW TCV-012LRLFLF-58-RP Cass	\$1,846.00 \$2,769.00	K	31%	\$1,273.74 \$1,910.61	\$0.00		\$0.00					VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102500	SEL HW TCV-012LRLFLF-97-RP Cass	\$2,169.00	K	31%	\$1,496.61	\$0.00		\$0.00					VIRTUAL INSTRUMENTS
5	100-102579	SEL HW SFP 4-Link Kit 8G MM HS	\$3,077.00	K	31%	\$2,123.13	\$0.00		\$0.00					VIRTUAL INSTRUMENTS
5 5	100-102580 100-102581	SEL HW SFP 4-Link Kit 8G SM SR SEL SW Link Lic 8G 4-Link Kit	\$4,308.00 \$24,615.00	K K	31% 31%	\$2,972.52 \$16,984.35	\$0.00 \$0.00		\$0.00 \$0.00					VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102581-AM	SEL AS LnkLic 8G 4Lnk Kit Mnth	\$184.62	K	31%	\$127.39	\$0.00		\$0.00					VIRTUAL INSTRUMENTS
5	100-102581-SM	SEL SS ProbeFC 8G 4Lnk MSub	\$1,538.46	K	31%	\$1,061.54	\$0.00		\$0.00					VIRTUAL INSTRUMENTS
5	100-102582	SEL SW Link Lic 8G Full FC8-HD48	\$203,077.00	K	31%	\$140,123.13	\$0.00		\$0.00					VIRTUAL INSTRUMENTS
5 5	100-102582-AM 100-102582-SM	SEL AS LnkLic 8G FC8-HD48 Mnth SEL SS ProbeFC 8G48Lnk MSub	\$1,923.08 \$13,236.92	K K	31% 31%	\$1,326.93 \$9,133.47	\$0.00 \$0.00		\$0.00 \$0.00					VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102583	SEL SW Link Lic 8G Full FC16G24	\$100,000.00	K	31%	\$69,000.00	\$0.00		\$0.00					VIRTUAL INSTRUMENTS
5	100-102583-AM	SEL AS LnkLic 8G FC16G24 Mnth	\$1,107.69	K	31%	\$764.31	\$0.00		\$0.00					VIRTUAL INSTRUMENTS
5	100-102583-SM	SEL SS ProbeFC 8G24Lnk MSub	\$6,735.38	K	31%	\$4,647.41	\$0.00		\$0.00					VIRTUAL INSTRUMENTS
5 5	100-102584 100-102584-AM	SEL SW Link Lic 8G Full FC8-HD SEL AS LnkLic 8G FC8-HD Mnth	\$86,154.00 \$738.46	K K	31% 31%	\$59,446.26 \$509.54	\$0.00 \$0.00		\$0.00 \$0.00					VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102504-AW	SEL SW Link Lic 16G 4-Link Kit	\$36,923.00	K	31%	\$25,476.87	\$0.00		\$0.00					VIRTUAL INSTRUMENTS
5	100-102595-AM	SEL AS LnkLic 16G 4Lnk Kit Mnth	\$246.15	K	31%	\$169.84	\$0.00	\$0.00	\$0.00					VIRTUAL INSTRUMENTS
5	100-102595-SM	SEL SS ProbeFC 16G 4Lnk MSub	\$2,267.69	K	31%	\$1,564.71	\$0.00		\$0.00					VIRTUAL INSTRUMENTS
5 5	100-102596 100-102596-AM	SEL SW Link Lic 16G FullFC16G24 SEL AS LnkLic 16G FC16G24 Mnth	\$138,462.00 \$1,476.92	K K	31% 31%	\$95,538.78 \$1,019.07	\$0.00 \$0.00		\$0.00 \$0.00					VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102596-SM	SEL SS ProbeFC 16G24Lnk MSub	\$9,249.23	ĸ	31%	\$6,381.97	\$0.00		\$0.00					VIRTUAL INSTRUMENTS
5	100-102614	SEL HW SFP 4-Link Kit 16G MM UHS	\$6,154.00	K	31%	\$4,246.26	\$0.00		\$0.00					VIRTUAL INSTRUMENTS
5 5	100-102615	SEL HW SFP 4-Link Kit 16G SM SR SEL HW SFP 16GFC 1310NM SM LR	\$7,385.00	K K	31% 31%	\$5,095.65	\$0.00 \$0.00		\$0.00 \$0.00					VIRTUAL INSTRUMENTS
5	100-102618 100-102619	SEL HW TCV-012MRLFLF-58-EB	\$922.00 \$2,846.15	K	31%	\$636.18 \$1,963.84	\$0.00		\$0.00					VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102620	SEL HW TCV-012MRLFLF-58-OB	\$2,846.15	ĸ	31%	\$1,963.84	\$0.00		\$0.00					VIRTUAL INSTRUMENTS
5	100-102624	SEL Opt patch cable 50m OM4 MM LC-LC 2M	\$88.00	K	31%	\$60.72	\$0.00		\$0.00					VIRTUAL INSTRUMENTS
5	100-102625	SEL Opt patch cable 50um OM4 MM LC-LC 3M	\$92.00	K	31% 31%	\$63.48	\$0.00		\$0.00					VIRTUAL INSTRUMENTS 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 K	31%	\$70.38 \$89.01	\$0.00 \$0.00		\$0.00 \$0.00					VIRTUAL INSTRUMENTS
5	100-102645	SEL SW ProbeVM-001 HyperV Lic	\$754.00	K	31%	\$520.26	\$0.00		\$0.00					VIRTUAL INSTRUMENTS
5	100-102645-AM	SEL AS ProbeVM-001 Hyper-V Mnth	\$6.15	K	31%	\$4.24	\$0.00		\$0.00					VIRTUAL INSTRUMENTS
5 5	100-102645-SM 100-102646	SEL SS HyperV-001 Host MSub SEL SW ProbeVM-100 HyperV Lic	\$47.69 \$75,385.00	K K	31% 31%	\$32.91 \$52,015.65	\$0.00 \$0.00		\$0.00 \$0.00					VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102646 100-102646-AM	SEL AS ProbeVM-100 Hyper-V Mnth	\$615.38	K	31%	\$424.61	\$0.00		\$0.00					VIRTUAL INSTRUMENTS
5	100-102646-SM	SEL SS HyperV-100 Host MSub	\$4,781.54	K	31%	\$3,299.26	\$0.00		\$0.00					VIRTUAL INSTRUMENTS
5	100-102647	SEL SW ProbeVM-001 PowerVM Lic	\$762.00	K	31%	\$525.78	\$0.00		\$0.00					VIRTUAL INSTRUMENTS
5 5	100-102647-AM 100-102647-SM	SEL AS ProbeVM-001 PowerVM Mnth SEL SS PowerVM-001 Core MSub	\$6.15 \$47.69	K K	31% 31%	\$4.24 \$32.91	\$0.00 \$0.00		\$0.00 \$0.00					VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102648	SEL SW ProbeVM-100 PowerVM Lic	\$76,154.00	K	31%	\$52,546.26	\$0.00		\$0.00					VIRTUAL INSTRUMENTS
5	100-102648-AM	SEL AS ProbeVM-100 PowerVM Mnth	\$615.38	K	31%	\$424.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102648-SM	SEL SS PowerVM-100 Core MSub	\$4,823.08	K	31%	\$3,327.93	\$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					VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102700	SEL CABLE OM4 MM MTP MALE - LC B	\$392.00	ĸ	31%	\$270.48	\$0.00		\$0.00					VIRTUAL INSTRUMENTS
5	100-102701	SEL CABLE OM4 MM MTP FEMALE2M12F	\$374.00	K	31%	\$258.06	\$0.00		\$0.00				\$0.00	VIRTUAL INSTRUMENTS
5	100-102702	SEL CABLE OS2 SM MTP MALE 2M12F	\$263.00	K	31%	\$181.47	\$0.00		\$0.00					VIRTUAL INSTRUMENTS
5 5	100-102703 100-102739	SEL CABLE OS2 SM MTP FEMALE2M12F SEL HW PCbl OM4 12F MTPmLC 3M	\$245.00 \$471.00	K K	31% 31%	\$169.05 \$324.99	\$0.00 \$0.00		\$0.00 \$0.00					VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102740	SEL HW PCbl OM4 12F MTPfLC 3M	\$449.00	K	31%	\$309.81	\$0.00		\$0.00					VIRTUAL INSTRUMENTS
5	100-102741	SEL HW PCbl OM4 12F MTPmLC 5M	\$523.00	K	31%	\$360.87	\$0.00		\$0.00					VIRTUAL INSTRUMENTS
5 5	100-102742 100-102743	SEL HW PCbl OM4 12F MTPfLC 5M SEL HW PCbl OM4 12F MTPmLC 10M	\$497.00 \$649.00	K K	31% 31%	\$342.93 \$447.81	\$0.00 \$0.00		\$0.00 \$0.00					VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102743	SEL HW PCbl OM4 12F MTPflC 10M	\$623.00	K	31%	\$429.87	\$0.00		\$0.00					VIRTUAL INSTRUMENTS
5	100-102745	SEL HW PCbl OS2 SM 12F MTPmLC 3M	\$309.00	K	31%	\$213.21	\$0.00	\$0.00	\$0.00				\$0.00	VIRTUAL INSTRUMENTS
5	100-102746	SEL HW PCbl OS2 SM 12F MTPfLC 3M	\$283.00	K	31%	\$195.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-102747 100-102748	SEL HW PCbl OS2 SM 12F MTPmLC 5M SEL HW PCbl OS2 SM 12F MTPfLC 5M	\$318.00	K K	31% 31%	\$219.42 \$205.62	\$0.00 \$0.00		\$0.00 \$0.00					VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102748	SEL HW PCbl OS2 SM 12F MTPTLC 5M SEL HW PCbl OS2 SM 12F MTPmLC10M	\$298.00 \$351.00	K K	31%	\$205.62 \$242.19	\$0.00		\$0.00 \$0.00					VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102750	SEL HW PCbl OS2 SM 12F MTPfLC10M	\$329.00	K	31%	\$227.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102751	SEL HW TCV-008LFLFLF-97-RP Cass	\$2,358.00	K	31%	\$1,627.02	\$0.00		\$0.00					VIRTUAL INSTRUMENTS
5 5	100-102752 100-102753	SEL HW TCV-012MRLFLF-97-OB Cass SEL HW TCV-012MRLFLF-97-EB Cass	\$3,448.00 \$3,448.00	K K	31% 31%	\$2,379.12 \$2,379.12	\$0.00 \$0.00		\$0.00 \$0.00					VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102753	SEL HW TCV-012MRLFLF-97-EB Cass SEL HW TCV-024MRLFMR-97-OB Cass	\$6,894.00	K	31%	\$2,379.12 \$4,756.86	\$0.00		\$0.00					VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102755	SEL HW TCV-024MRLFMR-97-EB Cass	\$6,894.00	K	31%	\$4,756.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102791	SEL SW Link Lic NAS 10G 1Active	\$6,923.00	K	31%	\$4,776.87	\$0.00		\$0.00					VIRTUAL INSTRUMENTS
5 5	100-102791-AM 100-102791-SM	SEL AS LnkLic 10G 1Lnk Actv Mnth SEL SS ProbeNAS 10G 1Actv MSub	\$61.54 \$449.23	K K	31% 31%	\$42.46 \$309.97	\$0.00 \$0.00		\$0.00 \$0.00					VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102/31-010	OLL GO I TODENAO TOO TAGU WOUD	ψ++9.23	IX.	3170	φ509.91	φυ.υι	, 90.00	φ0.00	φυ.υυ	φυ.υυ	\$0.00	φ0.00	VIIVI OAL INGTROWILING

					NVP L	EVEL 1		N	VP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
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	100-102792	SEL SW Link Lic NAS 10G 1Passive	\$1,846.00	K	31%	\$1,273.74	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5 5	100-102792-AM 100-102792-SM	SEL AS LnkLic 10G 1Lnk Pasv Mnth SEL SS ProbeNAS 10G 1Pasv MSub	\$7.69 \$107.69	K K	31% 31%	\$5.31 \$74.31	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102793	SEL SW Link Lic 10G FullNAS10G16	\$93,846.00	ĸ	31%	\$64,753.74	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	100-102793-AM	SEL AS LnkLic 10G NAS10G16 Mnth	\$769.23	K	31%	\$530.77	\$0.00		\$0.00	\$0.00	\$0.00		\$0.00	VIRTUAL INSTRUMENTS
5	100-102793-SM	SEL SS ProbeNAS 10G16Lnk MSub	\$5,956.92	K	31%	\$4,110.27	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5 5	100-102794 100-102794-AM	SEL SW Target Lic 10G 4-Tgt Kit SEL AS TgtLic 10G 4Tgt Kit Mnth	\$9,231.00 \$76.92	K K	31% 31%	\$6,369.39 \$53.07	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102795	SEL SW Link Lic 10G 4-Link Kit	\$36,923.00	K	31%	\$25,476.87	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	100-102795-AM	SEL AS LnkLic 10G 4Lnk Kit Mnth	\$307.69	K	31%	\$212.31	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5 5	100-102796 100-102796-AM	SEL SW LinkLic 10G FullFCoE10G24	\$152,308.00	K K	31% 31%	\$105,092.52	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102790-AM	SEL AS LnkLic 10G FCoE10G24 Mnth SEL SW Link Lic 8G Full FC16G12	\$1,269.23 \$61,538.00	K	31%	\$875.77 \$42,461.22	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	100-102797-AM	SEL AS LnkLic 8G FC16G12 Mnth	\$500.00	K	31%	\$345.00	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	100-102798	SEL SW Link Lic 16G Full FC16G12	\$92,308.00	K	31%	\$63,692.52	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5 5	100-102798-AM 100-102799	SEL AS LnkLic 16G FC16G12 Mnth SEL HW ProbeFCoE-10G-24 Chass	\$769.23 \$76,923.00	K K	31% 31%	\$530.77 \$53,076.87	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102733	SEL HW VWisdom Pltfrm Appl 4220	\$60,000.00	K	31%	\$41,400.00	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	100-103050-AM	SEL AS VSAN-001 Lic Mnth	\$12.31	K	31%	\$8.49	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	100-103051-AM	SEL AS VSAN-100 Lic Mnth	\$1,230.77	K	31%	\$849.23	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5 5	100-103077 100-103077-AM	SEL SW ProbeSDS-001 Server Lic SEL AS ProbeSDS-001 Lic Mnth	\$2,769.00 \$24.62	K K	31% 31%	\$1,910.61 \$16.99	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-103077-AM	SEL SS SDS-001 Host MSub	\$178.46	K	31%	\$123.14	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	100-103078	SEL SW ProbeNetFlow-100 Endpoint Lic	\$3,692.00	K	31%	\$2,547.48	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	100-103078-AM	SEL AS ProbeNetFlow-100 Lic Mnt	\$36.92	K	31%	\$25.47	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	100-103078-SM	SEL SS NetFlow-100 Endpt MSub	\$244.62	K	31%	\$168.79	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5 5	200-200000 200-200003	SEL-HW LDX-E PItfmAppl LDX-E1000 SEL-HW LDX LoadGenAppl LDX-5108S	\$60,000.00 \$227,885.00	K K	31% 31%	\$41,400.00 \$157,240.65	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	200-200006	SEL-HW LDX LoadGenAppl LDX-6204	\$136,731.00	ĸ	31%	\$94,344.39	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	200-200007	SEL-HW LDX LoadGenAppl LDX-6208	\$227,885.00	K	31%	\$157,240.65	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	200-200011	SEL-HW LDX LoadGenAppl LDX-U1044	\$273,462.00	K	31%	\$188,688.78	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5 5	200-200014	SEL-HW LDXE+LoadGnAppl LDX-E1040	\$190,577.00	K K	31% 31%	\$131,498.13	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VIRTUAL INSTRUMENTS
5	200-200015 200-200025	SEL-HW LDXE+LoadGnAppl LDX-E1004 SEL-SW Virt LDX-E1000V-10TB-VW	\$190,577.00 \$29,231.00	K	31%	\$131,498.13 \$20,169.39	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	200-200069	SEL-SW LG CInt FCS FCS-FCI1-4	\$60,577.00	ĸ	31%	\$41,798.13	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	200-200070	SEL-SW LG CInt iSCSI ISC-10GC1-4	\$60,577.00	K	31%	\$41,798.13	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	200-200072	SEL-SW LG CInt SMB2 SMB-10GC2-4	\$60,577.00	K	31%	\$41,798.13	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5 5	200-200073 200-200075	SEL-SW LG CInt SMB3 SMB-10GC3-4 SEL-SW LG CInt NFSv3 NFS-10GC3-4	\$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	200-200076	SEL-SW LG CInt NFSv4NFS-10GC4-4	\$60,577.00	ĸ	31%	\$41,798.13	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	200-200077	SEL-SW LG CIntNFS41 NFS-10GC41-4	\$60,577.00	K	31%	\$41,798.13	\$0.00		\$0.00	\$0.00	\$0.00			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	\$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 Cint S3 AMZS3-10GC1-4	\$17,308.00	ĸ	31%	\$11,942.52	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	200-200084	SEL-SW LG CInt Kerb KER-10GC1-4	\$17,308.00	K	31%	\$11,942.52	\$0.00		\$0.00	\$0.00	\$0.00		\$0.00	VIRTUAL INSTRUMENTS
5	200-200089	SEL-SW LG CInt IPv6 IPv6-10GC1-4	\$138,462.00	K	31%	\$95,538.78	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5 5	200-200090 200-200091	SEL-SW LG CInt FCS FCS-FCI1-8 SEL-SW LG CInt iSCSI ISC-10GC1-8	\$100,962.00 \$100,962.00	K 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	200-200093	SEL-SW LG CInt SMB2 SMB-10GC2-8	\$100,962.00	ĸ	31%	\$69,663.78	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	200-200094	SEL-SW LG CInt SMB3 SMB-10GC3-8	\$100,962.00	K	31%	\$69,663.78	\$0.00		\$0.00	\$0.00	\$0.00		\$0.00	VIRTUAL INSTRUMENTS
5	200-200096	SEL-SW LG Clnt NFSv3 NFS-10GC3-8	\$100,962.00	K	31%	\$69,663.78	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5 5	200-200097 200-200098	SEL-SW LG CInt NFSv4 NFS-10GC4-8 SEL-SW LG CIntNFS41 NFS-10GC41-8	\$100,962.00 \$100,962.00	K 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	200-200099	SEL-SW LG CINT HTTP HCS-10GC1-8	\$100,962.00	ĸ	31%	\$69,663.78	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	200-200100	SEL-SW LG CInt HTPS HCSS-10GC1-8	\$28,846.00	K	31%	\$19,903.74	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	200-200101	SEL-SW LG Clnt Swt OSSWT-10GC1-8	\$28,846.00	K	31%	\$19,903.74	\$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 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	200-200103	SEL-SW LG CInt Reib RER-10GC1-8	\$230,769.00	K	31%	\$159,230.61	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	200-200111	SEL-SW LDX-E Mgmt 2P LDXE-APP02	\$40,385.00	K	31%	\$27,865.65	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	200-200112	SEL-SW LDX-E Mgmt 4P LDXE-APP04	\$60,577.00	K	31%	\$41,798.13	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5 5	200-200113 200-200302	SEL-SW LDX-E Mgmt 8P LDXE-APP08 SEL-HW LDX LoadGenAppl LDX-5104	\$100,962.00 \$136,731.00	K K	31% 31%	\$69,663.78 \$94,344.39	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	200-200302	SEL-HW LDX LoadGenA LDX-6204-32G	\$329,008.00	K	31%	\$227,015.52	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	200-200398	SEL-SW LG CInt FCS FCS-FCI2-4	\$151,442.00	ĸ	31%	\$104,494.98	\$0.00		\$0.00					VIRTUAL INSTRUMENTS
5	200-200419	SEL-HW LDX LoadGenAppl LDX-7104	\$329,008.00	K	31%	\$227,015.52	\$0.00		\$0.00					VIRTUAL INSTRUMENTS
5	200-200430	SEL-SW LG Clot SMR2 SMR 40CC2 4	\$145,769.00	K	31%	\$100,580.61	\$0.00		\$0.00					VIRTUAL INSTRUMENTS
5 5	200-200432 200-200433	SEL-SW LG CInt SMB2 SMB-40GC2-4 SEL-SW LG CInt SMB3 SMB-40GC3-4	\$145,769.00 \$145,769.00	K K	31% 31%	\$100,580.61 \$100,580.61	\$0.00 \$0.00		\$0.00 \$0.00					VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	200-200435	SEL-SW LG Cint NFSv3 NFS-40GC3-4	\$145,769.00	ĸ	31%	\$100,580.61	\$0.00		\$0.00					VIRTUAL INSTRUMENTS
5	200-200437	SEL-SW LG CInt NFSv4 NFS-40GC4-4	\$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	200-200438	SEL-SW LG Clnt NFS41 NFS-40GC41-	\$145,769.00	K	31%	\$100,580.61	\$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 K	31% 31%	\$100,580.61 \$28,735.74	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	200-200440	SEL-SW LG Clnt Swt OSSWT-40GC1-4	\$41,646.00	K	31%	\$28,735.74	\$0.00		\$0.00					VIRTUAL INSTRUMENTS
5	200-200442	SEL-SW LG CInt S3 AMZS3-40GC1-4	\$41,646.00	K	31%	\$28,735.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	200-200445	SEL-SW LG Clnt Kerb KER-40GC1-4	\$41,646.00	K	31%	\$28,735.74	\$0.00		\$0.00					VIRTUAL INSTRUMENTS
5 5	200-200450 200-200482	SEL-SW LG CInt IPv6 IPV6-40GC1-4 SEL HW WL Gen 7104-25G	\$333,169.00 \$166,769.23	K K	31% 31%	\$229,886.61 \$115,070.77	\$0.00 \$0.00		\$0.00 \$0.00					VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
э	200-200402	OLL 1100 WL Gell / 104-20G	φ (00,/09.23	r\	3170	φ115,U1U.//	Φ0.00	φυ.υυ	φ0.00	φυ.υσ	φυ.00	φυ.υυ	Φ 0.00	VIIVIOAL INGTRUMENTO

					NVP L	EVEL 1		N	VP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
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	200-200487	SEL SW LG CInt iSCSI ISC-25GC1-4	\$73,846.15	K	31%	\$50,953.84	\$0.00		\$0.00			\$0.00		VIRTUAL INSTRUMENTS
5 5	200-200489	SEL SW LG CInt SMB2 SMB-25GC2-4 SEL SW LG CInt SMB3 SMB-25GC3-4	\$73,846.15	K K	31% 31%	\$50,953.84	\$0.00 \$0.00		\$0.00			\$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	200-200490 200-200492	SEL SW LG CIRL SMB3 SMB-25GC3-4 SEL SW LG CIRL NFSv3 NFS-25GC3-4	\$73,846.15 \$73,846.15	K	31%	\$50,953.84 \$50,953.84	\$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS
5	200-200493	SEL SW LG Clnt NFSv4 NFS-25GC4-4	\$73,846.15	ĸ	31%	\$50,953.84	\$0.00		\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	200-200494	SEL SW LG Clnt NFS41 NFS-25GC41-4	\$73,846.15	K	31%	\$50,953.84	\$0.00		\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	200-200495	SEL SW LG CInt HTTP HCS-25GC1-4	\$73,846.15	K	31%	\$50,953.84	\$0.00		\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	200-200496	SEL SW LG CInt HTTPS HCSS-25GC1-4	\$21,230.77	K	31%	\$14,649.23	\$0.00		\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5 5	200-200497 200-200498	SEL SW LG CInt Swt OSSWT-25GC1-4 SEL SW LG CInt S3 AMZS3-25GC1-4	\$21,230.77 \$21,230.77	K K	31% 31%	\$14,649.23 \$14,649.23	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	200-200490	SEL SW LG Clnt Kerb KER-25GC1-4	\$21,230.77	K	31%	\$14,649.23	\$0.00		\$0.00			\$0.00		VIRTUAL INSTRUMENTS
5	200-200506	SEL SW LG Clnt IPv6 IPV6-25GC1-4	\$168,923.08	K	31%	\$116,556.93	\$0.00		\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	1433-LIC	SEL 1433-LIC VF-DD2-25VM-F	\$20,625.00	K	31%	\$14,231.25	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5	AADENC100UC	SEL AV-ADV-ENTC100-UG-C)	\$3,410.00	K	31%	\$2,352.90	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5 5	AADENC100UC-I AADENC100UC-K	SEL AV-ADV-ENTC100-UG-C) SEL AV-ADV-ENTC100-UG-C)	\$3,563.45 \$3,658.44	K K	31% 31%	\$2,458.78 \$2,524.32	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	AADENT100UC-K	SEL AV-ADV-ENTO100-0G-C) SEL AV-ADV-ENTN100-UG-C)	\$2,310.00	K	31%	\$1,593.90	\$0.00		\$0.00			\$0.00		VMWARE
5	AADENT100UC-I	SEL AV-ADV-ENTN100-UG-C)	\$2,413.95	K	31%	\$1,665.63	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5	AADENT100UC-K	SEL AV-ADV-ENTN100-UG-C)	\$2,478.55	K	31%	\$1,710.20	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5	AADENT10UC	SEL AV-ADV-ENTC10-UG-C)	\$341.00	K	31%	\$235.29	\$0.00		\$0.00			\$0.00		VMWARE
5 5	AADENT10UC-I	SEL AV-ADV-ENTC10-UG-C) SEL AV-ADV-ENTC10-UG-C)	\$356.35	K K	31% 31%	\$245.88 \$252.43	\$0.00 \$0.00		\$0.00			\$0.00		VMWARE
5	AADENT10UC-K AADETN10UC	SEL AV-ADV-ENTO10-UG-C)	\$365.84 \$231.00	K	31%	\$159.39	\$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	AADETN10UC-I	SEL AV-ADV-ENTN10-UG-C)	\$241.40	K	31%	\$166.57	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5	AADETN10UC-K	SEL AV-ADV-ENTN10-UG-C)	\$247.85	K	31%	\$171.02	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5	ASTADC10UC	SEL AV-STD-ADVC10-UG-C)	\$677.00	K	31%	\$467.13	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5	ASTADC10UC-I	SEL AV-STD-ADVC10-UG-C)	\$707.47	K	31%	\$488.15	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5 5	ASTADC10UC-K ASTADV100UC	SEL AV-STD-ADVC10-UG-C) SEL AV-STD-ADVC100-UG-C)	\$725.94 \$6,765.00	K K	31% 31%	\$500.90 \$4,667.85	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	ASTADV100UC-I	SEL AV-STD-ADVC100-UG-C)	\$7,069.43	ĸ	31%	\$4,877.91	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5	ASTADV100UC-K	SEL AV-STD-ADVC100-UG-C)	\$7,251.76	K	31%	\$5,003.71	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5	ASTADVN10UC	SEL AV-STD-ADVN10-UG-C)	\$446.00	K	31%	\$307.74	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5	ASTADVN10UC-I	SEL AV-STD-ADVN10-UG-C)	\$466.07	K	31%	\$321.59	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5 5	ASTADVN10UC-K ASTDADV100UC	SEL AV-STD-ADVN10-UG-C) SEL AV-STD-ADVN100-UG-C)	\$477.70 \$4,455.00	K K	31% 31%	\$329.61 \$3,073.95	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	ASTDADV1000C	SEL AV-STD-ADVN100-UG-C)	\$4,655.48	K	31%	\$3,212.28	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5	ASTDADV100UC-K		\$4,777.05	K	31%	\$3,296.16	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5	ASTDENC10UC	SEL AV-STD-ENTC10-UG-C)	\$1,018.00	K	31%	\$702.42	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5	ASTDENC10UC-I	SEL AV-STD-ENTC10-UG-C)	\$1,063.81	K	31%	\$734.03	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5 5	ASTDENC10UC-K ASTDNT100UC	SEL AV-STD-ENTC10-UG-C) SEL AV-STD-ENTN100-UG-C)	\$1,091.79 \$6,765.00	K K	31% 31%	\$753.34 \$4,667.85	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	ASTDNT100UC-I	SEL AV-STD-ENTN100-UG-C)	\$7,069.43	K	31%	\$4,877.91	\$0.00		\$0.00			\$0.00		VMWARE
5	ASTDNT100UC-K	SEL AV-STD-ENTN100-UG-C)	\$7,251.76	K	31%	\$5,003.71	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5	ASTENN10UC	SEL AV-STD-ENTN10-UG-C)	\$677.00	K	31%	\$467.13	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5	ASTENN10UC-I	SEL AV-STD-ENTN10-UG-C)	\$707.47	K	31%	\$488.15	\$0.00		\$0.00			\$0.00		VMWARE
5 5	ASTENN10UC-K	SEL AV STD ENTC100 HC C	\$725.94	K K	31% 31%	\$500.90	\$0.00 \$0.00		\$0.00			\$0.00		VMWARE
5	ASTENT100UC ASTENT100UC-I	SEL AV-STD-ENTC100-UG-C) SEL AV-STD-ENTC100-UG-C)	\$10,175.00 \$10,632.88	K	31%	\$7,020.75 \$7,336.69	\$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	ASTENT100UC-K	SEL AV-STD-ENTC100-UG-C)	\$10,917.87	ĸ	31%	\$7,533.33	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5	AVADVC100C	SEL AV-ADVC-100-C)	\$15,450.00	K	31%	\$10,660.50	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5	AVADVC100C-I	SEL AV-ADVC-100-C)	\$16,145.25	K	31%	\$11,140.22	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5	AVADVC100C-K	SEL AV-ADVC-100-C)	\$16,587.50	K	31%	\$11,445.38	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5 5	AVADVC10C AVADVC10C-I	SEL AV-ADVC-10-C) SEL AV-ADVC-10-C)	\$1,545.00 \$1,614.53	K K	31% 31%	\$1,066.05 \$1,114.03	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	AVADVC10C-K	SEL AV-ADVC-10-C)	\$1,658.75	K	31%	\$1,144.54	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5	AVADVN100C	SEL AV-ADVN-100-C)	\$10,250.00	K	31%	\$7,072.50	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5	AVADVN100C-I	SEL AV-ADVN-100-C)	\$10,711.25	K	31%	\$7,390.76	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5	AVADVN100C-K	SEL AV-ADVN-100-C)	\$10,994.48	K	31%	\$7,586.19	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5 5	AVADVN10C	SEL AV ADVN 10 C)	\$1,025.00 \$1,071.13	K K	31% 31%	\$707.25 \$730.08	\$0.00 \$0.00		\$0.00			\$0.00		VMWARE
5	AVADVN10C-I AVADVN10C-K	SEL AV-ADVN-10-C) SEL AV-ADVN-10-C)	\$1,071.13 \$1,099.45	K K	31%	\$739.08 \$758.62	\$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	AVENTC100C	SEL AV-ADVN-10-C)	\$18,550.00	K	31%	\$12,799.50	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5	AVENTC100C-I	SEL AV-ENTC-100-C)	\$19,384.75	K	31%	\$13,375.48	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5	AVENTC100C-K	SEL AV-ENTC-100-C)	\$19,882.01	K	31%	\$13,718.59	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5	AVENTC10C	SEL AV-ENTC-10-C)	\$1,855.00	K	31%	\$1,279.95	\$0.00	\$0.00	\$0.00			\$0.00		VMWARE
5 5	AVENTC10C-I AVENTC10C-K	SEL AV-ENTC-10-C) SEL AV-ENTC-10-C)	\$1,938.48 \$1,988.20	K	31% 31%	\$1,337.55 \$1,371.86	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	AVENTN100C	SEL AV-ENTN-100-C)	\$12,350.00	K	31%	\$8,521.50	\$0.00		\$0.00			\$0.00		VMWARE
5	AVENTN100C-I	SEL AV-ENTN-100-C)	\$12,905.75	ĸ	31%	\$8,904.97	\$0.00		\$0.00			\$0.00	\$0.00	VMWARE
5	AVENTN100C-K	SEL AV-ENTN-100-C)	\$13,216.37	K	31%	\$9,119.30	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	AVENTN10C	SEL AV-ENTN-10-C)	\$1,235.00	K	31%	\$852.15	\$0.00		\$0.00			\$0.00		VMWARE
5	AVENTN10C-I	SEL AV ENTN 10-C)	\$1,290.58	K	31%	\$890.50	\$0.00		\$0.00			\$0.00		VMWARE
5 5	AVENTN10C-K AVSTDC100C	SEL AV-ENTN-10-C) SEL AV-STDC-100-C)	\$1,321.64 \$9,300.00	ĸ	31% 31%	\$911.93 \$6,417.00	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	AVSTDC100C-I	SEL AV-STDC-100-C) SEL AV-STDC-100-C)	\$9,300.00	K	31%	\$6,705.77	\$0.00		\$0.00			\$0.00		VMWARE
5	AVSTDC100C-K	SEL AV-STDC-100-C)	\$9,998.47	ĸ	31%	\$6,898.94	\$0.00		\$0.00			\$0.00		VMWARE
5	AVSTDC10C	SEL AV-STDC-10-C)	\$930.00	K	31%	\$641.70	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	AVSTDC10C-I	SEL AV-STDC-10-C)	\$971.85	K	31%	\$670.58	\$0.00		\$0.00			\$0.00		VMWARE
5 5	AVSTDC10C-K AVSTDN100C	SEL AV-STDC-10-C) SEL AV-STDN-100-C)	\$999.85 \$6,200.00	K K	31% 31%	\$689.90 \$4,278.00	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	VASIDIM IOOC	OLL AV-01DIN-100-0)	ან,∠00.00	^	3170	\$4,∠10.UU	φυ.υφ	φυ.00	φυ.υυ	\$0.00	φυ.00	φυ.00	φυ.00	VIVIVVANE

