Decomposition Composition						N	VP LEVEL 1		NVP MAINTENA	NCE AND WA	RRANTY UPGRADE	NET PRICE		
2	BAND	sku	DESCRIPTION				NVP LEVEL 1 NET PRICE	ANNUAL		ANNUAL			RENEWAL	THIRD PARTY PRODUCT PARTNER
College	-													
1	-													
Colorabination Colo														
1	5	CS450HA-ISLN			K									
Company Comp														
5 E FEROMA-ELLA VIEL AL ADMINISTRATION OF THE PROPERTY AND ADMINISTRATION OF THE PROPE	-													
Section Company Comp	Ü													
September Color	-													
5 FROM-MATER 1	5				K									
5 FERROWN-Hall M. S. A., John S. C. C. S.														
5 5 (1) (1) (1) (2) (2) (2) (3) (3) (3) (4) (4) (4) (4) (4) (4) (4) (4) (4) (4														
5 15000041-004 Emplaced Flower Septiment (1997) 15000 1500 1	-													
5 01-0004-042 SE (Butter-OT) Line MORPH (FM) 2000 SE (MI) 120 SE (5													
5 01-0004-1-046 ET all marked to the immortal control of the contr	5		SEL BullionS10,Intel 8890V4,7,5TB, 32GB	\$566,047.28			\$390,572.62							
5 81-0004-0-32 SET BALLOND 2-04 MSROW, 1713, 1212 SET, 2014 SET, 2	-													
\$\frac{1}{2} \text{ \$\frac{1}{2}														
5 ST-6994-1-20 S SC-6994-1-20 S SC-6	-													
5 SIGNIFICATION OF THE PROPERTY OF THE PROPERY OF THE PROPERTY OF THE PROPERTY OF THE PROPERTY OF THE PROPERTY	5													
\$ 816-6074-1-122 SE Ballock Signed Ballock SE 210 SE SE SE SE SE SE SE S	5	S14-90V4-14-64	SEL BullionS14,Intel 8890V4,14TB, 64GB	\$1,187,970.51	K	31%	\$819,699.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ATOS-BULL
5 976-9074-12-64 SE, Bulletin (Col. 2016) 11 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1														
5 ST-6974-15-64 SE, Bellandorski (most legister) 411 17-201 SE, Be														
5 S-299V-1-72 SE, Busines/Land Service 1-750-200 FB, Value 1-750-2	-													
\$ 26,09V4-15-32 \$\ \text{St. Deliver 2-10-200} \text{\$\$ \$1,0000}\$ \$1,000	-													
5 C2-2019-C4-768-22 SE. Ballanesis Intelligence Security Secur	5	S2-80V4-15-32			K								\$0.00	ATOS-BULL
S 23-29/V-2-24	-													
5 94-99V4-1-32 SEL Bullmid-M- Has 889V4 / TB 32-665 S 150-686 M K 31% \$73.462-12 \$0.00 \$0.														
S S-4-0V-V-1-5-22 SEL Bullion-Skilms B850V-V-1-TB-2/CBB \$114,614-00 K 31% \$79,053-14 \$0.00 \$	-													
S S-4-0V-2-22 SEL Bullion-S-Haire 8800V-2178-2208 \$172,709.86 K 31% \$87,774.46 \$0.00	-													
5 98-40V-4-4-52 SEL Bullion-SL Intel 880V-4-7TB 540B 327-575 80 K 31% \$177,727.00 \$0	5				K	31%				\$0.00			\$0.00	ATOS-BULL
\$ 88-89/V4-6-52 SEL Bullion-Sel Hill 8800V4-6-578; 25/CB SEL Dullion-Sel Hill 8800V4 45-578; 25/CB SEL Dullion-Sel Hill 8800V4 45-588; 25/CB SEL Dullion-Sel	-													
S 98-9074-6-74 SEL BullonSi, Intel 889074 47B; 36GB S 98-9074-3-22 SEL BullonSi, Intel 889074 47B; 32GB S 98-9074-3-32 SEL BullonSi, Intel 889074 47B; 32GB S 98-9074-3-22 SEL SullonSi, Intel 889074 47B; 32GB S 98-9074-3-22 SEL														
5 88-8074-3-32 SEL BullionSB, Intel 88074 ATB, 32GB \$214,982,41 K 31% \$151,300.76 \$0.00 \$0														
5 S8-80V-4-9-12 SEL BulliunSB limel 880V/4 (FIR 32GB S97,1772-59 K 31% \$191,249.09 \$0.00 \$	-													
\$ 88-90/4-9-32 SEL BullinoSh limid 8900/4 37B, 32GB \$304,519.32 K 31% \$320,018.30 \$0.0 \$0.0 \$0.0 \$0.0 \$0.0 \$0.0 \$0.0 \$														
5 \$89-90V4-8-94 SEL Bullinds Sland B890V4,176, 64GB \$505,315.20 K 31% \$348,867.40 \$0.00 \$0	-													
5 SH10-80V4-75-32 SEL S10.mlel 8890V4, T5T, 3226SL NXX16Gbps	5													
5 SH10-90V4-10-44 SEL S10,Intel 8890V4,16TB, 64G,WNX16Cbps	5													
5 SH12-80V4-92-2 SEL 512/Limle 8890V4-37E, 362, VNX16Gbps 5833,41 0.73 K 31% 590,5807-54 50.00 \$	5				K									
5 SH12-90V4-12-24 SEL S12_Intel 8890V4_17EB_GGC_VNX16Cbps	-													
S	-													
5 SH14-B0V4-10-32 SEL S14,Intel B8B0V4,1TGB, 22C,VNX1FGCbps S1,042,063 3K K 31% S69,092.78 S0.00														
5 SH14-80V4-14-64 SEL 514, Intel 8890V4, 17EB, 64G, NNX16Gbps \$1,492,618.81 K 31% \$1,029,906.98 \$0.00														
5 SH16-80V4-12-32 SEL 516, Intel 8890V4, 17E, 32G, NXX16Gbps \$11,058,839.79 K 31% \$777,775.75 N 0.00 \$	5	SH14-90V4-10-32	SEL S14,Intel 8890V4,10TB, 32G,VNX16Gbps	\$1,004,206.93			\$692,902.78	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	ATOS-BULL
5 SH16-90V4-12-32 SEL S1-61.htel 8890V4 17EB, 32G, VNX16Gbps \$1,127,206.2 K 31% \$777,772.57 \$0.00 \$0.0														
5 SH16-90V4-12-64 SEL S16, Intel 8890V4, 12TB, 64G, VNX16Gbps \$1,461,310,65 K 31% \$1,008,304.35 \$0.00	-													
5 SH16-90V4-16-44 SEL S16, Intel 8890V4, 16TB, 64G, VNX16Gbps S167,6371-43 K 31% S1,647,642.9 \$0.00 \$0	-													
5 SH2-80V4-15-32 SEL S2, Intel 8880V4, 15TB, 32G, VNX16Gbps \$176,611.51 K 31% \$121,861.94 \$0.00 <	-													
5 SH2-80V4-512-32 SEL S2_Intel 8880V4,512MB,32G_VNX16Gbps \$158,092.27 K 31% \$109,083.67 \$0.00 <td< td=""><td>-</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></td<>	-													
5 SH2-80V4-268-32 SEL S2_Intel 8880V4,7E8MB_32G_VNX16Gbps \$162_166.47 K 31% \$111_894.86 \$0.00 \$0	5													
5 SH2-90V4-2-64 SEL S2,Intel 8880V4,1TB,64G,VNX16Gbps \$233,647,17 K 31% \$161,216.55 \$0.00	5													
5 SH4-80V4-1-32 SEL S4,Intel 8880V4,1TB,32G,VNX16Gbps \$207,910.80 K 31% \$143,458.45 \$0.00	5													
5 SH4-80V4-2-32 SEL S4, Intel 8880V4, 3TB, 32G, VNX16Gbps \$248,876.05 K 31% \$160,480.83 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 ATOS-BULL \$171,724.47 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 ATOS-BULL \$171,724.47 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 ATOS-BULL \$171,724.47 \$0.00 \$0	5													
5 SH4-80V4-3-32 SEL S4,Intel 8880V4,3TB,32G,VNX16Gbps \$248,876.05 K 31% \$171,724.47 \$0.00	5		SEL S4,Intel 8880V4,1.5TB,32G,VNX16Gbps		K								\$0.00	ATOS-BULL
5 SH4-90V4-4-64 SEL S4, Intel 8880V4,4TB, 64G, VNX16Gbps \$362,947.36 K 31% \$250,433.68 \$0.00 \$0.	-				K									
5 SH6-80V4-4.5-32 SEL S4,Intel 8880V4,4,5TB,32G,VNX16Gbps \$341,314.64 K 31% \$235,507.10 \$0.00 \$0														
5 SH6-90V4-6-64 SEL S6, Intel 8890V4, 3TB, 32G, VNX16Gbps \$512, 421.61 K 31% \$353, 570.91 \$0.00	-													
5 SH8-80V4-3-32 SEL S8, Intel 8880V4, 3TB, 32G, VNX16Gbps \$331,004.49 K 31% \$228,393.10 \$0.00 \$0	5													
5 SH8-80V4-6-32 SEL S8,Intel 8880V4,6TB, 32G,VNX16Gbps \$410,141.96 K 31% \$282,997.95 \$0.00	-		SEL S8,Intel 8880V4,3TB, 32G,VNX16Gbps	\$331,004.49			\$228,393.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ATOS-BULL
5 SH8-90V4-6-32 SEL S8, Intel 8890V4, 6TB, 32GB, NNX16Gbps \$437, 488.69 K 31% \$301,887.20 \$0.00	-													
5 SH8-90V4-8-64 SEL S8,Intel 8890V4,8TB, 64GB,VNX16Gbps \$660,836.62 K 31% \$455,977.27 \$0.00 \$0.0														
5 EMC-SEL-BTPE-1YR SEL BlueTalon Policy Engine AIM Only 1Y \$346,154.00 K 31% \$238,846.26 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00														
5 EMC-SEL-BTPE-2YR SEL BlueTalon Policy Engine AIM Only 2Y \$641,026.00 K 31% \$442,307.94 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00		EMC-SEL-BTPE-1YF	R SEL BlueTalon Policy Engine AIM Only 1Y	\$346,154.00	K	31%	\$238,846.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BLUE TALON
	5	EMC-SEL-BTPE-2YF	R SEL BlueTalon Policy Engine AIM Only 2Y	\$641,026.00	K	31%	\$442,307.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BLUE TALON

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAR	RANTY UPGRADE	NET PRICE]
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5		SEL BlueTalon Policy Engine AIM Only 3Y	\$769,231.00		31%	\$530,769.39	\$0.00	\$0.00		\$0.00	\$0.00		BLUE TALON
5	EM-815-0010	SEL 815 FC HBA SINGLE PORT 8GBPS	\$1,450.00		31%	\$1,000.50	\$0.00	\$0.00		\$0.00	\$0.00		BROCADE
5 5	XBR-R000294	SEL 2 POST MID MOUNT KIT/FLUSH MOUNT KI SEL-10GE SFP+ TwinAx Active Optic Cbl,7m	I \$315.00 \$360.00		31% 31%	\$217.35 \$248.40	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE BROCADE ETHERNET
5		SEL-10GE SFP+ TwinAx Active Optic Cbi,/III	\$410.00	K	31%	\$282.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	10G-SFPP-LR	SEL 10GBASE-LR SFP+ (LC) <=10km/SMF	\$2,745.00		31%	\$1,894.05	\$0.00	\$0.00		\$0.00	\$0.00		BROCADE ETHERNET
5	10G-SFPP-LR-8	SEL 10GBASE-LR SFPP SMF LC CONNECTOR			31%	\$10,460.40	\$0.00	\$0.00		\$0.00	\$0.00		BROCADE ETHERNET
5	10G-SFPP-LRM	SEL 10GBASE-LRM 1310NM SFP+ (LC) TAR	\$1,495.00		31%	\$1,031.55	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5	10G-SFPP-SR	SEL 10GBASE-SR SFP+ (LC) <=300m/MMF	\$990.00		31%	\$683.10	\$0.00	\$0.00		\$0.00	\$0.00		BROCADE ETHERNET
5	10G-SFPP-SR-8	SEL 10GBASE-SR SFPP MMF LC CONNECTOR			31%	\$3,560.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5 5		SEL DIRECT ATTACH SFPP COPPER1M1-PACH SEL DIRECT ATTACH SFPP COPPER1M8-PACH			31% 31%	\$103.50 \$745.20	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5		SEL DIRECT ATTACH SFPP COPPER3M1-PACE			31%	\$144.90	\$0.00	\$0.00		\$0.00	\$0.00		BROCADE ETHERNET
5		SEL DIRECT ATTACH SFPP COPPER3M8-PACH			31%	\$1,043.28	\$0.00	\$0.00		\$0.00	\$0.00		BROCADE ETHERNET
5		SEL DIRECT ATTACH SFPP COPPER5M1-PACH			31%	\$179.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	10G-SFPP-TWX0508	SEL DIRECT ATTACH SFPP COPPER5M8-PACH	\$1,872.00	K	31%	\$1,291.68	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5	10G-SFPP-USR-8	SEL 10GE USR SFP+ (LC)<=100m/MMF qty8	\$5,400.00		31%	\$3,726.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	10G-SFPP-ZR	SEL-10GBASE-ZR SFP+ optic 80km SMF	\$15,995.00		31%	\$11,036.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	10GSFP-TWX-11	SEL DIRECT ATTACH SFPP COPPER1M1-PACH			31%	\$93.84	\$0.00	\$0.00		\$0.00	\$0.00		BROCADE ETHERNET
5 5	10GSFP-TWX-18	SEL DIRECT ATTACH SEPP COPPERIMS-PACK			31%	\$675.51	\$0.00	\$0.00		\$0.00	\$0.00		BROCADE ETHERNET
5 5	10GSFP-TWX-31 10GSFP-TWX-38	SEL DIRECT ATTACH SFPP COPPER3M1-PACH SEL DIRECT ATTACH SFPP COPPER3M8-PACH			31% 31%	\$131.10 \$945.30	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	10GSFP-TWX-51	SEL DIRECT ATTACH SFPP COPPER5M1-PACH			31%	\$162.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	10GSFP-TWX-58	SEL DIRECT ATTACH SFPP COPPER5M8-PACH			31%	\$1,170.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	1G-SFP-TWX-0101	SEL D-ATTACH 1G SFP COPPER 1M S-CABLE	\$150.00		31%	\$103.50	\$0.00	\$0.00		\$0.00	\$0.00		BROCADE ETHERNET
5	1G-SFP-TWX-0501	SEL 5M DIR ATTACH 1G SFP COPPER STCK CI			31%	\$179.40	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5	40G-QSFP-4C-0101	SEL-4x10G D-ATTACH QSFP/4 SFP CBL1M 1PK	\$650.00	K	31%	\$448.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5	40G-QSFP-4C-0301	SEL-4x10G D-ATTACH QSFP/4 SFP CBL3M 1PK			31%	\$552.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5	40G-QSFP-4C-0501	SEL-4x10G D-ATTACH QSFP/4 SFP CBL5M 1PK			31%	\$655.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	40G-QSFP-C-00501	SEL-40GE QSFP TwinAx Cable, 0.5m	\$150.00		31%	\$103.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	40G-QSFP-C-00508	SEL-40GE QSFP TwinAx 0.5M, 8-PACK,	\$1,080.00		31%	\$745.20	\$0.00	\$0.00		\$0.00	\$0.00		BROCADE ETHERNET
5 5	40G-QSFP-C-0101 40G-QSFP-Q-0101	SEL 1x40GE QSFP D/A Copper Cbl 1m SEL-40GE TWINAX QSFP+ cable, 1m	\$288.00 \$500.00		31% 31%	\$198.72 \$345.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	40G-QSFP-Q-0301	SEL-40GE TWINAX QSFF+ cable, 1111	\$650.00		31%	\$448.50	\$0.00	\$0.00		\$0.00	\$0.00		BROCADE ETHERNET
5	40G-QSFP-Q-0501	SEL-40GE TWINAX QSFP+ cable, 5m	\$800.00	ĸ	31%	\$552.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	BR-5410-PERP-1C	SEL-Perp(1 License), Bare Mtl 1-4 Cores	\$3,365.00	K	31%	\$2,321.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	BR-5410-PERP-5C	SEL-Perp(1 License), Bare Metal 5+ Cores	\$6,585.00	K	31%	\$4,543.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5	BR-5415-PERP-VM	SEL-Perp(1 License), Virtual Machine	\$2,375.00		31%	\$1,638.75	\$0.00	\$0.00		\$0.00	\$0.00		BROCADE ETHERNET
5	BR-5600P-1V	SEL-5600 vRTR Perp(1 Lic)w/1 vCPU DP Lic	\$1,049.00		31%	\$723.81	\$0.00	\$0.00		\$0.00	\$0.00		BROCADE ETHERNET
5		SEL-AMP FABRIC INSIGHT ADV ANA MGMT SW			31%	\$172,431.00	\$0.00	\$0.00		\$0.00	\$0.00		BROCADE ETHERNET
5		SEL-ANALYTICS MONITORING PL MAXCAP 24S		K	31%	\$241,431.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5 5	BR-BFO-SML CC-MINIUSB-RJ45	SEL Flow Optimize-Lic 20G traffic mgmt SEL-Cons cable, male mini-USB/male RJ-45	\$5,000.00 \$75.00		31% 31%	\$3,450.00 \$51.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	E1MG100FXIROM	SEL 100Base-FX IR 15km SMF LC SFP OMC	\$345.00		31%	\$238.05	\$0.00	\$0.00		\$0.00	\$0.00		BROCADE ETHERNET
5	E1MG100FXLROM	SEL 100Base-FX 40km LR SMF SFP optic OMC	\$455.00		31%	\$313.95	\$0.00	\$0.00		\$0.00	\$0.00		BROCADE ETHERNET
5	E1MG-100FX-OM	SEL 100Base-FX SFP optic MMF LC OMC	\$195.00		31%	\$134.55	\$0.00	\$0.00		\$0.00	\$0.00		BROCADE ETHERNET
5	E1MG-100FX-OM-8	SEL 8x100Base-FX SFP optic MMF(LC)(OMC)	\$1,404.00	K	31%	\$968.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5	E1MG-BXD	SEL 1000Base-BXD SFP SMF to E1MG-BXU	\$1,315.00		31%	\$907.35	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5	E1MG-BXU	SEL 1000Base-BXU SFP SMF to E1MG-BXD	\$1,315.00		31%	\$907.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	E1MG-FX-IR-OM	SEL 100Base-FX IR 15km SMF LC SFP OMC	\$313.00		31%	\$215.97	\$0.00	\$0.00		\$0.00	\$0.00		BROCADE ETHERNET
5 5	E1MG-FX-LR-OM	SEL 100Base-FX 40km LR SMF SFP optic OMC	\$412.00		31%	\$284.28	\$0.00	\$0.00		\$0.00	\$0.00		BROCADE ETHERNET
5 5	E1MG-FX-OM E1MG-FX-OM8	SEL 100Base-FX SFP optic MMF LC OMC SEL 100Base-FX SFP optic MMF 8PK LC OMC	\$177.00 \$1,272.00		31% 31%	\$122.13 \$877.68	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	E1MG-LHA-OM	SEL 1000Base-LHA SFP optic SMF LC OMC	\$3,995.00		31%	\$2,756.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	E1MG-LHA-OM-T	SEL-1000Base-LHA SFP optic, SMF	\$4,400.00		31%	\$3,036.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	E1MG-LHB	SEL 1000Base-LHB SFPopticSMF(LC)<=150km	\$5,495.00		31%	\$3,791.55	\$0.00	\$0.00		\$0.00	\$0.00		BROCADE ETHERNET
5	E1MG-LX-OM	SEL 1000Base-LX SFP optic SMF LC OMC	\$1,100.00		31%	\$759.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5	E1MG-LX-OM-8	SEL 1000Base-LX SFP optic 8PK SMF LC OMC	\$8,280.00		31%	\$5,713.20	\$0.00	\$0.00		\$0.00	\$0.00		BROCADE ETHERNET
5	E1MG-SX-OM	SEL 1000Base-SX SFP optic MMF LC OMC	\$525.00		31%	\$362.25	\$0.00	\$0.00		\$0.00	\$0.00		BROCADE ETHERNET
5	E1MG-SX-OM-8	SEL 1000Base-SX SFP optic 8PK MMF LC OMC	\$3,780.00		31%	\$2,608.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5 5	E1MG-TX	SEL 1000BASE-TX SFP Copper RJ-45Conn SEL-6430/-C12 Magnet Mount Kit	\$325.00 \$40.00	K K	31% 31%	\$224.25 \$27.60	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	ICX6400-C12-INGN1	SEL-6430/-C12 2-Post Mount Kit	\$40.00		31%	\$27.60	\$0.00	\$0.00		\$0.00	\$0.00		BROCADE ETHERNET
5	ICX6400-EPS1500	SEL ICX6430/50 1500W Ext Pwr-RPS/EPS	\$1,500.00		31%	\$1,035.00	\$0.00	\$0.00		\$0.00	\$0.00		BROCADE ETHERNET
5	ICX6400-RMK	SEL ICX6430/6450 2 Post Rck Kit Spare	\$50.00		31%	\$34.50	\$0.00	\$0.00		\$0.00	\$0.00		BROCADE ETHERNET
5	ICX6430-24	SEL 24p 1G 4x1G SFP U/S Ports Fanless	\$1,295.00		31%	\$893.55	\$0.00	\$0.00		\$0.00	\$0.00		BROCADE ETHERNET
5	ICX6430-24P	SEL 24p 1G PoE+ 390W4x1G SFP U/S Ports	\$2,295.00		31%	\$1,583.55	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5	ICX6430-48	SEL 48p 1G 4 x 1G SFP Uplink/Stack Ports	\$2,795.00		31%	\$1,928.55	\$0.00	\$0.00		\$0.00	\$0.00		BROCADE ETHERNET
5	ICX6430-48P	SEL 48p1G PoE+ 390W4 x 1G SFP U/S Ports	\$4,095.00		31%	\$2,825.55	\$0.00	\$0.00		\$0.00	\$0.00		BROCADE ETHERNET
5	ICX6430-C12	SEL-12-port 1G Compact Switch (4 PoE+)	\$1,095.00		31%	\$755.55	\$0.00	\$0.00		\$0.00	\$0.00		BROCADE ETHERNET
5		SEL 6450 CapLic UPG 1G U/S Prts(+1G/10G)	\$1,000.00		31%	\$690.00	\$0.00	\$0.00		\$0.00	\$0.00		BROCADE ETHERNET
5	ICX6450-C12-PD ICX6450-PREM-LIC	SEL-12-port 1G Compact Switch (4 PoE+)PD	\$1,595.00		31%	\$1,100.55	\$0.00	\$0.00		\$0.00	\$0.00		BROCADE ETHERNET
5 5	ICX6450-PREM-LIC ICX7000-RMK	SEL ICX 6450 PREMIUM SOFTWARE LICENSE SEL-RACK MOUNT KIT.2 POST.ICX7750/7450	\$800.00 \$85.00		31% 31%	\$552.00 \$58.65	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	ICX7000-RMR ICX7250-24	SEL-24-port 1 GbE switch with 8x1GbE SFP	\$2,100.00		31%	\$1,449.00	\$0.00	\$0.00		\$0.00	\$0.00		BROCADE ETHERNET
5	ICX7250-24 ICX7250-24-2X10G	SEL-24prt 1 G bundle 2x1GbE/10GbE+6x1GbE	\$2,650.00		31%	\$1,828.50	\$0.00	\$0.00		\$0.00			BROCADE ETHERNET
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					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAR	RANTY UPGRADE	NET PRICE]
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	ICX7250-24G	SEL-24-port 1 GbE 4x1GbE SFP	\$2,000.00	K	31%	\$1,380.00	\$0.00	\$0.00		\$0.00	\$0.00		BROCADE ETHERNET
5	ICX7250-24P	SEL-24-prt 1 GbE switch PoE+ 360W	\$2,650.00		31%	\$1,828.50	\$0.00	\$0.00		\$0.00	\$0.00		BROCADE ETHERNET
5		SEL-24-prt 1 GbE switch PoE+ 360W bundle	\$3,200.00		31%	\$2,208.00	\$0.00	\$0.00		\$0.00	\$0.00		BROCADE ETHERNET
5		SEL-7250 Upgrd uplnk prts to 2x1GE/10GE	\$1,400.00		31%	\$966.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	ICX7250-48	SEL-48-prt 1 GbE switch with 8x1GbE SFP+	\$3,200.00	K K	31% 31%	\$2,208.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5 5	ICX7250-48-2X10G ICX7250-48P	SEL-48-prt 1 GbE switch bundle SEL-48-prt 1 GbE switch PoE+ 720W	\$3,900.00 \$4,600.00		31%	\$2,691.00 \$3,174.00	\$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET
5		SEL-48-prt 1 GbE switch PoE+ 720W bundle	\$5,300.00		31%	\$3,174.00 \$3,657.00	\$0.00	\$0.00		\$0.00	\$0.00		BROCADE ETHERNET BROCADE ETHERNET
5		SEL-ICX7250 Upgrd to 8x1GbE/10GbE uplnk	\$1,000.00		31%	\$690.00	\$0.00	\$0.00		\$0.00	\$0.00		BROCADE ETHERNET
5	ICX7250-DX10GI OD	SEL-ICX7250 Opgra to 6x1682/10682 upink SEL-ICX7250 Layer 3 Premium Software	\$1,000.00		31%	\$690.00	\$0.00	\$0.00		\$0.00	\$0.00		BROCADE ETHERNET
5	ICX7400-1X40GQ	SEL-ICX 7450 1-port 40GbE QSFP+ Module	\$800.00		31%	\$552.00	\$0.00	\$0.00		\$0.00	\$0.00		BROCADE ETHERNET
5	ICX7400-4X10GC	SEL-ICX 7450 4-port 1/10GbE 10GBase-T	\$1,200.00		31%	\$828.00	\$0.00	\$0.00		\$0.00	\$0.00		BROCADE ETHERNET
5	ICX7400-4X10GF	SEL-ICX 7450 4-port 1/10GbE SFP+ Module	\$1,000.00	K	31%	\$690.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5	ICX7400-4X1GF	SEL-ICX 7450 4-port 100M/1GbE SFP Module	\$400.00	K	31%	\$276.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	ICX7450-24	SEL-24-port 1 GbE switch, 3 mod slots	\$3,095.00		31%	\$2,135.55	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5	ICX7450-24-E	SEL-24-port 1 GbE switch bundle	\$5,595.00		31%	\$3,860.55	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5	ICX7450-24P	SEL-24-port 1 GbE swch PoE+, 3 mod slots	\$3,495.00		31%	\$2,411.55	\$0.00	\$0.00		\$0.00	\$0.00		BROCADE ETHERNET
5	ICX7450-24P-E	SEL-24-port 1 GbE switch PoE+ bundle	\$6,595.00	K	31%	\$4,550.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	ICX7450-48	SEL-48-port 1 GbE switch, 3 mod slots	\$5,295.00		31%	\$3,653.55	\$0.00	\$0.00		\$0.00	\$0.00		BROCADE ETHERNET
5	ICX7450-48-E	SEL-48-port 1 GbE switch bundle	\$7,995.00		31%	\$5,516.55	\$0.00	\$0.00		\$0.00	\$0.00		BROCADE ETHERNET
5	ICX7450-48F	SEL-48-port 1 GbE SFP switch, 3 modslots	\$9,995.00		31%	\$6,896.55	\$0.00	\$0.00		\$0.00	\$0.00		BROCADE ETHERNET
5	ICX7450-48F-E	SEL-48-port 1 GbE SFP switch bundle	\$11,995.00		31%	\$8,276.55	\$0.00	\$0.00		\$0.00	\$0.00		BROCADE ETHERNET
5	ICX7450-48P	SEL-48-port 1 GbE swch PoE+, 3 mod slots	\$6,795.00	K	31%	\$4,688.55	\$0.00	\$0.00		\$0.00	\$0.00		BROCADE ETHERNET
5 5	ICX7450-48P-E ICX7450-48PSTK-E	SEL-48-port 1 GbE switch PoE+ bundle SEL-48-port 1 GbE switch PoE+ bundle	\$9,995.00 \$9,195.00	K K	31% 31%	\$6,896.55 \$6,344.55	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	ICX7450-46PSTK-E	SEL-ICX 7450 LAYER 3 PREM SOFTWARE LIC	\$1,200.00		31%	\$828.00	\$0.00	\$0.00		\$0.00	\$0.00		BROCADE ETHERNET
5	ICX7750-26Q	SEL-7750 w/26 40GbE prts 1 mod slot.	\$21,500.00		31%	\$14,835.00	\$0.00	\$0.00		\$0.00	\$0.00		BROCADE ETHERNET
5	ICX7750-26Q	SEL-7750 w/48 40GbE prts 1 mod slot.	\$23,900.00		31%	\$16,491.00	\$0.00	\$0.00		\$0.00	\$0.00		BROCADE ETHERNET
5	ICX7750-48F	SEL-7750w/48 10GbE SFP+ prts, 6 10/40GbE	\$21,500.00		31%	\$14,835.00	\$0.00	\$0.00		\$0.00	\$0.00		BROCADE ETHERNET
5	ICX7750-6Q	SEL-ICX7750 six port 40GbE QSFP+ module	\$5,995.00	K	31%	\$4,136.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	ICX7750-FAN-E	SEL-(4) 7750 Fans prt side air intake	\$1,495.00		31%	\$1,031.55	\$0.00	\$0.00		\$0.00	\$0.00		BROCADE ETHERNET
5	ICX7750-FAN-E-1	SEL-(1) 7750 Fan prt side air intake	\$575.00		31%	\$396.75	\$0.00	\$0.00		\$0.00	\$0.00		BROCADE ETHERNET
5	ICX7750-FAN-I	SEL-(4) 7750 Fan assys prt side air exh	\$1,495.00		31%	\$1,031.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	ICX7750-FAN-I-1	SEL- (1) 7750 Fan assy port side air exh	\$575.00	K	31%	\$396.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5	ICX7750-L3-COE	SEL-7750 PREMIUM LAYER3 FEATURES	\$6,495.00		31%	\$4,481.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5	ICX7750-RMK	SEL-FRU,RCK MNT KIT,2 POST, 7750/7450	\$85.00		31%	\$58.65	\$0.00	\$0.00		\$0.00	\$0.00		BROCADE ETHERNET
5		SEL-EPS4000 Cable Direct; 1 EPS4000	\$150.00	K	31%	\$103.50	\$0.00	\$0.00		\$0.00	\$0.00		BROCADE ETHERNET
5		SEL-EPS4000 Cble Spli; 1 EPS4000 to 2	\$300.00		31%	\$207.00	\$0.00	\$0.00		\$0.00	\$0.00		BROCADE ETHERNET
5		SEL-EPS4000 Shelf with 4 bays	\$2,000.00		31%	\$1,380.00	\$0.00	\$0.00		\$0.00	\$0.00		BROCADE ETHERNET
5	ICX-FAN10-E	SEL-7450 exhaust airflow fan, FTB	\$250.00		31%	\$172.50	\$0.00	\$0.00		\$0.00	\$0.00		BROCADE ETHERNET
5	ICX-FAN10-I	SEL-7450 intake airflow fan, BTF	\$250.00		31%	\$172.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	PCAUS	SEL Pwrcrd for RPS5/8/9/X424/X448 - AUS	\$48.00		31%	\$33.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	PCAUS-EPS	SEL Pwrcrd AUSTRALIA 16A/250V	\$75.00	K K	31% 31%	\$51.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5 5	PC-C13C14 PCEURO	SEL-C13/C14 15A Power Cord	\$75.00 \$17.00		31%	\$51.75 \$11.73	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET
5 5	PCEURO-EPS	SEL Pwrcrd for RPS2/3/5/9 EU version SEL 16A250VCEE 7/7 EUROP-C191.8MR6	\$17.00 \$75.00		31%	\$11.73 \$51.75	\$0.00	\$0.00		\$0.00	\$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	PCINDIA	SEL Pwrcrd for RPS2/3/5/9 India version	\$40.00		31%	\$27.60	\$0.00	\$0.00		\$0.00	\$0.00		BROCADE ETHERNET
5	PCINDIA-EPS	SEL Pwrcrd INDIA 16A/250V	\$75.00	K	31%	\$51.75	\$0.00	\$0.00		\$0.00	\$0.00		BROCADE ETHERNET
5	PCJAPAN	SEL Pwrcrd for RPS2/3/5/9 Japan version	\$17.00	ĸ	31%	\$11.73	\$0.00	\$0.00		\$0.00	\$0.00		BROCADE ETHERNET
5	PCJAPAN-EPS	SEL Pwrcrd JAPAN 15A 250V	\$75.00	ĸ	31%	\$51.75	\$0.00	\$0.00		\$0.00	\$0.00		BROCADE ETHERNET
5		SEL-PWR CRD, SWISS TO C13,10A,250V	\$48.00		31%	\$33.12	\$0.00	\$0.00		\$0.00	\$0.00		BROCADE ETHERNET
5	PCTAIWAN-EPS	SEL Pwrcrd TAIWAN 16A 250V	\$68.00	K	31%	\$46.92	\$0.00	\$0.00		\$0.00	\$0.00		BROCADE ETHERNET
5	PCUK	SEL Pwrcrd for RPS2/3/5/9 UK version	\$17.00	K	31%	\$11.73	\$0.00	\$0.00		\$0.00	\$0.00		BROCADE ETHERNET
5	PCUK-EPS	SEL Pwrcrd UK 13A 250V	\$75.00	K	31%	\$51.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5	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	\$0.00	\$0.00	BROCADE ETHERNET
5	PCUSA2	SEL-PWR CRD,USA,NEMA5-15/C13, 13A, 125V	\$34.00		31%	\$23.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5	PL-WAF-ADMIN	SEL-Web Application Firewall Admin Mod	\$5,600.00		31%	\$3,864.00	\$0.00	\$0.00		\$0.00	\$0.00		BROCADE ETHERNET
5		SEL-Web App Firewall Decider (/core)	\$1,200.00		31%	\$828.00	\$0.00	\$0.00		\$0.00	\$0.00		BROCADE ETHERNET
5		SEL-WAF Proxy Enforcer Mod	\$4,000.00		31%	\$2,760.00	\$0.00	\$0.00		\$0.00	\$0.00		BROCADE ETHERNET
5	PL-WAF-WEBENF	SEL-WAF Web Server Enforcer Mod	\$1,000.00		31%	\$690.00	\$0.00	\$0.00		\$0.00	\$0.00		BROCADE ETHERNET
5	RPS15-E	SEL 6610/50NON-POE250W PSU p-side intake	\$500.00		31%	\$345.00	\$0.00	\$0.00		\$0.00	\$0.00		BROCADE ETHERNET
5	RPS15-I	SEL 6610/50 NON-POE 250W PSU p-side exh	\$500.00	K	31%	\$345.00	\$0.00	\$0.00		\$0.00	\$0.00		BROCADE ETHERNET
5	RPS16DC-E	SEL 510W DC Pwr forlCX6610/50-EXHAUSTair	\$1,100.00	K	31%	\$759.00	\$0.00	\$0.00		\$0.00			BROCADE ETHERNET
5	RPS16DC-I	SEL 510W DC Pwr forlCX6610/50-Intakeair SEL 1000W Pwr-ICX6610 PoE-Exhaustairflow	\$1,100.00	K K	31%	\$759.00	\$0.00	\$0.00		\$0.00			BROCADE ETHERNET
5 5	RPS16-E		\$1,000.00		31% 31%	\$690.00 \$690.00	\$0.00	\$0.00 \$0.00		\$0.00	\$0.00		BROCADE ETHERNET
5 5	RPS16-I RPS17	SEL 6610 POE 1000W PSU PORT SIDE EXHAUS SEL-1 Pwr Supp for EPS4000 Shelf; 920W	\$1,000.00 \$1,500.00		31% 31%	\$690.00 \$1,035.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	RPS9+E	SEL-1 PW Supp for EPS4000 Shell, 920W SEL-500W AC pwr supp w/ exhaust airflow	\$1,500.00		31%	\$1,035.00 \$686.55	\$0.00	\$0.00		\$0.00	\$0.00		BROCADE ETHERNET
5	RPS9+E	SEL-500W AC pwr supp w/ exhaust amow SEL-500W AC pwr supp w/ intake airflow	\$995.00		31%	\$686.55	\$0.00	\$0.00		\$0.00	\$0.00		BROCADE ETHERNET
5	RPS9DC+E	SEL-500W AC pwi supp w/ intake airilow SEL-500W DC pwr supp w/ exhaust airflow	\$1,250.00		31%	\$862.50	\$0.00	\$0.00		\$0.00	\$0.00		BROCADE ETHERNET
5	RPS9DC+E	SEL-FRU.500WDCPS.INTAKE.ICX7750	\$1,250.00		31%	\$862.50	\$0.00	\$0.00		\$0.00	\$0.00		BROCADE ETHERNET
5	SAF-1000	SEL-Web App Firewall Mod(for VTM Std Ed)	\$8,400.00		31%	\$5,796.00	\$0.00	\$0.00		\$0.00	\$0.00		BROCADE ETHERNET
5	SAF-2000	SEL-Web App Firewall Mod(for VTM ENT Ed)	\$12,400.00		31%	\$8,556.00	\$0.00	\$0.00		\$0.00	\$0.00		BROCADE ETHERNET
5	SAF-4000	SEL-Web App Firewall (VTM ENT Ed 5Gb+)	\$20,400.00		31%	\$14,076.00	\$0.00	\$0.00		\$0.00	\$0.00		BROCADE ETHERNET
5	SAFPX-1000-H	SEL-WAF Proxy - 5Gbps	\$23,640.00		31%	\$16,311.60	\$0.00	\$0.00		\$0.00			BROCADE ETHERNET
5	SAFPX-1000-L	SEL-WAF Proxy - 200 Mbps	\$9,160.00		31%	\$6,320.40	\$0.00	\$0.00		\$0.00			BROCADE ETHERNET
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					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAR	RANTY UPGRADE	NET PRICE		
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNE
5	SAFPX-1000-M	SEL-WAF Proxy - 1Gbps	\$14,120.00		31%	\$9,742.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	SAFPX-1000-VH	SEL-WAF Proxy - 10Gbps	\$32,360.00		31%	\$22,328.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	SPTM-1000-H	SEL-UPG-WAP(1Gbps)>VTM Std Ed(1Gbps)	\$3,600.00		31%	\$2,484.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	SPTM-1000-L	SEL-UPG-WAP(10Mbps)>VTM Std Ed(10Mbps)	\$2,000.00		31%	\$1,380.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	SPTM-1000-M SPTM-2000-L	SEL-UPG-WAP(200Mbps)>VTM Std Ed(200Mbps SEL-UPG-WAP(1Gbps)>VTM ENT Ed(1Gbps)			31%	\$1,932.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5 5	SPTM-2000-L SPTM-2000-M		\$9,200.00		31% 31%	\$6,348.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET
5	SPTM-2000-M SPTM-4000-H	SEL-UPG-WAP(2Gbps)>VTM ENT Ed(2Gbps) SEL-UPG-WAP(20Gbps)>VTM ENT Ed(20Gbps)	\$12,400.00 \$20,400.00		31%	\$8,556.00 \$14,076.00	\$0.00		\$0.00 \$0.00	\$0.00	\$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	SPTM-4000-L	SEL-UPG-WAP (5Gbps)>VTM ENT Ed(5Gbps)	\$18,800.00		31%	\$12,972.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	SPTM-4000-L	SEL-UPG-WAP(10Gbps)>VTM ENT Ed(3Gbps)	\$19,600.00		31%	\$13,524.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	STM-1000-H	SEL-Virtual Traffic Mgr Std Ed-1Gbps	\$11,600.00		31%	\$8,004.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	STM-1000-H1	SEL-Virtual Traffic Mgr Std Ed-5Gbps	\$18,800.00		31%	\$12,972.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	STM-1000-L	SEL-Virtual Traffic Mgr Std Ed-10 Mbps	\$4,400.00		31%	\$3,036.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	STM-1000-M	SEL-Virtual Traffic Mgr Std Ed-200 Mbps	\$7,600.00		31%	\$5,244.00	\$0.00		\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	STM-2000-L	SEL-Virtual Traffic Mgr Ent Ed - 1Gbps	\$17,200.00	K	31%	\$11,868.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5	STM-2000-M	SEL-Virtual Traffic Mgr Ent Ed - 2Gbps	\$23,600.00	K	31%	\$16,284.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5	STM-4000-H	SEL-Virtual Traffic Mgr Ent Ed - 20Gbps	\$45,200.00	K	31%	\$31,188.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5	STM-4000-L	SEL-Virtual Traffic Mgr Ent Ed - 5Gbps	\$32,400.00	K	31%	\$22,356.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5	STM-4000-M	SEL-Virtual Traffic Mgr Ent Ed - 10Gbps	\$39,600.00	K	31%	\$27,324.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5	STM-4000-VH	SEL-Virtual Traffic Mgr Ent Ed-Unlimited	\$50,800.00		31%	\$35,052.00	\$0.00		\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	STM-B-200	SEL-vTM bulk pkg SD - Adv LBw/SSL-5Gbps	\$35,500.00		31%	\$24,495.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	STM-B-300	SEL-vTM Standard Edition for SD - 5Gbps	\$55,500.00		31%	\$38,295.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	STM-B-300-L	SEL-vTM Standard Edition for SD - 2Gbps	\$38,850.00		31%	\$26,806.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	STM-B-400	SEL-vTM EntEd for SD - 5Gbps	\$75,500.00		31%	\$52,095.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	STM-B-400-L	SEL-vTM EntEd for SD - 2Gbps	\$52,850.00		31%	\$36,466.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	STM-B-ADD-FIPS	SEL-FIPS add-on for SD - 5Gbps	\$7,550.00		31%	\$5,209.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	STM-B-ADD-FIPS-L	SEL-FIPS add-on for SD - 2Gbps	\$5,285.00		31%	\$3,646.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	STM-B-ADD-WAF	SEL-vWeb App FW add-on for SD - 5Gbps	\$50,000.00		31%	\$34,500.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5		SEL-vWeb App FW add-on for SD - 2Gbps	\$35,000.00		31%	\$24,150.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5		C SEL-Web Acc add-on for SD - 5Gbps	\$37,000.00		31%	\$25,530.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5		SEL-Web Acc add-on for SD - 2Gbps	\$25,900.00		31%	\$17,871.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5		SEL-vWeb Appl Firewall Proxy SD - 5Gbps	\$61,100.00		31%	\$42,159.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	STM-FIPS-1000	SEL-FIPS Add-On Mod (for VTM Std Ed)	\$1,160.00		31%	\$800.40	\$0.00		\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	STM-FIPS-2000	SEL-FIPS Add-On Mod (for VTM ENT Ed)	\$2,360.00		31%	\$1,628.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5 5	STM-FIPS-4000	SEL-FIPS Mod(VTM ENT 5Gb+)FIPS140-2 Lvl1	\$5,080.00		31%	\$3,505.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	STX-APT STX-STD	SEL-Web Accel EXP Add-On Mod (for VTM) SEL-Web Accel Std Add-On Mod (for VTM)	\$3,200.00 \$14,800.00		31% 31%	\$2,208.00 \$10,212.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	UPG-SAF-1K-2K	SEL-Web Accel Sid Add-Off Mod (for VTM) SEL-UPG Web App Firewall-VTM (STD>ENT)	\$4,600.00		31%		\$0.00	\$0.00		\$0.00	\$0.00		BROCADE ETHERNET