					NVP I	EVEL 1		N	VP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
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	AVSTDN100C-I	SEL AV-STDN-100-C)	\$6,479.00	K	31%	\$4,470.51	\$0.00		\$0.00			\$0.00		VMWARE
5 5	AVSTDN100C-K AVSTDN10C	SEL AV-STDN-100-C) SEL AV-STDN-10-C)	\$6,646.49 \$620.00	K K	31% 31%	\$4,586.08 \$427.80			\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	AVSTDN10C-I	SEL AV-STDN-10-C)	\$647.90	K	31%	\$447.05			\$0.00			\$0.00		VMWARE
5	AVSTDN10C-K	SEL AV-STDN-10-C)	\$664.65	K	31%	\$458.61	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	CA6DEVKC	SEL CA6-DEVK-C)	\$20,550.00	K	31%	\$14,179.50	\$0.00		\$0.00			\$0.00		VMWARE
5	CA6DEVKC-I CA6DEVKC-K	SEL CA6-DEVK-C) SEL CA6-DEVK-C)	\$24,043.50 \$23,099.91	K K	31% 31%	\$16,590.02 \$15,938.94	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	CFCPUB10C	SEL CF-CPU-B10-C)	\$7,190.00	K	31%	\$4,961.10			\$0.00			\$0.00		VMWARE
5	CFCPUB10C-I	SEL CF-CPU-B10-C)	\$8,412.30	K	31%	\$5,804.49			\$0.00			\$0.00		VMWARE
5 5	CFCPUB10C-K CFCPUB11C	SEL CF-CPU-B10-C) SEL CF-CPU-B11-C)	\$7,853.20 \$8,530.00	K K	31% 31%	\$5,418.71 \$5,885.70	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	CFCPUB11C-I	SEL CF-CPU-B11-C)	\$9,980.10	K	31%	\$6,886.27	\$0.00		\$0.00			\$0.00		VMWARE
5	CFCPUB11C-K	SEL CF-CPU-B11-C)	\$9,538.77	K	31%	\$6,581.75			\$0.00			\$0.00		VMWARE
5	CFCPUB12C	SEL CF-CPU-B12-C)	\$10,685.00	K	31%	\$7,372.65			\$0.00			\$0.00		VMWARE
5	CFCPUB12C-I CFCPUB12C-K	SEL CF-CPU-B12-C) SEL CF-CPU-B12-C)	\$12,501.45 \$11,760.65	K K	31% 31%	\$8,626.00 \$8,114.85			\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	CFCPUB13C	SEL CF-CPU-B13-C)	\$12,025.00	ĸ	31%	\$8,297.25			\$0.00			\$0.00		VMWARE
5	CFCPUB13C-I	SEL CF-CPU-B13-C)	\$14,069.25	K	31%	\$9,707.78			\$0.00			\$0.00		VMWARE
5 5	CFCPUB13C-K CFCPUB14C	SEL CF-CPU-B13-C) SEL CF-CPU-B14-C)	\$13,446.22 \$15,180.00	K K	31% 31%	\$9,277.89 \$10,474.20	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	CFCPUB14C-I	SEL CF-CPU-B14-C) SEL CF-CPU-B14-C)	\$15,160.00	K	31%	\$10,474.20 \$12,254.81	\$0.00		\$0.00			\$0.00		VMWARE
5	CFCPUB14C-K	SEL CF-CPU-B14-C)	\$16,817.35	K	31%	\$11,603.97	\$0.00		\$0.00			\$0.00		VMWARE
5	CFCPUB15C	SEL CF-CPU-B15-C)	\$16,140.00	K	31%	\$11,136.60	\$0.00		\$0.00			\$0.00		VMWARE
5 5	CFCPUB15C-I CFCPUB15C-K	SEL CF-CPU-B15-C) SEL CF-CPU-B15-C)	\$18,883.80 \$17,966.60	K K	31% 31%	\$13,029.82 \$12,396.95	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	CFCPUB16C	SEL CF-CPU-B16-C)	\$12,645.00	K	31%	\$8,725.05			\$0.00			\$0.00		VMWARE
5	CFCPUB16C-I	SEL CF-CPU-B16-C)	\$14,794.65	K	31%	\$10,208.31	\$0.00		\$0.00			\$0.00		VMWARE
5	CFCPUB16C-K	SEL CF-CPU-B16-C)	\$14,059.15	K	31%	\$9,700.81	\$0.00		\$0.00			\$0.00		VMWARE
5 5	CFCPUB17C CFCPUB17C-I	SEL CF-CPU-B17-C) SEL CF-CPU-B17-C)	\$11,685.00 \$13,671.45	K K	31% 31%	\$8,062.65 \$9,433.30	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	CFCPUB17C-K	SEL CF-CPU-B17-C)	\$12,909.90	ĸ	31%	\$8,907.83			\$0.00			\$0.00		VMWARE
5	CFCPUB18C	SEL CF-CPU-B18-C)	\$25,175.00	K	31%	\$17,370.75			\$0.00			\$0.00		VMWARE
5 5	CFCPUB18C-I CFCPUB18C-K	SEL CF-CPU-B18-C) SEL CF-CPU-B18-C)	\$29,454.75 \$28,274.48	K K	31% 31%	\$20,323.78 \$19,509.39	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	CFCPUB19C	SEL CF-CPU-B19-C)	\$28,828.85	K	31%	\$19,891.91	\$0.00		\$0.00			\$0.00		VMWARE
5	CFCPUB19C-I	SEL CF-CPU-B19-C)	\$33,729.75	K	31%	\$23,273.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CFCPUB19C-K	SEL CF-CPU-B19-C)	\$32,417.67	K	31%	\$22,368.19	\$0.00		\$0.00			\$0.00		VMWARE
5 5	CFCPUB1C CFCPUB1C-I	SEL CF-CPU-B1-C) SEL CF-CPU-B1-C)	\$13,640.00 \$15,958.80	K K	31% 31%	\$9,411.60 \$11,011.57	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	CFCPUB1C-K	SEL CF-CPU-B1-C)	\$15,131.78	ĸ	31%	\$10,440.93	\$0.00		\$0.00			\$0.00		VMWARE
5	CFCPUB20C	SEL CF-CPU-B20-C)	\$20,066.92	K	31%	\$13,846.17	\$0.00		\$0.00			\$0.00		VMWARE
5	CFCPUB20C-I CFCPUB20C-K	SEL CF-CPU-B20-C) SEL CF-CPU-B20-C)	\$23,478.30 \$22,563.59	K K	31% 31%	\$16,200.03 \$15,568.88	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	CFCPUB21C	SEL CF-CPU-B21-C)	\$23,720.77	K	31%	\$16,367.33			\$0.00			\$0.00		VMWARE
5	CFCPUB21C-I	SEL CF-CPU-B21-C)	\$27,753.30	K	31%	\$19,149.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CFCPUB21C-K	SEL CF-CPU-B21-C)	\$26,706.78	K	31%	\$18,427.68			\$0.00			\$0.00		VMWARE
5 5	CFCPUB2C CFCPUB2C-I	SEL CF-CPU-B2-C) SEL CF-CPU-B2-C)	\$10,145.00 \$11,869.65	K K	31% 31%	\$7,000.05 \$8,190.06	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	CFCPUB2C-K	SEL CF-CPU-B2-C)	\$11,224.33	ĸ	31%	\$7,744.79	\$0.00		\$0.00			\$0.00		VMWARE
5	CFCPUB3C	SEL CF-CPU-B3-C)	\$9,525.00	K	31%	\$6,572.25			\$0.00			\$0.00		VMWARE
5	CFCPUB3C-I CFCPUB3C-K	SEL CF-CPU-B3-C) SEL CF-CPU-B3-C)	\$11,144.25	K K	31% 31%	\$7,689.53	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5 5	CFCPUB4C	SEL CF-CPU-B3-C) SEL CF-CPU-B4-C)	\$15,620.95 \$9,145.00	K	31%	\$10,778.46 \$6,310.05			\$0.00			\$0.00		VMWARE VMWARE
5	CFCPUB4C-I	SEL CF-CPU-B4-C)	\$10,699.65	K	31%	\$7,382.76			\$0.00			\$0.00		VMWARE
5	CFCPUB4C-K	SEL CF-CPU-B4-C)	\$10,075.08	K	31%	\$6,951.81	\$0.00		\$0.00			\$0.00		VMWARE
5 5	CFCPUB5C CFCPUB5C-I	SEL CF-CPU-B5-C) SEL CF-CPU-B5-C)	\$6,030.00 \$7,055.10	K K	31% 31%	\$4,160.70 \$4,868.02			\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	CFCPUB5C-K	SEL CF-CPU-B5-C)	\$6,730.77	K	31%	\$4,644.23			\$0.00			\$0.00		VMWARE
5	CFCPUB6C	SEL CF-CPU-B6-C)	\$5,650.00	K	31%	\$3,898.50	\$0.00		\$0.00			\$0.00		VMWARE
5	CFCPUB6C-I	SEL CF-CPU-B6-C)	\$6,610.50	K	31%	\$4,561.25			\$0.00			\$0.00		VMWARE
5 5	CFCPUB6C-K CFCPUB7C	SEL CF-CPU-B6-C) SEL CF-CPU-B7-C)	\$6,171.47 \$5,030.00	K K	31% 31%	\$4,258.31 \$3,470.70	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	CFCPUB7C-I	SEL CF-CPU-B7-C)	\$5,885.10	ĸ	31%	\$4,060.72			\$0.00			\$0.00		VMWARE
5	CFCPUB7C-K	SEL CF-CPU-B7-C)	\$5,612.17	K	31%	\$3,872.40			\$0.00			\$0.00		VMWARE
5	CFCPUB8C CFCPUB8C-I	SEL CF-CPU-B8-C) SEL CF-CPU-B8-C)	\$17,680.00	K K	31% 31%	\$12,199.20	\$0.00 \$0.00		\$0.00			\$0.00 \$0.00		VMWARE
5	CFCPUB8C-K	SEL CF-CPU-B8-C)	\$20,685.60 \$19,652.16		31%	\$14,273.06 \$13,559.99	\$0.00		\$0.00 \$0.00			\$0.00		VMWARE VMWARE
5	CFCPUB9C	SEL CF-CPU-B9-C)	\$14,185.00	K	31%	\$9,787.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CFCPUB9C-I	SEL CF-CPU-B9-C)	\$16,596.45		31%	\$11,451.55			\$0.00			\$0.00		VMWARE
5 5	CFCPUB9C-K CFSDDCM100C	SEL CF-CPU-B9-C) SEL CF-SDDC-M100-C)	\$15,744.71 \$3,085.00	K K	31% 31%	\$10,863.85 \$2,128.65			\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	CFSDDCM100C-I	SEL CF-SDDC-M100-C)	\$3,223.83	K	31%	\$2,126.05			\$0.00			\$0.00		VMWARE
5	CFSDDCM100C-K	SEL CF-SDDC-M100-C)	\$3,214.07	K	31%	\$2,217.71	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CFSDDCM10C	SEL CF-SDDC-M10-C)	\$309.00	K	31%	\$213.21	\$0.00		\$0.00			\$0.00		VMWARE
5 5	CFSDDCM10C-I CFSDDCM10C-K	SEL CF-SDDC-M10-C) SEL CF-SDDC-M10-C)	\$322.91 \$321.41	K K	31% 31%	\$222.81 \$221.77	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	CFSDDCMACC	SEL CF-SDDC-M10-C) SEL CF-SDDC-MAC-C)	\$1,535.00	K	31%	\$1,059.15			\$0.00			\$0.00		VMWARE
5	CFSDDCMACC-I	SEL CF-SDDC-MAC-C)	\$1,795.95	K	31%	\$1,239.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	CFSDDCMACC-K	SEL CF-SDDC-MAC-C)	\$1,681.73	K	31%	\$1,160.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE

					NVP I	LEVEL 1		N	IVP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
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	CFVDB1100C	SEL CF-VD-B1-100-C)	\$71,340.00	K	31%	\$49,224.60	\$0.00		\$0.00			\$0.00		VMWARE
5 5	CFVDB1100C-I CFVDB1100C-K	SEL CF-VD-B1-100-C) SEL CF-VD-B1-100-C)	\$74,550.30 \$74,509.65	K K	31% 31%	\$51,439.71 \$51,411.66	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	CFVDB110C	SEL CF-VD-B1-10-C)	\$7,134.00	K	31%	\$4,922.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	CFVDB110C-I	SEL CF-VD-B1-10-C) SEL CF-VD-B1-10-C)	\$7,455.03 \$7,450.97	K	31% 31%	\$5,143.97	\$0.00		\$0.00			\$0.00		VMWARE
5 5	CFVDB110C-K CFVDB2100C	SEL CF-VD-B1-10-C) SEL CF-VD-B2-100-C)	\$12,090.00	K K	31%	\$5,141.17 \$8,342.10	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	CFVDB2100C-I	SEL CF-VD-B2-100-C)	\$12,634.05	K	31%	\$8,717.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	CFVDB2100C-K	SEL CF-VD-B2-100-C)	\$12,833.28	K	31%	\$8,854.96	\$0.00		\$0.00			\$0.00		VMWARE
5 5	CFVDB210C CFVDB210C-I	SEL CF-VD-B2-10-C) SEL CF-VD-B2-10-C)	\$1,209.00 \$1,263.41	K K	31% 31%	\$834.21 \$871.75	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	CFVDB210C-K	SEL CF-VD-B2-10-C)	\$1,283.33	K	31%	\$885.50	\$0.00		\$0.00			\$0.00	\$0.00	VMWARE
5	CFVDB3100C	SEL CF-VD-B3-100-C)	\$17,090.00	K	31%	\$11,792.10	\$0.00		\$0.00			\$0.00		VMWARE
5 5	CFVDB3100C-I CFVDB3100C-K	SEL CF-VD-B3-100-C) SEL CF-VD-B3-100-C)	\$17,859.05 \$18,196.44	K K	31% 31%	\$12,322.74 \$12,555.54	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	CFVDB310C	SEL CF-VD-B3-10-C)	\$1,709.00	ĸ	31%	\$1,179.21	\$0.00		\$0.00			\$0.00		VMWARE
5	CFVDB310C-I	SEL CF-VD-B3-10-C)	\$1,785.91	K	31%	\$1,232.28	\$0.00		\$0.00			\$0.00		VMWARE
5 5	CFVDB310C-K CL17ADVC	SEL CF-VD-B3-10-C) SEL CL17-ADV-C)	\$1,819.64 \$8,295.00	K K	31% 31%	\$1,255.55 \$5,723.55	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	CL17ADVC-I	SEL CL17-ADV-C)	\$9,705.15	ĸ	31%	\$6,696.55	\$0.00		\$0.00			\$0.00		VMWARE
5	CL17ADVC-K	SEL CL17-ADV-C)	\$9,308.92	K	31%	\$6,423.15			\$0.00			\$0.00		VMWARE
5		SEL CL17-ENT-ADV-UG-C) SEL CL17-ENT-ADV-UG-C)	\$7,125.00 \$8,336.25	K K	31% 31%	\$4,916.25 \$5,752.01	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5		(SEL CL17-ENT-ADV-UG-C)	\$8,006.44	K	31%	\$5,524.44	\$0.00		\$0.00			\$0.00		VMWARE
5	CL17ENTC	SEL CL17-ENT-C)	\$9,795.00	K	31%	\$6,758.55	\$0.00		\$0.00			\$0.00		VMWARE
5 5	CL17ENTC-I CL17ENTC-K	SEL CL17-ENT-C) SEL CL17-ENT-C)	\$11,460.15 \$10,994.48	K	31% 31%	\$7,907.50 \$7,586.19	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5		SEL CL17-ENT-C) SEL CL17-ENT-ENT-UG-C)	\$8,625.00	K	31%	\$7,566.19 \$5,951.25	\$0.00		\$0.00			\$0.00		VMWARE
5	CL17ENTENTUGC-I	SEL CL17-ENT-ENT-UG-C)	\$10,091.25	K	31%	\$6,962.96	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5		(SEL CL17-ENT-ENT-UG-C) SEL CL17-ENT-STD-UG-C)	\$9,692.00	K	31% 31%	\$6,687.48	\$0.00		\$0.00			\$0.00		VMWARE
5 5		SEL CL17-ENT-STD-UG-C)	\$4,525.00 \$5,294.25	K K	31%	\$3,122.25 \$3,653.03	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5		(SEL CL17-ENT-STD-UG-C)	\$5,083.51	K	31%	\$3,507.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	CL17EPAVUGC	SEL CL17-EPL-ADV-UG-C)	\$6,445.00	K	31%	\$4,447.05	\$0.00		\$0.00			\$0.00		VMWARE
5 5	CL17EPAVUGC-I CL17EPAVUGC-K	SEL CL17-EPL-ADV-UG-C) SEL CL17-EPL-ADV-UG-C)	\$7,540.65 \$7,244.10	K K	31% 31%	\$5,203.05 \$4,998.43	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	CL17EPLENTUGC	SEL CL17-EPL-ENT-UG-C)	\$7,945.00	K	31%	\$5,482.05	\$0.00		\$0.00			\$0.00	\$0.00	VMWARE
5		SEL CL17-EPL-ENT-UG-C)	\$9,295.65	K	31%	\$6,414.00	\$0.00		\$0.00			\$0.00		VMWARE
5 5		SEL CL17-EPL-ENT-UG-C) SEL CL17-EPL-STD-UG-C)	\$8,925.84 \$3,845.00	K K	31% 31%	\$6,158.83 \$2,653.05	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5		SEL CL17-EPL-STD-UG-C)	\$4,498.65	ĸ	31%	\$3,104.07	\$0.00		\$0.00			\$0.00		VMWARE
5		SEL CL17-EPL-STD-UG-C)	\$4,325.01	K	31%	\$2,984.26	\$0.00		\$0.00			\$0.00		VMWARE
5 5	CL170EADUGC CL170EADUGC-I	SEL CL17-OENT-ADV-UG-C) SEL CL17-OENT-ADV-UG-C)	\$5,995.00 \$7,014.15	K K	31% 31%	\$4,136.55 \$4,839.76	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5		SEL CL17-OENT-ADV-UG-C)	\$6,738.43	ĸ	31%	\$4,649.52	\$0.00		\$0.00			\$0.00		VMWARE
5	CL170EENUGC	SEL CL17-OEPL-ENT-UG-C)	\$6,810.00	K	31%	\$4,698.90	\$0.00		\$0.00			\$0.00		VMWARE
5	CL170EENUGC-I CL170EENUGC-K	SEL CL17-OEPL-ENT-UG-C) SEL CL17-OEPL-ENT-UG-C)	\$7,967.70 \$7,657.83	K K	31% 31%	\$5,497.71 \$5,283.90	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	CL170ENNTUGC	SEL CL17-OENT-ENT-UG-C)	\$7,495.00	ĸ	31%	\$5,171.55	\$0.00		\$0.00			\$0.00		VMWARE
5		SEL CL17-OENT-ENT-UG-C)	\$8,769.15	K	31%	\$6,050.71	\$0.00		\$0.00			\$0.00		VMWARE
5	CL170ENNTUGC-K CL170PLAUGC	SEL CL17-OENT-ENT-UG-C) SEL CL17-OEPL-ADV-UG-C)	\$8,389.52 \$5,310.00	K K	31% 31%	\$5,788.77 \$3,663.90	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	CL17OPLAUGC-I	SEL CL17-OEPL-ADV-UG-C)	\$6,212.70	ĸ	31%	\$4,286.76	\$0.00		\$0.00			\$0.00		VMWARE
5	CL170PLAUGC-K	SEL CL17-OEPL-ADV-UG-C)	\$5,972.26	K	31%	\$4,120.86	\$0.00		\$0.00			\$0.00		VMWARE
5 5	CL17OTSTDUGC CL17OTSTDUGC-I	SEL CL17-OENT-STD-UG-C) SEL CL17-OENT-STD-UG-C)	\$3,395.00 \$3,972.15	K K	31% 31%	\$2,342.55 \$2,740.78	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	CL17OTSTDUGC-K	SEL CL17-OENT-STD-UG-C)	\$3,819.34	ĸ	31%	\$2,635.34	\$0.00		\$0.00			\$0.00		VMWARE
5		SEL CL17-STD-ADV-UG-C)	\$8,030.00	K	31%	\$5,540.70	\$0.00		\$0.00			\$0.00		VMWARE
5 5		SEL CL17-STD-ADV-UG-C) (SEL CL17-STD-ADV-UG-C)	\$9,395.10 \$9,002.45	K K	31% 31%	\$6,482.62 \$6,211.69	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	CL17STDC	SEL CL17-STD-C)	\$5,695.00	ĸ	31%	\$3,929.55	\$0.00		\$0.00			\$0.00		VMWARE
5	CL17STDC-I	SEL CL17-STD-C)	\$6,663.15	K	31%	\$4,597.57	\$0.00		\$0.00			\$0.00		VMWARE
5 5	CL17STDC-K	SEL CL17-STD-C) SEL CL17-STD-ENT-UG-C)	\$6,401.32 \$9,680.00	K K	31% 31%	\$4,416.91 \$6,679.20	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5		SEL CL17-STD-ENT-UG-C)	\$11,325.60	ĸ	31%	\$7,814.66	\$0.00		\$0.00			\$0.00		VMWARE
5	CL17STDENTUGC-K	(SEL CL17-STD-ENT-UG-C)	\$10,917.87	K	31%	\$7,533.33	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5		SEL CL17-STD-STD-UG-C) SEL CL17-STD-STD-UG-C)	\$5,170.00 \$6,048.90	K	31% 31%	\$3,567.30 \$4,173.74	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5		(SEL CL17-STD-STD-UG-C)	\$5,046.90 \$5,811.37	K K	31%	\$4,173.74 \$4,009.85	\$0.00		\$0.00			\$0.00		VMWARE
5	CL7PLSTDUGC	SEL CL17-OEPL-STD-UG-C)	\$2,710.00	K	31%	\$1,869.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	CL7PLSTDUGC-I CL7PLSTDUGC-K	SEL CL17-OEPL-STD-UG-C) SEL CL17-OEPL-STD-UG-C)	\$3,170.70 \$3,045.51	K K	31% 31%	\$2,187.78 \$2,101.40								VMWARE VMWARE
5	FUS10PROC	SEL FUS10-PRO-C)	\$3,045.51 \$159.99	K	31%	\$2,101.40 \$110.39								VMWARE
5	FUS10PROC-I	SEL FUS10-PRO-C)	\$163.19	K	31%	\$112.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	FUS10PROC-K FUS10PROUGC	SEL FUS10-PRO-C)	\$165.45 \$110.00	K	31% 31%	\$114.16 \$82.79						\$0.00 \$0.00		VMWARE VMWARE
5	FUS10PROUGC-I	SEL FUS10-PRO-UG-C) SEL FUS10-PRO-UG-C)	\$119.99 \$122.39	K	31%	\$82.79 \$84.45						\$0.00		VMWARE
5	FUS10PROUGC-K	SEL FUS10-PRO-UG-C)	\$124.08	ĸ	31%	\$85.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5		SEL HZ7-AVA-APADN10-UG-C)	\$1,133.00	K K	31%	\$781.77	\$0.00					\$0.00		VMWARE
э	III AAAFAN IUUGU-I	SEL HZ7-AVA-APADN10-UG-C)	\$1,183.99	ι.	31%	\$816.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	φυ.00	VMWARE