5	UPG-SAF-1K-2K	SEL-UPG Web App Firewall-VTM(STD>ENT5gb)	\$4,600.00 \$13.800.00		31%	\$3,174.00 \$9,522.00	\$0.00		\$0.00 \$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	UPG-SAF-2K-4K	SEL-UPG Web App Firewall-VTM(ENT>ENT5gb)	\$9,200.00		31%	\$6,348.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5		SEL-Upg - vTM w/ vWeb App FW 300 to 400	\$25,000.00		31%	\$17,250.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5		SEL-UPG-WAF Proxy SAFPX-1K-H>SAFPX-1K-V			31%	\$6,919.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5		SEL-UPG-WAF Proxy SAFPX-1K-L>SAFPX-1K-H			31%	\$11,489.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5		SEL-UPG-WAF Proxy SAFPX-1K-L>SAFPX-1K-N			31%	\$3,935.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5		SEL-UPG-WAF Proxy SAFPX-1K-L>SAFPX-1K-V			31%	\$18,409.20	\$0.00		\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5		SEL-UPG-WAF Proxy SAFPX-1K-M>SAFPX-1K-H			31%	\$7,554.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5		I SEL-UPG-WAF Proxy SAFPX-1K-M>SAFPX-1K-V			31%	\$14,473.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5		SEL-UPG-VTM Std Ed(5Gbps)>Ent(20Gbps)	\$30,360.00		31%	\$20,948.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5		SEL-UPG-VTM Std Ed(5Gbps)>Ent(5Gbps)	\$15,640.00		31%	\$10,791.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	UPG-STM-1KH1-4KM	I SEL-UPG-VTM Std Ed(5Gbps)>Ent(10Gbps)	\$23,920.00	K	31%	\$16,504.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5		SEL-UPG-VTM Std Ed(5Gbps)>Ent Unlimited	\$36,800.00		31%	\$25,392.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5	UPG-STM-1KH-2KL	SEL-UPG-VTM Std Ed(1Gbps)>Ent(1Gbps)	\$6,440.00	K	31%	\$4,443.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5	UPG-STM-1KH-2KM	SEL-UPG-VTM Std Ed(1Gbps)>Ent(2Gbps)	\$13,800.00	K	31%	\$9,522.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5	UPG-STM-1KH-4KH	SEL-UPG-VTM Std Ed(1Gbps)>Ent(20Gbps)	\$38,640.00		31%	\$26,661.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5		SEL-UPG-VTM Std Ed(1Gbps)>Ent(5Gbps)	\$23,920.00	K	31%	\$16,504.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5		SEL-UPG-VTM Std Ed(1Gbps)>Ent(10Gbps)	\$32,200.00	K	31%	\$22,218.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5		SEL-UPG-VTM Std Ed(1Gbps)>Ent Unlimited	\$45,080.00		31%	\$31,105.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5		SEL-UPG-VTM Std Ed(1Gbps)up to(5Gbps)	\$8,280.00		31%	\$5,713.20	\$0.00		\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5		SEL-UPG-VTM Std Ed(10Mbps)>Ent Ed(1Gbps)	\$14,720.00		31%	\$10,156.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5		SEL-UPG-VTM Std Ed(10Mbps)>Ent Ed(2Gbps)	\$22,080.00		31%	\$15,235.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5		SEL-UPG-VTM Std Ed(10Mbp)>Ent Ed(20Gbps)	\$46,920.00		31%	\$32,374.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5		SEL-UPG-VTM Std Ed(10Mbps)>Ent Ed(5Gbps)	\$32,200.00		31%	\$22,218.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5		SEL-UPG-VTM Std Ed(10Mbp)>Ent Ed(10Gbps)	\$40,480.00		31%	\$27,931.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5		SEL-UPG-VTM Std Ed(10Mbps)>Ent Unlimited	\$53,360.00		31%	\$36,818.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	UPG-STM-1K-L-H	SEL-UPG-VTM Std Ed(10Mbps)up to(1Gbps)	\$8,280.00		31%	\$5,713.20	\$0.00		\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5		SEL-UPG-VTM Std Ed(10Mbps)up to(5Gbps)	\$16,560.00		31%	\$11,426.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5		SEL-UPG-VTM Std Ed(10Mbps)up to(200Mbps)	\$3,680.00		31%	\$2,539.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5		SEL-UPG-VTM Std Ed(200Mbps)>Ent(1Gbps)	\$11,040.00		31%	\$7,617.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5		SEL-UPG-VTM Std Ed(200Mbps)>Ent(2Gbps)	\$18,400.00		31%	\$12,696.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5		SEL-UPG-VTM Std Ed(200Mbps)>Ent(20Gbps)	\$43,240.00		31%	\$29,835.60	\$0.00		\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5		SEL-UPG-VTM Std Ed(200Mbps)>Ent(5Gbps)	\$28,520.00		31%	\$19,678.80	\$0.00		\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5		SEL-UPG-VTM Std Ed(200Mbps)>Ent(10Gbps)	\$36,800.00		31%	\$25,392.00	\$0.00		\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	UPG-STM-1KM-4KVH UPG-STM-1K-M-H	SEL-UPG-VTM Std Ed(200Mbps)>Ent Unlimitd	\$49,680.00		31%	\$34,279.20	\$0.00		\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5		SEL-UPG-VTM Std Ed(200Mbps)up to(1Gbps) SEL-UPG-VTM Std Ed(200Mbps)up to(5Gbps)	\$4,600.00		31%	\$3,174.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET BROCADE ETHERNET
5 5		SEL-UPG-VTM Std Ed(200Mbps)up to(5Gbps) SEL-UPG-VTM ENT Ed(1Gbps)>Ent(20Gbps)	\$12,880.00 \$32,200.00		31% 31%	\$8,887.20	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET
J	OI G-OTIVI-ZINE-4INT	SEE-OF G-V FWI ENT EU(TODPS)/EIII(ZOODPS)	φ3 ∠ ,∠00.00	IV.	3170	\$22,218.00	φυ.00	φυ.00	φυ.υυ	φυ.υυ	φυ.00	φυ.υυ	DISCOADE ETTENNET

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WA	RRANTY UPGRADE	NET PRICE		
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	UPG-STM-2KL-4KL	SEL-UPG-VTM ENT Ed(1Gbps)>Ent(5Gbps)	\$17,480.00	K	31%	\$12,061.20	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5 5		SEL-UPG-VTM ENT Ed(1Gbps)>Ent(10Gbps) SEL-UPG-VTM ENT Ed(1Gbps)>Ent Unlimited	\$25,760.00 \$38,640.00	K K	31% 31%	\$17,774.40 \$26,661.60	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			BROCADE ETHERNET BROCADE ETHERNET
5	UPG-STM-2K-L-M	SEL-UPG-VTM ENT Ed(1Gbps)/Ent Onlinited SEL-UPG-VTM ENT Ed(1Gbps)up to(2Gbps)	\$7,360.00	K	31%	\$5,078.40	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5		SEL-UPG-VTM ENT Ed(2Gbps)>Ent(20Gbps)	\$24,840.00	K	31%	\$17,139.60	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5		SEL-UPG-VTM ENT Ed(2Gbps)>Ent(5Gbps)	\$10,120.00	K	31%	\$6,982.80	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5		SEL-UPG-VTM ENT Ed(2Gbps)>Ent(10Gbps)	\$18,400.00	K	31%	\$12,696.00	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5		SEL-UPG-VTM ENT Ed(2Gbps)>Ent Unlimited	\$31,280.00	K	31%	\$21,583.20	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5		SEL-UPG-VTM ENT Ed(20Gbps)up to unlimitd	\$6,440.00	K	31%	\$4,443.60	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5 5	UPG-STM-4K-L-H UPG-STM-4K-L-M	SEL-UPG-VTM ENT Ed(5Gbps)up to(20Gbps) SEL-UPG-VTM ENT Ed(5Gbps)up to(10Gbps)	\$14,720.00	K K	31% 31%	\$10,156.80	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			BROCADE ETHERNET BROCADE ETHERNET
5		SEL-UPG-VTM ENT Ed(5Gbps)up to (10Gbps) SEL-UPG-VTM ENT Ed(5Gbps)up to unlimited	\$8,280.00 \$21,160.00	K K	31%	\$5,713.20 \$14,600.40	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00			BROCADE ETHERNET
5	UPG-STM-4K-M-H	SEL-UPG-VTM ENT Ed(305bps)up to (20Gbps)	\$6,440.00	K	31%	\$4,443.60	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5		SEL-UPG-VTM ENT Ed(10Gbps)up to unlimitd	\$12,880.00	ĸ	31%	\$8,887.20	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5			\$50,000.00	K	31%	\$34,500.00	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5	UPG-STM-B200O300	SEL-UPG-STM-B-200 > vTM Std Ed SD-5Gbps	\$25,000.00	K	31%	\$17,250.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5		SEL-Upg - vTM Std Ed to EntEd SD-5Gbps	\$25,000.00	K	31%	\$17,250.00	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5		SEL-Upg - vTM Std Ed to EntEd SD-2Gbps	\$17,500.00	K	31%	\$12,075.00	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5		SEL-UPG-FIPS for VTM(Std Ed>ENT Ed)	\$1,200.00	K	31%	\$828.00	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5		SEL-UPG-FIPS for VTM(Std Ed>ENT 5Gb)	\$3,920.00	K	31% 31%	\$2,704.80	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5 5		SEL-UPG-FIPS for VTM(ENT Ed>ENT 5Gb) SEL-UPG-Web Accel Exp Mod > Std Mod	\$2,720.00 \$14,500.00	K K	31%	\$1,876.80 \$10,005.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			BROCADE ETHERNET BROCADE ETHERNET
5		SEL-UPG-App Firewall(ZeusTM 1GB)>SAF-2K	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5		SEL-UPG-App Firewall(ZeusTM 2GB)>SAF-2K	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5		(SEL-UPG-App Firewall(ZeusTM 5GB)>SAF-4K	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5		SEL-UPG-App Firewall(ZeusTM UnL)>SAF-4K	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5		SEL-UPG-Zeus Load Balancer > STM-1000-H	\$2,400.00	K	31%	\$1,656.00	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5		SEL-UPG-Zeus TM (1 Gbits) > STM-2000-L	\$4,000.00	K	31%	\$2,760.00	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5		V SEL-UPG-Zeus TM (2 Gbits) > STM-2000-M	\$4,000.00	K	31%	\$2,760.00	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5 5		_ SEL-UPG-Zeus TM (5 Gbits) > STM-4000-L	\$4,000.00 \$4,000.00	K K	31% 31%	\$2,760.00 \$2,760.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			BROCADE ETHERNET BROCADE ETHERNET
5		'I SEL-UPG-Zeus TM (unlimtd) > STM-4000-VH SEL-UPG-Zeus TM(purch<=09/09)>STM-2000-L	\$4,000.00	K	31%	\$2,760.00	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5	XBR-000195	SEL-FIPS SECURITY SEAL FOR SYSTEM	\$499.00	ĸ	31%	\$344.31	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5	XBR-R000030	SEL-Serial Cable (RJ-45 Connector)	\$50.00	K	31%	\$34.50	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5	XBR-R000291	SEL-6510-6505-6710-6740 4 P RCK MNT KIT	\$175.00	K	31%	\$120.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5	XBR-R000292	SEL-6510-6505-6710-6740 MID-MOUNT KIT	\$175.00	K	31%	\$120.75	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5	XBR-R000293	SEL-FLUSH MOUNT KIT 6710 6740	\$150.00	K	31%	\$103.50	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5 5	XBR-R000295 XBR-R000296	SEL-FRU,UNIV RCK MNT,4 POST 24"-32 SEL FRU.UNIVERSAL RACK MOUNT KIT.4 POS	\$430.00 \$430.00	K K	31% 31%	\$296.70 \$296.70	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			BROCADE ETHERNET BROCADE ETHERNET
5	11-1568-LIC	SEL: VF-HYPM5-F	\$396.00	K	31%	\$290.70	\$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	\$0.00	\$0.00			CARAHSOFT
5	11-1791-LIC	SEL: THIN5-100PK-F	\$2,090.00	K	31%	\$1,442.10	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1980-LIC	SEL: VR6-OSTD25-F	\$3,438.00	K	31%	\$2,372.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-1981-LIC	SEL: VR6-OADV25-F	\$7,563.00	K	31%	\$5,218.47	\$0.00	\$0.00	\$0.00	\$0.00			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			CARAHSOFT
5 5	11-1983-LIC 11-1984-LIC	SEL: VR6-OSTD-OADV-UG-F SEL: VR6-OSTD-OENT-UG-F	\$4,538.00 \$17,343.00	K K	31% 31%	\$3,131.22 \$11,897.67	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CARAHSOFT CARAHSOFT
5	11-1985-LIC	SEL: VR6-OADV-OENT-UG-F	\$17,243.00 \$12,705.00	K	31%	\$8,766.45	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1903-LIC 11-1998-LIC	SEL: VR6-VU10-F	\$825.00	K	31%	\$569.25	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1999-LIC	SEL: VR6-VU100-F	\$8,250.00	K	31%	\$5,692.50	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2015-LIC	SEL: HZ-FLX-10-F	\$2,750.00	K	31%	\$1,897.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2112-LIC	SEL: ST6-VSAN-F	\$2,745.00	K	31%	\$1,894.05	\$0.00	\$0.00	\$0.00	\$0.00			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	\$0.00			CARAHSOFT
5	11-2114-LIC	SEL: ST6-VSDT100-F	\$5,500.00	K K	31%	\$3,795.00	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5 5	11-2115-LIC 11-2248-LIC	SEL: ST6-VSDT10-F SEL: VR6-MEDI-F	\$550.00 \$66,000.00	K K	31% 31%	\$379.50 \$45,540.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CARAHSOFT CARAHSOFT
5	11-2253-LIC	SEL: WS12-LW-FE	\$274.99	K	31%	\$189.74	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2254-LIC	SEL: WS12-LW-UG-FE	\$164.99	ĸ	31%	\$113.84	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2288-LIC	SEL: HZ-FLX-AD10-F	\$1,650.00	K	31%	\$1,138.50	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2313-LIC	SEL: HZ-F7WS11-FLX-UG-F	\$165.00	K	31%	\$113.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2314-LIC	SEL: HZ-F8WS12-FLX-UG-F	\$110.00	K	31%	\$75.90	\$0.00	\$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	11-2318-LIC	SEL: VR7-ATEN25-F	\$13,062.50	K	31%	\$9,013.13	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2321-LIC	SEL: VR7-AUTDT25-F	\$3,657.50	K	31%	\$2,523.68	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5 5	11-2322-LIC 11-2325-LIC	SEL: VR7-ATAD-ATEN-UG-F SEL: HZ7-TCL-STA10-UG-F	\$6,050.00 \$1,870.00	K K	31% 31%	\$4,174.50 \$1,290.30	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CARAHSOFT CARAHSOFT
5	11-2358-LIC	SEL: HZ7-ADC-10-F	\$4,400.00	K	31%	\$3,036.00	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2359-LIC	SEL: HZ7-ADC-100-F	\$44,000.00	K	31%	\$30,360.00	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2360-LIC	SEL: HZ7-ADC-ENC-10-UG-F	\$2,117.50	ĸ	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	CARAHSOFT
5	11-2362-LIC	SEL: HZ7-ADN-10-F	\$2,750.00	K	31%	\$1,897.50	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2363-LIC	SEL: HZ7-ADN-100-F	\$27,500.00	K	31%	\$18,975.00	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2364-LIC	SEL: HZ7-ADN-ENN-10-UG-F	\$1,210.00	K	31%	\$834.90	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5 5	11-2365-LIC 11-2366-LIC	SEL: HZ7-ADN-ENN-100-UG-F SEL: HZ7-AVA-ENC10-UG-F	\$12,100.00 \$5,142.50	K K	31% 31%	\$8,349.00 \$3,548.33	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CARAHSOFT CARAHSOFT
5	11-2367-LIC	SEL: HZ7-AVA-ENC10-UG-F SEL: HZ7-AVA-ENC100-UG-F	\$5,142.50 \$51,425.00	K	31%	\$3,546.33 \$35,483.25	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
•			50.,.20.00		- 1.70	\$55,155.25	Ψ0.00	\$3.00	ψ0.00	\$5.00	\$5.00	ψ5.00	

Dec 1900 Control C						N	IVP LEVEL 1		NVP MAINTENA	NCE AND WA	RRANTY UPGRADE	NET PRICE		
1	BAND	SKU	DESCRIPTION				NVP LEVEL 1 NET PRICE	ANNUAL		ANNUAL			RENEWAL	THIRD PARTY PRODUCT PARTNER
1														
1														
\$ 11-207-LC 25L LTC WEIGHT AND SALE APPROXIMATION AND ADMINISTRATION A	-													
1.15/2016 2016 1.15/2016 2016 20	-													
\$ 1.000000000000000000000000000000000000														
STATEMENT STAT	5				K									
Color	5	11-2375-LIC	SEL: HZ7-AVS-ENC100-UG-F	\$58,685.00	K	31%	\$40,492.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
1.177H C	-													
1	-													
\$ 11-3004.LG	-													
1 1281-LC														
5 11-030-04-10 SR 1-17-78-11-10-17 SR 3,500.00 K 375. \$350.00 SR 30.00 \$	-													
1.1280.LLC Set 1.127.00.NCG 1.00 1	-													
1	5	11-2383-LIC	SEL: HZ7-ENN-100-F		K	31%	\$26,565.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		
1.1289-1.00 St. 1.1789-1.00 St. 1.1289-1.00 St. 1.12	5	11-2384-LIC	SEL: HZ7-ENN-ENC-10-UG-F	\$2,722.50	K	31%	\$1,878.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
1.1289F4C SELEVICION STATE 11,000.00 K 21														
1	-													
5 1-2399-LD SEL KYLLOC-100-F SEL 20 K 31% SE	Ü													
1 12 00-10														
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1														
5 11-2944LC SEL HZ7.469-AMN 1040-F \$1,210.00 K 31% \$384.90 \$0.00 \$	5				K									
\$ 11-299-LC SELLET/ MP-AMN-10-UGF \$12-100.0 K 37% \$2,000 \$10.0 \$20.0 \$0.0 \$0.0 \$0.0 \$0.0 \$0.0 \$0.0	5	11-2393-LIC	SEL: HZ7-MGP-ADC-100-UG-F	\$30,250.00	K	31%	\$20,872.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 11-2309-LIC SELLIZY, MRG ACC 10-16-LEF \$3.025.00 K 37% \$2.007.25 90.00 \$0.00														
\$ 11-2997-LC SEL PEZ-MIG-CAPOL-10-UG-F \$0.0250 0 K 31% \$20.07250 50.00 5	-													
\$ 11-298-LIC SEL-127-MRG-ADM-NOLIGEF \$1,210.00 K 31% \$364.80 \$8.00 \$0.00	-													
6 11-2396.LC SEL 127-ST ALC-2014.GF 91 1150.00 K 31% 93.940.0 50.0 50.0 50.0 50.0 50.0 50.0 50.0														
5 11-240-LIC SEL-LYZ-FADC-10-UGF \$1810.00 K 31% \$1,222.5	-													
5 11-2402-LIC SEL-HZ7-STACC-260-LIGF \$45,75.00 K 31% \$11,000.75 \$0.00	5	11-2400-LIC	SEL: HZ7-ST-ADC-10-UG-F		K	31%	\$1,252.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 11-2400-LC SEL-147-ST-ADM-NUGF \$191,7250 K 31% \$10,302.20 \$0.00 \$0	5	11-2401-LIC	SEL: HZ7-ST-ADC-100-UG-F	\$18,150.00	K	31%	\$12,523.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 11-240H-LIC SEL HZ/T-ST-ARP-VD-LICE \$10,000 K 31% \$10,000 \$0.00	-													
5 11-2405-LC SEL-HZ7-STAN-20-UGF \$30,2500 K 31% \$20,872.5 \$9.00 \$0.0														
11-2409-LIC SEL NZ7-STADN-000-UGF \$30,250.00 K 31% \$52,281.25 \$30.00														
\$ 11-2497-LIC SEL-HZ7-SEN-DO-JUGF \$3.93.25 0 K 31% \$2.719.25 5 0.00 \$0.0	-													
5 11-2409-LUC SELL HZ7-ST-ENN-C10-UG-F \$39,32.50 K 31% \$27,134.3 \$0.00 \$	-													
\$ 11-2410-LIC SEL: HZ7-ST-ENC-250-UG-F \$198,312.50 K 31% \$19,362.50 \$0.0	5	11-2408-LIC	SEL: HZ7-ST-ENC-10-UG-F		K	31%	\$2,713.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		
5 11-2411-LIC SEL-127-STENN-GOU-JG-F \$196,825.00 K 31% \$135,871.25 \$0.00	5	11-2409-LIC	SEL: HZ7-ST-ENC-100-UG-F	\$39,325.00	K	31%	\$27,134.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 11-2413-LIC SEL HZ7-STENN-HC-UG-F \$272,250.00 K 31% \$187,852.50 \$0.00														
5 11-2413-LIC SEL HZ7-STENN-20-UG-F \$5.4450.0 K 31% \$37,570.5 \$0.0 \$0.0 \$0.0 \$0.0 \$0.0 \$0.0 \$0.0 \$	-													
5 11-2415-LIC SEL: HZT-STENN-DOUG-F	ŭ													
5 11-2416-LC SEL: HZ7-ST-ENN-SOU-LG-F \$138,125.00 K 31% \$139,826.25 \$0.00 \$0.0	-													
5 11-2416-LIC SEL: HZ7-STD-10-F \$27,500.0 K 31% \$1,897.50 \$0.00 \$	5													
5 11-2419-LLC SEL-HZ7-STD-A10-F \$2,090.0 K 31% \$1442.10 \$0.0	5													
5 11-249-LIC SEL: HZT-STD-A100-F \$20,900.00 K 31% \$14421.00 \$0.00	-													
5 11-2421-LIC SEL. HZT-STDA-STD10-UG-F \$770.00 K 31% \$531.30 \$0.00	-													
5 11-2421-LIC SEL: HZ-STDA-STD100-UG-F \$7,700.00 K 31% \$5,313.00 \$0.00 \$														
5 11-2423-LIC SEL: HZ7-TAC-STA100-UG-F \$18,810.0 K 31% \$12,978.90 \$0.00	-													
5 11-24/3-LIC SEL HZT-THIN-ST100-UG-F \$2,200.00 K 31% \$15,180.00 \$0.00 <t< td=""><td>-</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></t<>	-													
5 11-2424-LIC SEI: HZ7-VAD-ADC-10-UG-F \$2.310.00 K 31% \$1,593.90 \$0.00 \$														
5 11-2425-LIC SEL: HZ7-VAD-ADC-10-UG-F \$2,530.00 K 31% \$17,457.0 \$0.00 <td< td=""><td>-</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></td<>	-													
5 11-2427-LIC SEL: HZ7-VAD-ENC-10-UG-F \$4,647.50 K 31% \$3,206.78 \$0.00 <td< td=""><td>5</td><td>11-2425-LIC</td><td>SEL: HZ7-VAD-ADC-10-UG-F</td><td>\$2,530.00</td><td>K</td><td></td><td>\$1,745.70</td><td></td><td>\$0.00</td><td></td><td></td><td>\$0.00</td><td></td><td></td></td<>	5	11-2425-LIC	SEL: HZ7-VAD-ADC-10-UG-F	\$2,530.00	K		\$1,745.70		\$0.00			\$0.00		
5 11-2428-LIC SEL: HZ7-VAD-ENC-100-IG-F \$46,475.00 K 31% \$32,067.75 \$0.00	-													
5 11-2429-LIC SEL: HZ7-VENT-ST10-UG-F \$1,100.00 K 31% \$759.00 \$0	-													
5 11-2430-LIC SEL: HZ7-VENT-ST100-UG-F \$11,000.00 K 31% \$7,590.00 \$0.00														
5 11-2431-LIC SEL: ST6-AD-101-F \$1,100.00 K 31,														
5 11-2432-LIC SEL: ST6-AD-100-F \$11,000.00 K 31% \$7,590.00 \$0.	5				K	i		1111	11 11	11 11	1111	1111	1	
5 11-2433-LIC SEL: ST6-AD-EN-UG-F \$1,815.00 K 31% \$1,252.35 \$0.00	5				ĸ									
5 11-2434-LIC SEL: ST6-ADF \$4,394.50 K 31% \$3,032.21 \$0.00 <td>5</td> <td>11-2433-LIC</td> <td>SEL: ST6-AD-EN-UG-F</td> <td>\$1,815.00</td> <td></td> <td></td> <td>\$1,252.35</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td>\$0.00</td> <td>CARAHSOFT</td>	5	11-2433-LIC	SEL: ST6-AD-EN-UG-F	\$1,815.00			\$1,252.35						\$0.00	CARAHSOFT
5 11-2436-LIC SEL: ST6-ADEN-D100-UG-F \$2,420.00 K 31% \$1,669.80 \$0.00 \$0	5			\$4,394.50	K	31%	\$3,032.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
5 11-2437-LIC SEL: ST6-EN-D10-F \$1,320.00 K 31% \$91.80 \$0.00 </td <td></td>														
5 11-2438-LIC SEL: ST6-EN-D100-F \$13,200.00 K 31% \$9,108.00 \$0.00	-													
5 11-2439-LIC SEL: ST6-EN-F \$6,044.50 K 31% \$4,170.71 \$0.00	-													
5 11-2440-LIC SEL: ST6-ST-AD-IJG-F \$1,815.00 K 31% \$1,252.35 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 CARAHSOFT 5 11-2441-LIC SEL: ST6-ST-EN-UG-F \$3,630.00 K 31% \$2,504.70 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 CARAHSOFT 5 11-2442-LIC SEL: ST6-STAD-D10-UG-F \$605.00 K 31% \$417.45 \$0.00 \$0.0														
5 11-2441-LIC SEL: ST6-ST-EN-UG-F \$3,630.00 K 31% \$2,504.70 \$0.00														
5 11-2442-LIC SEL: ST6-STAD-D10-UG-F \$605.00 K 31% \$417.45 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00														
5 11-2443-LIC SEL: ST6-STAD-D100-UG-F \$6,050.00 K 31% \$4,174.50 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00	-	11-2442-LIC	SEL: ST6-STAD-D10-UG-F	\$605.00	K	31%	\$417.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
	5	11-2443-LIC	SEL: ST6-STAD-D100-UG-F	\$6,050.00	K	31%	\$4,174.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT

					N	IVP LEVEL 1		NVP MAINTENA	NCE AND WA	RRANTY UPGRADE	NET PRICE		
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	11-2444-LIC	SEL: ST6-STEN-D10-UG-F	\$847.00	K	31%	\$584.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2445-LIC	SEL: ST6-STEN-D100-UG-F	\$8,470.00	K	31%	\$5,844.30	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5 5	11-2446-LIC 11-2447-LIC	SEL: VR-BCLADVC-F SEL: VR-BCLADVO-25-F	\$3,300.00 \$5,500.00	K K	31% 31%	\$2,277.00 \$3,795.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2447-LIC	SEL: VR-CODE2C-F	\$5,995.00	K	31%	\$4,136.55	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2449-LIC	SEL: VR-CODE20-F	\$599.50	ĸ	31%	\$413.66	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2450-LIC	SEL: VR-OAMAD-F	\$1,650.00	K	31%	\$1,138.50	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2451-LIC	SEL: VR7-AADV-ADV-UG-F	\$6,798.00	K	31%	\$4,690.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2452-LIC	SEL: VR7-AADV-ENT-UG-F	\$1,056.00	K	31%	\$728.64	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2453-LIC	SEL: VR7-ADV-ENT-UG-F	\$1,815.00	K	31%	\$1,252.35	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2454-LIC	SEL: VR7-ADV-F	\$6,869.50	K K	31%	\$4,739.96	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5 5	11-2455-LIC 11-2456-LIC	SEL: VR7-AENT-ENT-UG-F SEL: VR7-BCLC-ADV-UG-F	\$4,378.00 \$3,927.00	K	31% 31%	\$3,020.82 \$2,709.63	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT
5	11-2450-LIC 11-2457-LIC	SEL: VR7-BCLC-ADV-0G-F	\$5,742.00	K	31%	\$3,961.98	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2458-LIC	SEL: VR7-BCLO-ADV-UG-F	\$1,507.00	ĸ	31%	\$1,039.83	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2459-LIC	SEL: VR7-BCLO-ENT-UG-F	\$3,322.00	K	31%	\$2,292.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2460-LIC	SEL: VR7-ENT-F	\$8,519.50	K	31%	\$5,878.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2467-LIC	SEL: VR7-OADV-ADV-UG-F	\$6,798.00	K	31%	\$4,690.62	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2468-LIC	SEL: VR7-OADV-ENT-UG-F	\$1,056.00	K	31%	\$728.64	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5 5	11-2469-LIC 11-2470-LIC	SEL: VR7-OADV-STD-UG-F SEL: VR7-OENT-ADV-UG-F	\$748.00 \$7,095.00	K K	31% 31%	\$516.12 \$4,895.55	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2470-LIC 11-2471-LIC	SEL: VR7-OENT-ADV-UG-F	\$7,095.00	K	31%	\$4,895.55	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2471-LIC	SEL: VR7-OENT-STD-UG-F	\$4,361.50	ĸ	31%	\$3,009.44	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2473-LIC	SEL: VR7-OIST-ADV-UG-F	\$5,137.00	K	31%	\$3,544.53	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2474-LIC	SEL: VR7-OIST-ENT-UG-F	\$6,952.00	K	31%	\$4,796.88	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2475-LIC	SEL: VR7-OIST-STD-UG-F	\$2,112.00	K	31%	\$1,457.28	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2476-LIC	SEL: VR7-OSTDC-ADV-UG-F	\$6,649.50	K	31%	\$4,588.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2477-LIC 11-2478-LIC	SEL: VR7-OSTDC-ENT-UG-F SEL: VR7-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	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT
5	11-2476-LIC 11-2479-LIC	SEL: VR7-OSTDO-ADV-UG-F	\$3,778.50	K	31%	\$2,500.91	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2480-LIC	SEL: VR7-OSTDO-ENT-UG-F	\$5,593.50	ĸ	31%	\$3,859.52	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2481-LIC	SEL: VR7-OSTDO-STD-UG-F	\$753.50	K	31%	\$519.92	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2482-LIC	SEL: VR7-STD-ADV-UG-F	\$3,025.00	K	31%	\$2,087.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2483-LIC	SEL: VR7-STD-ENT-UG-F	\$4,840.00	K	31%	\$3,339.60	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2484-LIC	SEL: VR7-STD-F	\$4,119.50	K	31%	\$2,842.46	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5 5	11-2493-LIC 11-2494-LIC	SEL: HZ7-PA50-STA100-UG-F SEL: HZ7-PRA50-ST100-UG-F	\$13,750.00 \$13,750.00	K K	31% 31%	\$9,487.50 \$9,487.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT
5	11-2494-LIC 11-2495-LIC	SEL: HZ7-FRA30-31100-0G-F	\$57,750.00	K	31%	\$39,847.50	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2496-LIC	SEL: HZ7-UEM-ENC-10-UG-F	\$5,775.00	ĸ	31%	\$3,984.75	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2497-LIC	SEL: HZ7-UEM-ENN-100-UG-F	\$35,200.00	K	31%	\$24,288.00	\$0.00	\$0.00	\$0.00		\$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	CARAHSOFT
5	11-2499-LIC	SEL: HZ7-WSP-ADN-100-UG-F	\$12,100.00	K	31%	\$8,349.00	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2500-LIC	SEL: HZ7-WSP-ADN-10-UG-F	\$1,210.00	K	31%	\$834.90	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5 5	11-2505-LIC 11-2506-LIC	SEL: HZ7-ADN-A10-F SEL: HZ7-ADN-A100-F	\$2,200.00 \$22,000.00	K K	31% 31%	\$1,518.00 \$15,180.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT
5	11-2507-LIC	SEL: HZ7-ADIV-A100-I	\$33,000.00	K	31%	\$22,770.00	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2508-LIC	SEL: HZ7-A10-AERC-F	\$3,300.00	ĸ	31%	\$2,277.00	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2509-LIC	SEL: HZ7-E100-AERC-F	\$46,750.00	K	31%	\$32,257.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2510-LIC	SEL: HZ7-E100-AERC-UG-F	\$15,125.00	K	31%	\$10,436.25	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2511-LIC	SEL: HZ7-E10-AERC-F	\$4,675.00	K	31%	\$3,225.75	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5 5	11-2512-LIC	SEL: HZ7-E10-AERC-UG-F	\$1,512.50	K K	31% 31%	\$1,043.63	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5 5	11-2513-LIC 11-2514-LIC	SEL: HZ7-ENN-A100-F SEL: HZ7-ENN-A100-UG-F	\$31,350.00 \$10,285.00	K	31%	\$21,631.50 \$7,096.65	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT
5	11-2515-LIC	SEL: HZ7-ENN-A10-F	\$3,135.00	K	31%	\$2,163.15	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2516-LIC	SEL: HZ7-ENN-A10-UG-F	\$1,028.50	K	31%	\$709.67	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2530-LIC	SEL: VR6-OSTC-F	\$1,375.00	K	31%	\$948.75	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2531-LIC	SEL: VR7-OSTC-STD-UG-F	\$3,019.50	K	31%	\$2,083.46	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5 5	11-2532-LIC 11-2533-LIC	SEL: VR7-OSTC-ADV-UG-F SEL: VR7-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 \$0.00		CARAHSOFT
5 5	11-2535-LIC 11-2535-LIC	SEL: VR-OSTC-ENT-UG-F SEL: VR-NI-ANXC-F	\$1,369.50	K	31%	\$5,423.06 \$944.96	\$0.00 \$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT CARAHSOFT
5		SEL: HZ7-ADC-250-3G-SSS-F	\$60,984.00	ĸ	31%	\$42,078.96	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5		SEL: HZ7-ADC-250-3P-SSS-F	\$72,600.00	K	31%	\$50,094.00	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	HZ7ADC250GSSSF	SEL: HZ7-ADC-250-G-SSS-F	\$23,100.00	K	31%	\$15,939.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5		SEL: HZ7-ADC-250-P-SSS-F	\$27,500.00	K	31%	\$18,975.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5		SEL: HZ7-ADC-500-3G-SSS-F	\$121,968.00	K	31%	\$84,157.92	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5		SEL: HZ7-ADC-500-3P-SSS-F	\$145,200.00	K	31%	\$100,188.00	\$0.00	\$0.00			\$0.00		CARAHSOFT
5 5		SEL: HZ7-ADC-500-G-SSS-F SEL: HZ7-ADC-500-P-SSS-F	\$46,200.00 \$55,000.00	K K	31% 31%	\$31,878.00 \$37,950.00	\$0.00	\$0.00					CARAHSOFT
5		SEL: HZ7-ADC-500-P-SSS-F SEL: HZ7-ADN-1K-3G-SSS-F	\$55,000.00 \$152,460.00	K K	31%	\$37,950.00 \$105,197.40	\$0.00 \$0.00	\$0.00 \$0.00					CARAHSOFT
5		SEL: HZ7-ADN-1K-39-SSS-F	\$181,500.00	K	31%	\$125,235.00	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	HZ7ADN1KGSSSF	SEL: HZ7-ADN-1K-G-SSS-F	\$57,750.00	K	31%	\$39,847.50	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	HZ7ADN1KPSSSF	SEL: HZ7-ADN-1K-P-SSS-F	\$68,750.00	K	31%	\$47,437.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5		SEL: HZ7-ADN-200-3G-SSS-F	\$30,492.00	K	31%	\$21,039.48	\$0.00	\$0.00					CARAHSOFT
5		SEL: HZ7-ADN-200-3P-SSS-F	\$36,300.00	K	31%	\$25,047.00	\$0.00	\$0.00					CARAHSOFT
5 5		SEL: HZ7-ADN-200-G-SSS-F SEL: HZ7-ADN-200-P-SSS-F	\$11,550.00 \$13,750.00	K K	31% 31%	\$7,969.50 \$9,487.50	\$0.00 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00		CARAHSOFT
J		322 2. 7 IDIT-200-1 -000-1	ψ10,730.00	13	0170	φ5,407.50	ψ0.00	ψ0.00	ψ3.00	Ψ0.00	ψ0.00	ψ0.00	0, 1, 1, 1, 1, 1, 1, 1, 1, 1, 1, 1, 1, 1,

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAI	RRANTY UPGRADE	NET PRICE		
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5		SEL: HZ7-ADN-20-3G-SSS-F	\$3,049.20	K	31%	\$2,103.95	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	HZ7ADN203PSSSF	SEL: HZ7-ADN-20-3P-SSS-F	\$3,630.00	K	31%	\$2,504.70	\$0.00	\$0.00		\$0.00			CARAHSOFT
5 5	HZ7ADN20GSSSF HZ7ADN20PSSSF	SEL: HZ7-ADN-20-G-SSS-F SEL: HZ7-ADN-20-P-SSS-F	\$1,155.00 \$1,375.00	K K	31% 31%	\$796.95 \$948.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CARAHSOFT CARAHSOFT
5		SEL: HZ7-ADN-500-3G-SSS-F	\$76,230.00	ĸ	31%	\$52,598.70	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5		SEL: HZ7-ADN-500-3P-SSS-F	\$90,750.00	K	31%	\$62,617.50	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5		SEL: HZ7-ADN-500-G-SSS-F	\$28,875.00	K	31%	\$19,923.75	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5		SEL: HZ7-ADN-500-P-SSS-F	\$34,375.00	K	31%	\$23,718.75	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5		SEL: HZ7-ENC-250-3G-SSS-F	\$87,665.95	K	31%	\$60,489.51	\$0.00	\$0.00	\$0.00	\$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	K K	31% 31%	\$72,011.13 \$22,912.69	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CARAHSOFT CARAHSOFT
5		SEL: HZ7-ENC-250-P-SSS-F	\$39,531.80	K	31%	\$27,276.94	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5		SEL: HZ7-ENC-500-3G-SSS-F	\$175,329.00	K	31%	\$120,977.01	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5		SEL: HZ7-ENC-500-3P-SSS-F	\$208,725.00	K	31%	\$144,020.25	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	HZ7ENC500GSSSF	SEL: HZ7-ENC-500-G-SSS-F	\$66,412.50	K	31%	\$45,824.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	HZ7ENC500PSSSF	SEL: HZ7-ENC-500-P-SSS-F	\$79,062.50	K	31%	\$54,553.13	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5		SEL: HZ7-ENN-1K-3G-SSS-F	\$213,444.00	K	31%	\$147,276.36	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5 5	HZ7ENN1K3PSSSF HZ7ENN1KGSSSF	SEL: HZ7-ENN-1K-3P-SSS-F SEL: HZ7-ENN-1K-G-SSS-F	\$254,100.00 \$80,850.00	K K	31% 31%	\$175,329.00 \$55,786.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CARAHSOFT CARAHSOFT
5	HZ7ENN1KPSSSF	SEL: HZ7-ENN-1K-P-SSS-F	\$96,250.00	K	31%	\$66,412.50	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5		SEL: HZ7-ENN-200-3G-SSS-F	\$42,688.80	ĸ	31%	\$29,455.27	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5		SEL: HZ7-ENN-200-3P-SSS-F	\$50,820.00	K	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	\$0.00	CARAHSOFT
5		SEL: HZ7-ENN-200-P-SSS-F	\$19,250.00	K	31%	\$13,282.50	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5		SEL: HZ7-ENN-20-3G-SSS-F	\$4,268.88	K	31%	\$2,945.53	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	HZ7ENN203PSSSF	SEL: HZ7-ENN-20-3P-SSS-F SEL: HZ7-ENN-20-G-SSS-F	\$5,082.00	K	31%	\$3,506.58	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5 5	HZ7ENN20GSSSF HZ7ENN20PSSSF	SEL: HZ7-ENN-20-G-SSS-F SEL: HZ7-ENN-20-P-SSS-F	\$1,617.00 \$1,925.00	K K	31% 31%	\$1,115.73 \$1,328.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CARAHSOFT CARAHSOFT
5		SEL: HZ7-ENN-500-3G-SSS-F	\$106.722.00	K	31%	\$73,638.18	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5		SEL: HZ7-ENN-500-3P-SSS-F	\$127,050.00	K	31%	\$87,664.50	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	HZ7ENN500GSSSF	SEL: HZ7-ENN-500-G-SSS-F	\$40,425.00	K	31%	\$27,893.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5		SEL: HZ7-ENN-500-P-SSS-F	\$48,125.00	K	31%	\$33,206.25	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	ST6-RB-25VM-F	SEL: ST6-RB-25VM-F	\$13,750.00	K	31%	\$9,487.50	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	ST6-RBAD-25-F	SEL: ST6-RBAD-25-F	\$22,000.00	K	31%	\$15,180.00	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	ST6RBADV25UGF V-OMS-PLL-D-F	SEL: ST6-RB-ADV-25-UG-F SEL: V-OMS-PLL-D-F	\$9,075.00 \$77.00	K K	31% 31%	\$6,261.75 \$53.13	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CARAHSOFT CARAHSOFT
5	V-OMS-PLL-U-F	SEL: V-OMS-PLL-U-F	\$154.00	K	31%	\$106.26	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	V-PS-SUPP-INC-F	SEL: V-PS-SUPP-INC-F	\$1,100.00	K	31%	\$759.00	\$0.00	\$0.00	\$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	CARAHSOFT
5		FSEL: VR6-OSTC-OADVC-UG-F	\$1,815.00	K	31%	\$1,252.35	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5		(SEL: VR6-OSTDC-OADVC-UG-F	\$2,420.00	K	31%	\$1,669.80	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5 5		SEL: VR7-LIS4C-ADV-UG-F	\$5,742.00	K K	31%	\$3,961.98	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5		SEL: VR7-LIS4C-ENT-UG-F SEL: VR7-LIS4C-STD-UG-F	\$7,557.00 \$2,717.00	K	31% 31%	\$5,214.33 \$1,874.73	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CARAHSOFT CARAHSOFT
5		SEL: VR7-LIS4O-ADV-UG-F	\$1,507.00	K	31%	\$1,039.83	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5		SEL: VR7-LIS4O-ENT-UG-F	\$3,322.00	K	31%	\$2,292.18	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	VR7LIS4OSTDUGF	SEL: VR7-LIS4O-STD-UG-F	\$3,012.90	K	31%	\$2,078.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5		FSEL: VR7-OADV-ADV-UG-FPRO	\$5,098.50	K	31%	\$3,517.97	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5		SEL: VR7-OADVC-ADV-UG-F	\$4,229.50	K	31%	\$2,918.36	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5 5		SEL: VR7-OADVC-ENT-UG-F SEL: VR7-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	\$0.00 \$0.00			CARAHSOFT CARAHSOFT
5		SSEL: VR7-OADV-ENT-UG-FPRO	\$792.00	K	31%	\$546.48	\$0.00	\$0.00		\$0.00			CARAHSOFT