Sect						NVP	LEVEL 1		N	VP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
MANASTORE 15.1 1.2	BAND	sku	DESCRIPTION						W/MC PREM MNT		BASIC MNT LP	PS W/MC PREM		RENEWAL	
A															
Section Column															
MACHINITION ST. PUTTER PROPERTY ST. PUTTER ST. PU	-		,												
STATE CONTINUES STATE CONT	5														
Section Column	5														
1	5														
STATEMENT 100	5														
Section Column	•														
5 MARCASCONICAL St. 1.5 1.	5														
Section	5														
1	5														
S PATESTONICO SECURITY SE	5														
March Marc	5														
MATERIAN STATE S	5														
MINISTRATION Color	5														
1	5														
No. No. No. No. No. No. No. No. No	5														
S. HAMPSHINGONG Color Co	5														
1	5					31%		\$0.00							
1	-														
S	-														
S	-														
STATEMENT NOTE STAT	_														
S INFASAPHORUCK SELECT MAPPACHORUS SELECT M	5					31%		\$0.00							
FIRSPASSAME STATE	5														
Fig.	5														
Fig.	5														
5 HAVAPACHIQUOC SE LPZ-AVA-PAPACHIQUOC S	5														
FITAMPRIODUC SELECT ANA-PARAMENTOLIC \$1,130.00 \$1,00 \$0.00 \$	5														
FIVALAPADIOLIC SELECTAVA-APACHIOLIC SEL	5														
Fig.	5														
FAVAPADIOUGN SELEZY-AV-RENNIOUGC SIZ14373 K 31% \$3.776.17 S 50.00 \$0.00	5														
FAMERIOUCE SELEYA-WEENHOUGE	5														
FIVE/FINISCES SELECT/AVE-PRINCIPGC 32,786.86 X 31% \$1,988.95 \$0.00	5														
FITAMENIQUE SELET-AWAENIQUE SELET-AWAENIQU	5														
FIVE/PRINCIPLES SELEZ-AVA-ENNIOLIC-C SELEZ-AVE-ENNIOLIC-C SE	5														
FAMERINGUE, SELEZ-AVA-ENNIGUE, SELEZ-AVA-ENNI	5														
FAVENCIQUE SELEZY-AVS-ENCIQUE SET ALZ-AVS-ENCIQUE SET AVS-AVS-ENCIQUE SET AVS-AVS-AVS-ENCIQUE	5														
Family F	5														
Fig. Frank-Notice	5														
Fig. France Fra	-														
Fig. H7AVENCTOUCC SEI. HZ7AVAENCTO-UGC S3,284.00 S3,586.13 K 31% S3,586.49 S0.00 S	-														
Fig. Hanninguo SEL HZ7-AVS-ENNIO-UG-C) \$3,284,00 K 31% \$2,285,96 \$0.00															
5 H7AVNN10UC-K SEL H27-AVS-EAPOC1-0U-C-C) \$3,520.53 K 31% \$2,4917 \$0.00	5					31%								\$0.00	VMWARE
5 H7AVSAAC10UGC SEL H27-AVSA-PADC1CU-UG-C) \$2,276.57 K 31% \$1,963.93 \$0.00 \$0.	5														
5 H7AVSAACIOUGC-SEL HZT-AVS-APADCIO-UG-C) \$2,78.637 K 31% \$1,916.83 \$0.00 \$0.0	5														
5 H7AVSAAD10UGC-K SEL HZT-AVS.APADNIO-UG-C) \$2,846.31 K 31% \$1,963.95 \$0.00 \$0	5														
5 H7AVSAAD10UGC-I SEL HZT-AVS-APADNIO-UG-C)	5														
5 H7AVSAD10UCC-K SEL HZ7-AVS-PADN10-UG-C) \$168940 K 31% \$1,165.69 \$0.00	5	H7AVSAAD10UGC	SEL HZ7-AVS-APADN10-UG-C)	\$1,579.00	K		\$1,089.51	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 H7A/SEC10GC SEL HZ7-A/S-ENC10-UGC) \$5,495.00 K 31% \$3,791.55 \$0.00 \$	5														
5 H7AVSEC10GC-K SEL HZ7-AVS-ENC10-UG-C S5,742.28 K 31% \$3,962.17 \$0.00	5														
5 H7AVSEC10GCK SEL HZ7-ADA-ADC10-UG-C) \$5,887.99 K 31% \$4,062.71 \$0.00 \$	5														
5 H7DDAC10GC SEL HZ7-ADA-DC10-UG-C) \$1,133.00 K 31% \$781.77 \$0.00	5														
5 H7DEAAC10GC-K SEL HZ7-ADA-EN100-UG-C) \$1,214.37 K 31% \$837.92 \$0.00 \$0	5														
5 H7DENNA10UCL SEL HZ7-ADA.ENN100-UG-C) \$17,050.00 K 31% \$11,764.50 \$0.00	5														
5 H7DENNA100UG-I SEL HZ7-ADA-ENN100-UG-C) \$17,817.25 K 31% \$12,293.90 \$0.00 \$0	5														
5 H7DENNA100UC-K SEL HZ7-EAD-AENN100-UG-C) \$18,273.06 K 31% \$12,608.41 \$0.00 \$	5														
5 H7E100ERCUC SEL HZ7-E100-AERC-UG-C) \$14,190.00 K 31% \$9,791.10 \$0.00 \$	5														
5 H7E100ERCUC-I SEL HZ7-E100-AERC-UG-C) \$14,828.55 K 31% \$10,231.70 \$0.0	5														
5 H7EAEC100UGC SEL HZ7-ENA-ENC100-UG-C) \$17,050.00 K 31% \$11,764.50 \$0.0	-	H7E100ERCUC-I	SEL HZ7-E100-AERC-UG-C)	\$14,828.55	K	31%	\$10,231.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 H7EAEC100UGC-I SEL HZ7-ENA-ENC100-UG-C) \$17,817.25 K 31% \$12,293.90 \$0.00 \$0	-														
5 H7EAEC100UGC-K SEL HZ7-ENA-ENC100-UG-C) \$18,273.06 K 31% \$12,608.41 \$0.00 \$0	-														
5 H7EASD100UCV2-K SEL HZ7-ENTA-STDA100-UG-C) \$11,071.10 K 31% \$7,639.06 \$0.00	-														
5 H7EAST100UC SEL HZ7-EAD-STD100-UG-C) \$18,029.00 K 31% \$12,440.01 \$0.00															
					K			\$0.00	\$0.00					\$0.00	VMWARE
5 H7EAST100UCV2-K SEL HZ7-EAD-STD100-UG-C) \$19,345.69 K 31% \$13,348.53 \$0.00 \$															
	5	H/EAST100UCV2-K	SEL HZ7-EAD-STD100-UG-C)	\$19,345.69	K	31%	\$13,348.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE

					NVP I	LEVEL 1		N	VP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			•
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		SEL HZ7-EAD-STD10-UG-C)	\$1,803.00	K	31%	\$1,244.07	\$0.00		\$0.00			\$0.00		VMWARE
5 5		SEL HZ7-EAD-STD10-UG-C) SEL HZ7-EAD-STD10-UG-C)	\$1,884.14 \$1,934.57	K K	31% 31%	\$1,300.06 \$1,334.85	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5		SEL HZ7-EAD-STD10-0G-C)	\$1,934.57	K	31%	\$7,107.00	\$0.00		\$0.00			\$0.00		VMWARE
5		SEL HZ7-ENTA-STDA100-UG-C)	\$10,763.50	K	31%	\$7,426.82	\$0.00		\$0.00			\$0.00	\$0.00	VMWARE
5		SEL HZ7-ENTA-STDA10-UG-C)	\$1,029.00	K	31%	\$710.01	\$0.00		\$0.00			\$0.00		VMWARE
5		SEL HZ7-ENTA-STDA10-UG-C) SEL HZ7-ENTA-STDA10-UG-C)	\$1,075.31 \$1,099.45	K K	31% 31%	\$741.96 \$758.62	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5		SEL HZ7-ENN-ENC-100-UG-C)	\$25,493.00	ĸ	31%	\$17,590.17	\$0.00		\$0.00			\$0.00		VMWARE
5		SEL HZ7-ENN-ENC-100-UG-C)	\$26,640.19	K	31%	\$18,381.73	\$0.00		\$0.00			\$0.00		VMWARE
5		SEL HZ7-ENN-ENC-100-UG-C)	\$27,313.82	K	31%	\$18,846.54	\$0.00		\$0.00			\$0.00		VMWARE
5 5		SEL HZ7-ENN-ENC-10-UG-C) SEL HZ7-ENN-ENC-10-UG-C)	\$2,549.00 \$2,663.71	K K	31% 31%	\$1,758.81 \$1,837.96	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5		SEL HZ7-ENN-ENC-10-UG-C)	\$2,731.38	ĸ	31%	\$1,884.65	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5		SEL HZ7-ENA-ENC10-UG-C)	\$1,705.00	K	31%	\$1,176.45	\$0.00		\$0.00			\$0.00		VMWARE
5		SEL HZ7-ENA-ENC10-UG-C) SEL HZ7-ENA-ENC10-UG-C)	\$1,781.73	K	31% 31%	\$1,229.39	\$0.00		\$0.00			\$0.00		VMWARE
5		SEL HZ7-ENG-ENC-100-UG-C)	\$1,827.31 \$48,180.00	K K	31%	\$1,260.84 \$33,244.20	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5		SEL HZ7-LXC-ENC-100-UG-C)	\$52,998.00	ĸ	31%	\$36,568.62	\$0.00		\$0.00			\$0.00		VMWARE
5		SEL HZ7-LXC-ENC-100-UG-C)	\$52,520.69	K	31%	\$36,239.28	\$0.00		\$0.00			\$0.00		VMWARE
5 5		SEL HZ7-LXC-ENC-10-UG-C)	\$4,818.00	K K	31% 31%	\$3,324.42	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5		SEL HZ7-LXC-ENC-10-UG-C) SEL HZ7-LXC-ENC-10-UG-C)	\$5,299.80 \$5,252.07	K	31%	\$3,656.86 \$3,623.93	\$0.00		\$0.00			\$0.00		VMWARE
5		SEL HZ7-MRG-ADC-100-UG-C)	\$28,270.00	ĸ	31%	\$19,506.30	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5		SEL HZ7-MRG-ADC-100-UG-C)	\$29,542.15	K	31%	\$20,384.08	\$0.00		\$0.00			\$0.00		VMWARE
5		SEL HZ7-MRG-ADC-100-UG-C)	\$30,301.87	K	31%	\$20,908.29	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5 5		SEL HZ7-MRG-ADC-10-UG-C) SEL HZ7-MRG-ADC-10-UG-C)	\$2,827.00 \$2,954.22	K K	31% 31%	\$1,950.63 \$2,038.41	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5		SEL HZ7-MRG-ADC-10-UG-C)	\$3,030.19	ĸ	31%	\$2,090.83	\$0.00		\$0.00			\$0.00		VMWARE
5	H7MGAN100UC	SEL HZ7-MRG-ADN-100-UG-C)	\$11,330.00	K	31%	\$7,817.70	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VMWARE
5		SEL HZ7-MRG-ADN-100-UG-C)	\$11,839.85	K	31%	\$8,169.50	\$0.00		\$0.00			\$0.00		VMWARE
5		SEL HZ7-MRG-ADN-100-UG-C) SEL HZ7-MRG-ADN-10-UG-C)	\$12,143.73 \$1,133.00	K K	31% 31%	\$8,379.17 \$781.77	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5		SEL HZ7-MRG-ADN-10-UG-C)	\$1,183.99	K	31%	\$816.95	\$0.00		\$0.00			\$0.00		VMWARE
5	H7MGAN10UCV2-K	SEL HZ7-MRG-ADN-10-UG-C)	\$1,214.37	K	31%	\$837.92	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5		SEL HZ7-MGP-ADC-100-UG-C)	\$28,270.00	K	31%	\$19,506.30	\$0.00		\$0.00			\$0.00		VMWARE
5		SEL HZ7-MGP-ADC-100-UG-C) SEL HZ7-MGP-ADC-100-UG-C)	\$29,542.15 \$30,301.87	K K	31% 31%	\$20,384.08 \$20,908.29	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5		SEL HZ7-MGP-ADC-100-0G-C)	\$2,827.00	K	31%	\$1,950.63	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5	H7MPAC10UC-I	SEL HZ7-MGP-ADC-10-UG-C)	\$2,954.22	K	31%	\$2,038.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5		SEL HZ7-MGP-ADC-10-UG-C)	\$3,030.19	K	31%	\$2,090.83	\$0.00		\$0.00			\$0.00		VMWARE
5		SEL HZ7-MGP-ADN-100-UG-C) SEL HZ7-MGP-ADN-100-UG-C)	\$11,330.00 \$11,839.85	K K	31% 31%	\$7,817.70 \$8,169.50	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5		SEL HZ7-MGP-ADN-100-UG-C)	\$12,143.73	K	31%	\$8,379.17	\$0.00		\$0.00			\$0.00		VMWARE
5	H7MPAN10UC	SEL HZ7-MGP-ADN-10-UG-C)	\$1,133.00	K	31%	\$781.77	\$0.00		\$0.00			\$0.00		VMWARE
5		SEL HZ7-MGP-ADN-10-UG-C)	\$1,183.99	K	31%	\$816.95	\$0.00		\$0.00			\$0.00		VMWARE
5 5		SEL HZ7-MGP-ADN-10-UG-C) SEL HZ7-APA-ENC100-UG-C)	\$1,214.37 \$28,365.00	K K	31% 31%	\$837.92 \$19,571.85	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5		SEL HZ7-APA-ENC100-UG-C)	\$29,641.43	K	31%	\$20,452.59	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5		SEL HZ7-APA-ENC100-UG-C)	\$30,378.49	K	31%	\$20,961.16	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5		SEL HZ7-STA-ADCA100-UG-C)	\$12,430.00	K	31%	\$8,576.70	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5 5		SEL HZ7-STA-ADCA100-UG-C) SEL HZ7-STA-ADCA100-UG-C)	\$12,989.35 \$13,292.98	K K	31% 31%	\$8,962.65 \$9,172.16	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5		SEL HZ7-ST-ADC-100-UG-C)	\$16,940.00	ĸ	31%	\$11,688.60	\$0.00		\$0.00			\$0.00		VMWARE
5		SEL HZ7-ST-ADC-100-UG-C)	\$17,702.30	K	31%	\$12,214.59	\$0.00		\$0.00			\$0.00		VMWARE
5		SEL HZ7-ST-ADC-100-UG-C) SEL HZ7-ST-ADC-10-UG-C)	\$18,119.83 \$1,694.00	K K	31% 31%	\$12,502.68 \$1,168.86	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5		SEL HZ7-ST-ADC-10-0G-C)	\$1,770.23	K	31%	\$1,100.00	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5	H7SADC10UCV2-K	SEL HZ7-ST-ADC-10-UG-C)	\$1,811.98	ĸ	31%	\$1,250.27	\$0.00		\$0.00			\$0.00		VMWARE
5		SEL HZ7-STA-ENCA10-UG-C)	\$2,662.00	K	31%	\$1,836.78	\$0.00		\$0.00			\$0.00		VMWARE
5 5		SEL HZZ-STA-ENCA10-UG-C)	\$2,781.79 \$2,853.97	K K	31% 31%	\$1,919.44 \$1,969.24	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5		SEL HZ7-STA-ENCA10-UG-C) SEL HZ7-ST-ENC-100-UG-C)	\$36,842.00	K	31%	\$25,420.98	\$0.00		\$0.00			\$0.00		VMWARE
5		SEL HZ7-ST-ENC-100-UG-C)	\$38,499.89	K	31%	\$26,564.92	\$0.00		\$0.00			\$0.00		VMWARE
5		SEL HZ7-ST-ENC-100-UG-C)	\$39,495.86	K	31%	\$27,252.14	\$0.00		\$0.00			\$0.00		VMWARE
5		SEL HZ7-ST-ENC-10-UG-C)	\$3,684.00 \$3,840.78	K K	31%	\$2,541.96 \$2,656.35	\$0.00		\$0.00			\$0.00		VMWARE VMWARE
5		SEL HZ7-ST-ENC-10-UG-C) SEL HZ7-ST-ENC-10-UG-C)	\$3,849.78 \$3,949.59	K	31% 31%	\$2,656.35 \$2,725.22	\$0.00 \$0.00					\$0.00 \$0.00		VMWARE VMWARE
5		SEL HZ7-STA-ADCA10-UG-C)	\$1,243.00		31%	\$857.67	\$0.00							VMWARE
5		SEL HZ7-STA-ADCA10-UG-C)	\$1,298.94	K	31%	\$896.27	\$0.00							VMWARE
5 5		SEL HZ7-STA-ADCA10-UG-C)	\$1,329.30	K K	31% 31%	\$917.22	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5		SEL HZ7-STA-ADC10-UG-C) SEL HZ7-STA-ADC10-UG-C)	\$2,376.00 \$2,482.92	K K	31%	\$1,639.44 \$1,713.21	\$0.00					\$0.00		VMWARE VMWARE
5		SEL HZ7-STA-ADC10-UG-C)	\$2,547.50	K	31%	\$1,757.78	\$0.00		\$0.00			\$0.00		VMWARE
5	H7STASD100UC	SEL HZ7-STDA-STD100-UG-C)	\$7,233.00	K	31%	\$4,990.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5		SEL HZ7-STDA-STD100-UG-C)	\$7,558.49	K	31%	\$5,215.36	\$0.00		\$0.00			\$0.00		VMWARE
5 5		(SEL HZ7-STDA-STD100-UG-C) SEL HZ7-STDA-STD10-UG-C)	\$7,776.59 \$723.00	K K	31% 31%	\$5,365.85 \$498.87	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5		SEL HZ7-STDA-STD10-UG-C)	\$755.54	ĸ	31%	\$521.32	\$0.00							VMWARE
5		SEL HZ7-STDA-STD10-UG-C)	\$777.66	K	31%	\$536.59	\$0.00							VMWARE