5		SSEL: VR7-OADV-STD-UG-FPRO	\$561.00	K	31%	\$387.09	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	VR70ENTADVUGFPF	SSEL: VR7-OENT-ADV-UG-FPRO	\$5,324.00	K	31%	\$3,673.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	VR70ENTENTUGFPF	RSEL: VR7-OENT-ENT-UG-FPRO	\$5,324.00	K	31%	\$3,673.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5		RSEL: VR7-OENT-STD-UG-FPRO	\$3,272.50	K	31%	\$2,258.03	\$0.00	\$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	\$0.00			CARAHSOFT
5 5		RSEL: VR7-OSTC-ADV-UG-FPRO RSEL: 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		RSEL: VR7-OSTC-ENT-UG-FFRO	\$2,266.00	K	31%	\$1,563.54	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5		FSEL: VR7-OSTDC-ADV-UG-FPRO	\$4,988.50	ĸ	31%	\$3,442.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5		FSEL: VR7-OSTDC-ENT-UG-FPRO	\$5,769.50	K	31%	\$3,980.96	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	VR7OSTDCSTDUGPF	FSEL: VR7-OSTDC-STD-UG-FPRO	\$2,722.50	K	31%	\$1,878.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5		FSEL: VR7-OSTDO-ADV-UG-FPRO	\$2,838.00	K	31%	\$1,958.22	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5		F SEL: VR7-OSTDO-ENT-UG-FPRO	\$4,196.50	K	31%	\$2,895.59	\$0.00	\$0.00		\$0.00			CARAHSOFT
5 5	VR7OSTDOSTDUGPI VR-LIS4-CPU-F	FSEL: VR7-OSTDO-STD-UG-FPRO SEL: VR-LIS4-CPU-F	\$566.50 \$1,650.00	K K	31%	\$390.89	\$0.00	\$0.00		\$0.00			CARAHSOFT CARAHSOFT
5 5		SEL: VR-LIS4-CPU-F SEL: VR-LIS4O-25-3G-SSS-F	\$1,650.00 \$3,049.20		31% 31%	\$1,138.50 \$2,103.95	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CARAHSOFT
5		SEL: VR-LIS40-25-3G-3SS-F SEL: VR-LIS40-25-3P-SSS-F	\$3,630.00	K	31%	\$2,103.95	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	VR-LIS4O-25-F	SEL: VR-LIS4O-25-F	\$5,500.00	ĸ	31%	\$3,795.00	\$0.00	\$0.00		\$0.00			CARAHSOFT
5	VRLIS4O25GSSSF	SEL: VR-LIS4O-25-G-SSS-F	\$1,155.00	ĸ	31%	\$796.95	\$0.00	\$0.00		\$0.00			CARAHSOFT
5	VRLIS4O25PSSSF	SEL: VR-LIS4O-25-P-SSS-F	\$1,375.00	K	31%	\$948.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	VR-NI-ANX100-F	SEL: VR-NI-ANX100-F	\$2,750.00	K	31%	\$1,897.50	\$0.00	\$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	\$0.00			CARAHSOFT
5 5	WS12-PLAY6-7-UGF WS12-PLAY-F	SEL: WS12-PLAY6-7-UGF SEL: WS12-PLAY-F	\$88.00 \$165.00	K K	31% 31%	\$60.72 \$113.85	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CARAHSOFT CARAHSOFT
		522. 115.24 5114	Ψ103.00	13	0170	ψ113.03	ψ0.00	φ0.00	ψ0.00	ψ0.00	ψ0.00	ψ0.00	5, 1, 1, 1, 5, 1, 1

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WA	RRANTY UPGRADE	NET PRICE		
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5		SEL: WS12-PLAY-UG-FE	\$110.00	K	31%	\$75.90	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5 5		SEL: WS-PLAY-SUP-1PAK SEL: WS-PLAY-SUP-3PAK	\$33.00 \$88.00	K K	31% 31%	\$22.77 \$60.72	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CARAHSOFT CARAHSOFT
5		SEL: WS-PLAY-SUP-5PAK	\$134.00	K	31%	\$92.46	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5		SEL VF-DD2-25VM-C)	\$18,750.00	ĸ	31%	\$12,937.50	\$0.00	\$0.00	\$0.00	\$0.00			CIENA
5	CEADC-BRNZ	SEL Cloudera Analytic Brnz TB (100 min)	\$787.69	K	31%	\$543.51	\$0.00	\$0.00	\$0.00	\$0.00			CLOUDERA
5		SEL Cloudera Analytic Gold TB (100 min)	\$984.62	K	31%	\$679.39	\$0.00	\$0.00	\$0.00	\$0.00			CLOUDERA
5 5		SEL Cloudera Analytic Brnz Node (10 min) SEL Cloudera Analytic Gold Node (10 min)	\$7,876.92 \$9,846.15	K K	31% 31%	\$5,435.07 \$6,793.84	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CLOUDERA CLOUDERA
5		SEL Cloudera Arialytic Gold Node (10 min)	\$196.92	K	31%	\$135.87	\$0.00	\$0.00	\$0.00	\$0.00			CLOUDERA
5		SEL Cloudera Basic Gold TB (100 min)	\$246.15	K	31%	\$169.84	\$0.00	\$0.00	\$0.00	\$0.00			CLOUDERA
5		SEL Cloudera Basic Bronze Node (10 min)	\$1,969.23	K	31%	\$1,358.77	\$0.00	\$0.00	\$0.00	\$0.00			CLOUDERA
5		SEL Cloudera Basic Gold Node (10 min)	\$2,461.54	K	31%	\$1,698.46	\$0.00	\$0.00	\$0.00	\$0.00			CLOUDERA
5 5		SEL Cloudera Data Eng Brnz TB (100 min) SEL Cloudera Data Eng Gold TB (100 min)	\$393.85 \$492.31	K K	31% 31%	\$271.76 \$339.69	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CLOUDERA CLOUDERA
5		SEL Cloudera Data Eng Brnz Node (10 min)	\$3,938.46	K	31%	\$2,717.54	\$0.00	\$0.00	\$0.00	\$0.00			CLOUDERA
5		SEL Cloudera Data Eng Gold Node (10 min)	\$4,923.08	K	31%	\$3,396.93	\$0.00	\$0.00	\$0.00	\$0.00			CLOUDERA
5		SEL Cloudera EDHub Bronze TB (100 min)	\$984.62	K	31%	\$679.39	\$0.00	\$0.00	\$0.00	\$0.00			CLOUDERA
5		SEL Cloudera EDHub Gold TB (100 min)	\$1,230.77	K	31%	\$849.23	\$0.00	\$0.00	\$0.00	\$0.00			CLOUDERA
5 5		SEL Cloudera EDHub Bronze Node (10 min) SEL Cloudera EDHub Gold Node (10 min)	\$9,846.15 \$12,307.69	K K	31% 31%	\$6,793.84 \$8,492.31	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CLOUDERA CLOUDERA
5		SEL Cloudera Operatni Brnz TB (100 min)	\$590.77	ĸ	31%	\$407.63	\$0.00	\$0.00	\$0.00	\$0.00			CLOUDERA
5	CEODC-GOLD	SEL Cloudera Operatnl Gold TB (100 min)	\$738.46	K	31%	\$509.54	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	CLOUDERA
5		SEL Cloudera OperatnI Brnz Node (10 min)	\$5,907.69	K	31%	\$4,076.31	\$0.00	\$0.00	\$0.00	\$0.00			CLOUDERA
5 5		SEL Cloudera Operatnl Gold Node (10 min) Secure VM SecVM Sub 25-99=IB	\$7,384.62 \$59.00	K K	31% 31%	\$5,095.39 \$40.71	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CLOUDERA CLOUDLINK
5		Secure VM SecVM Sub 23-99-IB	\$48.00	K	31%	\$33.12	\$0.00	\$0.00	\$0.00	\$0.00			CLOUDLINK
5		Secure VM SecVM Sub 500-999=IB	\$42.00	ĸ	31%	\$28.98	\$0.00	\$0.00	\$0.00	\$0.00			CLOUDLINK
5		Secure VM SecVM Sub 1000+=IB	\$32.00	K	31%	\$22.08	\$0.00	\$0.00	\$0.00	\$0.00			CLOUDLINK
5		Secure VM SecVM Perpetual 25-99=IB	\$1,425.00	K	31%	\$983.25	\$327.75	\$0.00	\$0.00	\$0.00			CLOUDLINK
5 5		Secure VM SecVM Perpetual 100-499=IB Secure VM SecVM Perpetual 500-999=IB	\$1,175.00 \$1,010.00	K K	31% 31%	\$810.75 \$696.90	\$270.25 \$232.30	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CLOUDLINK CLOUDLINK
5		Secure VM SecVM Perpetual 1000+=IB	\$775.00	K	31%	\$534.75	\$178.25	\$0.00	\$0.00	\$0.00			CLOUDLINK
5		Secure VM SVM for CPSD HW per VM=IB	\$500.00	K	31%	\$345.00	\$115.00	\$0.00	\$0.00	\$0.00			CLOUDLINK
5		Secure VM SVM for CPSD HW per socket=ZC	\$5,000.00	K	31%	\$3,450.00	\$1,150.00	\$0.00	\$0.00	\$0.00			CLOUDLINK
5 5		Secure VM KMIP Client Perpetual=IA Secure VM 6.0 Perp 10 VM HCP Bundle=IB	\$8,000.00 \$1.00	K K	31% 31%	\$5,520.00 \$0.69	\$1,840.00 \$3,277.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CLOUDLINK CLOUDLINK
5		Secure VM SecVM Perpetual	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			CLOUDLINK
5		Secure VM SecVM for CPD HW Perpetual	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			CLOUDLINK
5		Secure VM KMIP Client Perpetual	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			CLOUDLINK
5 5		Secure VM SecVM Perp HCP Bundle Secure VM SecVM Sub	\$0.00 \$0.00	K K	31% 31%	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CLOUDLINK CLOUDLINK
5		SEL Migrate NAS-to-Isilon Initial 50	\$42,348.00	K	31%	\$29,220.12	\$0.00	\$0.00	\$0.00	\$0.00			DATA DOBI
5		SEL Migrate NAS-to-Isilon Addl 10	\$6,489.00	K	31%	\$4,477.41	\$0.00	\$0.00	\$0.00	\$0.00			DATA DOBI
5		SEL Migrate NAS-to-VNX/Unity Initial 50	\$42,348.00	K	31%	\$29,220.12	\$0.00	\$0.00	\$0.00	\$0.00			DATA DOBI
5		SEL Migrate NAS-to-VNX/Unity Addl 10	\$6,489.00	K	31% 31%	\$4,477.41	\$0.00	\$0.00	\$0.00	\$0.00			DATA DOBI
5 5		SELECT SINGLE-PORT 8GB FC PCI EXPRESS SELECT DUAL-PORT 8GB FC PCI EXPRESS	\$1,245.00 \$1,660.00	K K	31%	\$859.05 \$1,145.40	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			EMULEX EMULEX
5		SEL SINGLE-PORT 16GB FC PCI EXPRESS	\$1,670.00	ĸ	31%	\$1,152.30	\$0.00	\$0.00	\$0.00	\$0.00			EMULEX
5		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		SEL SINGLE-PORT 16GB FC PCI EXPRESS - GE		K	31%	\$1,152.30	\$0.00	\$0.00	\$0.00	\$0.00			EMULEX
5 5		SEL DUAL-PORT 16GB FC PCI EXPRESS - G6 SEL CYA FN Data Integrity Module	\$2,199.00 \$5,000.00	K K	31% 31%	\$1,517.31 \$3,450.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			EMULEX ENCHOICE
5		SEL CYA FN Extender	\$10,000.00	ĸ	31%	\$6,900.00	\$0.00	\$0.00	\$0.00	\$0.00			ENCHOICE
5		SEL CYA SmartRecovery FileNet Granular	\$12,500.00	K	31%	\$8,625.00	\$0.00	\$0.00	\$0.00	\$0.00			ENCHOICE
5		SEL CYA SR HOT Point-N-Time Bkup OS Db	\$12,500.00	K	31%	\$8,625.00	\$0.00	\$0.00	\$0.00	\$0.00			ENCHOICE
5 5		SEL CYA SR HOT Point-N-Time Bkup PE Db SEL CYA FN Records Retention Module	\$20,000.00 \$5,000.00	K K	31% 31%	\$13,800.00 \$3,450.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			ENCHOICE ENCHOICE
5		SEL CYA FN Time Based Recovery Module	\$12,500.00	ĸ	31%	\$8,625.00	\$0.00	\$0.00	\$0.00	\$0.00			ENCHOICE
5		SEL CYA HOTBackup DCTM Repository Lic	\$12,500.00	K	31%	\$8,625.00	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	ENCHOICE
5		SEL CYA HOTBackup Server	\$18,750.00	K	31%	\$12,937.50	\$0.00	\$0.00	\$0.00	\$0.00			ENCHOICE
5		SEL CYA HOTBackup Server for Development	\$5,000.00	K	31%	\$3,450.00	\$0.00	\$0.00	\$0.00	\$0.00			ENCHOICE
5 5		SEL CYA Connector for DCTM SEL CYA Data Integrity Module	\$10,000.00 \$5,000.00	K K	31% 31%	\$6,900.00 \$3,450.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			ENCHOICE ENCHOICE
5		SEL CYA Extender	\$10,000.00	ĸ	31%	\$6,900.00	\$0.00	\$0.00	\$0.00	\$0.00			ENCHOICE
5	CYSR-GRANULAR	SEL CYA SmartRecovery DCTM Granular	\$12,500.00	K	31%	\$8,625.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ENCHOICE
5		SEL CYA Records Retention Module	\$5,000.00	K	31%	\$3,450.00	\$0.00	\$0.00	\$0.00	\$0.00			ENCHOICE
5 5		SEL CYA SmartRecovery SMB Repository SEL CYA SmartRecovery Server 100U/50GB	\$2,500.00 \$15,000.00	K K	31% 31%	\$1,725.00 \$10,350.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			ENCHOICE ENCHOICE
5		SEL CYA SmartRecovery Server 1000/30GB	\$25,000.00	K	31%	\$10,350.00	\$0.00	\$0.00	\$0.00	\$0.00			ENCHOICE
5	CYSR-SRV-4	SEL CYA SMARTRECOVERY SERVER (1-4 CPU		ĸ	31%	\$34,500.00	\$0.00	\$0.00	\$0.00	\$0.00			ENCHOICE
5	CYSR-SRV-4PLUS	SEL CYA SmartRec SRV Stand-alone >4 CPU	\$90,000.00	K	31%	\$62,100.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ENCHOICE
5		SEL CYA SmartRecovery Server 500U/50GB	\$30,000.00	K	31%	\$20,700.00	\$0.00	\$0.00	\$0.00	\$0.00			ENCHOICE
5 5		SEL CYA SmartRec SRV HA/Cluster <4CPU SEL CYA SmartRec SRV HA/Cluster >4CPU	\$45,000.00 \$65,000.00	K K	31% 31%	\$31,050.00 \$44,850.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			ENCHOICE ENCHOICE
5		SEL CYA Time Based Recovery Module	\$12,500.00	K	31%	\$8,625.00	\$0.00	\$0.00	\$0.00	\$0.00			ENCHOICE

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WA	RRANTY UPGRADE	NET PRICE		
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	HDF-AGT-100-1Y	SEL HDF Edge Agent Sub- 100 Agents	\$76,923.00	K	31%	\$53,076.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		HORTONWORKS
5	HDF-AGT-10K-1Y	SEL HDF Edge Agent Sub- 10,000 Agents	\$1,538,462.00	K	31%	\$1,061,538.78	\$0.00	\$0.00	\$0.00		\$0.00		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	K K	31% 31%	\$265,384.35 \$371,538.78	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		HORTONWORKS HORTONWORKS
5	HDF-EDG-10-1Y	SEL HDF Edge Brnch Office Sub - 10 Nodes	\$76,923.00	K	31%	\$53,076.87	\$0.00	\$0.00	\$0.00		\$0.00		HORTONWORKS
5	HDF-EDG-1Y	SEL HWX DataFlow Edge Pack 100 Devices	\$230,769.00	ĸ	31%	\$159,230.61	\$0.00	\$0.00	\$0.00		\$0.00		HORTONWORKS
5	HDF-EDG-25-1Y	SEL HDF Edge Brnch Office Sub - 25 Nodes	\$115,385.00	K	31%	\$79,615.65	\$0.00	\$0.00	\$0.00		\$0.00		HORTONWORKS
5	HDF-EFM-1Y	Sel HDF Ent Flow Mngt- 16 Cores	\$55,385.00	K	31%	\$38,215.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	HORTONWORKS
5	HDF-EMS-1Y	Sel HDF MNGT Services 1 Cluster	\$15,385.00	K	31%	\$10,615.65	\$0.00	\$0.00	\$0.00		\$0.00		HORTONWORKS
5	HDF-ESP-1Y	Sel HDF Stream Processing 4 Nodes	\$27,692.00	K	31%	\$19,107.48	\$0.00	\$0.00	\$0.00		\$0.00		HORTONWORKS
5 5	HDP-ENT-1Y HDP-EPL-1Y	SEL HDP Ent. 4 Nodes or 50TB Raw Stor SEL HDP Ent.+ 4 Nodes or 50TB Raw Stor	\$12,308.00	K K	31% 31%	\$8,492.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		HORTONWORKS
5	HDP-JSS-6M	SEL HDP Jumpstart Sub. 200TB- 6M sub.	\$22,154.00 \$46,154.00	K	31%	\$15,286.26 \$31,846.26	\$0.00	\$0.00	\$0.00		\$0.00		HORTONWORKS HORTONWORKS
5	HDP-SCH-1Y	SEL Solr Search	\$6,154.00	ĸ	31%	\$4,246.26	\$0.00	\$0.00	\$0.00		\$0.00		HORTONWORKS
5	1YR-ENT-BUNDLE	SEL Catalog/Data Mgmt Starter for ENT	\$38,461.54	K	31%	\$26,538.46	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES
5	1YR-MM-BUNDLE	SEL Catalog/Data Mgmt Starter for MM	\$15,384.62	K	31%	\$10,615.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5		SEL IE Workshop 30 Day Single Server	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES
5		O SEL IE Workshop Promo Single Server	\$15,385.00	K	31%	\$10,615.65	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES
5 5		SEL 1YR 1-9 Admin User Login	\$2,307.69	K	31%	\$1,592.31	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES
5 5		SEL 1YR 10-99 Admin User Login SEL 3YR 1-9 Admin User Login	\$1,923.08 \$6,230.77	K K	31% 31%	\$1,326.93 \$4,299.23	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5		SEL 3YR 10-99 Admin User Login	\$5,192.31	K	31%	\$3,582.69	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES
5		SEL 5YR 1-9 Admin User Login	\$9,230.77	ĸ	31%	\$6,369.23	\$0.00	\$0.00	\$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	\$0.00		\$0.00		INDEX ENGINES
5	FMI-1YR-00000025	SEL 1YR 25-49TB File MetaData Index	\$769.23	K	31%	\$530.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5	FMI-1YR-00000050	SEL 1YR 50-99TB File MetaData Index	\$634.62	K	31%	\$437.89	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES
5	FMI-1YR-00000100	SEL 1YR 100-249TB File MetaData Index	\$519.23	K	31%	\$358.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5	FMI-1YR-00000250	SEL 1YR 250-499TB File MetaData Index SEL 1YR 500-999TB File MetaData Index	\$384.62	K	31% 31%	\$265.39	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES
5	FMI-1YR-00000500 FMI-1YR-00001000	SEL 1YR 500-9991B File MetaData Index SEL 1YR 1000-1999TB File MetaData Inde	\$326.92 \$269.23	K K	31%	\$225.57 \$185.77	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	FMI-3YR-00000025	SEL 3YR 25-49TB File MetaData Index	\$2,076.92	K	31%	\$1,433.07	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES
5	FMI-3YR-00000050	SEL 3YR 50-99TB File MetaData Index	\$1,713.46	ĸ	31%	\$1,182.29	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES
5	FMI-3YR-00000100	SEL 3YR 100-249TB File MetaData Index	\$1,401.92	K	31%	\$967.32	\$0.00	\$0.00	\$0.00		\$0.00		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	INDEX ENGINES
5	FMI-3YR-00000500	SEL 3YR 500-999TB File MetaData Index	\$882.69	K	31%	\$609.06	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES
5	FMI-3YR-00001000	SEL 3YR 1000-1999TB File MetaData Inde	\$726.92	K	31%	\$501.57	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES
5 5	FMI-5YR-00000025 FMI-5YR-00000050	SEL 5YR 25-49TB File MetaData Index SEL 5YR 50-99TB File MetaData Index	\$3,076.92 \$2,538.46	K K	31% 31%	\$2,123.07 \$1,751.54	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5 5	FMI-5YR-00000100	SEL 5YR 100-249TB File MetaData Index	\$2,076.92	K	31%	\$1,751.54 \$1,433.07	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES INDEX ENGINES
5	FMI-5YR-00000100	SEL 5YR 250-499TB File MetaData Index	\$1,538.46	ĸ	31%	\$1,061.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5	FMI-5YR-00000500	SEL 5YR 500-999TB File MetaData Index	\$1,307.69	K	31%	\$902.31	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES
5	FMI-5YR-00001000	SEL 5YR 1000-1999TB File MetaData Inde	\$1,076.92	K	31%	\$743.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5	TCI-1YR-00001000	SEL 1YR 1000-1999 Tape Catalog Ingest	\$12.08	K	31%	\$8.34	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES
5	TCI-1YR-00002000	SEL 1YR 2000-4999 Tape Catalog Ingest	\$9.77	K	31%	\$6.74	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES
5 5	TCI-1YR-00005000	SEL 1YR 5000-9999 Tape Catalog Ingest	\$7.46 \$6.08	K K	31% 31%	\$5.15	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		INDEX ENGINES
5 5	TCI-1YR-00010000 TCI-1YR-00020000	SEL 1YR 10000-19999 Tape Catalog Inges SEL 1YR 20000-49999 Tape Catalog Inges	\$4.92	K	31%	\$4.20 \$3.39	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES INDEX ENGINES
5	TCI-1YR-00050000	SEL 1YR 50000-99999 Tape Catalog Inges	\$3.77	ĸ	31%	\$2.60	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES
5	TCI-3YR-00001000	SEL 3YR 1000-1999 Tape Catalog Ingest	\$24.15	K	31%	\$16.66	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES
5	TCI-3YR-00002000	SEL 3YR 2000-4999 Tape Catalog Ingest	\$19.54	K	31%	\$13.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5	TCI-3YR-00005000	SEL 3YR 5000-9999 Tape Catalog Ingest	\$14.92	K	31%	\$10.29	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES
5	TCI-3YR-00010000	SEL 3YR 10000-19999 Tape Catalog Inges	\$12.15	K	31%	\$8.38	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES
5 5	TCI-3YR-00020000 TCI-3YR-00050000	SEL 3YR 20000-49999 Tape Catalog Inges SEL 3YR 50000-99999 Tape Catalog Inges	\$9.85 \$7.54	K K	31% 31%	\$6.80 \$5.20	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	TCI-51R-00030000	SEL 5YR 1000-1999 Tape Catalog Ingest	\$36.23	K	31%	\$25.00	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES
5	TCI-5YR-00002000	SEL 5YR 2000-4999 Tape Catalog Ingest	\$29.31	ĸ	31%	\$20.22	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES
5	TCI-5YR-00005000	SEL 5YR 5000-9999 Tape Catalog Ingest	\$22.38	K	31%	\$15.44	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES
5	TCI-5YR-00010000	SEL 5YR 10000-19999 Tape Catalog Inges	\$18.23	K	31%	\$12.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5	TCI-5YR-00020000	SEL 5YR 20000-49999 Tape Catalog Inges	\$14.77	K	31%	\$10.19	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES
5	TCI-5YR-00050000	SEL 5YR 50000-99999 Tape Catalog Inges	\$11.31	K	31%	\$7.80	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES
5	TCR-1YR-00000010	SEL 1YR 10-49 Tape Catalog Rebuild	\$96.15	K	31%	\$66.34	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES
5		SEL 1YR 50-99 Tape Catalog Rebuild SEL 1YR 100-249 Tape Catalog Rebuild	\$62.54 \$48.08	K K	31% 31%	\$43.15 \$33.18	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		INDEX ENGINES
5		SEL 1YR 250-499 Tape Catalog Rebuild	1.1.1.1	K		111 -1	1111	11 11	1111	11.11	11 11	11.11	INDEX ENGINES
5 5		SEL 1YR 500-499 Tape Catalog Rebuild SEL 1YR 500-999 Tape Catalog Rebuild	\$38.46 \$33.69	K	31% 31%	\$26.54 \$23.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5		SEL 1YR 1000-1999 Tape Catalog Rebuild	\$24.15	ĸ	31%	\$16.66	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES
5		SEL 1YR 2000-4999 Tape Catalog Rebuild	\$19.54	ĸ	31%	\$13.48	\$0.00	\$0.00	\$0.00				INDEX ENGINES
5	TCR-1YR-00005000	SEL 1YR 5000-9999 Tape Catalog Rebuild	\$14.92	K	31%	\$10.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5		SEL 1YR 10000-24999 Tape Catalog Rebui	\$12.15	K	31%	\$8.38	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES
5		SEL 1YR 25000-49999 Tape Catalog Rebui	\$9.23	K	31%	\$6.37	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES
5 5		SEL 3YR 10-49 Tape Catalog Rebuild	\$144.23 \$93.81	K K	31% 31%	\$99.52	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES
5		SEL 3YR 50-99 Tape Catalog Rebuild SEL 3YR 100-249 Tape Catalog Rebuild	\$93.81 \$72.12	K K	31%	\$64.73 \$49.76	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5 5		SEL 3YR 250-499 Tape Catalog Rebuild	\$72.12 \$57.69	K	31%	\$49.76 \$39.81	\$0.00	\$0.00	\$0.00				INDEX ENGINES INDEX ENGINES
5		SEL 3YR 500-999 Tape Catalog Rebuild	\$50.54	ĸ	31%	\$34.87	\$0.00	\$0.00	\$0.00				INDEX ENGINES
5		SEL 3YR 1000-1999 Tape Catalog Rebuild	\$36.23	K	31%	\$25.00	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WA	RRANTY UPGRADE	NET PRICE		
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5			\$29.31	K	31%	\$20.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5			\$22.38	K	31%	\$15.44	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES
5 5			\$18.23 \$13.85	K K	31% 31%	\$12.58 \$9.56	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5			\$192.31	K	31%	\$132.69	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES
5			\$125.08	ĸ	31%	\$86.31	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES
5			\$96.15	K	31%	\$66.34	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES
5			\$76.92	K	31%	\$53.07	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES
5			\$67.38	K	31%	\$46.49	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES
5	TCR-5YR-00001000 TCR-5YR-00002000	SEL 5YR 1000-1999 Tape Catalog Rebuild	\$48.31 \$39.08	K	31% 31%	\$33.33	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES
5 5	TCR-5YR-00005000	SEL 5YR 2000-4999 Tape Catalog Rebuild SEL 5YR 5000-9999 Tape Catalog Rebuild	\$29.85	K K	31%	\$26.97 \$20.60	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	TCR-5YR-00010000		\$24.31	ĸ	31%	\$16.77	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES
5	TCR-5YR-00025000		\$18.46	K	31%	\$12.74	\$0.00	\$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	\$0.00	\$0.00		INDEX ENGINES
5	TMI-1YR-00000050	SEL 1YR 50-99 Tape MetaData Index	\$250.00	K	31%	\$172.50	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES
5	TMI-1YR-00000100	SEL 1YR 100-249 Tape MetaData Index	\$192.31	K	31%	\$132.69	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES
5 5	TMI-1YR-00000250 TMI-1YR-00000500	SEL 1YR 250-499 Tape MetaData Index SEL 1YR 500-999 Tape MetaData Index	\$146.15 \$119.23	K K	31% 31%	\$100.84 \$82.27	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	TMI-1YR-00001000	SEL 1YR 1000-1999 Tape MetaData Index	\$96.62	K	31%	\$66.67	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES
5	TMI-1YR-00002000	SEL 1YR 2000-4999 Tape MetaData Index	\$78.15	ĸ	31%	\$53.92	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES
5	TMI-1YR-00005000	SEL 1YR 5000-9999 Tape MetaData Index	\$59.69	K	31%	\$41.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5	TMI-3YR-00000010	SEL 3YR 10-49 Tape MetaData Index	\$500.00	K	31%	\$345.00	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES
5	TMI-3YR-00000050	SEL 3YR 50-99 Tape MetaData Index	\$325.00	K	31%	\$224.25	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES
5 5	TMI-3YR-00000100	SEL 3YR 100-249 Tape MetaData Index	\$250.00	K K	31% 31%	\$172.50	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00		\$0.00		INDEX ENGINES
5 5	TMI-3YR-00000250 TMI-3YR-00000500	SEL 3YR 250-499 Tape MetaData Index SEL 3YR 500-999 Tape MetaData Index	\$190.00 \$155.00	K	31%	\$131.10 \$106.95	\$0.00	\$0.00 \$0.00	\$0.00		\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	TMI-3YR-00001000	SEL 3YR 1000-1999 Tape MetaData Index	\$125.60	K	31%	\$86.66	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES
5	TMI-3YR-00002000	SEL 3YR 2000-4999 Tape MetaData Index	\$101.60	K	31%	\$70.10	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES
5	TMI-3YR-00005000	SEL 3YR 5000-9999 Tape MetaData Index	\$77.60	K	31%	\$53.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5	TMI-5YR-00000010	SEL 5YR 10-49 Tape MetaData Index	\$596.15	K	31%	\$411.34	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES
5	TMI-5YR-00000050	SEL 5YR 50-99 Tape MetaData Index	\$387.50	K	31%	\$267.38	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES
5 5	TMI-5YR-00000100 TMI-5YR-00000250	SEL 5YR 100-249 Tape MetaData Index SEL 5YR 250-499 Tape MetaData Index	\$298.08 \$226.54	K K	31% 31%	\$205.68 \$156.31	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5 5	TMI-5YR-00000250	SEL 5YR 250-499 Tape MetaData Index SEL 5YR 500-999 Tape MetaData Index	\$220.54 \$184.81	K	31%	\$127.52	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES INDEX ENGINES
5	TMI-5YR-00001000	SEL 5YR 1000-1999 Tape MetaData Index	\$149.75	ĸ	31%	\$103.33	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES
5	TMI-5YR-00002000	SEL 5YR 2000-4999 Tape MetaData Index	\$121.14	K	31%	\$83.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5	TMI-5YR-00005000	SEL 5YR 5000-9999 Tape MetaData Index	\$92.52	K	31%	\$63.84	\$0.00	\$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 5	IOM-SW1Y-1001+ IOM-SW1Y-11-50	SEL IOMART SW 1Y 1001+	\$183.00	K K	31% 31%	\$126.27	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00		\$0.00		IOMART
5 5		SEL IOMART SW 1Y 11-50 SEL IOMART SW 1Y 151-250	\$431.00 \$323.00	K	31%	\$297.39 \$222.87	\$0.00	\$0.00 \$0.00	\$0.00		\$0.00 \$0.00		IOMART IOMART
5			\$269.00	ĸ	31%	\$185.61	\$0.00	\$0.00	\$0.00		\$0.00		IOMART
5			\$215.00	K	31%	\$148.35	\$0.00	\$0.00	\$0.00		\$0.00		IOMART
5	IOM-SW1Y-51-150	SEL IOMART SW 1Y 51-150	\$377.00	K	31%	\$260.13	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	IOMART
5	IOM-SW1Y-601-1K	SEL IOMART SW 1Y 601-1000	\$194.00	K	31%	\$133.86	\$0.00	\$0.00	\$0.00		\$0.00		IOMART
5	IOM-SW2Y-0-10	SEL IOMART SW 2Y 0-10	\$915.00	K	31% 31%	\$631.35	\$0.00	\$0.00	\$0.00		\$0.00		IOMART
5 5	IOM-SW2Y-1001+ IOM-SW2Y-11-50	SEL IOMART SW 2Y 1001+ SEL IOMART SW 2Y 11-50	\$311.00 \$732.00	K K	31%	\$214.59 \$505.08	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		IOMART IOMART
5	IOM-SW2Y-151-250	SEL IOMART SW 2Y 151-250	\$549.00	ĸ	31%	\$378.81	\$0.00	\$0.00	\$0.00		\$0.00		IOMART
5	IOM-SW2Y-251-400		\$458.00	K	31%	\$316.02	\$0.00	\$0.00	\$0.00		\$0.00		IOMART
5	IOM-SW2Y-401-600	SEL IOMART SW 2Y 401-600	\$366.00	K	31%	\$252.54	\$0.00	\$0.00	\$0.00		\$0.00		IOMART
5	IOM-SW2Y-51-150	SEL IOMART SW 2Y 51-150	\$641.00	K	31%	\$442.29	\$0.00	\$0.00	\$0.00		\$0.00		IOMART
5	IOM-SW2Y-601-1K	SEL IOMART SW 2Y 601-1000	\$330.00	K	31%	\$227.70	\$0.00	\$0.00	\$0.00		\$0.00		IOMART
5 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		\$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		\$0.00		IOMART
5		SEL IOMART SW 3Y 151-250	\$775.00	K	31%	\$534.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		IOMART
5	IOM-SW3Y-251-400	SEL IOMART SW 3Y 251-400	\$646.00	K	31%	\$445.74	\$0.00	\$0.00	\$0.00		\$0.00		IOMART
5	IOM-SW3Y-401-600	SEL IOMART SW 3Y 401-600	\$517.00	K	31%	\$356.73	\$0.00	\$0.00	\$0.00		\$0.00	,	IOMART
5	IOM-SW3Y-51-150	SEL IOMART SW 3Y 51-150 SEL IOMART SW 3Y 601-1000	\$905.00	K	31%	\$624.45	\$0.00	\$0.00	\$0.00		\$0.00		IOMART
5 5	IOM-SW3Y-601-1K 34585	STORCENTER IX4-100 6TB	\$465.00 \$1,875.00	K K	31% 31%	\$320.85 \$1,293.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		IOMART IOMEGA
5	90PCPSQLL1001	SEL PC Perp SQL License 1 Unit	\$882.00	K	31%	\$608.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	11.11	KROLL
5	90PCPSQLL1002	SEL PC Perp SQL License 2-5 Units	\$815.00	K	31%	\$562.35	\$0.00	\$0.00	\$0.00		\$0.00		KROLL
5	90PCPSQLL1003	SEL PC Perp SQL License 6-10 Units	\$681.00	K	31%	\$469.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	KROLL
5	90PCPSQLL1004	SEL PC Perp SQL License 11-20 Units	\$513.00	K	31%	\$353.97	\$0.00	\$0.00	\$0.00				KROLL
5	90PCPSQLL1005	SEL PC Perp SQL License 21-35 Units	\$373.00	K	31%	\$257.37	\$0.00	\$0.00	\$0.00				KROLL
5 5	90PCPSQLL1006 90PCPSQLL1007	SEL PC Perp SQL License 36-50 Units SEL PC Perp SQL License 51-100 Units	\$301.00 \$196.00	K K	31% 31%	\$207.69 \$135.24	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		KROLL KROLL
5 5	90PCPSQLL1007 90PCPSQLL1008	SEL PC Perp SQL License 51-100 Units SEL PC Perp SQL License 101-200 Units	\$196.00	K K	31%	\$135.24 \$101.43	\$0.00	\$0.00	\$0.00		\$0.00 \$0.00		KROLL
5	90PCPSQLL1009	SEL PC Perp SQL License 201-300 Units	\$121.00	ĸ	31%	\$83.49	\$0.00	\$0.00	\$0.00		\$0.00		KROLL
5	90PCPSQLL1010	SEL PC Perp SQL License 301-400 Units	\$105.00	ĸ	31%	\$72.45	\$0.00	\$0.00	\$0.00				KROLL
5	90PCPSQLL1011	SEL PC Perp SQL License 401-500 Units	\$96.00	K	31%	\$66.24	\$0.00	\$0.00	\$0.00				KROLL
5	90PCPSQLL1012	SEL PC Perp SQL License 501-600 Units	\$87.00	K	31%	\$60.03	\$0.00	\$0.00	\$0.00				KROLL
5	90PCPSQLL1013	SEL PC Perp SQL License 601-700 Units	\$81.00	K	31%	\$55.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	KROLL

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WA	RRANTY UPGRADE	NET PRICE		
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	90PCPSQLL1014	SEL PC Perp SQL License 701-800 Units	\$77.00	K	31%	\$53.13	\$0.00	\$0.00	\$0.00	\$0.00			KROLL
5	90PCPSQLL1015	SEL PC Perp SQL License 801-900 Units	\$71.00	K	31%	\$48.99	\$0.00	\$0.00	\$0.00	\$0.00			KROLL
5 5	90PCPSQLL1016 90PCPSQLL1017	SEL PC Perp SQL License 901-1000 Units SEL PC Perp SQL License 1001+ Units	\$67.00 \$58.00	K K	31% 31%	\$46.23 \$40.02	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			KROLL KROLL
5	90PCPSQLL1017 90PCREX1035U	SEL PC Perp SQL License 1001+ Units SEL PC Perp EXPP License 11-35 Units	\$691.00	K	31%	\$476.79	\$0.00	\$0.00	\$0.00	\$0.00			KROLL
5	90PCREX1U	SEL PC Perp EXPP License 1 Unit	\$1,797.00	K	31%	\$1,239.93	\$0.00	\$0.00	\$0.00	\$0.00			KROLL
5	90PCREX210U	SEL PC Perp EXPP License 2-10 Units	\$1,048.00	K	31%	\$723.12	\$0.00	\$0.00	\$0.00	\$0.00			KROLL
5	90PCREX3650U	SEL PC Perp EXPP License 36-50 Units	\$520.00	K	31%	\$358.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	KROLL
5	90PCREX51U	SEL PC Perp EXPP License 51+ Units	\$439.00	K	31%	\$302.91	\$0.00	\$0.00	\$0.00	\$0.00			KROLL
5		SEL PC Perp SP+RBS Lic 11-35 TBs SEL PC Perp SP+RBS Lic 1 TB	\$1,988.00	K	31%	\$1,371.72	\$0.00	\$0.00	\$0.00	\$0.00			KROLL
5 5	90PCRSP1URBS 90PCRSP210URBS	SEL PC Perp SP+RBS Lic 1 TB SEL PC Perp SP+RBS Lic 2-10 TBs	\$4,055.00 \$2,839.00	K K	31% 31%	\$2,797.95 \$1,958.91	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			KROLL KROLL
5		SEL PC Perp SP+RBS Lic 36-50 TBs	\$1,391.00	K	31%	\$959.79	\$0.00	\$0.00	\$0.00	\$0.00			KROLL
5	90PCRSP51URBS	SEL PC Perp SP+RBS Lic 51+ TBs	\$1,113.00	ĸ	31%	\$767.97	\$0.00	\$0.00	\$0.00	\$0.00			KROLL
5	90PCRTRIAL	SEL Kroll PC Trial License	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			KROLL
5	NSS-AC-L	SEL ADDED CAPACITY 5TB	\$5,077.00	K	31%	\$3,503.13	\$0.00	\$0.00	\$0.00	\$0.00			NORTHERN PARKLIFE
5	NSS-AC-YF	SEL ADDED CAPACITY 5TB YRLY FEE LIC &SU	\$2,308.00	K	31%	\$1,592.52	\$0.00	\$0.00	\$0.00	\$0.00			NORTHERN PARKLIFE
5 5	NSS-AS-L NSS-AS-YF	SEL Added Site 1 SEL Added Site 1 1yr Lic & Sup	\$5,385.00 \$2,046.00	K K	31% 31%	\$3,715.65 \$1,411.74	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			NORTHERN PARKLIFE NORTHERN PARKLIFE
5	NSS-AU-YF	SEL ADDED USERS 1K 1YR LIC & SUP	\$1,538.00	K	31%	\$1,061.22	\$0.00	\$0.00	\$0.00	\$0.00			NORTHERN PARKLIFE
5	NSS-BL-L	SEL Base Lic10TB/1K users/1 site/8hrs PS	\$31,250.00	ĸ	31%	\$21,562.50	\$0.00	\$0.00	\$0.00	\$0.00			NORTHERN PARKLIFE
5	NSS-BL-YF	SEL BASE LIC-YRLY FEE LIC & SUP	\$15,385.00	K	31%	\$10,615.65	\$0.00	\$0.00	\$0.00	\$0.00			NORTHERN PARKLIFE
5	NSS-MC-L	SEL MULTI-COMPANY LIC	\$156,250.00	K	31%	\$107,812.50	\$0.00	\$0.00	\$0.00	\$0.00			NORTHERN PARKLIFE
5	NSS-MC-YF	SEL MULTI-COMPANY LIC-YRLY FEE LIC & SUF		K	31%	\$64,687.50	\$0.00	\$0.00	\$0.00	\$0.00			NORTHERN PARKLIFE
5	NSS-TRIAL	SELECT NSS Trial Software	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			NORTHERN PARKLIFE
5 5	NSS-UC-L EMCMAEVAL	SEL Added Users 1K	\$3,692.00	K K	31% 31%	\$2,547.48	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			NORTHERN PARKLIFE NTP SOFTWARE
5	EMCQFSEVAL	SEL 30Day Free Trial of NTP Software M-A SEL 30Day Free Trial of NTP Software QFS	\$0.00 \$0.00	K	31%	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00			NTP SOFTWARE
5	NTPSECSB11TB	SELECT ECS Archiving Svc 10-80TB Lic	\$500.00	ĸ	31%	\$345.00	\$0.00	\$0.00	\$0.00	\$0.00			NTP SOFTWARE
5	NTPSECSB12TB	SELECT ECS Archiving Svc 81-240TB Lic	\$466.67	K	31%	\$322.00	\$0.00	\$0.00	\$0.00	\$0.00			NTP SOFTWARE
5	NTPSECSB13TB	SELECT ECS Archiving Svc 241-500TB Lic	\$436.00	K	31%	\$300.84	\$0.00	\$0.00	\$0.00	\$0.00			NTP SOFTWARE
5	NTPSECSB14TB	SELECT ECS Archiving Svc 501-750TB Lic	\$404.00	K	31%	\$278.76	\$0.00	\$0.00	\$0.00	\$0.00			NTP SOFTWARE
5	NTPSECSB15TB	SELECT ECS Archiving Svc 751-1024TB Lic	\$372.00	K	31%	\$256.68	\$0.00	\$0.00	\$0.00	\$0.00			NTP SOFTWARE
5 5	NTPSECSB16TB NTPSECSB17TB	SELECT Archiver for ECS 10-80TB Lic SELECT Archiver for ECS 81-240TB Lic	\$500.00 \$467.00	K K	31% 31%	\$345.00 \$322.23	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			NTP SOFTWARE NTP SOFTWARE
5	NTPSECSB171B	SELECT Archiver for ECS 241-500TB Lic	\$436.00	K	31%	\$300.84	\$0.00	\$0.00	\$0.00	\$0.00			NTP SOFTWARE
5	NTPSECSB19TB	SELECT Archiver for ECS 501-750TB Lic	\$404.00	K	31%	\$278.76	\$0.00	\$0.00	\$0.00	\$0.00			NTP SOFTWARE
5	NTPSECSB20TB	SELECT Archiver for ECS 751-1024TB Lic	\$372.00	K	31%	\$256.68	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NTP SOFTWARE
5	NTPSECSB21TB	SELECT Archiver for ECS 1025-1500TB Lic	\$340.00	K	31%	\$234.60	\$0.00	\$0.00	\$0.00	\$0.00			NTP SOFTWARE
5	NTPSECSB22TB	SELECT Archiver for ECS 1501-2048TB Lic	\$308.00	K	31%	\$212.52	\$0.00	\$0.00	\$0.00	\$0.00			NTP SOFTWARE
5 5	NTPSECSB23TB NTPSECSB24TB	SELECT Archiver for ECS 2049-2500TB Lic SELECT Archiver for ECS 2501-3072TB Lic	\$279.00 \$245.00	K K	31% 31%	\$192.51 \$169.05	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			NTP SOFTWARE NTP SOFTWARE