					NVP	LEVEL 1		N	IVP MAINTENANCE	E AND WARRANTY	UPGRADE PRICE			1
		T	EMC	CATEGORY	NVP LEVEL 1	NVP LEVEL 1 NET	PROSUPPORT	PROSUPPORT	PROSUPPORT	1	WTY UPG ENH TO	WTY UPG BASIC		THIRD PARTY PRODUCT
BAND	SKU	DESCRIPTION	LIST PRICE USD	CODE	DISCOUNT %	PRICE	PLUS MNT LP	W/MC PREM MNT LP	ENH MNT LP	BASIC MNT LP	PS W/MC PREM LP	TO PS ENH LP	RENEWAL	PARTNER
5	H7TAST100UC	SEL HZ7-TAC-STA100-UG-C)	\$17,595.00	K	31%	\$12,140.55	\$0.00		\$0.00					VMWARE
5 5	H7TAST100UC-I H7TAST100UCV2-K	SEL HZ7-TAC-STA100-UG-C) SEL HZ7-TAC-STA100-UG-C)	\$18,386.78 \$18,885.99	K K	31% 31%	\$12,686.88 \$13,031.33	\$0.00 \$0.00		\$0.00 \$0.00) VMWARE) VMWARE
5	H7TCST10GC	SEL HZ7-TCL-STA10-UG-C)	\$1,749.00	ĸ	31%	\$1,206.81	\$0.00		\$0.00					VMWARE
5	H7TCST10GC-I	SEL HZ7-TCL-STA10-UG-C)	\$1,827.71	K	31%	\$1,261.12	\$0.00		\$0.00					VMWARE
5	H7TCST10GC-K H7THIST100UC	SEL HZ7-TCL-STA10-UG-C) SEL HZ7-THIN-ST100-UG-C)	\$1,873.28 \$20,605.00	K K	31% 31%	\$1,292.56 \$14,217.45	\$0.00 \$0.00		\$0.00 \$0.00) VMWARE) VMWARE
5	H7THIST100UC-I	SEL HZ7-THIN-ST100-UG-C)	\$21,532.23	K	31%	\$14,857.24	\$0.00		\$0.00) VMWARE
5		SEL HZ7-THIN-ST100-UG-C)	\$22,103.89	K	31%	\$15,251.68	\$0.00		\$0.00) VMWARE
5 5	H7TPOS10UC H7TPOS10UC-I	SEL HZ7-TPRO-ST10-UG-C) SEL HZ7-TPRO-ST10-UG-C)	\$2,163.00 \$2,260.34	K K	31% 31%	\$1,492.47 \$1,559.63	\$0.00 \$0.00		\$0.00 \$0.00) VMWARE) VMWARE
5		SEL HZ7-TPRO-ST10-UG-C)	\$2,200.34	K	31%	\$1,599.18	\$0.00		\$0.00) VMWARE
5	H7UEENC100UC	SEL HZ7-UEM-ENC-100-UG-C)	\$54,100.00	K	31%	\$37,329.00	\$0.00		\$0.00					VMWARE
5		SEL HZ7-UEM-ENC-100-UG-C) SEL HZ7-UEM-ENC-100-UG-C)	\$56,534.50 \$57,960.47	K K	31% 31%	\$39,008.81	\$0.00 \$0.00		\$0.00 \$0.00) VMWARE) VMWARE
5 5	H7UEENC10UUC-K	SEL HZ7-UEM-ENC-100-UG-C)	\$57,960.47 \$5,410.00	K	31%	\$39,992.72 \$3,732.90	\$0.00		\$0.00) VMWARE
5	H7UEENC10UC-I	SEL HZ7-UEM-ENC-10-UG-C)	\$5,653.45		31%	\$3,900.88	\$0.00		\$0.00) VMWARE
5		SEL HZ7-UEM-ENC-10-UG-C)	\$5,796.05	K	31%	\$3,999.27	\$0.00		\$0.00					VMWARE
5	H7UEENN100UC H7UEENN100UC-I	SEL HZ7-UEM-ENN-100-UG-C) SEL HZ7-UEM-ENN-100-UG-C)	\$32,960.00 \$34,443.20		31% 31%	\$22,742.40 \$23,765.81	\$0.00 \$0.00		\$0.00 \$0.00) VMWARE) VMWARE
5			\$35,358.57	ĸ	31%	\$24,397.41	\$0.00		\$0.00					VMWARE
5	H7UEENN10UC	SEL HZ7-UEM-ENN-10-UG-C)	\$3,296.00	K	31%	\$2,274.24	\$0.00		\$0.00					VMWARE
5 5		SEL HZ7-UEM-ENN-10-UG-C) SEL HZ7-UEM-ENN-10-UG-C)	\$3,444.32 \$3,535.86	K K	31% 31%	\$2,376.58 \$2,439.74	\$0.00 \$0.00		\$0.00 \$0.00) VMWARE) VMWARE
5	H7VAAC100UC	SEL HZ7-VAD-ADC-100-UG-C)	\$23,760.00	K	31%	\$16,394.40	\$0.00		\$0.00) VMWARE
5		SEL HZ7-VAD-ADC-100-UG-C)	\$24,829.20	K	31%	\$17,132.15	\$0.00		\$0.00					VMWARE
5	H7VAAC100UCV2-K H7VAAC10UC	SEL HZ7-VAD-ADC-100-UG-C) SEL HZ7-VAD-ADC-10-UG-C)	\$25,475.02 \$2,376.00	K K	31% 31%	\$17,577.76 \$1,639.44	\$0.00 \$0.00		\$0.00 \$0.00) VMWARE) VMWARE
5	H7VAAC10UC-I	SEL HZ7-VAD-ADC-10-UG-C) SEL HZ7-VAD-ADC-10-UG-C)	\$2,482.92	K	31%	\$1,713.21	\$0.00		\$0.00) VMWARE
5		SEL HZ7-VAD-ADC-10-UG-C)	\$2,547.50	K	31%	\$1,757.78	\$0.00		\$0.00) VMWARE
5	H7VAEC100UC	SEL HZ7-VAD-ENC-100-UG-C)	\$43,670.00	K	31%	\$30,132.30	\$0.00		\$0.00					VMWARE
5 5	H7VAEC100UC-I H7VAEC100UCV2-K	SEL HZ7-VAD-ENC-100-UG-C) SEL HZ7-VAD-ENC-100-UG-C)	\$45,635.15 \$46,774.44	K K	31% 31%	\$31,488.25 \$32,274.36	\$0.00 \$0.00		\$0.00 \$0.00) VMWARE) VMWARE
5	H7VAEC10UC	SEL HZ7-VAD-ENC-10-UG-C)	\$4,367.00	ĸ	31%	\$3,013.23	\$0.00		\$0.00					VMWARE
5	H7VAEC10UC-I	SEL HZ7-VAD-ENC-10-UG-C)	\$4,563.52	K	31%	\$3,148.83	\$0.00		\$0.00					VMWARE
5 5		SEL HZ7-VAD-ENC-10-UG-C) SEL HZ7-AVA-ENC100-UG-C)	\$4,677.44 \$48,180.00	K K	31% 31%	\$3,227.43 \$33,244.20	\$0.00 \$0.00		\$0.00 \$0.00) VMWARE) VMWARE
5	H7VANC100UC-I	SEL HZ7-AVA-ENC100-UG-C)	\$50,348.10		31%	\$34,740.19	\$0.00		\$0.00) VMWARE
5		SEL HZ7-AVA-ENC100-UG-C)	\$51,601.29	K	31%	\$35,604.89	\$0.00		\$0.00					VMWARE
5		SEL HZ7-AVA-APADC100-UG-C) SEL HZ7-AVA-APADC100-UG-C)	\$19,800.00 \$20,691.00		31% 31%	\$13,662.00 \$14,276.79	\$0.00 \$0.00		\$0.00 \$0.00) VMWARE) VMWARE
5		SEL HZ7-AVA-APADC100-UG-C)	\$21,184.49		31%	\$14,617.30	\$0.00		\$0.00) VMWARE
5	H7VENS100UC	SEL HZ7-VENT-ST100-UG-C)	\$10,300.00		31%	\$7,107.00	\$0.00		\$0.00					VMWARE
5	H7VENS100UC-I	SEL HZ7-VENT-ST100-UG-C) SEL HZ7-VENT-ST100-UG-C)	\$10,763.50 \$11,071.10	K K	31% 31%	\$7,426.82 \$7,639.06	\$0.00 \$0.00		\$0.00 \$0.00) VMWARE) VMWARE
5	H7VETS10UC	SEL HZ7-VENT-ST100-0G-C)	\$1,030.00	K	31%	\$7,039.00	\$0.00		\$0.00) VMWARE
5	H7VETS10UC-I	SEL HZ7-VENT-ST10-UG-C)	\$1,076.35	K	31%	\$742.68	\$0.00		\$0.00			\$0.00	\$0.00	VMWARE
5		SEL HZ7-VENT-ST10-UG-C)	\$1,107.11	K	31%	\$763.91	\$0.00		\$0.00					VMWARE
5 5	H7VSEN100GC H7VSEN100GC-I	SEL HZ7-AVS-ENN100-UG-C) SEL HZ7-AVS-ENN100-UG-C)	\$32,835.00 \$34,312.58	K K	31% 31%	\$22,656.15 \$23,675.68	\$0.00 \$0.00		\$0.00 \$0.00) VMWARE) VMWARE
5		SEL HZ7-AVS-ENN100-UG-C)	\$35,205.33	K	31%	\$24,291.68	\$0.00		\$0.00					VMWARE
5		SEL HZ7-WSP-ADN-100-UG-C)	\$11,333.00	K	31%	\$7,819.77	\$0.00		\$0.00					VMWARE
5		SEL HZ7-WSP-ADN-100-UG-C) SEL HZ7-WSP-ADN-100-UG-C)	\$11,842.99 \$12,143.73	K K	31% 31%	\$8,171.66 \$8,379.17	\$0.00 \$0.00		\$0.00 \$0.00) VMWARE) VMWARE
5	H7WSAD10UGC	SEL HZ7-WSP-ADN-10-UG-C)	\$1,133.00	ĸ	31%	\$781.77	\$0.00		\$0.00					VMWARE
5	H7WSAD10UGC-I	SEL HZ7-WSP-ADN-10-UG-C)	\$1,183.99	K	31%	\$816.95	\$0.00		\$0.00					VMWARE
5	H7WSAD10UGC-K HAPA7NC10UC	SEL HZ7-WSP-ADN-10-UG-C) SEL HZ7-APA-ENC10-UG-C)	\$1,214.37 \$2,837.00	K K	31% 31%	\$837.92 \$1,957.53	\$0.00 \$0.00		\$0.00 \$0.00) VMWARE) VMWARE
5	HAPA7NC10UC-I	SEL HZ7-APA-ENC10-UG-C)	\$2,964.67	ĸ	31%	\$2,045.62	\$0.00		\$0.00					VMWARE
5		SEL HZ7-APA-ENC10-UG-C)	\$3,037.85	K	31%	\$2,096.12	\$0.00		\$0.00					VMWARE
5 5	HCIAD25VMPO HCIAD25VMPO-I	SEL HCI-RBAD-25VM-PROMO) SEL HCI-RBAD-25VM-PROMO)	\$20,148.00 \$23,573.16	K K	31% 31%	\$13,902.12 \$16,265.48	\$0.00 \$0.00		\$0.00 \$0.00) VMWARE) VMWARE
5		SEL HCI-RBAD-25VM-PROMO)	\$22,027.28	ĸ	31%	\$15,198.82	\$0.00		\$0.00) VMWARE
5	HCIADCPUPRO	SEL HCI-ADV-CPU-PROMO)	\$6,088.00	K	31%	\$4,200.72	\$0.00		\$0.00) VMWARE
5		SEL HCI-ADV-CPU-PROMO) SEL HCI-ADV-CPU-PROMO)	\$7,122.96	K	31% 31%	\$4,914.84 \$4,649.52	\$0.00 \$0.00		\$0.00 \$0.00) VMWARE) VMWARE
5	HCIADCPUPRO-K HCIADVPUC	SEL HCI-ADV-CPU-PROMO)	\$6,738.43 \$7,610.00	K	31%	\$4,649.52 \$5,250.90	\$0.00		\$0.00) VMWARE
5	HCIADVPUC-I	SEL HCI-ADV-CPU-C)	\$8,903.70	K	31%	\$6,143.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00) VMWARE
5 5	HCIADVPUC-K	SEL HCI AK CRU C)	\$8,542.75		31%	\$5,894.50) VMWARE
5	HCIAKCPUC HCIAKCPUC-I	SEL HCI-AK-CPU-C) SEL HCI-AK-CPU-C)	\$8,085.00 \$9,459.45		31% 31%	\$5,578.65 \$6,527.02	\$0.00 \$0.00		\$0.00 \$0.00) VMWARE) VMWARE
5	HCIAKCPUC-K	SEL HCI-AK-CPU-C)	\$9,079.07	K	31%	\$6,264.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00) VMWARE
5	HCIEN25VMPO	SEL HCI-RBEN-25VM-PROMO)	\$26,388.00		31%	\$18,207.72			\$0.00					VMWARE
5 5		SEL HCI-RBEN-25VM-PROMO) SEL HCI-RBEN-25VM-PROMO)	\$30,873.96 \$28,769.54	K K	31% 31%	\$21,303.03 \$19,850.98	\$0.00 \$0.00		\$0.00 \$0.00) VMWARE) VMWARE
5	HCIENCPUC	SEL HCI-ENT-CPU-C)	\$10,180.00		31%	\$7,024.20	\$0.00		\$0.00) VMWARE
5	HCIENCPUC-I	SEL HCI-ENT-CPU-C)	\$11,910.60		31%	\$8,218.31	\$0.00		\$0.00					VMWARE
5 5	HCIENCPUC-K HCIESKITC	SEL HCI-ENT-CPU-C) SEL HCI-ES-KIT-C)	\$11,454.18 \$19,885.00		31% 31%	\$7,903.38 \$13,720.65	\$0.00 \$0.00		\$0.00 \$0.00) VMWARE) VMWARE
5	HCIESKITC-I	SEL HCI-ES-KIT-C)	\$23,265.45		31%	\$16,053.16) VMWARE
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					NVP I	EVEL 1		N	VP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
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	HCIESKITC-K	SEL HCI-ES-KIT-C)	\$22,333.74	K	31%	\$15,410.28	\$0.00		\$0.00			\$0.00		VMWARE
5 5	HCIESKTPRO HCIESKTPRO-I	SEL HCI-ES-KIT-PROMO) SEL HCI-ES-KIT-PROMO)	\$15,908.00 \$18,612.36	K K	31% 31%	\$10,976.52 \$12,842.53	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	HCIESKTPRO-K	SEL HCI-ES-KIT-PROMO)	\$17,506.90	K	31%	\$12,079.76	\$0.00		\$0.00			\$0.00		VMWARE
5	HCIETCPUPRO	SEL HCI-ENT-CPU-PROMO)	\$8,144.00	K	31%	\$5,619.36	\$0.00		\$0.00	\$0.00		\$0.00		VMWARE
5	HCIETCPUPRO-I	SEL HCI-ENT-CPU-PROMO)	\$9,528.48	K	31%	\$6,574.65	\$0.00		\$0.00			\$0.00		VMWARE
5	HCIETCPUPRO-K HCIOMKITC	SEL HCI-ENT-CPU-PROMO) SEL HCI-OM-KIT-C)	\$8,925.84 \$11,985.00	K K	31% 31%	\$6,158.83 \$8,269.65	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	HCIOMKITC-I	SEL HCI-OM-KIT-C)	\$20,494.35	ĸ	31%	\$14,141.10	\$0.00		\$0.00			\$0.00		VMWARE
5	HCIOMKITC-K	SEL HCI-OM-KIT-C)	\$19,652.16	K	31%	\$13,559.99	\$0.00		\$0.00			\$0.00		VMWARE
5 5	HCIOMKITPRO HCIRBAD25VMC	SEL HCI-OM-KIT-PRO) SEL HCI-RBAD-25VM-C)	\$9,588.00 \$25,185.00	K K	31% 31%	\$6,615.72 \$17,377.65	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	HCIRBAD25VMC-I	SEL HCI-RBAD-25VM-C)	\$29,466.45	K	31%	\$20,331.85	\$0.00		\$0.00			\$0.00		VMWARE
5	HCIRBAD25VMC-K		\$28,309.84	ĸ	31%	\$19,533.79	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5	HCIRBEN25VC	SEL HCI-RBEN-25VM-C)	\$32,985.00	K	31%	\$22,759.65	\$0.00		\$0.00			\$0.00		VMWARE
5	HCIRBEN25VC-I HCIRBEN25VC-K	SEL HCI-RBEN-25VM-C) SEL HCI-RBEN-25VM-C)	\$38,592.45 \$37,044.13	K K	31% 31%	\$26,628.79 \$25,560.45	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	HCIRBT25VMC	SEL HCI-RBST-25VM-C)	\$15,935.00	K	31%	\$10,995.15	\$0.00		\$0.00			\$0.00		VMWARE
5	HCIRBT25VMC-I	SEL HCI-RBST-25VM-C)	\$18,643.95	K	31%	\$12,864.33	\$0.00		\$0.00			\$0.00		VMWARE
5	HCIRBT25VMC-K	SEL HCI-RBST-25VM-C)	\$17,889.98	K	31%	\$12,344.09	\$0.00		\$0.00			\$0.00		VMWARE
5 5	HCIST25VMPO HCIST25VMPO-I	SEL HCI-RBST-25VM-PROMO) SEL HCI-RBST-25VM-PROMO)	\$12,748.00 \$14,915.16	K K	31% 31%	\$8,796.12 \$10,291.46	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	HCIST25VMPO-K	SEL HCI-RBST-25VM-PROMO)	\$13,905.91	K	31%	\$9,595.08	\$0.00		\$0.00			\$0.00		VMWARE
5	HCISTCPUPO	SEL HCI-STD-CPU-PRO)	\$3,141.00	K	31%	\$2,167.29	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5	HCISTCPUPO-I	SEL HCI-STD-CPU-PRO)	\$3,674.97	K	31%	\$2,535.73	\$0.00		\$0.00			\$0.00		VMWARE
5 5	HCISTCPUPO-K HCISTCPUPOM	SEL HCI-STD-CPU-PRO) SEL HCI-STD-CPU-PROMO)	\$3,528.19 \$2,848.00	K K	31% 31%	\$2,434.45 \$1,965.12	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	HCISTCPUPOM-I	SEL HCI-STD-CPU-PROMO)	\$3,332.16	K	31%	\$2,299.19	\$0.00		\$0.00			\$0.00		VMWARE
5	HCISTCPUPOM-K	SEL HCI-STD-CPU-PROMO)	\$3,137.45	K	31%	\$2,164.84	\$0.00		\$0.00			\$0.00		VMWARE
5	HCISTDCPUC	SEL HCI-STD-CPU-C)	\$3,560.00	K	31%	\$2,456.40	\$0.00		\$0.00			\$0.00		VMWARE
5 5	HCISTDCPUC-I HCISTDCPUC-K	SEL HCI-STD-CPU-C) SEL HCI-STD-CPU-C)	\$4,165.20 \$4,003.22	K K	31% 31%	\$2,873.99 \$2,762.22	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	HF8W12FXUC	SEL HZ-F8WS12-FLX-UG-C)	\$107.00	K	31%	\$73.83	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5	HF8W12FXUC-I	SEL HZ-F8WS12-FLX-UG-C)	\$111.82	K	31%	\$77.16	\$0.00		\$0.00			\$0.00		VMWARE
5	HF8W12FXUC-K	SEL HZ-F8WS12-FLX-UG-C)	\$114.54	K	31%	\$79.03	\$0.00		\$0.00			\$0.00		VMWARE
5 5	HGANEN100UGC	SEL HZ7-APS-ENN100-UG-C) SEL HZ7-APS-ENN100-UG-C)	\$25,520.00 \$26,668.40	K K	31% 31%	\$17,608.80 \$18,401.20	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5		SEL HZ7-APS-ENN100-UG-C)	\$27,313.82	K	31%	\$18,846.54	\$0.00		\$0.00			\$0.00		VMWARE
5	HGENANN100UC	SEL HZ7-ENA-ENN100-UG-C)	\$7,370.00	K	31%	\$5,085.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5		SEL HZ7-ENA-ENN100-UG-C)	\$7,701.65	K	31%	\$5,314.14	\$0.00		\$0.00			\$0.00		VMWARE
5		SEL HZ7-ENA-ENN100-UG-C) SEL HZ7-STA-ENCA100-UG-C)	\$7,929.82 \$26,626.00	K K	31% 31%	\$5,471.58 \$18,371.94	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5		SEL HZ7-STA-ENCA100-UG-C)	\$27,824.17	ĸ	31%	\$19,198.68	\$0.00		\$0.00			\$0.00		VMWARE
5		K SEL HZ7-STA-ENCA100-UG-C)	\$28,539.69	K	31%	\$19,692.39	\$0.00		\$0.00			\$0.00		VMWARE
5 5	HZ7A100AERCC	SEL HZ7-A100-AERC-C)	\$30,850.00	K K	31% 31%	\$21,286.50	\$0.00 \$0.00		\$0.00			\$0.00		VMWARE VMWARE
5 5	HZ7A100AERCC-I HZ7A100AERCC-K	SEL HZ7-A100-AERC-C) SEL HZ7-A100-AERC-C)	\$32,238.25 \$33,060.07		31%	\$22,244.39 \$22,811.45	\$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE
5	HZ7A10AERCC	SEL HZ7-A10-AERC-C)	\$3,085.00	K	31%	\$2,128.65	\$0.00		\$0.00			\$0.00		VMWARE
5	HZ7A10AERCC-I	SEL HZ7-A10-AERC-C)	\$3,223.83	K	31%	\$2,224.44	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5 5	HZ7A10AERCC-K HZ7ADC100C	SEL HZ7-A10-AERC-C) SEL HZ7-ADC-100-C)	\$3,306.01 \$41,150.00	K K	31% 31%	\$2,281.15 \$28,393.50	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	HZ7ADC100C-I	SEL HZ7-ADC-100-C)	\$43,001.75	K	31%	\$29,671.21	\$0.00		\$0.00			\$0.00		VMWARE
5			\$44,092.86	K	31%	\$30,424.07	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7ADC10C	SEL HZ7-ADC-10-C)	\$4,115.00	K	31%	\$2,839.35	\$0.00		\$0.00			\$0.00		VMWARE
5 5	HZ7ADC10C-I HZ7ADC10CV2-K	SEL HZ7-ADC-10-C) SEL HZ7-ADC-10-C)	\$4,300.18 \$4,409.29	K K	31% 31%	\$2,967.12 \$3,042.41	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	HZ7ADN100C	SEL HZ7-ADN-100-C)	\$25,750.00	ĸ	31%	\$17,767.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	HZ7ADN100C-I	SEL HZ7-ADN-100-C)	\$26,908.75	K	31%	\$18,567.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	HZ7ADN100CV2-K HZ7ADN10C	SEL HZ7-ADN-100-C) SEL HZ7-ADN-10-C)	\$27,620.29	K K	31% 31%	\$19,058.00 \$1,776.75	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	HZ7ADN10C-I	SEL HZ7-ADN-10-C) SEL HZ7-ADN-10-C)	\$2,575.00 \$2,690.88	K	31%	\$1,776.75 \$1,856.71	\$0.00 \$0.00		\$0.00			\$0.00		VMWARE VMWARE
5	HZ7ADN10CV2-K	SEL HZ7-ADN-10-C)	\$2,762.03	ĸ	31%	\$1,905.80	\$0.00		\$0.00			\$0.00		VMWARE
5	HZ7ADNA100C	SEL HZ7-ADN-A100-C)	\$20,550.00	K	31%	\$14,179.50	\$0.00		\$0.00			\$0.00		VMWARE
5	HZ7ADNA100C-I HZ7ADNA100C-K	SEL HZ7-ADN-A100-C) SEL HZ7-ADN-A100-C)	\$21,474.75 \$22,027.28	K K	31% 31%	\$14,817.58 \$15,198.82	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	HZ7ADNA100C-K	SEL HZ7-ADN-A100-C)	\$2,055.00	K	31%	\$1,417.95	\$0.00		\$0.00			\$0.00	+	VMWARE
5	HZ7ADNA10C-I	SEL HZ7-ADN-A10-C)	\$2,147.48	K	31%	\$1,481.76	\$0.00					\$0.00	\$0.00	VMWARE
5	HZ7ADNA10C-K	SEL HZ7-ADN-A10-C)	\$2,202.73	K	31%	\$1,519.88	\$0.00					\$0.00		VMWARE
5	HZ7APADC100C HZ7APADC100C-I	SEL HZ7-AP-ADC100-C) SEL HZ7-AP-ADC100-C)	\$33,450.00 \$34,955.25		31% 31%	\$23,080.50 \$24,119.12	\$0.00 \$0.00					\$0.00 \$0.00		VMWARE VMWARE
5		SEL HZ7-AP-ADC100-C) SEL HZ7-AP-ADC100-C)	\$35,818.27	K	31%	\$24,714.61	\$0.00					\$0.00		VMWARE VMWARE
5	HZ7APADC10C	SEL HZ7-AP-ADC10-C)	\$3,345.00		31%	\$2,308.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7APADC10C-I	SEL HZ7-AP-ADC10-C)	\$3,495.53	K	31%	\$2,411.92	\$0.00					\$0.00		VMWARE
5 5	HZ7APADC10C-K	SEL HZ7-AP-ADC10-C)	\$3,581.83	K K	31% 31%	\$2,471.46 \$14.170.50	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	HZ7APADN100C HZ7APADN100C-I	SEL HZ7-AP-ADN100-C) SEL HZ7-AP-ADN100-C)	\$20,550.00 \$21,474.75		31%	\$14,179.50 \$14,817.58	\$0.00		\$0.00			\$0.00		VMWARE VMWARE
5		SEL HZ7-AP-ADN100-C)	\$22,027.28	ĸ	31%	\$15,198.82	\$0.00		\$0.00			\$0.00		VMWARE
5	HZ7APADN10C	SEL HZ7-AP-ADN10-C)	\$2,055.00		31%	\$1,417.95	\$0.00					\$0.00		VMWARE
5 5	HZ7APADN10C-I HZ7APADN10C-K	SEL HZ7-AP-ADN10-C) SEL HZ7-AP-ADN10-C)	\$2,147.48 \$2,202.73		31% 31%	\$1,481.76 \$1,519.88	\$0.00 \$0.00							VMWARE VMWARE
Ü	HEININDUINUU-N	OLL HZ/-A/-ADN 10-0)	\$2,202.73	r,	3170	00.81 ن, ا پ	φυ.υυ	φυ.00	φυ.υυ	φυ.υυ	φυ.υυ	φυ.00	φυ.00	VIVIVV/NAL

					NVP	LEVEL 1		N	IVP MAINTENANCE	E AND WARRANTY	UPGRADE PRICE			1
	1	T	T 1					PROSUPPORT		I	WTY UPG ENH TO			
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	W/MC PREM MNT	PROSUPPORT ENH MNT LP	BASIC MNT LP	PS W/MC PREM	TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5		SEL HZ7-AP-STC-ADC10-UG-C)	\$1,419.00	K	31%	\$979.11	\$0.00		\$0.00	\$0.00		\$0.00	\$0.00	VMWARE
5		SEL HZ7-AP-STC-ADC10-UG-C)	\$1,482.86	K	31%	\$1,023.17	\$0.00							VMWARE
5 5		SEL HZ7-AP-STC-ADC10-UG-C) SEL HZ7-AP-STC100-C)	\$1,520.84 \$20,550.00	K K	31% 31%	\$1,049.38 \$14,179.50	\$0.00 \$0.00							VMWARE VMWARE
5		SEL HZ7-AP-STC100-C)	\$20,550.00	K	31%	\$14,179.50	\$0.00							VMWARE
5	HZ7APSTC100C-K	SEL HZ7-AP-STC100-C)	\$22,027.28	K	31%	\$15,198.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7APSTC10C	SEL HZ7-AP-STC10-C)	\$2,055.00	K	31%	\$1,417.95	\$0.00							VMWARE
5 5	HZ7APSTC10C-I HZ7APSTC10C-K	SEL HZ7-AP-STC10-C) SEL HZ7-AP-STC10-C)	\$2,147.48 \$2,202.73	K K	31% 31%	\$1,481.76 \$1,519.88	\$0.00 \$0.00		\$0.00 \$0.00					VMWARE VMWARE
5	HZ7APSTN100C	SEL HZ7-AP-STN100-C)	\$12,850.00	ĸ	31%	\$8,866.50	\$0.00							VMWARE
5		SEL HZ7-AP-STN100-C)	\$13,428.25	K	31%	\$9,265.49	\$0.00					\$0.00	\$0.00	VMWARE
5		SEL HZ7-AP-STN100-C)	\$13,752.68	K	31%	\$9,489.35	\$0.00							VMWARE
5 5	HZ7APSTN10C HZ7APSTN10C-I	SEL HZ7-AP-STN10-C) SEL HZ7-AP-STN10-C)	\$1,285.00 \$1,342.83	K K	31% 31%	\$886.65 \$926.55	\$0.00 \$0.00							VMWARE VMWARE
5		SEL HZ7-AP-STN10-C)	\$1,375.27	ĸ	31%	\$948.94	\$0.00							VMWARE
5	HZ7DADC100GC	SEL HZ7-ADA-ADC100-UG-C)	\$11,330.00	K	31%	\$7,817.70	\$0.00					\$0.00	\$0.00	VMWARE
5		SEL HZ7-ADA-ADC100-UG-C)	\$11,839.85	K	31%	\$8,169.50	\$0.00							VMWARE
5 5		SEL HZ7-ADA-ADC100-UG-C) SEL HZ7-E100-AERC-C)	\$12,143.73 \$43,750.00	K K	31% 31%	\$8,379.17 \$30,187.50	\$0.00 \$0.00							VMWARE VMWARE
5		SEL HZ7-E100-AERC-C)	\$45,718.75		31%	\$31,545.94	\$0.00							VMWARE
5		SEL HZ7-E100-AERC-C)	\$46,927.67	K	31%	\$32,380.09	\$0.00							VMWARE
5	HZ7E10AERCC	SEL HZ7-E10-AERC-C)	\$4,375.00	K	31%	\$3,018.75	\$0.00							VMWARE
5 5		SEL HZ7-E10-AERC-C) SEL HZ7-E10-AERC-C)	\$4,571.88	K K	31% 31%	\$3,154.60	\$0.00 \$0.00							VMWARE
5		SEL HZ7-E10-AERC-C) SEL HZ7-E10-AERC-UG-C)	\$4,692.77 \$1,419.00	K	31%	\$3,238.01 \$979.11	\$0.00							VMWARE VMWARE
5		SEL HZ7-E10-AERC-UG-C)	\$1,482.86	K	31%	\$1,023.17	\$0.00							VMWARE
5		(SEL HZ7-E10-AERC-UG-C)	\$1,520.84	K	31%	\$1,049.38	\$0.00							VMWARE
5		SEL HZ7-ADA-ENC100-UG-C)	\$31,240.00	K	31%	\$21,555.60	\$0.00							VMWARE
5 5		SEL HZ7-ADA-ENC100-UG-C) SEL HZ7-ADA-ENC100-UG-C)	\$32,645.80 \$33,519.77	K K	31% 31%	\$22,525.60 \$23,128.64	\$0.00 \$0.00							VMWARE VMWARE
5	HZ7ENC100C	SEL HZ7-ENC-100-C)	\$59,250.00	ĸ	31%	\$40,882.50	\$0.00							VMWARE
5	HZ7ENC100C-I	SEL HZ7-ENC-100-C)	\$61,916.25	K	31%	\$42,722.21	\$0.00		\$0.00	\$0.00				VMWARE
5		SEL HZ7-ENC-100-C)	\$63,476.86	K	31%	\$43,799.03	\$0.00							VMWARE
5 5	HZ7ENC10C HZ7ENC10C-I	SEL HZ7-ENC-10-C) SEL HZ7-ENC-10-C)	\$5,925.00 \$6,191.63	K K	31% 31%	\$4,088.25 \$4,272.22	\$0.00 \$0.00							VMWARE VMWARE
5		SEL HZ7-ENC-10-C)	\$6,347.69	ĸ	31%	\$4,379.91	\$0.00							VMWARE
5	HZ7ENN100C	SEL HZ7-ENN-100-C)	\$36,050.00	K	31%	\$24,874.50	\$0.00							VMWARE
5	HZ7ENN100C-I	SEL HZ7-ENN-100-C)	\$37,672.25	K	31%	\$25,993.85	\$0.00							VMWARE
5 5	HZ7ENN100CV2-K HZ7ENN10C	SEL HZ7-ENN-100-C) SEL HZ7-ENN-10-C)	\$38,653.08 \$3,605.00	K K	31% 31%	\$26,670.63 \$2,487.45	\$0.00 \$0.00							VMWARE VMWARE
5	HZ7ENN10C-I	SEL HZ7-ENN-10-C)	\$3,767.23	K	31%	\$2,599.39	\$0.00							VMWARE
5		SEL HZ7-ENN-10-C)	\$3,865.31	K	31%	\$2,667.06	\$0.00							VMWARE
5	HZ7ENNA100C	SEL HZ7-ENN-A100-C)	\$29,350.00	K	31%	\$20,251.50	\$0.00							VMWARE
5 5	HZ7ENNA100C-I HZ7ENNA100C-K	SEL HZ7-ENN-A100-C) SEL HZ7-ENN-A100-C)	\$30,670.75 \$31,451.12	K K	31% 31%	\$21,162.82 \$21,701.27	\$0.00 \$0.00							VMWARE VMWARE
5		SEL HZ7-ENN-A100-C)	\$9,680.00	K	31%	\$6,679.20	\$0.00							VMWARE
5		SEL HZ7-ENN-A100-UG-C)	\$10,115.60	K	31%	\$6,979.76	\$0.00	\$0.00						VMWARE
5		SEL HZ7-ENN-A100-UG-C)	\$10,381.55	K	31%	\$7,163.27	\$0.00							VMWARE
5 5	HZ7ENNA10C HZ7ENNA10C-I	SEL HZ7-ENN-A10-C) SEL HZ7-ENN-A10-C)	\$2,935.00 \$3,067.08	K K	31% 31%	\$2,025.15 \$2,116.29	\$0.00 \$0.00							VMWARE VMWARE
5	HZ7ENNA10C-K	SEL HZ7-ENN-A10-C)	\$3,145.11	K	31%	\$2,170.13	\$0.00							VMWARE
5	HZ7ENNA10UGC	SEL HZ7-ENN-A10-UG-C)	\$968.00	K	31%	\$667.92	\$0.00						\$0.00	VMWARE
5		SEL HZ7-ENN-A10-UG-C)	\$1,011.56	K	31%	\$697.98	\$0.00							VMWARE
5 5		SEL HZ7-ENN-A10-UG-C) SEL HZ7-APS-ENN10-UG-C)	\$1,038.16 \$2,552.00	K K	31% 31%	\$716.33 \$1,760.88	\$0.00 \$0.00							VMWARE VMWARE
5		SEL HZ7-APS-ENN10-UG-C)	\$2,666.84	K	31%	\$1,700.00	\$0.00							VMWARE
5		SEL HZ7-APS-ENN10-UG-C)	\$2,731.38	K	31%	\$1,884.65	\$0.00	\$0.00			\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7GUAN10UGC	SEL HZ7-ENA-ENN10-UG-C)	\$737.00	K	31%	\$508.53	\$0.00							VMWARE
5 5		SEL HZ7-ENA-ENN10-UG-C) SEL HZ7-ENA-ENN10-UG-C)	\$770.17 \$792.98	K K	31% 31%	\$531.42 \$547.16	\$0.00 \$0.00							VMWARE VMWARE
5	HZ7LXC100C	SEL HZ7-ENA-ENN10-0G-C)	\$15,450.00	K	31%	\$10,660.50	\$0.00							VMWARE
5	HZ7LXC100C-I	SEL HZ7-LXC-100-C)	\$16,995.00	K	31%	\$11,726.55	\$0.00							VMWARE
5	HZ7LXC100C-K	SEL HZ7-LXC-100-C)	\$16,817.35	K	31%	\$11,603.97	\$0.00		\$0.00					VMWARE
5 5	HZ7LXC10C HZ7LXC10C-I	SEL HZ7-LXC-10-C) SEL HZ7-LXC-10-C)	\$1,545.00 \$1,699.50	K K	31% 31%	\$1,066.05 \$1,172.66	\$0.00 \$0.00		\$0.00 \$0.00					VMWARE VMWARE
5	HZ7LXC10C-I	SEL HZ7-LXC-10-C) SEL HZ7-LXC-10-C)	\$1,681.73	K	31%	\$1,172.00	\$0.00							VMWARE
5	HZ7PCAC100GC	SEL HZ7-AP-STC-ADC100-UG-C)	\$14,190.00	ĸ	31%	\$9,791.10								VMWARE
5	HZ7PCAC100GC-I	SEL HZ7-AP-STC-ADC100-UG-C)	\$14,828.55	K	31%	\$10,231.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5		SEL HZ7-AP-STC-ADC100-UG-C)	\$15,208.40		31%	\$10,493.80	\$0.00							VMWARE VMWARE
5 5		SEL HZ7-AP-STN-ADN10-UG-C) SEL HZ7-AP-STN-ADN10-UG-C)	\$847.00 \$885.12		31% 31%	\$584.43 \$610.73	\$0.00 \$0.00							VMWARE
5		(SEL HZ7-AP-STN-ADN10-UG-C)	\$907.91	ĸ	31%	\$626.46	\$0.00							VMWARE
5	HZ7SNAD100UC	SEL HZ7-AP-STN-ADN100-UG-C)	\$8,470.00	K	31%	\$5,844.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5		SEL HZ7-AP-STN-ADN100-UG-C)	\$8,851.15		31%	\$6,107.29	\$0.00							VMWARE
5 5	HZ7SNAD100UC-K HZ7STD100C	SEL HZ7-AP-STN-ADN100-UG-C) SEL HZ7-STD-100-C)	\$9,079.07 \$25,750.00	K K	31% 31%	\$6,264.56 \$17,767.50	\$0.00 \$0.00							VMWARE VMWARE
5	HZ7STD100C-I	SEL HZ7-STD-100-C)	\$26,908.75		31%	\$18,567.04	\$0.00							VMWARE
5	HZ7STD100CV2-K	SEL HZ7-STD-100-C)	\$27,620.29	K	31%	\$19,058.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7STD10C	SEL HZ7-STD-10-C)	\$2,575.00	K	31%	\$1,776.75								VMWARE
5	HZ7STD10C-I	SEL HZ7-STD-10-C)	\$2,690.88	K	31%	\$1,856.71	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE

					NVP I	EVEL 1	NVP MAINTENANCE AND WARRANTY UPGRADE PRICE							
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	HZ7STD10CV2-K	SEL HZ7-STD-10-C)	\$2,762.03	K	31%	\$1,905.80	\$0.00		\$0.00					VMWARE
5 5	HZ7STDA100C HZ7STDA100C-I	SEL HZ7-STD-A100-C) SEL HZ7-STD-A100-C)	\$19,550.00 \$20,429.75	K K	31% 31%	\$13,489.50 \$14,096.53	\$0.00 \$0.00		\$0.00 \$0.00					VMWARE VMWARE
5		SEL HZ7-STD-A100-C)	\$20,954.64	K	31%	\$14,458.70	\$0.00		\$0.00					VMWARE
5	HZ7STDA10C	SEL HZ7-STD-A10-C)	\$1,955.00	ĸ	31%	\$1,348.95	\$0.00		\$0.00					VMWARE
5	HZ7STDA10C-I	SEL HZ7-STD-A10-C)	\$2,042.98	K	31%	\$1,409.66	\$0.00		\$0.00					VMWARE
5	HZ7STDA10CV2-K	SEL HZ7-STD-A10-C)	\$2,095.46	K	31%	\$1,445.87	\$0.00		\$0.00					VMWARE
5	HZAAAN100UC	SEL HZ7-ADA-ADN100-UG-C)	\$5,720.00	K K	31% 31%	\$3,946.80	\$0.00		\$0.00					VMWARE
5 5	HZAAAN100UC-I HZAAAN100UC-K	SEL HZ7-ADA-ADN100-UG-C) SEL HZ7-ADA-ADN100-UG-C)	\$5,977.40 \$6,133.16	K	31%	\$4,124.41 \$4,231.88	\$0.00 \$0.00		\$0.00 \$0.00					VMWARE VMWARE
5	HZADEC10UGC	SEL HZ7-ADA-ENC10-UG-C)	\$3,124.00	ĸ	31%	\$2,155.56	\$0.00		\$0.00					VMWARE
5	HZADEC10UGC-I	SEL HZ7-ADA-ENC10-UG-C)	\$3,264.58	K	31%	\$2,252.56	\$0.00		\$0.00				\$0.00	VMWARE
5	HZADEC10UGC-K	SEL HZ7-ADA-ENC10-UG-C)	\$3,351.98	K	31%	\$2,312.87	\$0.00		\$0.00					VMWARE
5	HZDDNAA10UGC	SEL HZ7-ADA-ADN10-UG-C)	\$572.00	K	31%	\$394.68	\$0.00		\$0.00					VMWARE
5 5		SEL HZ7-ADA-ADN10-UG-C) SEL HZ7-ADA-ADN10-UG-C)	\$597.74 \$613.32	K K	31% 31%	\$412.44 \$423.19	\$0.00 \$0.00		\$0.00 \$0.00					VMWARE VMWARE
5	HZF7W11FXUC	SEL HZ-F7WS11-FLX-UG-C)	\$158.00	K	31%	\$109.02	\$0.00		\$0.00					VMWARE
5	HZF7W11FXUC-I	SEL HZ-F7WS11-FLX-UG-C)	\$165.11	K	31%	\$113.93	\$0.00		\$0.00					VMWARE
5	HZF7W11FXUC-K	SEL HZ-F7WS11-FLX-UG-C)	\$169.71	K	31%	\$117.10	\$0.00		\$0.00					VMWARE
5	HZFLX10C	SEL HZ-FLX-10-C)	\$2,575.00	K	31%	\$1,776.75	\$0.00		\$0.00					VMWARE
5	HZFLX10C-I	SEL HZ-FLX-10-C)	\$2,690.88	K	31%	\$1,856.71	\$0.00 \$0.00							VMWARE
5 5	HZFLX10CV2-K HZFLX1C	SEL HZ-FLX-10-C) SEL HZ-FLX-1-C)	\$2,762.03 \$250.00	K K	31% 31%	\$1,905.80 \$172.50	\$0.00							VMWARE VMWARE
5	HZFLX1C-I	SEL HZ-FLX-1-C)	\$261.25	K	31%	\$180.26	\$0.00		\$0.00					VMWARE
5	HZFLX1C-K	SEL HZ-FLX-1-C)	\$267.78	ĸ	31%	\$184.77	\$0.00		\$0.00					VMWARE
5	HZFLXAD10C	SEL HZ-FLX-AD10-C)	\$1,545.00	K	31%	\$1,066.05	\$0.00		\$0.00					VMWARE
5	HZFLXAD10C-I	SEL HZ-FLX-AD10-C)	\$1,614.53	K	31%	\$1,114.03	\$0.00		\$0.00					VMWARE
5		SEL HZ-FLX-AD10-C)	\$1,658.75	K	31%	\$1,144.54	\$0.00							VMWARE
5 5	HZPANA100UC HZPANA100UC-I	SEL HZ7-APA-ENN100-UG-C) SEL HZ7-APA-ENN100-UG-C)	\$16,998.00 \$17,762.91	K K	31% 31%	\$11,728.62 \$12,256.41	\$0.00 \$0.00		\$0.00 \$0.00					VMWARE VMWARE
5	HZPANA100UC-K	SEL HZ7-APA-ENN100-UG-C)	\$18,196.44	K	31%	\$12,555.54	\$0.00		\$0.00					VMWARE
5	HZPASE100UGC	SEL HZ7-APS-ENC100-UG-C)	\$42,570.00	K	31%	\$29,373.30	\$0.00		\$0.00					VMWARE
5	HZPASE100UGC-I	SEL HZ7-APS-ENC100-UG-C)	\$44,485.65	K	31%	\$30,695.10	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5		SEL HZ7-APS-ENC100-UG-C)	\$45,625.19	K	31%	\$31,481.38	\$0.00		\$0.00					VMWARE
5	HZPSEC10UGC	SEL HZ7-APS-ENC10-UG-C)	\$4,257.00	K	31%	\$2,937.33	\$0.00		\$0.00					VMWARE
5 5	HZPSEC10UGC-I HZPSEC10UGC-K	SEL HZ7-APS-ENC10-UG-C) SEL HZ7-APS-ENC10-UG-C)	\$4,448.57 \$4,562.52	K K	31% 31%	\$3,069.51 \$3,148.14	\$0.00 \$0.00		\$0.00 \$0.00					VMWARE VMWARE
5		SEL HZ7-APA-ENN10-UG-C)	\$1,699.00	K	31%	\$1,172.31	\$0.00		\$0.00					VMWARE
5		I SEL HZ7-APA-ENN10-UG-C)	\$1,775.46	ĸ	31%	\$1,225.07	\$0.00		\$0.00					VMWARE
5	HZPUGENN10UGC-	KSEL HZ7-APA-ENN10-UG-C)	\$1,819.64	K	31%	\$1,255.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZTAADC100UC	SEL HZ7-STA-ADC100-UG-C)	\$23,760.00	K	31%	\$16,394.40	\$0.00		\$0.00					VMWARE
5		SEL HZ7-STA-ADC100-UG-C)	\$24,829.20	K	31%	\$17,132.15	\$0.00		\$0.00					VMWARE
5 5	MGP100C	SEL HZ7-STA-ADC100-UG-C) SEL MGP-100-C)	\$25,475.02 \$15,450.00	K K	31% 31%	\$17,577.76 \$10,660.50	\$0.00 \$0.00		\$0.00 \$0.00					VMWARE VMWARE
5	MGP100C-I	SEL MGP-100-C)	\$16,145.25	K	31%	\$10,000.30	\$0.00		\$0.00					VMWARE
5	MGP100CV2-K	SEL MGP-100-C)	\$16,587.50	ĸ	31%	\$11,445.38	\$0.00							VMWARE
5	MGP10C	SEL MGP-10-C)	\$1,545.00	K	31%	\$1,066.05	\$0.00			\$0.00	\$0.00		\$0.00	VMWARE
5	MGP10C-I	SEL MGP-10-C)	\$1,614.53	K	31%	\$1,114.03	\$0.00							VMWARE
5	MGP10CV2-K	SEL MGP-10-C)	\$1,658.75	K	31%	\$1,144.54	\$0.00		\$0.00					VMWARE
5 5	NXADENC100UC NXADENC100UC-I	SEL NX-ADV-ENTC100-UG-C) SEL NX-ADV-ENTC100-UG-C)	\$5,500.00 \$6,435.00	K K	31% 31%	\$3,795.00 \$4,440.15	\$0.00 \$0.00		\$0.00 \$0.00					VMWARE VMWARE
5		SEL NX-ADV-ENTC100-UG-C)	\$6,179.13	K	31%	\$4,263.60	\$0.00		\$0.00					VMWARE
5	NXADENC10UC	SEL NX-ADV-ENTC-10-UG-C)	\$550.00	K	31%	\$379.50	\$0.00							VMWARE
5	NXADENC10UC-I	SEL NX-ADV-ENTC-10-UG-C)	\$643.50	K	31%	\$444.02	\$0.00		\$0.00					VMWARE
5	NXADENC10UC-K	SEL NX-ADV-ENTC-10-UG-C)	\$617.91	K	31%	\$426.36	\$0.00		\$0.00					VMWARE
5 5	NXADENTUC NXADENTUC-I	SEL NX-ADV-ENT-UG-C) SEL NX-ADV-ENT-UG-C)	\$2,750.00 \$3,217.50	K K	31% 31%	\$1,897.50 \$2,220.08	\$0.00 \$0.00		\$0.00 \$0.00					VMWARE VMWARE
5	NXADENTUC-K	SEL NX-ADV-ENT-UG-C)	\$3,091.48	K	31%	\$2,220.06			\$0.00					VMWARE
5	NXADVC	SEL NX-ADV-C)	\$4,495.00	ĸ	31%	\$3,101.55	\$0.00		\$0.00					VMWARE
5	NXADVC100C	SEL NX-ADVC-100-C)	\$9,000.00	K	31%	\$6,210.00	\$0.00		\$0.00				\$0.00	VMWARE
5	NXADVC100C-I	SEL NX-ADVC-100-C)	\$10,530.00	K	31%	\$7,265.70	\$0.00		\$0.00					VMWARE
5	NXADVC100C-K	SEL NX-ADVC-100-C)	\$10,151.70	K	31%	\$7,004.67	\$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	\$0.00 \$0.00		\$0.00 \$0.00					VMWARE VMWARE
5	NXADVC10C-K	SEL NX-ADVC-10-C)	\$1,015.17	K	31%	\$720.37	\$0.00		\$0.00					VMWARE
5	NXADVC-I	SEL NX-ADV-C)	\$5,259.15	K	31%	\$3,628.81	\$0.00		\$0.00					VMWARE
5	NXADVC-K	SEL NX-ADV-C)	\$5,052.87	K	31%	\$3,486.48	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	NXAKCPUC	SEL NX-AK-CPU-C)	\$25,995.00	K	31%	\$17,936.55	\$0.00		\$0.00					VMWARE
5	NXAKCPUC-I	SEL NX-AK-CPU-C)	\$44,451.45	K	31%	\$30,671.50	\$0.00		\$0.00					VMWARE
5 5	NXAKCPUC-K NXENTC	SEL NX-AK-CPU-C) SEL NX-ENT-C)	\$42,719.65 \$6,995.00	K K	31% 31%	\$29,476.56 \$4,826.55	\$0.00 \$0.00							VMWARE VMWARE
5	NXENTC100C	SEL NX-ENTC-100-C)	\$14,000.00	K	31%	\$9,660.00	\$0.00							VMWARE
5	NXENTC100C-I	SEL NX-ENTC-100-C)	\$16,380.00	ĸ	31%	\$11,302.20	\$0.00							VMWARE
5	NXENTC100C-K	SEL NX-ENTC-100-C)	\$15,744.71	K	31%	\$10,863.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	NXENTC10C	SEL NX-ENTC-10-C)	\$1,400.00	K	31%	\$966.00	\$0.00							VMWARE
5	NXENTC10C-I	SEL NX-ENTC-10-C)	\$1,638.00	K	31%	\$1,130.22	\$0.00							VMWARE
5 5	NXENTC10C-K NXENTC-I	SEL NX-ENTC-10-C) SEL NX-ENT-C)	\$1,574.47 \$8,184.15	K K	31% 31%	\$1,086.38 \$5,647.06	\$0.00 \$0.00							VMWARE VMWARE
5	NXENTC-I	SEL NX-ENT-C)	\$7,853.20	K	31%	\$5,647.06 \$5,418.71	\$0.00							VMWARE
5	NXRB25VMC	SEL NX-RB-25VM-C)	\$12,500.00	ĸ	31%	\$8,625.00	\$0.00							VMWARE
		•												

					NVP L	EVEL 1	NVP MAINTENANCE AND WARRANTY UPGRADE PRICE							
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	NXRB25VMC-I	SEL NX-RB-25VM-C)	\$14,625.00	K	31%	\$10,091.25	\$0.00		\$0.00			\$0.00		VMWARE
5 5	NXRB25VMC-K NXSTADVUC	SEL NX-RB-25VM-C) SEL NX-STD-ADV-UG-C)	\$14,059.15 \$2,750.00		31% 31%	\$9,700.81 \$1,897.50	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	NXSTADVUC-I	SEL NX-STD-ADV-UG-C)	\$3,217.50		31%	\$2,220.08	\$0.00		\$0.00			\$0.00		VMWARE
5	NXSTADVUC-K	SEL NX-STD-ADV-UG-C)	\$3,091.48		31%	\$2,133.12	\$0.00		\$0.00			\$0.00		VMWARE
5 5	NXSTDC NXSTDC-I	SEL NX-STD-C) SEL NX-STD-C)	\$1,995.00 \$2,334.15		31% 31%	\$1,376.55 \$1,610.56	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	NXSTDC-K	SEL NX-STD-C)	\$2,241.04	K	31%	\$1,546.32	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5	NXSTETUGC	SEL NX-STD-ENT-UG-C)	\$5,500.00	K	31%	\$3,795.00	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5 5	NXSTETUGC-I NXSTETUGC-K	SEL NX-STD-ENT-UG-C) SEL NX-STD-ENT-UG-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	\$0.00 \$0.00		VMWARE VMWARE
5	S6ADED10UCV2	SEL ST6-ADEN-D10-UG-C)	\$344.00	K	31%	\$237.36	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5	S6ADED10UCV2-I	SEL ST6-ADEN-D10-UG-C)	\$402.48	K	31%	\$277.71	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5	S6ADED10UCV2-K	SEL ST6-ADEN-D10-UG-C)	\$386.53	K	31%	\$266.71	\$0.00		\$0.00			\$0.00		VMWARE
5 5	S6AEN100UCV2 S6AEN100UCV2-I	SEL ST6-ADEN-D100-UG-C) SEL ST6-ADEN-D100-UG-C)	\$3,436.00 \$4,020.12	K K	31% 31%	\$2,370.84 \$2,773.88	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	S6AEN100UCV2-K	SEL ST6-ADEN-D100-UG-C)	\$3,865.31	K	31%	\$2,667.06	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5	S6SAD100UC	SEL ST6-STAD-D100-UG-C)	\$5,195.00		31%	\$3,584.55	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5 5	S6SAD100UC-I S6SAD100UC-K	SEL ST6-STAD D100-UG-C)	\$6,078.15	K K	31% 31%	\$4,193.92	\$0.00 \$0.00		\$0.00		\$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	S6SEN100UC-K	SEL ST6-STAD-D100-UG-C) SEL ST6-STEN-D100-UG-C)	\$5,842.02 \$8,250.00	K	31%	\$4,030.99 \$5,692.50	\$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00		VMWARE
5	S6SEN100UC-I	SEL ST6-STEN-D100-UG-C)	\$9,652.50	K	31%	\$6,660.23	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5	S6SEN100UC-K	SEL ST6-STEN-D100-UG-C)	\$9,308.92	K	31%	\$6,423.15	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5 5	S6SEND10UC S6SEND10UC-I	SEL ST6-STEN-D10-UG-C) SEL ST6-STEN-D10-UG-C)	\$825.00 \$965.25	K K	31% 31%	\$569.25 \$666.02	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	S6SEND10UC-K	SEL ST6-STEN-D10-UG-C)	\$930.89	K	31%	\$642.31	\$0.00		\$0.00			\$0.00		VMWARE
5	ST6AD100PRO2	SEL ST6-AD-D100-PRO)	\$9,000.00	K	31%	\$6,210.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	ST6AD100PRO2-I	SEL ST6-AD-D100-PRO)	\$10,530.00		31%	\$7,265.70	\$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		31% 31%	\$7,004.67 \$621.00	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	ST6AD10PRO2-I	SEL ST6-AD-D10-PRO)	\$1,053.00		31%	\$726.57	\$0.00		\$0.00			\$0.00		VMWARE
5	ST6AD10PRO2-K	SEL ST6-AD-D10-PRO)	\$1,015.17	K	31%	\$700.47	\$0.00		\$0.00			\$0.00		VMWARE
5	ST6ADC	SEL ST6-AD-C)	\$4,115.00	K	31%	\$2,839.35	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5 5	ST6ADC-I ST6ADC-K	SEL ST6-AD-C) SEL ST6-AD-C)	\$4,814.55 \$4,623.81	K K	31% 31%	\$3,322.04 \$3,190.43	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	ST6ADD100C	SEL ST6-AD-D100-C)	\$10,250.00	ĸ	31%	\$7,072.50	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5	ST6ADD100C-I	SEL ST6-AD-D100-C)	\$11,992.50	K	31%	\$8,274.83	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5 5	ST6ADD100C-K ST6ADD10C	SEL ST6-AD-D100-C) SEL ST6-AD-D10-C)	\$11,530.80 \$1,025.00	K K	31% 31%	\$7,956.25 \$707.25	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	ST6ADD10C-I	SEL ST6-AD-D10-C)	\$1,199.25	K	31%	\$827.48	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5	ST6ADD10C-K	SEL ST6-AD-D10-C)	\$1,153.08	K	31%	\$795.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	ST6ADENUGC	SEL ST6-AD-EN-UG-C)	\$1,700.00	K	31%	\$1,173.00	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5 5	ST6ADENUGC-I ST6ADENUGC-K	SEL ST6-AD-EN-UG-C) SEL ST6-AD-EN-UG-C)	\$1,989.00 \$1,911.58	K K	31% 31%	\$1,372.41 \$1,318.99	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	ST6ADPRO2	SEL ST6-AD-PRO)	\$3,595.50	ĸ	31%	\$2,480.90	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5	ST6ADPRO2-I	SEL ST6-AD-PRO)	\$4,206.74	K	31%	\$2,902.65	\$0.00		\$0.00			\$0.00		VMWARE
5 5	ST6ADPRO2-K ST6ED100PRO2	SEL ST6-AD-PRO) SEL ST6-EN-D100-PRO)	\$4,041.53 \$11,700.00	K K	31% 31%	\$2,788.66 \$8,073.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	ST6ED100PRO2-I	SEL ST6-EN-D100-PRO) SEL ST6-EN-D100-PRO)	\$13,689.00		31%	\$9,445.41	\$0.00		\$0.00			\$0.00		VMWARE
5	ST6ED100PRO2-K	SEL ST6-EN-D100-PRO)	\$13,139.75		31%	\$9,066.43	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5	ST6EDHA100C	SEL ST6-ED-HA100-C)	\$3,400.00	K	31%	\$2,346.00	\$0.00		\$0.00			\$0.00		VMWARE
5 5	ST6EDHA100C-I ST6EDHA100C-K	SEL ST6-ED-HA100-C) SEL ST6-ED-HA100-C)	\$3,978.00 \$3,819.34	K	31% 31%	\$2,744.82 \$2,635.34	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	ST6EDHA10C	SEL ST6-ED-HA10-C)	\$340.00	ĸ	31%	\$234.60	\$0.00		\$0.00			\$0.00		VMWARE
5	ST6EDHA10C-I	SEL ST6-ED-HA10-C)	\$397.80	K	31%	\$274.48	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5 5	ST6EDHA10C-K ST6EN10PRO2	SEL ST6-ED-HA10-C) SEL ST6-EN-D10-PRO)	\$381.93		31% 31%	\$263.53	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	ST6EN10PRO2-I	SEL ST6-EN-D10-PRO) SEL ST6-EN-D10-PRO)	\$1,170.00 \$1,368.90		31%	\$807.30 \$944.54	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE VMWARE
5	ST6EN10PRO2-K	SEL ST6-EN-D10-PRO)	\$1,313.97	ĸ	31%	\$906.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST6ENC	SEL ST6-EN-C)	\$5,655.00	K	31%	\$3,901.95	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5 5	ST6ENC-I ST6ENC-K	SEL ST6-EN-C) SEL ST6-EN-C)	\$6,616.35 \$6,355.35	K K	31% 31%	\$4,565.28 \$4,385.19	\$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		31%	\$8,970.00	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5	ST6END100C-I	SEL ST6-EN-D100-C)	\$15,210.00		31%	\$10,494.90	\$0.00		\$0.00			\$0.00		VMWARE
5	ST6END100C-K	SEL ST6-EN-D100-C)	\$14,595.46	K	31%	\$10,070.87	\$0.00		\$0.00			\$0.00		VMWARE
5 5	ST6END10C ST6END10C-I	SEL ST6-EN-D10-C) SEL ST6-EN-D10-C)	\$1,300.00 \$1,521.00	K K	31% 31%	\$897.00 \$1,049.49	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	ST6END10C-K	SEL ST6-EN-D10-C)	\$1,459.55		31%	\$1,007.09	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	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)	\$5,786.24		31%	\$3,992.51	\$0.00		\$0.00			\$0.00		VMWARE VMWARE
5 5	ST6ENPRO2-K ST6RA25PRO	SEL ST6-EN-PRO) SEL ST6-RBAD-25-PRO)	\$5,558.54 \$18,000.00		31% 31%	\$3,835.39 \$12,420.00	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	ST6RA25PRO-I	SEL ST6-RBAD-25-PRO)	\$21,060.00		31%	\$14,531.40	\$0.00		\$0.00			\$0.00		VMWARE
5	ST6RA25PRO-K	SEL ST6-RBAD-25-PRO)	\$20,265.09	K	31%	\$13,982.91	\$0.00		\$0.00			\$0.00		VMWARE
5	ST6RB25VMC	SEL ST6-RB-25VM-C)	\$12,850.00		31%	\$8,866.50	\$0.00		\$0.00			\$0.00		VMWARE
5 5	ST6RB25VMC-I ST6RB25VMC-K	SEL ST6-RB-25VM-C) SEL ST6-RB-25VM-C)	\$15,034.50 \$14,442.23		31% 31%	\$10,373.81 \$9,965.14	\$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	\$0.00	\$0.00	\$0.00	VMWARE
5		SEL ST6-RB-25VM-PRO)	\$13,162.50		31%	\$9,082.13	\$0.00					\$0.00		VMWARE
5	516RB25VPRO2-K	SEL ST6-RB-25VM-PRO)	\$12,680.05	K	31%	\$8,749.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE

					NVP	LEVEL 1		N	IVP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			1
BAND	ekii.	DESCRIPTION	EMC	CATEGORY	NVP LEVEL 1	NVP LEVEL 1 NET	PROSUPPORT	PROSUPPORT	PROSUPPORT	DACIC MNT I D	WTY UPG ENH TO	WTY UPG BASIC	DENEWAL	THIRD PARTY PRODUCT
BAND	SKU	DESCRIPTION	LIST PRICE USD	CODE	DISCOUNT %	PRICE	PLUS MNT LP	W/MC PREM MNT LP	ENH MNT LP	BASIC MNT LP	PS W/MC PREM LP	TO PS ENH LP	RENEWAL	PARTNER
5 5	ST6RBAD25C ST6RBAD25C-I	SEL ST6-RBAD-25-C) SEL ST6-RBAD-25-C)	\$20,550.00 \$24,043.50	K K	31% 31%	\$14,179.50 \$16,590.02	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00) VMWARE) VMWARE
5	ST6RBAD25C-K	SEL ST6-RBAD-25-C)	\$23,099.91	K	31%	\$15,938.94	\$0.00		\$0.00			\$0.00		VMWARE
5	ST6RBEN25C	SEL ST6-RBEN-25-C)	\$28,350.00		31%	\$19,561.50	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	ST6RBEN25C-I	SEL ST6-RBEN-25-C)	\$33,169.50		31%	\$22,886.96	\$0.00		\$0.00			\$0.00		VMWARE
5	ST6RBEN25C-K ST6RBEN25PRO	SEL ST6-RBEN-25-C) SEL ST6-RBEN-25-PRO)	\$31,834.20 \$24,750.00	K K	31% 31%	\$21,965.60 \$17,077.50	\$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	ĸ	31%	\$19,980.68	\$0.00		\$0.00			\$0.00		VMWARE
5		SEL ST6-RBEN-25-PRO)	\$27,850.14	K	31%	\$19,216.60	\$0.00		\$0.00			\$0.00) VMWARE
5 5		SEL ST6-RBEN-25-UG-C) SEL ST6-RBEN-25-UG-C)	\$17,050.00	K K	31% 31%	\$11,764.50	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00) VMWARE
5 5		SEL ST6-RBEN-25-UG-C)	\$19,948.50 \$19,192.46	K	31%	\$13,764.47 \$13,242.80	\$0.00		\$0.00			\$0.00) VMWARE) VMWARE
5	ST6SDT10PRO2	SEL ST6-VSDT10-PRO)	\$495.00	K	31%	\$341.55	\$0.00		\$0.00			\$0.00		VMWARE
5		SEL ST6-VSDT10-PRO)	\$579.15	K	31%	\$399.61	\$0.00		\$0.00			\$0.00		VMWARE
5	ST6SDT10PRO2-K ST6STADD10UC	SEL ST6-VSDT10-PRO) SEL ST6-STAD-D10-UG-C)	\$556.62 \$525.00	K K	31% 31%	\$384.07 \$362.25	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00) VMWARE) VMWARE
5		SEL ST6-STAD-D10-UG-C)	\$614.25	K	31%	\$423.83	\$0.00		\$0.00			\$0.00) VMWARE
5		SEL ST6-STAD-D10-UG-C)	\$590.33	K	31%	\$407.33	\$0.00		\$0.00			\$0.00		VMWARE
5	ST6STADUC	SEL ST6-ST-AD-UG-C)	\$1,704.00	K	31%	\$1,175.76	\$0.00		\$0.00			\$0.00		VMWARE
5	ST6STADUC-I ST6STADUC-K	SEL ST6-ST-AD-UG-C) SEL ST6-ST-AD-UG-C)	\$1,993.68 \$1,919.25	K K	31% 31%	\$1,375.64 \$1,324.28	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00) VMWARE) VMWARE
5	ST6STENUC	SEL ST6-ST-EN-UG-C)	\$3,399.00	K	31%	\$2,345.31	\$0.00		\$0.00			\$0.00		VMWARE
5	ST6STENUC-I	SEL ST6-ST-EN-UG-C)	\$3,976.83	K	31%	\$2,744.01	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST6STENUC-K	SEL ST6-ST-EN-UG-C)	\$3,819.34	K	31%	\$2,635.34	\$0.00		\$0.00			\$0.00		VMWARE
5 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) VMWARE) VMWARE
5		SEL ST6-VSAN-BN-C)	\$16,817.35		31%	\$11,603.97	\$0.00		\$0.00			\$0.00		VMWARE
5	ST6VSANC	SEL ST6-VSAN-C)	\$2,565.00	K	31%	\$1,769.85	\$0.00		\$0.00			\$0.00) VMWARE
5	ST6VSANC-I	SEL ST6-VSAN-C)	\$3,001.05	K	31%	\$2,070.72	\$0.00		\$0.00			\$0.00		VMWARE
5	ST6VSANC-K ST6VSAPRO2	SEL ST6-VSAN-C) SEL ST6-VSAN-PRO)	\$2,884.62 \$2,245.50	K K	31% 31%	\$1,990.39 \$1,549.40	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00) VMWARE) VMWARE
5	ST6VSAPRO2-I	SEL ST6-VSAN-PRO)	\$2,627.24	ĸ	31%	\$1,812.80	\$0.00		\$0.00			\$0.00		VMWARE
5	ST6VSAPRO2-K	SEL ST6-VSAN-PRO)	\$2,524.52	K	31%	\$1,741.92	\$0.00		\$0.00			\$0.00) VMWARE
5 5		SEL ST6-VSA-VSAN-UG-C)	\$11,715.00	K K	31% 31%	\$8,083.35	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00) VMWARE) VMWARE
5 5		SEL ST6-VSA-VSAN-UG-C) (SEL ST6-VSA-VSAN-UG-C)	\$13,706.55 \$13,139.75		31%	\$9,457.52 \$9,066.43	\$0.00		\$0.00			\$0.00) VMWARE
5		SEL ST6-VSDT100-PRO)	\$4,950.00	K	31%	\$3,415.50	\$0.00		\$0.00			\$0.00		VMWARE
5		SEL ST6-VSDT100-PRO)	\$5,791.50	K	31%	\$3,996.14	\$0.00		\$0.00			\$0.00		VMWARE
5	ST6VSD100PRO2-K ST6VSDT100C	SEL ST6-VSDT100-PRO) SEL ST6-VSDT100-C)	\$5,566.20 \$5,500.00	K K	31% 31%	\$3,840.68 \$3,795.00	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00) VMWARE) VMWARE
5	ST6VSDT100C-I	SEL ST6-VSDT100-C)	\$6,435.00	K	31%	\$4,440.15			\$0.00			\$0.00) VMWARE
5	ST6VSDT100C-K	SEL ST6-VSDT100-C)	\$6,179.13	K	31%	\$4,263.60	\$0.00		\$0.00			\$0.00		VMWARE
5	ST6VSDT10C	SEL ST6-VSDT10-C)	\$550.00	K	31%	\$379.50	\$0.00		\$0.00			\$0.00		VMWARE
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) VMWARE) VMWARE
5	STRADE25UGC	SEL ST6-RB-ADEN-25-UG-C)	\$8,580.00	ĸ	31%	\$5,920.20	\$0.00		\$0.00			\$0.00		VMWARE
5	STRADE25UGC-I	SEL ST6-RB-ADEN-25-UG-C)	\$10,038.60	K	31%	\$6,926.63	\$0.00		\$0.00			\$0.00		VMWARE
5		SEL ST6-RB-ADEN-25-UG-C)	\$9,615.38	K	31%	\$6,634.61	\$0.00		\$0.00			\$0.00		VMWARE
5 5	STRBAD25UC STRBAD25UC-I	SEL ST6-RB-ADV-25-UG-C) SEL ST6-RB-ADV-25-UG-C)	\$8,470.00 \$9,909.90	K K	31% 31%	\$5,844.30 \$6,837.83	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00) VMWARE) VMWARE
5	STRBAD25UC-K	SEL ST6-RB-ADV-25-UG-C)	\$9,538.77	ĸ	31%	\$6,581.75	\$0.00		\$0.00			\$0.00		VMWARE
5	THIN5100PKC	SEL THIN5-100PK-C)	\$1,955.00	K	31%	\$1,348.95	\$0.00		\$0.00			\$0.00		VMWARE
5	THIN5100PKC-I	SEL THIN5-100PK-C)	\$2,042.98	K	31%	\$1,409.66	\$0.00		\$0.00			\$0.00		O VMWARE
5	THIN5100PKCV2-K THIN5-STE-C	SEL THIN5-100PK-C) SEL THIN5-STE-C)	\$2,095.46 \$5,145.00	K K	31% 31%	\$1,445.87 \$3,550.05	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00) VMWARE) VMWARE
5	THIN5-STE-C-I	SEL THIN5-STE-C)	\$5,376.53	ĸ	31%	\$3,709.81	\$0.00		\$0.00			\$0.00		VMWARE
5	THIN5STECV2-K	SEL THIN5-STE-C)	\$5,512.57	K	31%	\$3,803.67	\$0.00		\$0.00			\$0.00		VMWARE
5 5	UEMCCU100C UEMCCU100C-I	SEL UEM-CCU-100-C) SEL UEM-CCU-100-C)	\$5,150.00 \$5,665.00	K K	31% 31%	\$3,553.50 \$3,908.85	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00) VMWARE) VMWARE
5		SEL UEM-CCU-100-C)	\$5,573.86	K	31%	\$3,845.96	\$0.00		\$0.00			\$0.00		VMWARE
5	UEMCCU10C	SEL UEM-CCU-10-C)	\$515.00	K	31%	\$355.35	\$0.00		\$0.00			\$0.00		VMWARE
5	UEMCCU10C-I	SEL UEM-CCU-10-C)	\$566.50	K	31%	\$390.89	\$0.00		\$0.00			\$0.00		VMWARE
5	UEMCCU10C-K UEMNU100C	SEL UEM-CCU-10-C) SEL UEM-NU-100-C)	\$557.39 \$3,090.00	K K	31% 31%	\$384.60 \$2,132.10	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00) VMWARE) VMWARE
5	UEMNU100C-I	SEL UEM-NU-100-C)	\$3,399.00	ĸ	31%	\$2,345.31	\$0.00		\$0.00			\$0.00		VMWARE
5	UEMNU100C-K	SEL UEM-NU-100-C)	\$3,344.32	K	31%	\$2,307.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	UEMNU10C	SEL UEM-NU-10-C)	\$309.00	K	31%	\$213.21	\$0.00		\$0.00			\$0.00) VMWARE) VMWARE
5	UEMNU10C-I UEMNU10C-K	SEL UEM-NU-10-C) SEL UEM-NU-10-C)	\$339.90 \$334.43	K K	31% 31%	\$234.53 \$230.76	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00) VMWARE
5	V6EEPLAUGC	SEL VS6-ES-EPL-AK-UG-C)	\$23,412.00		31%	\$16,154.28	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V6EEPLAUGC-I	SEL VS6-ES-EPL-AK-UG-C)	\$27,392.04	K	31%	\$18,900.51	\$0.00		\$0.00			\$0.00		VMWARE
5 5	V6EEPLAUGC-K V6ENOEPLUC	SEL VS6-ES-EPL-AK-UG-C) SEL VS6-ENT-OEPL-UG-C)	\$27,543.67 \$1,815.00	K K	31% 31%	\$19,005.13 \$1,252.35	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00) VMWARE) VMWARE
5	V6ENOEPLUC-I	SEL VS6-ENT-OEPL-UG-C)	\$2,123.55	K	31%	\$1,465.25	\$0.00		\$0.00			\$0.00) VMWARE
5	V6ENOEPLUC-K	SEL VS6-ENT-OEPL-UG-C)	\$2,041.83	K	31%	\$1,408.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V6ENTEPLUC	SEL VS6-ENT-EPL-UG-C)	\$682.00	K	31%	\$470.58	\$0.00		\$0.00			\$0.00		O VMWARE
5 5	V6ENTEPLUC-I V6ENTEPLUC-K	SEL VS6-ENT-EPL-UG-C) SEL VS6-ENT-EPL-UG-C)	\$797.94 \$800.64	K K	31% 31%	\$550.58 \$552.44	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00) VMWARE) VMWARE
5	V6EPOPLAKUC	SEL VS6-ESP-OEPL-AK-UG-C)	\$24,122.00		31%	\$16,644.18						\$0.00		VMWARE
5	V6EPOPLAKUC-I	SEL VS6-ESP-OEPL-AK-UG-C)	\$28,222.74		31%	\$19,473.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00) VMWARE

March Source December Dec						NVP L	EVEL 1	NVP MAINTENANCE AND WARRANTY UPGRADE PRICE							
NOTITION OF COLUMN 1.00	BAND	sku	DESCRIPTION						W/MC PREM MNT		BASIC MNT LP	PS W/MC PREM		RENEWAL	
Section	-														
1	5 5														
WINDLESS SECTION SEC	5														
MINISTRACE Company C	5														
Marting	5														
Section Column	5 5														
S. VICENTRUIL SELECTION	5														
S. VINTENDICK SEC. VINTEND	5														
Section Sect	5														
Separate Continue	5														
1	5	V6HPOELUC													
5 WeePFILIC	•														
S. WINDERLICK S. WINDERLIC	-														
S. MARTINICAL S. MARTINICA	-														
S. WINTERLOOK S. WINTERLOO	5														
5 WORTFELLOCK SELECTION SE	5														
S WOODSMILLS SERVICE OF THE LUCK C) \$970.0 K 3779. \$1976.01 \$0.00	5														
5 WERNELDER LICE SE, WAS-ERFECCEPT-LICES) \$ 1.00	5														
5 VIRREADUSCU SE LIVERATION (C.S. LIVERATION AND COLD 1 1990 SE 1775 NO 1 1990 SE 17	5														
WIRDSACES COL SELVESHEETH-ADDRESS 1.994.85 K 315, W 1.376.65 SOLO 20.00 WARRE	5														
WINDSPENDING SELVISOR STEPLING SELVISOR	Ū														
SET VEST Color	5 5														
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VATAMESCYAK SEL VIFFATROSEC \$7,029.82 K 31% \$4,403.5 \$0.00 \$0.0	5														
VATEGOV/24 SELVIPTA-TENSEC \$13.752.88 K 31% \$44.675 \$0.00 \$0.	5	V7ATA25CV2-K	SEL VR7-ATAD25-C)	\$7,929.82			\$5,471.58		\$0.00	\$0.00	\$0.00		\$0.00		
S VCEPICC SELVCEPICC SE	5														
S VCEPICC-I SELVCEPICC-	5														
Company Comp	5														
S VCSRPNDC-I SELVESPHDC-I S176-95 K 31% S1,229.21 S0.00 S0.0	5	VCEPICC-K	SEL VC-EPIC-C)	\$69,376.34	K	31%	\$47,869.67	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
S VCSBFNDCK SEL VCSBFNDCT S164.02 S S104.09 S S S S S S S S S	-														
S VCSFNSTUCV2 SEL VCSF-ND-STD-UG-C S.5071-86 K 31% \$3.121-86 \$0.00 \$	-														
S VCSRFNSTUCYS SEL VCSR-TDC-C)	5														
S	5			\$5,971.68			\$4,120.46			\$0.00	\$0.00	\$0.00		\$0.00	VMWARE
S	5														
S	5														
5 VCSRM02SECL SELVC-SRM0-25EC.) \$14,917.50 K 31% \$10,293.08 \$0.00	5														
5 VCSRM625EC/S ELV C-SRM625EUGC-1 \$84,365.61 K 31% \$8,912.27 \$0.00 \$0.0	5														
S	•														
5 VCSRM02EFLUGC-L SELV-CSRM02ES-LG-C) \$9,94.266 K 31% \$6,860.44 \$0.00 \$0	5														
5 VCSRM62SCC SELV-CSRM62SCC1	5														
5 VCSRM62SSC-J SEL VC-SRM62SSC-J SEL VC-SRM62SSC-D S5.650.48 K 31% \$4.056.68 \$0.00 \$	5														
5 VCSRM62SSC-K SEL VC-SRM6-2SS-C) \$5,650.48 K 311% \$3,98.83 \$0.00	5														
5 VFHYPMSC SEL VF-HYPMSC)	5														
5 VFHYPMSC-J SEL VF-HYPMS-C) \$43407 K 31% \$299.51 \$0.00 \$0.0	5														
5 MAPLIDCK SEL V-MAW-PLID-C S11.07 K 31% \$7.64 \$0.00 \$	5														
S	5														
5 VMAWPLIDC-I SEL V-MAW-PLI-D-C) \$10.30 K 31% \$7.11 \$0.00 \$0	5														
5 VMBMPLLDC SEL V-MBM-PLL-D-C) \$20.60 K 31% \$14.21 \$0.00	5														
5 VMBMPLLDC-I SEL V-MBM-PLL-D-C) \$20.60 K 31% \$14.21 \$0.00	5	VMBMLLDC-K	SEL V-MBM-PLL-D-C)	\$22.10	K	31%	\$15.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 VMSPLLDC-K SEL V-OMS-PLL-D-C) \$77.77 K 31% \$53.66 \$0.00 \$0	5				12										
5 VNIUGEN10UCL SEL VR.NI-UG-AENX100-UG-C) \$2,090.0 K 31% \$1,442.10 \$0.00	5														
5 VNIUGEN10UC-I SEL VR-NI-UG-AENX10-UG-C) \$2,445.30 K 31% \$1,687.26 \$0.00 \$0.0	5														
5 VNIUGENX10UC SEL VR.N-I-UG-AENX10-UG-C) \$209.0 K 31% \$144.21 \$0.00 \$0	5	VNIUGEN100UC-I		\$2,445.30		31%	\$1,687.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 VNIUGENX10UC-I SEL VR-NI-UG-AENX10-UG-C) \$244.53 K 31% \$168.73 \$0.00	-														
5 VNIUGENX10UC-K SEL V-N-NI-UG-AENX10-UG-C) \$234.83 K 31% \$162.03 \$0.00	-				K										
5 VOMSPLLDC SEL V-OMS-PLL-D-C) \$72.50 K 31% \$50.03 \$0.00 \$0.	-				K										
5 VOMSPLLUC SEL V-OMS-PLL-U-C) \$144.50 K 31% \$99.71 \$0.00 \$0	5	VOMSPLLDC	SEL V-OMS-PLL-D-C)	\$72.50	K	31%	\$50.03	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 VOMSPLLUC-I SEL V-OMS-PLL-U-C) \$144.50 K 31% \$99.71 \$0.00	Ū				K										
5 VOSPLLUC-K SEL V-OMS-PLL-U-C) \$155.15 K 31% \$107.05 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00	5				K										
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	5														

					NVP L	EVEL 1	NVP MAINTENANCE AND WARRANTY UPGRADE PRICE							
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			\$1,106.82	K	31%	\$763.71	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5 5	VR17AADENTUC-K VR17ADENTGC	SEL VR17-AADV-ENT-UG-C) SEL VR17-ADV-ENT-UG-C)	\$1,061.14 \$1,700.00	K K	31% 31%	\$732.19 \$1,173.00	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VR17ADENTGC-I	SEL VR17-ADV-ENT-UG-C)	\$1,989.00	ĸ	31%	\$1,372.41	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5	VR17ADENTGC-K	SEL VR17-ADV-ENT-UG-C)	\$1,911.58	K	31%	\$1,318.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VR17ADENUGC	SEL VR17-OADV-ENT-UG-C)	\$946.00	K	31%	\$652.74	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5	VR17ADENUGC-I VR17ADENUGC-K	SEL VR17-OADV-ENT-UG-C) SEL VR17-OADV-ENT-UG-C)	\$1,106.82 \$1,061.14	K K	31% 31%	\$763.71 \$732.19	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VR17ADENOGC-R	SEL VR17-OADV-ENT-OG-C)	\$6,445.00	K	31%	\$4,447.05	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5	VR17ADVC-I	SEL VR17-ADV-C)	\$7,540.65	ĸ	31%	\$5,203.05	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5	VR17ADVC-K	SEL VR17-ADV-C)	\$7,244.10	K	31%	\$4,998.43	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5	VR17BLADVUGC	SEL VR17-BCLC-ADV-UG-C)	\$3,696.00	K	31%	\$2,550.24	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5 5	VR17BLADVUGC-I	SEL VR17-BCLC-ADV-UG-C) SEL VR17-BCLC-ADV-UG-C)	\$4,324.32 \$4,156.45	K K	31% 31%	\$2,983.78 \$2,867.95	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VR17BLENTUC	SEL VR17-BCLC-ADV-0G-C) SEL VR17-BCLC-ENT-UG-C)	\$5,346.00	K	31%	\$3,688.74	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5	VR17BLENTUC-I	SEL VR17-BCLC-ENT-UG-C)	\$6,254.82	ĸ	31%	\$4,315.83	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5	VR17BLENTUC-K	SEL VR17-BCLC-ENT-UG-C)	\$6,010.57	K	31%	\$4,147.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VR17BLOAUGC	SEL VR17-BCLO-ADV-UG-C)	\$1,430.00	K	31%	\$986.70	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5	VR17BLOAUGC-I VR17BLOAUGC-K	SEL VR17-BCLO-ADV-UG-C) SEL VR17-BCLO-ADV-UG-C)	\$1,673.10 \$1,605.12	K K	31% 31%	\$1,154.44 \$1,107.53	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VR17CLENTUC	SEL VR17-BCLO-ADV-UG-C) SEL VR17-BCLO-ENT-UG-C)	\$3,080.00	K	31%	\$1,107.53	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5	VR17CLENTUC-I	SEL VR17-BCLO-ENT-UG-C)	\$3,603.60	ĸ	31%	\$2,486.48	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5	VR17CLENTUC-K	SEL VR17-BCLO-ENT-UG-C)	\$3,459.24	K	31%	\$2,386.88	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VR17ENTC	SEL VR17-ENT-C)	\$7,945.00	K	31%	\$5,482.05	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5	VR17ENTC-I	SEL VR17-ENT-C)	\$9,295.65	K	31%	\$6,414.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5 5	VR17ENTC-K VR17ISODVUGC	SEL VR17-ENT-C) SEL VR17-LIS4O-ADV-UG-C)	\$8,925.84 \$1,425.00	K K	31% 31%	\$6,158.83 \$983.25	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VR17ISODVUGC-I	SEL VR17-LIS4O-ADV-UG-C)	\$1,667.25	K	31%	\$1,150.40	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5		SEL VR17-LIS4O-ADV-UG-C)	\$1,605.12	K	31%	\$1,107.53	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5	VR17L4CADUGC	SEL VR17-LIS4C-ADV-UG-C)	\$5,390.00	K	31%	\$3,719.10	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5	VR17L4CADUGC-I	SEL VR17-LIS4C-ADV-UG-C)	\$6,306.30	K	31%	\$4,351.35	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5	VR17L4CADUGC-K VR17LI4CSTUC	SEL VR17-LIS4C-ADV-UG-C) SEL VR17-LIS4C-STD-UG-C)	\$6,056.54 \$2,530.00	K K	31% 31%	\$4,179.01 \$1,745.70	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VR17LI4CSTUC-I	SEL VR17-LIS4C-STD-UG-C)	\$2,960.10	K	31%	\$2,042.47	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5	VR17LI4CSTUC-K	SEL VR17-LIS4C-STD-UG-C)	\$2,846.31	ĸ	31%	\$1,963.95	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5	VR17LIOETUGC	SEL VR17-LIS4O-ENT-UG-C)	\$3,075.00	K	31%	\$2,121.75	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5	VR17LIOETUGC-I	SEL VR17-LIS4O-ENT-UG-C)	\$3,597.75	K	31%	\$2,482.45	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5 5	VR17LIOETUGC-K VR17LISENUGC	SEL VR17-LIS4O-ENT-UG-C) SEL VR17-LIS4C-ENT-UG-C)	\$3,459.24 \$7,040.00	K K	31% 31%	\$2,386.88 \$4,857.60	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VR17LISENUGC-I	SEL VR17-LIS4C-ENT-UG-C) SEL VR17-LIS4C-ENT-UG-C)	\$8,236.80	K	31%	\$4,657.60 \$5,683.39	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5		SEL VR17-LIS4C-ENT-UG-C)	\$7,929.82	ĸ	31%	\$5,471.58	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5	VR170ADCSDUC	SEL VR17-OADVC-STD-UG-C)	\$1,111.00	K	31%	\$766.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5		SEL VR17-OADVC-STD-UG-C)	\$1,299.87	K	31%	\$896.91	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5		SEL VR17-OADVC-STD-UG-C)	\$1,252.68	K	31%	\$864.35	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5		SEL VR17-OADVC-ENT-UG-C) SEL VR17-OADVC-ENT-UG-C)	\$5,621.00 \$6,576.57	K K	31% 31%	\$3,878.49 \$4,537.83	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5		SEL VR17-OADVC-ENT-UG-C)	\$6,317.04	K	31%	\$4,358.76	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5	VR170ISSTUC	SEL VR17-OIST-STD-UG-C)	\$1,969.00	K	31%	\$1,358.61	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5	VR170ISSTUC-I	SEL VR17-OIST-STD-UG-C)	\$2,303.73	K	31%	\$1,589.57	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5	VR170ISSTUC-K	SEL VR17-OIST-STD-UG-C)	\$2,210.39	K	31%	\$1,525.17	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5 5	VR170ISVUGC VR170ISVUGC-I	SEL VR17-OIST-ADV-UG-C) SEL VR17-OIST-ADV-UG-C)	\$4,829.00 \$5,649.93	K K	31% 31%	\$3,332.01 \$3,898.45	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VR170ISVUGC-K	SEL VR17-OIST-ADV-UG-C)	\$5,428.29	K	31%	\$3,745.52	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5	VR17OSCDVUC	SEL VR17-OSTC-ADV-UG-C)	\$5,676.00	K	31%	\$3,916.44	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5	VR17OSCDVUC-I	SEL VR17-OSTC-ADV-UG-C)	\$6,640.92	K	31%	\$4,582.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR17OSCDVUC-K	SEL VR17-OSTC-ADV-UG-C)	\$6,378.33	K	31%	\$4,401.05	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5	VR170SENTGC VR170SENTGC-I	SEL VR17-OSTC-ENT-UG-C) SEL VR17-OSTC-ENT-UG-C)	\$7,326.00 \$8,571.42	K K	31% 31%	\$5,054.94 \$5,914.28	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VR170SENTGC-K	SEL VR17-OSTC-ENT-UG-C)	\$8,236.29	K	31%	\$5,683.04	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5	VR17OSTCSDGC	SEL VR17-OSTDC-STD-UG-C)	\$3,394.00	K	31%	\$2,341.86	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5	VR17OSTCSDGC-I	SEL VR17-OSTDC-STD-UG-C)	\$3,970.98	K	31%	\$2,739.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5		SEL VR17-OSTDC-STD-UG-C)	\$3,811.68	K	31%	\$2,630.06	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5	VR170STONGC VR170STONGC-I	SEL VR17-OSTDO-ENT-UG-C)	\$5,203.00 \$6,087.51	K K	31% 31%	\$3,590.07	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5		SEL VR17-OSTDO-ENT-UG-C) SEL VR17-OSTDO-ENT-UG-C)	\$5,849.68	K	31%	\$4,200.38 \$4,036.28	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5	VR17OTCTDUC	SEL VR17-OSTC-STD-UG-C)	\$2,816.00	ĸ	31%	\$1,943.04	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5	VR170TCTDUC-I		\$3,294.72	K	31%	\$2,273.36	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5		SEL VR17-OSTC-STD-UG-C)	\$3,168.10	K	31%	\$2,185.99	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5	VR17SAVUC	SEL VR17-STD-ADV-UG-C)	\$2,860.00	K	31%	\$1,973.40	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5 5	VR17SAVUC-I VR17SAVUC-K	SEL VR17-STD-ADV-UG-C) SEL VR17-STD-ADV-UG-C)	\$3,346.20 \$3,214.07	K K	31% 31%	\$2,308.88 \$2,217.71	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VR17SENTUC	SEL VR17-STD-ADV-UG-C) SEL VR17-OIST-ENT-UG-C)	\$5,214.07 \$6,479.00	K	31%	\$2,217.71 \$4,470.51	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5	VR17SENTUC-I	SEL VR17-OIST-ENT-UG-C)	\$7,580.43	ĸ	31%	\$5,230.50	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5	VR17SENTUC-K	SEL VR17-OIST-ENT-UG-C)	\$7,282.41	K	31%	\$5,024.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR17STDC	SEL VR17-STD-C)	\$3,845.00	K	31%	\$2,653.05	\$0.00		\$0.00		\$0.00			VMWARE
5	VR17STDC-I	SEL VR17-STD-C)	\$4,498.65	K	31%	\$3,104.07	\$0.00		\$0.00		\$0.00			VMWARE VMWARE
5 5	VR17STDC-K VR17STDSTDGC	SEL VR17-STD-C) SEL VR17-OSTDO-STD-UG-C)	\$4,325.01 \$693.00	K K	31% 31%	\$2,984.26 \$478.17	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			VMWARE VMWARE
5		SEL VR17-OSTDO-STD-UG-C)	\$810.81	K	31%	\$559.46	\$0.00		\$0.00		\$0.00			VMWARE
5		SEL VR17-OSTDO-STD-UG-C)	\$777.66	K	31%	\$536.59	\$0.00		\$0.00		\$0.00			VMWARE

					NVP I	LEVEL 1	NVP MAINTENANCE AND WARRANTY UPGRADE PRICE							
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	VR17STETUGC	SEL VR17-STD-ENT-UG-C)	\$4,510.00	K	31%	\$3,111.90	\$0.00		\$0.00			\$0.00		VMWARE
5 5	VR17STETUGC-I VR17STETUGC-K	SEL VR17-STD-ENT-UG-C) SEL VR17-STD-ENT-UG-C)	\$5,276.70 \$5,068.19	K K	31% 31%	\$3,640.92 \$3,497.05	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	VR10AADVUGC	SEL VR17-OADVC-ADV-UG-C)	\$3,971.00	K	31%	\$2,739.99	\$0.00		\$0.00			\$0.00		VMWARE
5	VR10AADVUGC-I	SEL VR17-OADVC-ADV-UG-C)	\$4,646.07	K	31%	\$3,205.79	\$0.00	\$0.00	\$0.00			\$0.00		VMWARE
5	VR10AADVUGC-K	SEL VR17-OADVC-ADV-UG-C)	\$4,462.92	K	31%	\$3,079.41	\$0.00		\$0.00			\$0.00		VMWARE
5	VR1STADVUGC VR1STADVUGC-I	SEL VR17-OSTDC-ADV-UG-C) SEL VR17-OSTDC-ADV-UG-C)	\$6,226.00 \$7,284.42	K K	31% 31%	\$4,295.94 \$5,026.25	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	VR1STADVUGC-K	SEL VR17-OSTDC-ADV-UG-C)	\$6,998.93	K	31%	\$4,829.26	\$0.00		\$0.00			\$0.00		VMWARE
5	VR6OADVCC	SEL VR6-OADVC-C)	\$2,835.00	K	31%	\$1,956.15	\$0.00		\$0.00			\$0.00		VMWARE
5	VR6OADVCC-I	SEL VR6-OADVC-C)	\$3,316.95	K	31%	\$2,288.70	\$0.00		\$0.00			\$0.00		VMWARE
5	VR6OADVCC-K	SEL VR6-OADVC-C) SEL VR6-OSTC-OADVC-UG-C)	\$3,183.42 \$1,705.00	K K	31% 31%	\$2,196.56 \$1,176.45	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5		SEL VR6-OSTC-OADVC-UG-C)	\$1,703.00	K	31%	\$1,376.45	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5		SEL VR6-OSTC-OADVC-UG-C)	\$1,919.25	K	31%	\$1,324.28	\$0.00		\$0.00			\$0.00		VMWARE
5	VR6OSTCC	SEL VR6-OSTC-C)	\$1,285.00	K	31%	\$886.65	\$0.00		\$0.00			\$0.00		VMWARE
5	VR6OSTCC-I VR6OSTCC-K	SEL VR6-OSTC-C) SEL VR6-OSTC-C)	\$1,503.45 \$1,444.22	K K	31% 31%	\$1,037.38 \$996.51	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5		SEL VR6-OSTDC-OADVC-UG-C)	\$2,266.00	ĸ	31%	\$1,563.54	\$0.00		\$0.00			\$0.00		VMWARE
5		I SEL VR6-OSTDC-OADVC-UG-C)	\$2,651.22	K	31%	\$1,829.34	\$0.00		\$0.00			\$0.00		VMWARE
5 5		KSEL VR6-OSTDC-OADVC-UG-C)	\$2,547.50	K K	31% 31%	\$1,757.78	\$0.00 \$0.00		\$0.00			\$0.00		VMWARE
5	VR6VU100C VR6VU100C-I	SEL VR6-VU100-C) SEL VR6-VU100-C)	\$7,725.00 \$9,038.25	K	31%	\$5,330.25 \$6,236.39	\$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	VR6VU100C-K	SEL VR6-VU100-C)	\$8,695.99	ĸ	31%	\$6,000.23	\$0.00		\$0.00			\$0.00		VMWARE
5	VR6VU10C	SEL VR6-VU10-C)	\$772.50	K	31%	\$533.03	\$0.00		\$0.00			\$0.00		VMWARE
5	VR6VU10C-I	SEL VR6-VU10-C)	\$903.83	K	31%	\$623.64	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE VMWARE
5 5	VR6VU10C-K VR7ATAD25CV2	SEL VR6-VU10-C) SEL VR7-ATAD25-C)	\$869.60 \$7,085.00	K K	31% 31%	\$600.02 \$4,888.65	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	VR7ATAD25CV2-I	SEL VR7-ATAD25-C)	\$8,289.45	ĸ	31%	\$5,719.72	\$0.00		\$0.00			\$0.00		VMWARE
5	VR7ATATENUCV2	SEL VR7-ATAD-ATEN-UG-C)	\$5,682.00	K	31%	\$3,920.58	\$0.00		\$0.00	\$0.00		\$0.00		VMWARE
5		SEL VR7-ATAD-ATEN-UG-C) SEL VR7-ATEN25-C)	\$6,647.94	K	31%	\$4,587.08	\$0.00		\$0.00			\$0.00		VMWARE
5	VR7ATEN25CV2 VR7ATEN25CV2-I	SEL VR7-ATEN25-C) SEL VR7-ATEN25-C)	\$12,250.00 \$14,332.50	K K	31% 31%	\$8,452.50 \$9,889.43	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VR7AUTDT25C	SEL VR7-AUTDT25-C)	\$3,425.00	ĸ	31%	\$2,363.25	\$0.00		\$0.00			\$0.00		VMWARE
5	VR7AUTDT25C-I	SEL VR7-AUTDT25-C)	\$4,007.25	K	31%	\$2,765.00	\$0.00		\$0.00			\$0.00		VMWARE
5 5	VR7AUTDT25C-K VR7OOAVUGC	SEL VR7-AUTDT25-C)	\$3,849.98	K K	31% 31%	\$2,656.49	\$0.00		\$0.00			\$0.00		VMWARE
5	VR700AVUGC-I	SEL VR17-OSTDO-ADV-UG-C) SEL VR17-OSTDO-ADV-UG-C)	\$3,553.00 \$4,157.01	K	31%	\$2,451.57 \$2,868.34	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	VR700AVUGC-K	SEL VR17-OSTDO-ADV-UG-C)	\$3,995.56	K	31%	\$2,756.94	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5	VR7STCENTUGC	SEL VR17-OSTDC-ENT-UG-C)	\$7,205.00	K	31%	\$4,971.45	\$0.00		\$0.00			\$0.00		VMWARE
5		SEL VR17-OSTDC-ENT-UG-C) SEL VR17-OSTDC-ENT-UG-C)	\$8,429.85 \$8,083.05	K K	31% 31%	\$5,816.60 \$5,577.30	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	VRBCLADVCC	SEL VR-BCLADVC-C)	\$3,085.00	K	31%	\$2,128.65	\$0.00		\$0.00			\$0.00		VMWARE
5	VRBCLADVCC-I	SEL VR-BCLADVC-C)	\$3,609.45	K	31%	\$2,490.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VRBCLADVCC-K	SEL VR-BCLADVC-C)	\$3,466.90	K	31%	\$2,392.16	\$0.00		\$0.00			\$0.00		VMWARE
5	VRBCLADVO25C VRBCLADVO25C-I	SEL VR-BCLADVO-25-C) SEL VR-BCLADVO-25-C)	\$5,145.00 \$6,019.65	K K	31% 31%	\$3,550.05 \$4,153.56	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5		SEL VR-BCLADVO-25-C)	\$5,780.72	ĸ	31%	\$3,988.70	\$0.00		\$0.00			\$0.00		VMWARE
5	VRCODE2CC	SEL VR-CODE2C-C)	\$5,650.00	K	31%	\$3,898.50	\$0.00		\$0.00			\$0.00		VMWARE
5 5	VRCODE2CC-I VRCODE2CC-K	SEL VR-CODE2C-C) SEL VR-CODE2C-C)	\$6,610.50 \$6,347.69	K K	31% 31%	\$4,561.25 \$4,379.91	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VRCODE2CC-K	SEL VR-CODE2C-C)	\$565.00	K	31%	\$389.85	\$0.00		\$0.00			\$0.00		VMWARE
5	VRCODE2OC-I	SEL VR-CODE2O-C)	\$661.05	K	31%	\$456.12	\$0.00		\$0.00			\$0.00		VMWARE
5	VRCODE2OC-K	SEL VR-CODE2O-C)	\$634.77	K	31%	\$437.99	\$0.00		\$0.00			\$0.00		VMWARE
5	VRLIS4CPUC VRLIS4CPUC-I	SEL VR-LIS4-CPU-C) SEL VR-LIS4-CPU-C)	\$1,545.00 \$1,807.65	K K	31% 31%	\$1,066.05 \$1,247.28	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	VRLIS4CPUC-K	SEL VR-LIS4-CPU-C)	\$1,735.37	ĸ	31%	\$1,197.41	\$0.00		\$0.00			\$0.00		VMWARE
5	VRLIS4O25C	SEL VR-LIS4O-25-C)	\$5,150.00	K	31%	\$3,553.50	\$0.00		\$0.00			\$0.00		VMWARE
5 5	VRLIS4O25C-I	SEL VR-LIS4O-25-C)	\$6,025.50	K	31% 31%	\$4,157.60	\$0.00		\$0.00			\$0.00		VMWARE
5	VRLIS4O25C-K VRNIANX100C	SEL VR-LIS4O-25-C) SEL VR-NI-ANX100-C)	\$5,788.38 \$2,590.00	K K	31%	\$3,993.98 \$1,787.10	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	VRNIANX100C-I	SEL VR-NI-ANX100-C)	\$3,030.30	ĸ	31%	\$2,090.91	\$0.00		\$0.00			\$0.00		VMWARE
5	VRNIANX100C-K	SEL VR-NI-ANX100-C)	\$2,915.26	K	31%	\$2,011.53	\$0.00		\$0.00			\$0.00		VMWARE
5	VRNIANX10C	SEL VR-NI-ANX10-C)	\$259.00	K	31%	\$178.71	\$0.00		\$0.00			\$0.00		VMWARE
5 5	VRNIANX10C-I VRNIANX10C-K	SEL VR-NI-ANX10-C) SEL VR-NI-ANX10-C)	\$303.03 \$291.53	K K	31% 31%	\$209.09 \$201.16	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	VRNIANXCC	SEL VR-NI-ANXC-C)	\$1,295.00	ĸ	31%	\$893.55	\$0.00					\$0.00		VMWARE
5	VRNIANXCC-I	SEL VR-NI-ANXC-C)	\$1,515.15		31%	\$1,045.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VRNIANXCC-K VRNIENX100C	SEL VR-NI-ANXC-C) SEL VR-NI-ENX100-C)	\$1,459.55		31% 31%	\$1,007.09 \$3,098.10	\$0.00 \$0.00					\$0.00 \$0.00		VMWARE VMWARE
5	VRNIENX100C-I	SEL VR-NI-ENX100-C) SEL VR-NI-ENX100-C)	\$4,490.00 \$5,253.30	K K	31%	\$3,098.10 \$3,624.78	\$0.00 \$0.00					\$0.00		VMWARE VMWARE
5	VRNIENX100C-K	SEL VR-NI-ENX100-C)	\$5,045.20	ĸ	31%	\$3,481.19	\$0.00					\$0.00		VMWARE
5	VRNIENX10C	SEL VR-NI-ENX10-C)	\$449.00	K	31%	\$309.81	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VRNIENX10C-I	SEL VR-NI-ENX10-C)	\$525.33	K	31%	\$362.48	\$0.00		\$0.00			\$0.00		VMWARE
5 5	VRNIENX10C-K VRNIENXCC	SEL VR-NI-ENX10-C) SEL VR-NI-ENXC-C)	\$504.52 \$2,245.00	K K	31% 31%	\$348.12 \$1,549.05	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	VRNIENXCC-I	SEL VR-NI-ENXC-C)	\$2,626.65	K	31%	\$1,812.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VRNIENXCC-K	SEL VR-NI-ENXC-C)	\$2,524.52	K	31%	\$1,741.92	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5 5	VRNIRBAD25C VRNIRBAD25C-I	SEL VR-NI-RBAD25-C) SEL VR-NI-RBAD25-C)	\$3,625.00 \$6,198.75		31% 31%	\$2,501.25 \$4,277.14	\$0.00 \$0.00							VMWARE VMWARE
υ	VININDADZOG-I	OLL VICTORINGADZO-C)	φυ, 190./5	I.	3170	₽4,∠11.14	φυ.υυ	φυ.00	φυ.υυ	φυ.υυ	φυ.υυ	φυ.00	φυ.00	V IVI V V AI V L

Dec-						NVP I	EVEL 1	NVP MAINTENANCE AND WARRANTY UPGRADE PRICE							•
MINISTRATE ST. MINI	BAND	sku	DESCRIPTION						W/MC PREM MNT		BASIC MNT LP	PS W/MC PREM	WIY UPG BASIC	RENEWAL	
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1. Ministra Principal 1. Ministra 1.															
1.	-														
STATEMENT STAT	5	VROADV25C						\$0.00	\$0.00						
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S. MINANCE SEL VICENTING 13.77.27 K 375 15.07.27 K 375 K 37	5														
S. WINTERFORM 1. WINTERFOR	5														
S. WIRTERSON, C.	5														
S. MICHIGANICA M. M. CORTANICA M. M. CORTANICA M. M. CORTANICA M. M. CORTANICA M.	5														
1	5														
0 WONTSTEAM	5														
S. VINCETTERCHILL S. 144-15 S. 144-1	5														
0 MOSTRO-LIGHT 1 1 1 1 1 1 1 1 1	5														
1	5														
S. VINGETTOCOL. S. L. VING	5														
S VINGETFLOCK/VIACCE SE, VINE-CHECK-VIACCE) \$ 146,000 K \$ 31% \$ 11,101.21 \$ 10.00 \$ 30	5														
S	5														
S. VINGETPENDENCE SEL WISSERS CONTINUED SEL VINGET CONTINUED S															
S. VINGETTIONNICS SEL, VINGETTIONNICS	5				K	31%		\$0.00	\$0.00			\$0.00	\$0.00		
O	5														
S. VISITIONING SEL VISITIO	5														
5 VSSEPLACE SELVES ELPLACE () \$2,200.00 K 31% \$16,910.00 \$0.	5														
Second Column	5														
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SERPLANCK SELVSEPLANCK SELVSEPLANCK STATE SELVSEPLANCK	5														
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SHEEPHITC SEL V96-ESP-HITC \$4,4495.00 K 31% \$3,101.55 \$0.00	5	VS6ESESPLUGC-I	SEL VS6-ES-ESPL-UG-C)	\$4,400.00			\$3,036.00			\$0.00	\$0.00				
Systematic Set Ush-Esp-Ratic Set Ush-Esp-Ratic Set 200 S. 200 S	5														
Systesphility Systesphilit	5														
S VSEESKINTC-K SEL VSE-ESSI-KIT-C S\$34 K 31% \$39961 \$0.00 \$0.0	5	VS6ESPKITC-K	SEL VS6-ESP-KIT-C)		K										
5 VSSESSLATICK SEL VSSESSLATICC \$583.44 K 31% \$442.57 \$0.00	Ü														
5 VS60EPLAKC SEL VSS-0EPLAC) \$25,750.00 K 31% \$17,767.50 \$0.00 \$0.	Ü														
5 VS60EPLANC-LI SEL VSS-0EPL-ARC-) \$30,127.50 K 31% \$20,787.98 \$0.00 \$0.	5														
5 VSSOEPLC SEL VSS-OEPL-C) \$4,525 00 K 31% \$3,122.25 \$0.00 \$	5	VS60EPLAKC-I	SEL VS6-OEPL-AK-C)	\$30,127.50	K	31%	\$20,787.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 VSGCPLC-I SEL VSS-CPLC-) \$5,294.25 K 31% \$3,653.03 \$0.00 \$															
5 VSGCPLCK SEL VSG-RBADV25C-1 S5,083.51 K 31% \$3,507.62 \$0.00 \$0.0	-														
S	5														
5 VS8RBADV25C-C SEL VS8-RBADV25C-C) \$5.488.93 K 3116 \$3.766.66 \$0.00 \$0	5														
5 VSBRBSTD25C SEL VSB-RBSTD25C) \$3,085.00 K 31% \$2,128.65 \$0.00 \$0	5														
5 VS8RBSTD25C-C SEL VS8-RBSTD25C-C) \$3,809.45 K 31% \$2,490.52 \$0.00 \$0.0	5														
5 VSRSORPUC SEL VSRS-SO-RCPU-C) \$4,795.00 K 31% \$3,308.55 \$0.00 \$0	5	VS6RBSTD25C-I	SEL VS6-RBSTD25-C)	\$3,609.45			\$2,490.52						\$0.00		
5 VS850RCPUC-I SEL VS6-SO-BCPU-C) \$5,610.15 K 31% \$3,871.00 \$0.0	5														
5 V\$6S0GPUGC-K SEL V\$6-S0-BCPL-G*) \$3,750.38 K 31% \$3,988.33 \$0.00	5														
5	5														
5 VS6SOEPLUG-C, SEL VS6-SO-EPL-UG-C) \$3,750.38 K 31% \$2,587.76 \$0.00	5													+	
5 VS6SOEPUGC SEL VS6-SO-OEPL-UG-C) \$4,175.00 K 31% \$2,880.75 \$0.00 \$0.	5														
5 V\$6SOEPUGC-I SEL V\$6-SO-OEPL-UG-C) \$4,884.75 K 31% \$3,370.48 \$0.00 \$0.	5 5														
5 VS6STDAKC SEL VS6-STD-AK-C) \$11,350.00 K 31% \$7,831.50 \$0.00 \$0.	5	VS6SOEPUGC-I	SEL VS6-SO-OEPL-UG-C)	\$4,884.75	K	31%	\$3,370.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 VS6STDAKC-I SEL VS6-STD-AK-C) \$13,279.50 K 31% \$9,162.86 \$0.00 \$	-														
5 VS6STDAKC-K SEL VS6-STD-AK-C) \$13,369.60 K 31% \$9,225.02 \$0.00 \$	•														
5 VS6STDC SEL VS6-STD-C) \$995.00 K 31% \$886.55 \$0.00 \$	-														
5 VS6STDC-I SEL VS6-STD-C) \$1,164.15 K 31% \$803.26 \$0.00 \$0.	-					31%								\$0.00	VMWARE
5 VTELPILLD-C SEL V-TEL-PIL-D-C) \$20.60 K 31% \$14.21 \$0.00 \$	-														
5 VTELPLLDC-I SEL V-TEL-PLL-D-C) \$20.60 K 31% \$14.21 \$0.00	-														
5 VTELPLLD-K SEL V-TEL-PLL-D-C) \$22.10 K 31% \$15.25 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00															
5 WS14PLAYC SELWS14-PLAY-C) \$149.99 K 31% \$103.49 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00	-	VTELPLLD-K	SEL V-TEL-PLL-D-C)		K	31%		\$0.00	\$0.00			\$0.00	\$0.00	\$0.00	VMWARE
	5	WS14PLAYC	SEL WS14-PLAY-C)	\$149.99	K	31%	\$103.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE

					NVP I	EVEL 1		N	VP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			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 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	WS14PLAYC-I	SEL WS14-PLAY-C)	\$152.99	K	31%	\$105.56	\$0.00		\$0.00					VMWARE
5 5	WS14PLAYC-K WS14PLAYUGC	SEL WS14-PLAY-C) SEL WS14-PLAY-UG-C)	\$155.49 \$79.99	K K	31% 31%	\$107.29 \$55.19	\$0.00 \$0.00		\$0.00 \$0.00					VMWARE VMWARE
5	WS14PLAYUGC-I	SEL WS14-PLAY-UG-C)	\$81.59	ĸ	31%	\$56.30	\$0.00		\$0.00					VMWARE
5	WS14PLAYUGC-K	SEL WS14-PLAY-UG-C)	\$82.71	K	31%	\$57.07	\$0.00		\$0.00					VMWARE
5	WS14POPAYUGC	SEL WS14-PRO-PLAY-UG-C)	\$99.99	K K	31% 31%	\$68.99	\$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%	\$70.37 \$71.34	\$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					VMWARE
5	WS14PROC-I	SEL WS14-PRO-C)	\$254.99	K	31%	\$175.94	\$0.00		\$0.00					VMWARE
5	WS14PROC-K	SEL WS14-PRO-C)	\$258.16	K K	31% 31%	\$178.13	\$0.00		\$0.00					VMWARE
5 5	WS14PROUGC WS14PROUGC-I	SEL WS14-PRO-UG-C) SEL WS14-PRO-UG-C)	\$149.99 \$152.99	K	31%	\$103.49 \$105.56	\$0.00 \$0.00		\$0.00 \$0.00					VMWARE VMWARE
5	WS14PROUGC-K	SEL WS14-PRO-UG-C)	\$155.49	ĸ	31%	\$107.29	\$0.00		\$0.00					VMWARE
5	VSC-OS-PIA-24-T0	SEL Storage Cloud Prm IA Cap	\$614.40	K	31%	\$423.94	\$0.00		\$0.00					VSC CLOUD SOFT
5		SEL Storage Cloud Prm IA Cap	\$921.60	K	31%	\$635.90	\$0.00		\$0.00					VSC CLOUD SOFT
5 5		SEL Storage Cloud Prm Cap 1TB SEL Storage Cloud Prm Cap 2-50TB	\$1,449.99 \$1,425.41	K K	31% 31%	\$1,000.49 \$983.53	\$0.00 \$0.00		\$0.00 \$0.00					VSC CLOUD SOFT VSC CLOUD SOFT
5		SEL Storage Cloud Prin Cap 2-501B	\$1,400.84	K	31%	\$966.58	\$0.00		\$0.00					VSC CLOUD SOFT
5		SEL Storage Cloud Prm Cap 501-1000TB	\$1,376.26	K	31%	\$949.62	\$0.00		\$0.00					VSC CLOUD SOFT
5		SEL Storage Cloud Prm Cap 1001+TB	\$1,351.68	K	31%	\$932.66	\$0.00		\$0.00					VSC CLOUD SOFT
5		SEL Storage Cloud Prm Cap 1TB	\$2,174.98	K	31%	\$1,500.74	\$0.00		\$0.00					VSC CLOUD SOFT
5 5		SEL Storage Cloud Prm Cap 2-50TB SEL Storage Cloud Prm Cap 51-500TB	\$2,138.12 \$2,101.25	K K	31% 31%	\$1,475.30 \$1,449.86	\$0.00 \$0.00		\$0.00 \$0.00					VSC CLOUD SOFT VSC CLOUD SOFT
5		SEL Storage Cloud Prm Cap 501-1000TB	\$2,064.39	ĸ	31%	\$1,424.43	\$0.00		\$0.00					VSC CLOUD SOFT
5		SEL Storage Cloud Prm Cap 1001+TB	\$2,027.52	K	31%	\$1,398.99	\$0.00		\$0.00			\$0.00		VSC CLOUD SOFT
5		SEL Storage Cloud Std IA Cap	\$307.20	K	31%	\$211.97	\$0.00							VSC CLOUD SOFT
5 5		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					VSC CLOUD SOFT VSC CLOUD SOFT
5		SEL Storage Cloud Std Cap 11B SEL Storage Cloud Std Cap 2-50TB	\$737.26	K	31%	\$500.72 \$500.25	\$0.00		\$0.00					VSC CLOUD SOFT
5		SEL Storage Cloud Std Cap 51-500TB	\$712.71	K	31%	\$491.77	\$0.00		\$0.00					VSC CLOUD SOFT
5		SEL Storage Cloud Std Cap 501-1000TB	\$700.42	K	31%	\$483.29	\$0.00		\$0.00					VSC CLOUD SOFT
5 5		SEL Storage Cloud Std Cap 1001+TB	\$688.13	K	31%	\$474.81	\$0.00		\$0.00					VSC CLOUD SOFT
5		SEL Storage Cloud Std Cap 1TB SEL Storage Cloud Std Cap 2-50TB	\$1,105.92 \$1,087.49	K K	31% 31%	\$763.08 \$750.37	\$0.00 \$0.00		\$0.00 \$0.00					VSC CLOUD SOFT VSC CLOUD SOFT
5		SEL Storage Cloud Std Cap 51-500TB	\$1,069.06	ĸ	31%	\$737.65	\$0.00		\$0.00					VSC CLOUD SOFT
5		SEL Storage Cloud Std Cap 501-1000TB	\$1,050.63	K	31%	\$724.93	\$0.00		\$0.00					VSC CLOUD SOFT
5		SEL Storage Cloud Std Cap 1001+TB	\$1,032.20	K	31%	\$712.22	\$0.00		\$0.00					VSC CLOUD SOFT
5 5	456-111-483 456-111-484	HCIA NP UPG VSPH E+ TO VSOM E+ 1CPU=I HCIA NP UPG VSPH STD TO VSOM E+ 1CPU=		K K	31% 31%	\$663.29 \$2,505.76	\$259.55 \$980.52							VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-111-485	HCIA NP UPG VSPH STD TO E+ 1CPU=IG	\$2,670.25	ĸ	31%	\$1,842.47	\$720.9		\$587.46					VXRAIL SOFTWARE
5	456-111-486	HCIA NP UPG VSPH ROBO STD TO ADV 25VI	\$1,602.15	K	31%	\$1,105.48	\$432.58	\$400.54	\$352.47	\$0.00	\$0.00	\$0.00	\$400.54	VXRAIL SOFTWARE
5	456-112-413	HCIA NP VSOM E+ 1CPU w/ 1Yr Maint=IG	\$4,268.00	K	31%	\$2,944.92	\$1,152.36		\$938.96					VXRAIL SOFTWARE
5 5	456-112-414 456-112-415	HCIA NP VSOM E+ 1CPU w/ 2Yr Maint=IG HCIA NP VSOM E+ 1CPU w/ 3Yr Maint=IG	\$4,268.00 \$4,268.00	K K	31% 31%	\$2,944.92 \$2,944.92	\$1,152.36 \$1,152.36		\$938.96 \$938.96					VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-112-416	HCIA NP VSOM E+ 1CPU w/ 4Yr Maint=IG	\$4,268.00	K	31%	\$2,944.92	\$1,152.36		\$938.96					VXRAIL SOFTWARE
5	456-112-417	HCIA NP VSOM E+ 1CPU w/ 5Yr Maint=IG	\$4,268.00	K	31%	\$2,944.92	\$1,152.36		\$938.96					VXRAIL SOFTWARE
5	456-112-418	HCIA NP VSPH E+ 1CPU w/ 1Yr Maint=IG	\$3,394.00	K	31%	\$2,341.86	\$916.38		\$746.68					VXRAIL SOFTWARE
5 5	456-112-419 456-112-420	HCIA NP VSPH E+ 1CPU w/ 2Yr Maint=IG HCIA NP VSPH E+ 1CPU w/ 3Yr Maint=IG	\$3,394.00 \$3,394.00	K K	31% 31%	\$2,341.86 \$2,341.86	\$916.38 \$916.38		\$746.68 \$746.68					VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-112-421	HCIA NP VSPH E+ 1CPU w/ 4Yr Maint=IG	\$3,394.00	K	31%	\$2,341.86	\$916.38		\$746.68					VXRAIL SOFTWARE
5	456-112-422	HCIA NP VSPH E+ 1CPU w/ 5Yr Maint=IG	\$3,394.00	K	31%	\$2,341.86	\$916.38		\$746.68					VXRAIL SOFTWARE
5	456-112-423	HCIA NP VSPH STD 1CPU w/ 1Yr Maint=IG	\$966.00	K	31%	\$666.54	\$260.82		\$212.52					VXRAIL SOFTWARE
5 5	456-112-424 456-112-425	HCIA NP VSPH STD 1CPU w/ 2Yr Maint=IG HCIA NP VSPH STD 1CPU w/ 3Yr Maint=IG	\$966.00 \$966.00	K K	31% 31%	\$666.54 \$666.54	\$260.82 \$260.82		\$212.52 \$212.52					VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-112-426	HCIA NP VSPH STD 1CPU w/ 4Yr Maint=IG	\$966.00	K	31%	\$666.54	\$260.82		\$212.52					VXRAIL SOFTWARE
5	456-112-427	HCIA NP VSPH STD 1CPU w/ 5Yr Maint=IG	\$966.00	K	31%	\$666.54	\$260.82	\$241.50	\$212.52	\$0.00	\$0.00	\$0.00	\$241.50	VXRAIL SOFTWARE
5	456-112-428	HCIA NP VSPH ROBO ADV 25VM w/1YrMaint=		K	31%	\$3,015.30	\$1,179.90		\$961.40					VXRAIL SOFTWARE
5 5	456-112-429 456-112-430	HCIA NP VSPH ROBO ADV 25VM w/2YrMaint= HCIA NP VSPH ROBO ADV 25VM w/3YrMaint=		K K	31% 31%	\$3,015.30 \$3,015.30	\$1,179.90 \$1,179.90		\$961.40 \$961.40					VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-112-431	HCIA NP VSPH ROBO ADV 25VM w/3YIMaint=		K	31%	\$3,015.30	\$1,179.90		\$961.40					VXRAIL SOFTWARE
5	456-112-432	HCIA NP VSPH ROBO ADV 25VM w/5YrMaint=		K	31%	\$3,015.30	\$1,179.90		\$961.40					VXRAIL SOFTWARE
5	456-112-433	HCIA NP VSPH ROBO STD 25VM w/1YrMaint=		K	31%	\$2,009.97	\$786.5		\$640.86					VXRAIL SOFTWARE
5	456-112-434	HCIA NP VSPH ROBO STD 25VM w/2YrMaint=		K	31%	\$2,009.97	\$786.5		\$640.86					VXRAIL SOFTWARE
5 5	456-112-435 456-112-436	HCIA NP VSPH ROBO STD 25VM w/3YrMaint= HCIA NP VSPH ROBO STD 25VM w/4YrMaint=		K K	31% 31%	\$2,009.97 \$2,009.97	\$786.5° \$786.5°		\$640.86 \$640.86					VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-112-437	HCIA NP VSPH ROBO STD 25VM w/5YrMaint=		ĸ	31%	\$2,009.97	\$786.5		\$640.86					VXRAIL SOFTWARE
5	456-112-438	HCIA NP VSPH DSKTP 100VM w/ 1Yr Maint=IB	\$7,768.00	K	31%	\$5,359.92	\$2,097.36	\$1,942.00	\$1,708.96	\$0.00	\$0.00	\$0.00	\$1,942.00	VXRAIL SOFTWARE
5	456-112-439	HCIA NP VSPH DSKTP 100VM w/ 2Yr Maint=IB		K	31%	\$5,359.92	\$2,097.36		\$1,708.96					VXRAIL SOFTWARE
5 5	456-112-440 456-112-441	HCIA NP VSPH DSKTP 100VM w/ 3Yr Maint=IB HCIA NP VSPH DSKTP 100VM w/ 4Yr Maint=IB		K	31% 31%	\$5,359.92 \$5,359.92	\$2,097.36 \$2,097.36							VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-112-441 456-112-442	HCIA NP VSPH DSKTP 100VM W/ 411 Maint=IB		K	31%	\$5,359.92 \$5,359.92	\$2,097.36		\$1,708.96					VXRAIL SOFTWARE
5	456-112-443	HCIA UP VSOM E+ 1CPU w/ 1Yr Maint=IG	\$4,268.00	ĸ	31%	\$2,944.92	\$1,152.36		\$938.96		\$0.00	\$0.00		VXRAIL SOFTWARE
5	456-112-444	HCIA UP VSOM E+ 1CPU w/ 2Yr Maint=IG	\$4,268.00	K	31%	\$2,944.92	\$1,152.36	\$1,067.00	\$938.96					VXRAIL SOFTWARE
5	456-112-445	HCIA UP VSOM E+ 1CPU w/ 3Yr Maint=IG	\$4,268.00	K	31%	\$2,944.92			\$938.96					VXRAIL SOFTWARE
5 5	456-112-446 456-112-447	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 K	31% 31%	\$2,944.92 \$2,944.92								VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-112-448	HCIA UP VSPH E+ 1CPU w/ 1Yr Maint=IG	\$3,394.00	ĸ	31%	\$2,341.86								VXRAIL SOFTWARE
5	456-112-449	HCIA UP VSPH E+ 1CPU w/ 2Yr Maint=IG	\$3,394.00	K	31%	\$2,341.86	\$916.38	\$848.50	\$746.68	\$0.00	\$0.00	\$0.00	\$848.50	VXRAIL SOFTWARE
5	456-112-450	HCIA UP VSPH E+ 1CPU w/ 3Yr Maint=IG	\$3,394.00	K	31%	\$2,341.86	\$916.38	8 \$848.50	\$746.68	\$0.00	\$0.00	\$0.00	\$848.50	VXRAIL SOFTWARE