5	NTPSFAB1TB	SELECT AICHVEI IOI ECS 2501-50721B LIC SELECT NTPS FA 10-80TB License	\$601.33	K	31%	\$414.92	\$0.00	\$0.00	\$0.00	\$0.00			NTP SOFTWARE
5	NTPSFAB2TB	SELECT NTPS FA 81-240TB License	\$570.67	ĸ	31%	\$393.76	\$0.00	\$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	\$0.00	\$0.00	\$0.00	\$0.00	NTP SOFTWARE
5	NTPSFAB4TB	SELECT NTPS FA 501-750TB License	\$509.33	K	31%	\$351.44	\$0.00	\$0.00	\$0.00	\$0.00			NTP SOFTWARE
5	NTPSFAB5TB	SELECT NTPS FA 751-1024TB License	\$476.00	K	31%	\$328.44	\$0.00	\$0.00	\$0.00	\$0.00			NTP SOFTWARE
5 5	NTPSFILEMGNT NTPSFRB1TB	SELECT NTPS FILE MGNT PROD SELECT NTPS FR 10-80TB License	\$120.00 \$601.33	K K	31% 31%	\$82.80 \$414.92	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			NTP SOFTWARE NTP SOFTWARE
5	NTPSFRB2TB	SELECT NTPS FR 10-001B License	\$570.67	K	31%	\$393.76	\$0.00	\$0.00	\$0.00	\$0.00			NTP SOFTWARE
5	NTPSFRB3TB	SELECT NTPS FR 241-500TB License	\$540.00	ĸ	31%	\$372.60	\$0.00	\$0.00	\$0.00	\$0.00			NTP SOFTWARE
5	NTPSFRB4TB	SELECT NTPS FR 501-750TB License	\$509.33	K	31%	\$351.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		NTP SOFTWARE
5	NTPSFRB5TB	SELECT NTPS FR 751-1024TB License	\$476.00	K	31%	\$328.44	\$0.00	\$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			NTP SOFTWARE
5 5	NTPSQFSB2TB	SELECT NTPS QFS 81-240TB License	\$570.67	K	31%	\$393.76	\$0.00	\$0.00	\$0.00	\$0.00			NTP SOFTWARE
5 5	NTPSQFSB3TB NTPSQFSB4TB	SELECT NTPS QFS 241-500TB License SELECT NTPS QFS 501-750TB License	\$540.00 \$509.33	K K	31% 31%	\$372.60 \$351.44	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			NTP SOFTWARE NTP SOFTWARE
5	NTPSQFSB5TB	SELECT NTPS QFS 751-1024TB License	\$476.00	ĸ	31%	\$328.44	\$0.00	\$0.00	\$0.00	\$0.00			NTP SOFTWARE
5	NTPSVFMB10TB	SELECT NTPS VFM 751-1024TB License	\$616.00	K	31%	\$425.04	\$0.00	\$0.00	\$0.00	\$0.00			NTP SOFTWARE
5	NTPSVFMB6TB	SELECT NTPS VFM 10-80TB License	\$741.33	K	31%	\$511.52	\$0.00	\$0.00	\$0.00	\$0.00			NTP SOFTWARE
5	NTPSVFMB7TB	SELECT NTPS VFM 81-240TB License	\$710.67	K	31%	\$490.36	\$0.00	\$0.00	\$0.00	\$0.00			NTP SOFTWARE
5	NTPSVFMB8TB	SELECT NTPS VFM 241-500TB License	\$680.00	K	31%	\$469.20	\$0.00	\$0.00	\$0.00	\$0.00			NTP SOFTWARE
5	NTPSVFMB9TB	SELECT NTPS VFM 501-750TB License	\$646.67	K	31%	\$446.20	\$0.00	\$0.00	\$0.00	\$0.00	1111		NTP SOFTWARE PANDUIT
5	CQBEMC679 CQSBEMC679	SEL VSPEX Branded Dyn Cab 600x1200 SEL VSPEX Branded Dyn Cab 600x1200	\$3,569.00 \$4,496.00	K	31% 31%	\$2,462.61 \$3,102.24	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			PANDUIT
5	CQSE1679	SEL VSPEX Branded 300VM 1 Dyn600x1200 1	\$11,545.00	K	31%	\$7,966.05	\$0.00	\$0.00	\$0.00	\$0.00			PANDUIT
5	CQSE1G679	SEL VSPEX Branded 300VM 1 Dyn600x1200 G	\$11,596.00	K	31%	\$8,001.24	\$0.00	\$0.00	\$0.00	\$0.00			PANDUIT
5	CQSE1GM679	SEL VSPEX Branded 300VM 1 Dyn600x1200 M	\$11,099.00	K	31%	\$7,658.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PANDUIT
5	CQSE22679	SEL VSPEX Branded 600VM 2 Dyn600x1200 2	\$19,695.00	K	31%	\$13,589.55	\$0.00	\$0.00	\$0.00	\$0.00			PANDUIT
5	CQSE2679	SEL VSPEX Branded 300VM 1 Dyn600x1200 2	\$12,824.00	K	31%	\$8,848.56	\$0.00	\$0.00	\$0.00	\$0.00			PANDUIT
5 5	CQSE2G679 CQSE4679	SEL VSPEX Branded 600VM 2 Dyn600x1200 G SEL VSPEX Branded 1000VM 2 Dyn600x1200	\$19,807.00 \$21,830.00	K K	31% 31%	\$13,666.83 \$15,062.70	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			PANDUIT PANDUIT
5	CQSEMCLB679	SEL VSPEX Branded 1000VM 2 Dynloudx 1200 SEL VSPEX Branded 250VM BH 600x1200 Dyn	\$21,630.00	K	31%	\$5,231.58	\$0.00	\$0.00	\$0.00	\$0.00			PANDUIT
5	CQSEMCLB679I	SEL VSPEX 250VM BROCADEIBM 600X1200 DY		K	31%	\$5,231.58	\$0.00	\$0.00	\$0.00	\$0.00			PANDUIT
5	CQSEMCLC679	SEL VSPEX Branded 250VM CH 600x1200 Dyn	\$10,648.00	K	31%	\$7,347.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PANDUIT
5	CQSEMCLDBH679	SEL VSPEX 2000VDI BROCADEHP 600X1200 D'	\$13,293.00	K	31%	\$9,172.17	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PANDUIT

Dec Superior Control						N	VP LEVEL 1		NVP MAINTENA	NCE AND WAI	RRANTY UPGRADE	NET PRICE		
COSIDENCIFIED EL VOYER Flower Flo	BAND	sku	DESCRIPTION				NVP LEVEL 1 NET PRICE	ANNUAL		ANNUAL			RENEWAL	THIRD PARTY PRODUCT PARTNER
1														
1														
Column														
COMPANDED CONTRACTOR CONT														
Control Cont	5		SEL VSPEX 1000VDI BROCADEHP 600X1200 D'				\$8,406.27	\$0.00				\$0.00	\$0.00	PANDUIT
COMMINISTRATION Comministr														
Control Cont	-													
CONTRICTORY	-													
STATEMENT 1.00 1.														
COLORESTORIES	5												\$0.00	PANDUIT
S. CORRESCONDON S. D. VINEY CONTROL SECURITY PROPERTY CONTROL NO. 56,4710 K 514 K 524 K	-													
OPTIONS STATEMENT STATEM	-													
S. MICHAELPHANNERS PROMISED FOR EACH STATE OF THE PROMISED F	-													
PRINT STATE STAT	5				K					\$0.00				
February	•													
SOURCE CONTROL CONTR	-													
CHISTIANSIQUEND CLIP CHISTIANSIQUEND C	5 5													
CHINGSPRINGNAME DEL FOUND SOLD	5													
Column C	5				K	31%				\$0.00		\$0.00		
CZERNSNEPH SE, POLVAT 3A S PLT ALL 15-300 200 J. P. DOUT TO S P. DOUT	•													
Section Performance	•													
February														
Fire	-													
FEX.000699879M SEL Purplet tot 26.4476 records Prems Sub \$182.00 K 31% \$183.25 \$0.00 \$0.														
Fig20099999999999999999999999999999999999	•													
PEZOMORSPRIME SEL Project Ent. 4599 for code Prem Sub \$122.00 K 31% \$153.18 \$0.00 \$0.0	-													
FEDOMORPHINE SELP-piped End 56,00 Property LASS Section Se														
FERFICIAINDLEDSPREST, Pupper first fluid-ade-first (Min Ogy-2000) \$151.00 \$1.435 \$151.00 \$1.435 \$151.00 \$1.435 \$151.00 \$1.435 \$151.00 \$1.435 \$151.00 \$1.435 \$151.00 \$1.435 \$151.00 \$1.435 \$1.635	5													
DECEMBER-SPP SEL BOSSOL FIFTCHENAMPICE LIGHLITHOOD \$1,455.00 \$1,00 \$0.00 \$	-													
S OLESSE-ESP SEL REBIDULA PRITCHEAN APPEIR LOMIL TIMICY \$2,005.00 K 31% \$1,383.45 \$9.00 \$9.00 \$9.00 \$9.00 \$9.00 \$0.0	-													
S AM-1	-													
5 All-2 SELSTELLON APPINT AGENT (10TY 25-49) \$ \$4,790.0 K 31% \$3,113 \$30.0 \$0.0 \$0.0 \$0.00	-													
S AlA-4 SEL STELLCHT APPINT AGENT (107 100-249) \$4,479.00 K 31% \$2,089.71 \$0.00 \$0.0	5													
S AlA-5 SEL STEELCNT APPINT AGENT (TOY 250-499)														
5 AIA-6 SEL STEELCNT APPINT ACENT (TOTY 500-999) \$3,679.00 K 31% \$2,538.51 \$0.00 \$0.	-													
5 AIA-7 SEL STEELCHT APPINT AGENT (200-2499) \$3,5190 0 K 31% \$2,428.11 \$0,00 \$0.00 \$	-													
5 AIA-8 SEL STEELCNT APPINT AGENT (2500-4999) \$3,200.00 K 31% \$2,008.00 \$0.00	-													
5 AIXBMX-40 SEL AI Xpt Brwarhfeitx 10MPg/views-Month 526,332.00 K 31% \$164,1740 \$0.0	5				K									
S AXBMX-60 SEL A/ XprIB warsherix it PDQ views-Month \$223,877.00 K 31% \$10,470.99 \$0.00 \$0.0														
5 AIXBMX-60 SEL AI Xyrt BrawsMetrix IBPgViews-Month \$82,332.00 K 31% \$608,809.08 \$0.00<	-													
Section Sect	-													
S	-													
5 ARX-03800-B010 SEL AppResponse 3300 S0.0 K 31% S45,853.95 S0.0 S0.0 S0.00 S0.00 S0.00 S0.00 S0.00 S0.00 S0.00 S0.00 S0.00 RVERBED S47,03800-B010 SEL AppResponse 4300 S105,225.00 K 31% S05,833.95 S0.00 S	5	AIXCOL			K			\$0.00	\$0.00			\$0.00		
5 ARX-0380-B010 SEL AppResponse 3800 \$105,225.00 K 31% \$72,605.25 \$0.00	-													
5 ARX-04300-B010 SEL AppResponse 4300 \$138,455.00 K 31% \$95,533.95 \$0.00 <	5													
5 ARX-0510-B010 SEL AppResponse 5100 \$177/225.00 K 31% \$122,285.25 \$0.00	5 5													
5 ARXCXT10 SEL CX-Tracer - 10 Servers \$19,686.00 K 31% \$13,583.34 \$0.00 <t< td=""><td>5</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></t<>	5													
5 ARXCXT100 SEL CX-Tracer - 100 Servers \$131,686.00 K 31% \$90,863.34 \$0.00	5													
5 ARXCXT500 SEL CX-Tracer - 500 Servers \$329,225.00 K 31% \$227,165.25 \$0.00 \$0	5													
5 ARX-DB SEL AppResponse DB Module \$19,686.00 K 31% \$13,583.34 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED \$1.00 Riversed Response Director \$52,055.00 K 31% \$35,917.95 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED \$1.00 Riversed Response Director \$1.00 Riversed Response Expansion Chassis \$68,302.00 K 31% \$35,917.95 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED \$1.00 Riversed Response Expansion Chassis \$68,302.00 K 31% \$1.00 Riversed Response Expansion Chassis \$1.00 Riversed Response Expansion Chassis \$68,302.00 K 31% \$1.00 Riversed Response Expansion Chassis \$1.00 Riversed Response Expansion Chassis \$1.00 Riversed Response Expansion Chassis \$1.00 Riversed Response	5													
5 ARX-DIR300-B010 SEL AppResponse Director \$52,055.00 K 31% \$35,917.95 \$0.00 \$	5													
5 ARX-EMP300-B010 SEL AppResponse Expansion Chassis \$68,302.00 K 31% \$47,128.38 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED \$12,302.00 K 31% \$8,488.38 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED \$12,302.00 K 31% \$15,197.25 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED \$10,302.00 K 31% \$15,197.25 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED \$10,302.00 K 31% \$15,197.25 \$0.00 \$	5													
5 ARX-SM-4000 SEL Shark Module for AppResp 4000 series \$22,025.00 K 31% \$15,197.25 \$0.00 \$	5	ARX-EXP300-B010	SEL AppResponse Expansion Chassis	\$68,302.00	K	31%	\$47,128.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 ARX-SM-5000 SEL Shark Module for AppResp 5000 series \$26,455.00 K 31% \$18,253.95 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED \$1.00 RIVE														
5 ARX-SM-6000 SEL Shark Module for AppResp 6000 series \$42,332.00 K 31% \$29,209.08 \$0.00 \$														
5 ARX-UCMM SEL AppResponse UC Module \$39,502.00 K 31% \$27,256.38 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED 5 ARX-V2000 SEL AppResponse V2000 \$32,855.00 K 31% \$22,669.95 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED 5 ARX-V0N SEL AppResponse VMon \$14,517.00 K 31% \$10,016.73 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED 5 ARX-V01K SEL AppResponse VolP Module 1-1000 Calls \$19,686.00 K 31% \$13,583.34 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED 5 ARX-V0150 SEL AppResponse VolP Module 1-250 Calls \$7,871.00 K 31% \$5,430.99 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED 5 ARX-V0150 SEL AppResponse VolP Module 1-500 Calls \$1,63.00 K 31% \$9,082.47 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED 5 ASENX SEL AppSensor Xpert \$26,332.00 K 31% \$18,169.08 \$0.00 \$0.	-													
5 ARX-V2000 SEL AppResponse v2000 \$32,855.00 K 31% \$22,669.95 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED 5 ARXVMON SEL AppResponse VMon \$14,517.00 K 31% \$10,016.73 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED 5 ARXVOI1K SEL AppResponse VolP Module 1-1000 Calls \$18,686.00 K 31% \$13,583.34 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED 5 ARXVOI250 SEL AppResponse VolP Module 1-250 Calls \$7,871.00 K 31% \$5,430.99 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED 5 ARXVOI500 SEL AppResponse VolP Module 1-500 Calls \$13,163.00 K 31% \$9,082.47 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED 5 ASENX SEL AppSensor Xpert \$26,332.00 K 31% \$18,169.08 \$0.00 \$0.0	-													
5 ARXVOI1K SEL AppResp VoIP Module 1-1000 Calls \$19,686.00 K 31% \$13,583.34 \$0.00 \$0	5	ARX-V2000	SEL AppResponse v2000	\$32,855.00	K	31%	\$22,669.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 ARXVOI250 SEL AppResponse VoIP Module 1-250 Calls \$7,871.00 K 31% \$5,430.99 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED 5 ARXVOI500 SEL AppResponse VoIP Module 1-500 Calls \$1,363.00 K 31% \$9,082.47 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED 5 ASENX SEL AppSensor Xpert \$26,332.00 K 31% \$18,169.08 \$0.00 \$0.0	-													
5 ARXV0I500 SEL AppResponse VoIP Module 1-500 Calls \$13,163.00 K 31% \$9,082.47 \$0.00														
5 ASENX SEL AppSensor Xpert \$26,332.00 K 31% \$18,169.08 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00	-													
	-		SEL AppSensor Xpert											
	5													

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WA	RRANTY UPGRADE	NET PRICE		
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	ATXP	SEL AppTransaction Plus	\$109,286.00	K	31%	\$75,407.34	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5	ATXS	SEL AppTransaction Standard	\$77,655.00	K	31%	\$53,581.95	\$0.00	\$0.00	\$0.00		\$0.00		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	\$0.00		\$0.00		RIVERBED
5 5	CMC-H-10-2 CMC-H-10-3	SELECT 10 PACK CMC LICENSES (QTY 5-19)	\$2,462.00 \$1,477.00	K K	31% 31%	\$1,698.78	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		RIVERBED RIVERBED
5 5	CMC-H-10-3	SELECT 10 PACK CMC LICENSES (QTY 20-44) SELECT 10 PACK CMC LICENSES (QTY 45-94)	\$1,477.00	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 95-194)		ĸ	31%	\$636.87	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5	CMC-H-10-6	SELECT 10 PACK CMC LICENSES (QTY 195+)	\$677.00	K	31%	\$467.13	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5	CMC-S-10-1	SELECT CMC-VE Licenses (Qty 0-9)	\$3,077.00	K	31%	\$2,123.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$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		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	\$0.00		\$0.00		RIVERBED
5	CMC-S-10-4	SELECT CMC-VE LICENSES (QTY 50-99)	\$1,108.00	K	31%	\$764.52	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5 5	CMC-S-10-5 CMC-S-10-6	SEL CMC-VE Licenses (Qty 100-199) SEL CMC-VE Licenses (Qty 200+)	\$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	CMC-VE-INST	SEL VIRTUAL CMC LICENSE	\$1,846.00	K	31%	\$1,273.74	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5		SEL SteelCentNetShkPckAnlyz1ConcLic(1-4)	\$5,532.00	ĸ	31%	\$3,817.08	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5		SEL SteelCentNetShkPckAnlyz1ConcLic(5-9)	\$4,425.00	ĸ	31%	\$3,053.25	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5		SEL SteelCentNSharkPackAnaly1CncLic10-24	\$3,563.00	K	31%	\$2,458.47	\$0.00	\$0.00	\$0.00				RIVERBED
5	CSK-CNCLICUSR1-4	SEL SteelCentNetSharkPktAnlz1CncLic25 up	\$3,071.00	K	31%	\$2,118.99	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5		SEL Pilot Concurrent User 1-4	\$5,532.00	K	31%	\$3,817.08	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5		SEL Pilot Concurrent User 5-9	\$4,425.00	K	31%	\$3,053.25	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5		SEL Pilot Concurrent User 10-24	\$3,563.00	K	31%	\$2,458.47	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5 5	CSP-LIC-USR-1	SEL Pilot Concurrent User 25+ SEL CASCADE PILOT 1 USER 1-2	\$3,071.00 \$3,686.00	K K	31% 31%	\$2,118.99 \$2,543.34	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		RIVERBED RIVERBED
5	CSP-LIC-USR-2	SEL CASCADE PILOT 1 USER 1-2 SEL CASCADE PILOT 1 USER 3-4	\$3,563.00	K	31%	\$2,458.47	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5	CSP-LIC-USR-3	SEL CASCADE PILOT 1 USER 5-9	\$2,938.00	ĸ	31%	\$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	\$0.00	\$0.00	\$0.00		RIVERBED
5	CSP-LIC-USR-5	SEL CASCADE PILOT 1 USER 25-49	\$2,651.00	K	31%	\$1,829.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	CSP-LIC-USR-6	SEL CASCADE PILOT 1 USER 50-99	\$2,518.00	K	31%	\$1,737.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	CSP-LIC-USR-7	SEL CASCADE PILOT 1 USER 100-99999	\$2,140.00	K	31%	\$1,476.60	\$0.00	\$0.00	\$0.00		\$0.00		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		RIVERBED
5 5	CX-255-B020 FPS-003	SEL SteelHead CX255B020 with RiOS (TAA) SEL FIPS License (CX555/570/EX560)	\$2,209.00 \$3,077.00	K K	31% 31%	\$1,524.21 \$2,123.13	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		RIVERBED
5	FPS-003	SEL FIPS License (CX755/770/EX760)	\$4,431.00	K	31%	\$3,057.39	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED RIVERBED
5	FPS-005	SELFIPS2050/1555/3070/EX/SFED21/22/3100	\$5,046.00	ĸ	31%	\$3,481.74	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5	FPS-006	SEL FIPS 5050/6050/5055/5070/SFED32/5100	\$9,231.00	K	31%	\$6,369.39	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5	FPS-007	SEL FIPS License (SH7050/CX7055/CX7070)	\$18,462.00	K	31%	\$12,738.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	FSYNC-001	SEL FusionSync GCA2000	\$3,077.00	K	31%	\$2,123.13	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5	FSYNC-002	SEL FusionSync GCA 3000	\$4,615.00	K	31%	\$3,184.35	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5	FSYNC-003	SEL FusionSync VGC1000	\$1,846.00	K	31%	\$1,273.74	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5 5	FSYNC-004 FSYNC-005	SEL FusionSync VGC1500 SEL FusionSync SFCR3500	\$3,077.00 \$6,154.00	K K	31% 31%	\$2,123.13 \$4,246.26	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		RIVERBED RIVERBED