					NVP L	EVEL 1		N	VP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			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 LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	456-112-451	HCIA UP VSPH E+ 1CPU w/ 4Yr Maint=IG	\$3,394.00	K	31%	\$2,341.86			\$746.68					VXRAIL SOFTWARE
5 5	456-112-452 456-112-453	HCIA UP VSPH E+ 1CPU w/ 5Yr Maint=IG HCIA UP VSPH STD 1CPU w/ 1Yr Maint=IG	\$3,394.00 \$966.00	K K	31% 31%	\$2,341.86 \$666.54	\$916.3 \$260.8		\$746.68 \$212.52					VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-112-454	HCIA UP VSPH STD 1CPU w/ 2Yr Maint=IG	\$966.00	ĸ	31%	\$666.54	\$260.8		\$212.52					VXRAIL SOFTWARE
5	456-112-455	HCIA UP VSPH STD 1CPU w/ 3Yr Maint=IG	\$966.00	K	31%	\$666.54	\$260.83	2 \$241.50	\$212.52	\$0.00			\$241.50	VXRAIL SOFTWARE
5	456-112-456	HCIA UP VSPH STD 1CPU w/ 4Yr Maint=IG	\$966.00	K	31%	\$666.54	\$260.8							VXRAIL SOFTWARE
5 5	456-112-457	HCIA UP VSPH STD 1CPU w/ 5Yr Maint=IG	\$966.00	K	31%	\$666.54	\$260.8		\$212.52					VXRAIL SOFTWARE
5	456-112-458 456-112-459	HCIA UP VSPH ROBO ADV 25VM w/1YrMaint= HCIA UP VSPH ROBO ADV 25VM w/2YrMaint=		K	31% 31%	\$3,015.30 \$3,015.30			\$961.40 \$961.40					VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-112-460	HCIA UP VSPH ROBO ADV 25VM w/3YrMaint=		ĸ	31%	\$3,015.30	\$1,179.9		\$961.40					VXRAIL SOFTWARE
5	456-112-461	HCIA UP VSPH ROBO ADV 25VM w/4YrMaint=		K	31%	\$3,015.30	\$1,179.9		\$961.40					VXRAIL SOFTWARE
5	456-112-462	HCIA UP VSPH ROBO ADV 25VM w/5YrMaint=	\$4,370.00	K	31%	\$3,015.30	\$1,179.9		\$961.40	\$0.00	\$0.00	\$0.00	\$1,092.50	VXRAIL SOFTWARE
5	456-112-463	HCIA UP VSPH ROBO STD 25VM w/1YrMaint=		K	31%	\$2,009.97	\$786.5		\$640.86					VXRAIL SOFTWARE
5 5	456-112-464 456-112-465	HCIA UP VSPH ROBO STD 25VM w/2YrMaint= HCIA UP VSPH ROBO STD 25VM w/3YrMaint=	\$2,913.00 \$2,913.00	K K	31% 31%	\$2,009.97 \$2,009.97	\$786.5 \$786.5		\$640.86 \$640.86					VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-112-466	HCIA UP VSPH ROBO STD 25VM W/3YIMaint=	\$2,913.00	K	31%	\$2,009.97	\$786.5		\$640.86					VXRAIL SOFTWARE
5	456-112-467	HCIA UP VSPH ROBO STD 25VM w/5YrMaint=		ĸ	31%	\$2,009.97	\$786.5		\$640.86					VXRAIL SOFTWARE
5	456-112-468	HCIA UP VSPH DSKTP 100VM w/ 1Yr Maint=IB		K	31%	\$5,359.92			\$1,708.96					VXRAIL SOFTWARE
5	456-112-469	HCIA UP VSPH DSKTP 100VM w/ 2Yr Maint=IB		K	31%	\$5,359.92								VXRAIL SOFTWARE
5	456-112-470	HCIA UP VSPH DSKTP 100VM w/ 3Yr Maint=IB		K	31% 31%	\$5,359.92			\$1,708.96					VXRAIL SOFTWARE
5 5	456-112-471 456-112-472	HCIA UP VSPH DSKTP 100VM w/ 4Yr Maint=IB HCIA UP VSPH DSKTP 100VM w/ 5Yr Maint=IB		K K	31%	\$5,359.92 \$5,359.92			\$1,708.96 \$1,708.96					VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-112-473	UPG VSPH E+ TO VSOM E+ 1CPU w/1Yr Mnt=		ĸ	31%	\$663.09	\$259.4		\$211.42					VXRAIL SOFTWARE
5	456-112-474	UPG VSPH E+ TO VSOM E+ 1CPU w/2Yr Mnt=		K	31%	\$663.09	\$259.4		\$211.42					VXRAIL SOFTWARE
5	456-112-475	UPG VSPH E+ TO VSOM E+ 1CPU w/3Yr Mnt=		K	31%	\$663.09	\$259.4		\$211.42					VXRAIL SOFTWARE
5	456-112-476	UPG VSPH E+ TO VSOM E+ 1CPU w/4Yr Mnt=		K	31%	\$663.09	\$259.4		\$211.42					VXRAIL SOFTWARE
5 5	456-112-477 456-112-478	UPG VSPH E+ TO VSOM E+ 1CPU w/5Yr Mnt= UPG VSPH STD TO VSOM E+ 1CPUw/1Yr Mnt		K K	31% 31%	\$663.09 \$2,506.08	\$259.4° \$980.6		\$211.42 \$799.04					VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-112-479	UPG VSPH STD TO VSOM E+ 1CPUw/2Yr Mnt		K	31%	\$2,506.08	\$980.6		\$799.04					VXRAIL SOFTWARE
5	456-112-480	UPG VSPH STD TO VSOM E+ 1CPUw/3Yr Mnt		ĸ	31%	\$2,506.08	\$980.6		\$799.04					VXRAIL SOFTWARE
5	456-112-481	UPG VSPH STD TO VSOM E+ 1CPUw/4Yr Mnt		K	31%	\$2,506.08								VXRAIL SOFTWARE
5	456-112-482	UPG VSPH STD TO VSOM E+ 1CPUw/5Yr Mnt		K	31%	\$2,506.08	\$980.6		\$799.04					VXRAIL SOFTWARE
5	456-112-483	UPG VSPH STD TO E+ 1CPU w/ 1Yr Maint=IG UPG VSPH STD TO E+ 1CPU w/ 2Yr Maint=IG	\$2,670.00	K	31%	\$1,842.30	\$720.9		\$587.40					VXRAIL SOFTWARE
5 5	456-112-484 456-112-485	UPG VSPH STD TO E+ 1CPU w/ 2Yr Maint=IG	\$2,670.00 \$2,670.00	K K	31% 31%	\$1,842.30 \$1,842.30	\$720.9 \$720.9		\$587.40 \$587.40					VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-112-486	UPG VSPH STD TO E+ 1CPU w/ 4Yr Maint=IG	\$2,670.00	K	31%	\$1,842.30	\$720.9		\$587.40					VXRAIL SOFTWARE
5	456-112-487	UPG VSPH STD TO E+ 1CPU w/ 5Yr Maint=IG	\$2,670.00	K	31%	\$1,842.30	\$720.9		\$587.40					VXRAIL SOFTWARE
5	456-112-488	UPG VSPH ROBO STD TO ADV 25VM-1Yr Mnt		K	31%	\$1,105.38	\$432.5		\$352.44					VXRAIL SOFTWARE
5	456-112-489	UPG VSPH ROBO STD TO ADV 25VM-2Yr Mnt		K	31%	\$1,105.38	\$432.5		\$352.44					VXRAIL SOFTWARE
5	456-112-490	UPG VSPH ROBO STD TO ADV 25VM-3Yr Mnt UPG VSPH ROBO STD TO ADV 25VM-4Yr Mnt		K	31%	\$1,105.38	\$432.5		\$352.44					VXRAIL SOFTWARE
5 5	456-112-491 456-112-492	UPG VSPH ROBO STD TO ADV 25VM-4YF Mnt		K K	31% 31%	\$1,105.38 \$1,105.38	\$432.5 \$432.5		\$352.44 \$352.44					VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-113-139	HCIA NP VSOM E+ 6.5 1CPU w/ 1Yr Maint=IG	\$4,268.00	ĸ	31%	\$2,944.92			\$938.96					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								VXRAIL SOFTWARE
5	456-113-141	HCIA NP VSOM E+ 6.5 1CPU w/ 3Yr Maint=IG	\$4,268.00	K	31%	\$2,944.92			\$938.96					VXRAIL SOFTWARE
5	456-113-142	HCIA NP VSOM E+ 6.5 1CPU w/ 4Yr Maint=IG	\$4,268.00	K	31%	\$2,944.92			\$938.96					VXRAIL SOFTWARE
5 5	456-113-143 456-113-144	HCIA NP VSOM E+ 6.5 1CPU w/ 5Yr Maint=IG HCIA NP VSPH E+ 6.5 1CPU w/ 1Yr Maint=IG	\$4,268.00 \$3,394.00	K K	31% 31%	\$2,944.92 \$2,341.86	\$1,152.3 \$916.3		\$938.96 \$746.68					VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-113-144	HCIA NP VSPH E+ 6.5 1CPU w/ 111 Maint=IG	\$3,394.00	K	31%	\$2,341.86	\$916.3		\$746.68					VXRAIL SOFTWARE
5	456-113-146	HCIA NP VSPH E+ 6.5 1CPU w/ 3Yr Maint=IG	\$3,394.00	ĸ	31%	\$2,341.86	\$916.3		\$746.68					VXRAIL SOFTWARE
5	456-113-147	HCIA NP VSPH E+ 6.5 1CPU w/ 4Yr Maint=IG	\$3,394.00	K	31%	\$2,341.86	\$916.3		\$746.68		\$0.00	\$0.00		VXRAIL SOFTWARE
5	456-113-148	HCIA NP VSPH E+ 6.5 1CPU w/ 5Yr Maint=IG	\$3,394.00	K	31%	\$2,341.86	\$916.3		\$746.68					VXRAIL SOFTWARE
5	456-113-149	HCIA NP VSPH STD 6.5 1CPU w/1Yr Maint=IG	\$966.00	K	31%	\$666.54	\$260.8		\$212.52					VXRAIL SOFTWARE
5 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 K	31% 31%	\$666.54 \$666.54	\$260.83 \$260.83		\$212.52 \$212.52					VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-113-152	HCIA NP VSPH STD 6.5 1CPU w/4Yr Maint=IG	\$966.00	K	31%	\$666.54	\$260.8							VXRAIL SOFTWARE
5	456-113-153	HCIA NP VSPH STD 6.5 1CPU w/5Yr Maint=IG	\$966.00	ĸ	31%	\$666.54	\$260.8		\$212.52					VXRAIL SOFTWARE
5	456-113-154	HCIA NP VSPH ROBOADV6.5 25VM w/1YrMnt=	\$4,370.00	K	31%	\$3,015.30			\$961.40	\$0.00			\$1,092.50	VXRAIL SOFTWARE
5	456-113-155	HCIA NP VSPH ROBOADV6.5 25VM w/2YrMnt=		K	31%	\$3,015.30			\$961.40					VXRAIL SOFTWARE
5	456-113-156	HCIA NP VSPH ROBOADV6.5 25VM w/3YrMnt=		K	31%	\$3,015.30	\$1,179.9		\$961.40					VXRAIL SOFTWARE
5 5	456-113-157 456-113-158	HCIA NP VSPH ROBOADV6.5 25VM w/4YrMnt= HCIA NP VSPH ROBOADV6.5 25VM w/5YrMnt=		K K	31% 31%	\$3,015.30 \$3,015.30	\$1,179.9 \$1,179.9		\$961.40 \$961.40					VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-113-159	HCIA NP VSPH ROBOSTD6.5 25VM w/3YrMnt=		K	31%	\$2,009.97	\$786.5		\$640.86					VXRAIL SOFTWARE
5	456-113-160	HCIA NP VSPH ROBOSTD6.5 25VM w/2YrMnt=		ĸ	31%	\$2,009.97	\$786.5		\$640.86					VXRAIL SOFTWARE
5	456-113-161	HCIA NP VSPH ROBOSTD6.5 25VM w/3YrMnt=	\$2,913.00	K	31%	\$2,009.97	\$786.5	1 \$728.25	\$640.86	\$0.00	\$0.00	\$0.00		VXRAIL SOFTWARE
5	456-113-162	HCIA NP VSPH ROBOSTD6.5 25VM w/4YrMnt=		K	31%	\$2,009.97	\$786.5		\$640.86					VXRAIL SOFTWARE
5	456-113-163	HCIA NP VSPH ROBOSTD6.5 25VM w/5YrMnt=		K	31%	\$2,009.97			\$640.86					VXRAIL SOFTWARE
5 5	456-113-164 456-113-165	HCIA NP VSPH DSKTP 6.5 100VM w/1YrMnt=IE HCIA NP VSPH DSKTP 6.5 100VM w/2YrMnt=IE		K K	31% 31%	\$5,359.92 \$5,359.92								VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-113-166	HCIA NP VSPH DSKTP 6.5 100VM w/3YrMnt=II		K	31%	\$5,359.92								VXRAIL SOFTWARE
5	456-113-167	HCIA NP VSPH DSKTP 6.5 100VM w/4YrMnt=I		ĸ	31%	\$5,359.92	\$2,097.3	\$1,942.00	\$1,708.96				\$1,942.00	VXRAIL SOFTWARE
5	456-113-168	HCIA NP VSPH DSKTP 6.5 100VM w/5YrMnt=IB		K	31%	\$5,359.92								VXRAIL SOFTWARE
5	456-113-169	HCIA UP VSOM E+ 6.5 1CPU w/ 1Yr Maint=IG	\$4,268.00	K	31%	\$2,944.92								VXRAIL SOFTWARE
5 5	456-113-170 456-113-171	HCIA UP VSOM E+ 6.5 1CPU w/ 2Yr Maint=IG HCIA UP VSOM E+ 6.5 1CPU w/ 3Yr Maint=IG	\$4,268.00 \$4,268.00	K K	31% 31%	\$2,944.92								VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-113-171	HCIA UP VSOM E+ 6.5 1CPU w/ 3Yr Maint=IG	\$4,268.00	K	31%	\$2,944.92 \$2,944.92			\$938.96					VXRAIL SOFTWARE
5	456-113-173	HCIA UP VSOM E+ 6.5 1CPU w/ 5Yr Maint=IG	\$4,268.00	K	31%	\$2,944.92			\$938.96					VXRAIL SOFTWARE
5	456-113-174	HCIA UP VSPH E+ 6.5 1CPU w/ 1Yr Maint=IG	\$3,394.00	K	31%	\$2,341.86	\$916.3	\$848.50	\$746.68	\$0.00	\$0.00	\$0.00	\$848.50	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								VXRAIL SOFTWARE
5	456-113-176	HCIA UP VSPH E+ 6.5 1CPU w/ 3Yr Maint=IG	\$3,394.00	K	31%	\$2,341.86	\$916.3	3 \$848.50	\$746.68	\$0.00	\$0.00	\$0.00	\$848.50	VXRAIL SOFTWARE

					NVP	LEVEL 1	NVP MAINTENANCE AND WARRANTY UPGRADE PRICE							
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	456-113-177	HCIA UP VSPH E+ 6.5 1CPU w/ 4Yr Maint=IG	\$3,394.00	K	31%	\$2,341.86	\$916.38	\$848.50	\$746.68	\$0.00	\$0.00	\$0.00	\$848.50	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	\$916.38		\$746.68					VXRAIL SOFTWARE
5	456-113-179	HCIA UP VSPH STD 6.5 1CPU w/1Yr Maint=IG	\$966.00	K	31%	\$666.54	\$260.82		\$212.52					VXRAIL SOFTWARE
5	456-113-180	HCIA UP VSPH STD 6.5 1CPU w/2Yr Maint=IG	\$966.00	K	31%	\$666.54	\$260.82		\$212.52		\$0.00			VXRAIL SOFTWARE
5	456-113-181	HCIA UP VSPH STD 6.5 1CPU w/3Yr Maint=IG	\$966.00	K	31%	\$666.54	\$260.82		\$212.52					VXRAIL SOFTWARE
5	456-113-182	HCIA UP VSPH STD 6.5 1CPU w/4Yr Maint=IG	\$966.00	K	31%	\$666.54	\$260.82		\$212.52					VXRAIL SOFTWARE
5	456-113-183	HCIA UP VSPH STD 6.5 1CPU w/5Yr Maint=IG	\$966.00	K	31%	\$666.54	\$260.82		\$212.52					VXRAIL SOFTWARE
5	456-113-184 456-113-185	HCIA UP VSPH ROBOADV6.5 25VM w/1YrMnt= HCIA UP VSPH ROBOADV6.5 25VM w/2YrMnt=		K K	31% 31%	\$3,015.30 \$3,015.30	\$1,179.90 \$1,179.90		\$961.40 \$961.40					VXRAIL SOFTWARE
5	456-113-186	HCIA UP VSPH ROBOADV6.5 25VM W/2YMMt=	\$4,370.00	K	31%	\$3,015.30	\$1,179.90		\$961.40					VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-113-187	HCIA UP VSPH ROBOADV6.5 25VM W/3YIMITE HCIA UP VSPH ROBOADV6.5 25VM W/4YrMnt=		K	31%	\$3,015.30	\$1,179.90		\$961.40					VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-113-188	HCIA UP VSPH ROBOADV6.5 25VM w/411Mint-		K	31%	\$3,015.30	\$1,179.90		\$961.40					VXRAIL SOFTWARE
5	456-113-189	HCIA UP VSPH ROBOSTD6.5 25VM w/3YrMnt=		K	31%	\$2,009.97	\$786.51	\$728.25	\$640.86					VXRAIL SOFTWARE
5	456-113-190	HCIA UP VSPH ROBOSTD6.5 25VM w/2YrMnt=		ĸ	31%	\$2,009.97	\$786.51	\$728.25	\$640.86					VXRAIL SOFTWARE
5	456-113-191	HCIA UP VSPH ROBOSTD6.5 25VM w/3YrMnt=		ĸ	31%	\$2,009.97	\$786.51	\$728.25	\$640.86					VXRAIL SOFTWARE
5	456-113-192	HCIA UP VSPH ROBOSTD6.5 25VM w/4YrMnt=		ĸ	31%	\$2,009.97	\$786.51	\$728.25	\$640.86					VXRAIL SOFTWARE
5	456-113-193	HCIA UP VSPH ROBOSTD6.5 25VM w/5YrMnt=		K	31%	\$2,009.97	\$786.51	\$728.25	\$640.86		\$0.00			VXRAIL SOFTWARE
5	456-113-194	HCIA UP VSPH DSKTP 6.5 100VM w/1YrMnt=IE		K	31%	\$5,359.92	\$2,097.36	\$1,942.00	\$1,708.96		\$0.00	\$0.00		VXRAIL SOFTWARE
5	456-113-195	HCIA UP VSPH DSKTP 6.5 100VM w/2YrMnt=IE		K	31%	\$5,359.92	\$2,097.36	\$1,942.00	\$1,708.96					VXRAIL SOFTWARE
5	456-113-196	HCIA UP VSPH DSKTP 6.5 100VM w/3YrMnt=II	\$7,768.00	K	31%	\$5,359.92	\$2,097.36	\$1,942.00	\$1,708.96	\$0.00	\$0.00	\$0.00	\$1,942.00	VXRAIL SOFTWARE
5	456-113-197	HCIA UP VSPH DSKTP 6.5 100VM w/4YrMnt=II	\$7,768.00	K	31%	\$5,359.92	\$2,097.36	\$1,942.00	\$1,708.96	\$0.00	\$0.00	\$0.00	\$1,942.00	VXRAIL SOFTWARE
5	456-113-198	HCIA UP VSPH DSKTP 6.5 100VM w/5YrMnt=II	\$7,768.00	K	31%	\$5,359.92	\$2,097.36	\$1,942.00	\$1,708.96	\$0.00	\$0.00	\$0.00	\$1,942.00	VXRAIL SOFTWARE
5	456-113-199	UPG VSPH E+TOVSOM 6.5 E+ 1CPUw/1YrMnt	\$961.00	K	31%	\$663.09	\$259.47	\$240.25	\$211.42	\$0.00	\$0.00	\$0.00	\$240.25	VXRAIL SOFTWARE
5	456-113-200	UPG VSPH E+TOVSOM 6.5 E+ 1CPUw/2YrMnt	\$961.00	K	31%	\$663.09	\$259.47	\$240.25	\$211.42	\$0.00	\$0.00		\$240.25	VXRAIL SOFTWARE
5	456-113-201	UPG VSPH E+TOVSOM 6.5 E+ 1CPUw/3YrMnt		K	31%	\$663.09	\$259.47	\$240.25	\$211.42					VXRAIL SOFTWARE
5	456-113-202	UPG VSPH E+TOVSOM 6.5 E+ 1CPUw/4YrMnt		K	31%	\$663.09	\$259.47	\$240.25	\$211.42					VXRAIL SOFTWARE
5	456-113-203	UPG VSPH E+TOVSOM 6.5 E+ 1CPUw/5YrMnt		K	31%	\$663.09	\$259.47	\$240.25	\$211.42					VXRAIL SOFTWARE
5	456-113-204	UPG VSPH STDTOVSOM 6.5 E+1CPUw/1YrMr		K	31%	\$2,506.08	\$980.64	\$908.00						VXRAIL SOFTWARE
5	456-113-205	UPG VSPH STDTOVSOM 6.5 E+1CPUw/2YrMr		K	31%	\$2,506.08	\$980.64	\$908.00	\$799.04					VXRAIL SOFTWARE
5	456-113-206	UPG VSPH STDTOVSOM 6.5 E+1CPUw/3YrMr		K	31%	\$2,506.08	\$980.64	\$908.00						VXRAIL SOFTWARE
5	456-113-207	UPG VSPH STDTOVSOM 6.5 E+1CPUw/4YrMr		K	31%	\$2,506.08	\$980.64	\$908.00	\$799.04					VXRAIL SOFTWARE
5	456-113-208	UPG VSPH STDTOVSOM 6.5 E+1CPUw/5YrMr		K K	31% 31%	\$2,506.08	\$980.64 \$720.90	\$908.00 \$667.50	\$799.04 \$587.40					VXRAIL SOFTWARE
5	456-113-209 456-113-210	UPG VSPH STD TO E+ 6.5 1CPU w/1Yr Mnt=IC UPG VSPH STD TO E+ 6.5 1CPU w/2Yr Mnt=IC		K	31%	\$1,842.30 \$1,842.30	\$720.90 \$720.90		\$587.40					VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-113-210	UPG VSPH STD TO E+ 6.5 1CPU w/3Yr Mnt=IC		K	31%	\$1,842.30	\$720.90 \$720.90	\$667.50	\$587.40					VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-113-211	UPG VSPH STD TO E+ 6.5 1CPU w/4Yr Mnt=IC		K	31%	\$1,842.30	\$720.90		\$587.40		\$0.00			VXRAIL SOFTWARE
5	456-113-213	UPG VSPH STD TO E+ 6.5 1CPU w/5Yr Mnt=IC		K	31%	\$1,842.30	\$720.90		\$587.40					VXRAIL SOFTWARE
5	456-113-214	UPG VSPH ROBO STDTOADV6.5 25VM-1YrMr		ĸ	31%	\$1,105.38	\$432.54	\$400.50	\$352.44		\$0.00			VXRAIL SOFTWARE
5	456-113-215	UPG VSPH ROBO STDTOADV6.5 25VM-2YrMr		ĸ	31%	\$1,105.38	\$432.54	\$400.50	\$352.44	\$0.00				VXRAIL SOFTWARE
5	456-113-216	UPG VSPH ROBO STDTOADV6.5 25VM-3YrMr		K	31%	\$1,105.38	\$432.54	\$400.50	\$352.44					VXRAIL SOFTWARE
5	456-113-217	UPG VSPH ROBO STDTOADV6.5 25VM-4YrMr		K	31%	\$1,105.38	\$432.54	\$400.50	\$352.44	\$0.00				VXRAIL SOFTWARE
5	456-113-218	UPG VSPH ROBO STDTOADV6.5 25VM-5YrMr		K	31%	\$1,105.38	\$432.54		\$352.44	\$0.00	\$0.00			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	458-001-739	HCIA UP VxRail vSphere SOFTWARE	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VXRAIL SOFTWARE
5	458-002-204	HCIA NP VxRail vSphere 6.5 Software	\$0.00	K	31%	\$0.00	\$0.00		\$0.00				\$0.00	VXRAIL SOFTWARE
5	458-002-205	HCIA UP VxRail vSphere 6.5 Software	\$0.00	K	31%	\$0.00	\$0.00		\$0.00		\$0.00		\$0.00	VXRAIL SOFTWARE
5	BEDROCK-001	SEL Bedrock Ingest/Mgmt per Core AIM 1Y	\$1,538.00	K	31%	\$1,061.22	\$0.00		\$0.00					ZALONI
5	BEDROCK-002	SEL Bedrock Ingest/Mgmt Per Core AIM 2Y	\$3,077.00	K	31%	\$2,123.13	\$0.00		\$0.00					ZALONI
5	BEDROCK-003	SEL Bedrock Ingest/Mgmt per Core AIM 3Y	\$4,615.00	K	31%	\$3,184.35	\$0.00		\$0.00					ZALONI
5		11 SEL Bedrock Platform per Core 1Y	\$2,308.00	K	31%	\$1,592.52	\$0.00		\$0.00					ZALONI
5		2 SEL Bedrock Platform per Core 2Y	\$4,615.00	K	31%	\$3,184.35	\$0.00		\$0.00					ZALONI
5		3 SEL Bedrock Platform per Core 3Y	\$6,923.00	K	31%	\$4,776.87	\$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					ZALONI
5	MICA-PLAT-002	SEL Mica Platform per Core 2Y	\$1,385.00	K	31%	\$955.65	\$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