5	HA-BUNDLE	SEL High Avail Bundle (25% ea adj LP)	\$0,134.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00				RIVERBED
5	INT-09600-B010	SEL SteelHead Interceptor 9600 Base	\$55,378.00	ĸ	31%	\$38,210.82	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5	INT-09600-B010-C	SEL SteelHead Interceptor 9600 Base-C	\$55,378.00	K	31%	\$38,210.82	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5	KIT-MEM1-1260	SEL MEMORY UPGR LIC KIT EX1260 (TO 32GB)		K	31%	\$1,698.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	KIT-MEM2-1260	SEL MEMORY UPGR LIC KIT EX1260 (TO 64GB)		K	31%	\$6,793.74	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5	L-CAP2260-CAA	SEL CAS ANALYTICS LIC FOR CAP-2260-B010	\$49,225.00	K	31%	\$33,965.25	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5	L-CAP4260-CAA	SEL CAS ANALYTICS LICENSE FOR ENT PROF		K	31%	\$59,442.12	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5 5	LIC-ADD-100MB LIC-ARX3300	SEL License 100Mbps add on-VH only SEL AppResponse 3300 licenses	\$4,923.00 \$7,385.00	K K	31% 31%	\$3,396.87 \$5,095.65	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		RIVERBED RIVERBED
5	LIC-ARX3800	SEL AppResponse 3800 licenses	\$11,692.00	K	31%	\$8,067.48	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5	LIC-ARX4300	SEL AppResponse 4300 licenses	\$15,385.00	ĸ	31%	\$10,615.65	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5	LIC-ARX5100	SEL AppResponse 5100 licenses	\$19,692.00	ĸ	31%	\$13,587.48	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5	LIC-ARX6000	SEL AppResponse 6000 licenses	\$28,314.00	K	31%	\$19,536.66	\$0.00	\$0.00	\$0.00				RIVERBED
5	LIC-ARXDIR300	SEL AppResponse Director 300 licenses	\$5,785.00	K	31%	\$3,991.65	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5		SEL SDN Feature License for CAP-VE-100	\$6,148.00	K	31%	\$4,242.12	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5	LIC-CAX-460-SDN	SEL SDN Feature License for CAX-460	\$2,455.00	K	31%	\$1,693.95	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5 5	LIC-CXA-255-H LIC-CXA-255-L	SEL License SteelHead CX255-H SEL License SteelHead CX255-L	\$6,400.00 \$1,477.00	K K	31% 31%	\$4,416.00 \$1,019.13	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		RIVERBED RIVERBED
5	LIC-CXA-255-M	SEL License SteelHead CX255-M	\$3,938.00	K	31%	\$2,717.22	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5	LIC-CXA-255-U	SEL License SteelHead CX255-U	\$246.00	ĸ	31%	\$169.74	\$0.00	\$0.00	\$0.00				RIVERBED
5	LIC-CXA-570-H	SEL Lic SteelHead CX570H 10Mbps 700conn	\$5,292.00	K	31%	\$3,651.48	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5	LIC-CXA-570-L	SEL Lic SteelHead CX570L 10Mbps 275conn	\$985.00	K	31%	\$679.65	\$0.00	\$0.00	\$0.00	\$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	\$0.00		\$0.00		RIVERBED
5	LIC-CXA-770-H	SEL Lic SteelHead CX770H 30Mbps 2500conn	\$10,209.00	K	31%	\$7,044.21	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5	LIC-CXA-770-L	SEL Lic SteelHead CX770L 20Mbps 1000conn	\$1,594.00	K	31%	\$1,099.86	\$0.00	\$0.00	\$0.00				RIVERBED
5 5	LIC-CXA-770-M	SEL Lic SteelHead CX770M 20Mbps 1500conn SEL License Steelhead INT-9600	\$4,055.00	K K	31% 31%	\$2,797.95	\$0.00	\$0.00	\$0.00 \$0.00				RIVERBED
5	LIC-INT-09600 LIC-SCAN-02170	SEL SteelCentral NetShark 2170 license	\$6,154.00 \$4,923.00	K K	31%	\$4,246.26 \$3,396.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00		\$0.00 \$0.00		RIVERBED RIVERBED
5	LIC-SCAN-02170 LIC-SCAN-04170	SEL SteelCentral NetShark 4170 license	\$9,231.00	K	31%	\$6,369.39	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5	LIC-SCAN-06170	SEL SteelCentral NetShark 6170 license	\$12,308.00	ĸ	31%	\$8,492.52	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5	LIC-SCAN-SFED20	SEL NetSharkVE SteelFusionEdge2100, 2200	\$2,209.00	K	31%	\$1,524.21	\$0.00	\$0.00	\$0.00				RIVERBED
5	LIC-SCAN-SFED30	SEL NetSharkVE SteelFusionEdge3100	\$3,194.00	K	31%	\$2,203.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	LIC-SCAN-SFED40	SEL NetSharkVE SteelFusionEdge3200, 5100	\$6,148.00	K	31%	\$4,242.12	\$0.00	\$0.00	\$0.00				RIVERBED
5	LIC-SCC-1000	SELLic SCC1000incl bundled20 Appliances	\$1,108.00	K	31%	\$764.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED

March Marc						N	IVP LEVEL 1		NVP MAINTENA	NCE AND WA	RRANTY UPGRADE	NET PRICE		
Section Control Cont	BAND	SKU	DESCRIPTION				NVP LEVEL 1 NET PRICE	ANNUAL		ANNUAL			RENEWAL	THIRD PARTY PRODUCT PARTNER
Str. Co.	5	LIC-SCFG-2270-F1				31%		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
S. C.														
Section Comparison Compar														
Section Company Comp														
Section Company Comp														
S LC-SCHE-GY-F2 Els Seachers Not Engines Les (20 February 19 15 16 00														
STATE The State Annual Programs of the St					K									
S			SEL SteelCentral NetExpress Lic 60K FPM	\$45,538.00	K	31%	\$31,421.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		
S													,	
Second Content of the Content of t														
Colored Colo														
Column C														
S. LI-SCHP-2771-83 Bit Section and Provided in Court PPM \$106.21 also \$10.0 \$10.														
S LOS-CONF-2779-8 St. Statistic relationship of the property of the prop														
S. LICESCHA-2079-65 S. LICESCHA-2079-67														
SECONDAY OF SECO						31%		\$0.00						
CL-SCAPEZ/COPET SEL Send-math/refriefferferforp/DFL S0.00 K 31% \$4.500.87 \$0.00														
CL-SCM-WIZTEFFT EL-SemCentheler/Hollester/SCML CL-SCM-WIZTEFFT EL-SEMCENTARY SELECTION S														
C. G-CH-VIT-COIN SEL SIGNED SEL SECRET STATE PROBLEMENT STATE SEL SECRET STATE PROBLEMENT STATE SEL SECRET STATE PROBLEM SEL SECRET STATE PROBLEM SEL SECRET STATE PROBLEM SEL SECRET STATE														
CL-SCHW-VI-SDN SEL SON Lonear of SCHW-VI-SDN SEL 48.00 K 31% SH-24P.12 SL0.00 S0.00														
LC-SCPS-002 SEL SCPS LICENSE ON SES SERIES \$4,302.00 X 311/4 \$1,893.95 \$0.00														
Control Cont														
Control Cont														
Column C	5	LIC-SCPS-006	SEL SCPS Lic EX1160/SFED2100/2200											
CL-SEPS-2009 SEL SCPS License on 1559/3070 Series 10.455.00 K 31% \$7213.95 \$0.00	5	LIC-SCPS-006E	SEL EVAL SCPS LICENSE ON 1160 SERIES	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
LIC-SEPS-009 SEL SCP's License on 50505/970 Series \$16,378.00 K 311/4 \$28,0002 \$3.00 \$					K									
Str. LIC-SEPG-9101 SEL SCPS LICENSE (758-7070)X8000 Senses \$40,090.0 K 311/4 \$3,000 Senses \$40,090.0 K 311/4 \$3,000 Senses \$40,090.0 K 311/4 \$3,000 Senses \$40,090.0 \$0.00 Senses \$40,090.0 \$0.00 Senses \$40,090.0 \$10,00 Senses \$40,090.0 \$														
LIC-SPER-3900.02 SEL LIC-SPER-3900.02 S														
5 LIC-SFCR-3500-C2 SEL LIC SFCR-3500-C2 SEL LIC SFCR-3500-C3 SO 0 S														
S LIC-SFC-3500-C2 SEL LIG SFC-3500 LCS, 100 TB, 300 LWN \$46,148.00 \$3.00 \$3.00 \$0.00 \$														
S LIC-SFED-2100-W SEL IG-SFED-2100-W SEL IG-SFED-3100-W SEL														
S LIC-SFED-210-WI SEL LIC SFED-210-WI														
SEL LIC-SFED-2004W SEL LIC-SFED-2004W SEL LIC-SFED-2004W SEL SFED-2009 (A SEL SFED-2004W														
SEL LIC-SFED-2200-WIG SEL LIC-SFED-2200 W1 1500cms, 20Mbps S1,2308.00 K 31% S4,246.6 S0.00	5	LIC-SFED-2100-W2	SEL LIC SFED2100 W2 2500 cxns, 30Mbps	\$14,769.00	K	31%	\$10,190.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
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Strick Continue Set LIC Set Se														
5 LIC-SFED-3100-W1 SEL LIC SFED310W 2500 Cms, 30Mbps \$12,308.00 K 31% \$8,492.52 \$0.00 \$0.0														
5 LIC-SFED-3100-W2 SEL LIC SFED310W X 5000 cms, 50Mbps \$3,846.00 K 31% \$23,85374 \$0.00 \$0.														
5 LIC-SFED-3100-W3 SEL LIC SFED320W S10000 xss, 5000bps \$33,846.00 K 31% \$0.00														
5 LIC-SFED-3200-WI SEL LIC SFED3200 V2 SEL LIC SFED3200 W2 SEL LIC SFED3200 W2 SEL LIC SFED3200 W3 SOURMS SOMBDS \$27,077.0 K 31% \$18,683.13 \$0.00 \$0.0	5	LIC-SFED-3100-W3	SEL LIC SFED3100 W3 10000 cxns, 100Mbps	\$33,846.00	K	31%	\$23,353.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 LIC-SFED-3200-W2 SEL LIC SFED3200 W3 5000 cms, 50Mbps \$27,077.00 K 31% \$18,683.13 \$0.00	5				K									RIVERBED
5 LIC-SFED-3200-W3 \$EL LIC SFED-3200 W3 1000 cms, 100Mpps \$93,935.00 \$1,00 \$0.00<														
5 LIC-SFED-5100-W0 SEL LIC SFED5100 W0 BlockStream 50Mbps \$0.00 K 31% \$0.00 \$0														
5 LIC-SFED-5100-W1 SEL LIC SFED5100 W1 5000 cxns, 50Mbps \$18,462.00 K 31% \$12,738.78 \$0.00														
5 LIC-SFED-5100-W2 SEL LIC SFED5100 W2 10000 cxns, 100Mbps \$30,769.00 K 31% \$21,230.61 \$0.00 \$0.														
5 M-LICSCAN-SFED20 SEL SuppriNSharkVE SIFusionEdg2100, 2200 \$317,00 K 31% \$218,73 \$0.00														
5 NIC-001-2TX SEL 2PÖRT1GBE TX COPPER NĪC-VSH USE O \$1,838.00 K 31% \$1,268.22 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED \$1 NIC-002-4TX SEL 4PORT1GBE TX COPPER NĪC EX560/760/V: \$3,992.00 K 31% \$2,754.48 \$0.00														
5 NIC-003-4TX SEL 4P 1GBE TX NIC CX;EX (SPARE) \$3,992.00 K 31% \$2,754.48 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED \$1,0003-4TX-C SEL 4P 1GBE TX COPPER NIC \$3,194.00 K 31% \$2,203.86 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED \$1,0003-4TX-C SEL EVAL 4-PORT 1GBE TX COPPER NIC \$3,194.00 K 31% \$2,203.86 \$0.00 \$0	5	NIC-001-2TX			K	31%	\$1,268.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 NIC-003-4TX-C SEL 4P1GBE TX COPPER NIC \$3,194.00 K 31% \$2,203.86 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED \$0.00 \$0	5	NIC-002-4TX	SEL 4PORT1GBE TXCOPPER NIC EX560/760/V	\$3,992.00	K	31%	\$2,754.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 NIC-003-4TXEC SEL EVAL 4-PORT 1GBE TX COPPER NIC \$3,194.00 K 31% \$2,203.86 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED \$10.004-4SX SEL 4P 1GBE SX MULTI MDE NIC-CX;EX(SPARE \$19,992.00 K 31% \$11,035.86 \$0.00 \$														
5 NIC-004-4SX SEL 4P 1GBE SX MULTI MDE NIC-CX;EX(SPARE \$19,992.00 K 31% \$13,794.48 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED \$10.004-4SX-C SEL 4-PORT 1GBE SX MULTI MODE FIBER NIC \$15,994.00 K 31% \$11,035.86 \$0.00														
5 NIC-004-4SX-C SEL 4-PORT 1GBE SX MULTI MODE FIBER NIC \$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 \$10,005.4LX SEL 4P 1GBE LX SGLE MDE NIC-CXEX(SPARE \$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 \$10,005.4LX SEL 4-PORT 1GBE LX SINGLE MODE FIBER NIK \$18,455.00 K 31% \$15,917.61 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED \$10,005.4LX SEL 2-PORT 1GBE LX SINGLE MODE FIBER NIK \$18,455.00 K 31% \$18,040.74 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED \$10,005.4LX SEL 2-PORT 1GBE LX SINGLE MODE FIBER NIK \$14,400.74 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED \$10,005.2LR SEL 2-PORT 10GBE LR Fiber NIC- Gen 2 \$20,917.00 K 31% \$14,432.73 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED \$10,005.2LR SEL 2-PORT 10GBE LR Fiber NIC-Gen2 \$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 \$10,005.2LR SEL 2-PORT 10GBE SR MultiMode Fiber NIC-Gen2 \$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 \$10,005.2LR SEL 2-PORT 10GBE SR MultiMode Fiber NIC-Gen2 \$16,609.00 K 31% \$14,400.21 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED \$10,005.2LR SEL 2-PORT 10GBE SR MultiMode Fiber NIC-Gen2 \$16,609.00 K 31% \$11,400.21 \$0.00														
5 NIC-005-4LX SEL 4P 1GBE LX SGLE MDE NIC-CX;EX(SPARE \$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 RIVERBED \$10.005-4LX-C SEL 4-PORT 1GBE LX SINGLE MODE FIBER NIK \$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 RIVERBED \$10.007-2LR SEL 2-PORT 1GBE LX SINGLE MODE FIBER NIK \$18,455.00 K 31% \$18,040.74 \$0.00														
5 NIC-005-4LX-C SEL 4-PORT 1GBE LX SINGLE MODE FIBER NIK \$18,455.00 K 31% \$12,733.95 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED \$10.000 \$10.00 RIVERBED \$10.000 \$10.00 \$10					K	i		11 11	11 11	1111	11.11	11 11	11 11	
5 NIC-007-2LR SEL 2-port 10GbE LR Fiber NIC- Gen 2 Spr \$26,146.00 K 31% \$18,040.74 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED \$0.0					ĸ									
5 NIC-007-2LR-C SEL 2-port 10GbE LR Fiber NIC- Gen 2 \$20,917.00 K 31% \$14,432.73 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED \$1,000 RIVERBED \$1,0														
5 NIC-008-2SR SEL 2P10GbE SR MultiModeFiberNIC-Gen2Spr \$20,762.00 K 31% \$14,325.78 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED \$10,000 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED \$10,000 \$0.														
5 NIC-009-2XF SEL 2P 10G FIBER (LR;SR) REQUIRES SFP'S \$19,992.00 K 31% \$13,794.48 \$0.00 \$0			SEL 2P10GbE SR MultiModeFiberNIC-Gen2Spr	\$20,762.00	K	31%	\$14,325.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 NIC-009-2XF-C SEL 2-PORT 10G FIBER (LR; SR) SFP+ \$15,994.00 K 31% \$11,035.86 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00														
5 NIC-01G-2LX SEL 2-PORT 1GBE LX NIC (XXS0) SPARE \$7,495.00 K 31% \$5,171.55 \$0.00 \$0														
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 RIVERBED 5 NIC-01G-2SX SEL 2-PORT 1GBE SX NIC (XX50) SPARE \$6,495.00 K 31% \$4,481.55 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED														
5 NIC-01G-2SX SEL 2-PORT IGDE SA NIC (XX50) 3PARE \$0,495.00 N 3176 \$4,401.55 \$0.00 \$														
5 NIC-01G-4LX SEL 4-PORT IGBE LX NIC (XX50) SPARE \$14,995.00 K 31% \$10,346.55 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00														

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WA	RRANTY UPGRADE	NET PRICE]
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	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				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		\$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	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		RIVERBED
5 5	NIC-01G-4TX NIC-01G-4TX-C	SEL 4-PORT 1GBE TX NIC (XX50) SPARE SEL 4-PORT 1GBE TX NIC (XX50) ADD-ON	\$3,446.00	K	31%	\$1,790.55 \$2,377.74	\$0.00 \$0.00	\$0.00	\$0.00		\$0.00) RIVERBED) RIVERBED
5	NIC04-4SX-E-C	SEL EVAL 4P 1GBE SX MULT MODE FIBER NIC		K	31%	\$11,035.86	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5	NIC05-4LX-E-C	SEL EVAL 4P 1GBE LX SINGLEMODE FIBER NIC		K	31%	\$12,733.95	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5	NIC-1-001G-2LXBP	SEL Dual 1 GbE Fiber LX	\$9,225.00	K	31%	\$6,365.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	NIC-1-001G-2SXBP	SEL Dual 1 GbE Fiber SX	\$7,994.00	K	31%	\$5,515.86	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5	NIC-1-001G-4LXBP	SEL Quad 1 GbE Fiber LX	\$18,455.00	K	31%	\$12,733.95	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5 5	NIC1-001G-4SFP-C NIC-1-001G-4TX	SEL Quad 1 GbE Fiber SFP SEL Quad 1 GbE Copper Base-T	\$10,455.00 \$2,086.00	K K	31% 31%	\$7,213.95 \$1,439.34	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		RIVERBED
5	NIC-1-001G-4TXBP	SEL Quad 1 GbE Copper Base-1	\$2,702.00	K	31%	\$1,864.38	\$0.00	\$0.00	\$0.00		\$0.00) RIVERBED) RIVERBED
5	NIC-1-001G-4TXBI	SEL Quad 1 GbE Copper Base-1	\$2,086.00	K	31%	\$1,439.34	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5	NIC-1-010G-2LRBP	SEL Dual 10 GbE Fiber LR	\$20,917.00	K	31%	\$14,432.73	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5	NIC-1-010G-2SFPP	SEL Dual 10 GbE Fiber SFP+	\$11,686.00	K	31%	\$8,063.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5		SEL Dual 10 GbE Fiber SFP+	\$11,686.00	K	31%	\$8,063.34	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5		SEL Dual 10 GbE Fiber SR	\$16,609.00	K	31%	\$11,460.21	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5 5	NIC-1-010G-2TX NIC-1-010G-2TX-C	SEL Dual 10 GbE Copper Base-T SEL Dual 10 GbE Copper Base-T	\$7,378.00 \$7,378.00	K K	31% 31%	\$5,090.82 \$5,090.82	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		RIVERBED RIVERBED
5 5		SEL Quad 10 GbE Copper base-1	\$17,840.00	K	31%	\$12,309.60	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5	NIC-1-010G-4TX	SEL Quad 10 GbE Copper Base-T	\$6,148.00	ĸ	31%	\$4,242.12	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5	NIC-1-010G-4TX-C	SEL Quad 10 GbE Copper Base-T	\$6,148.00	K	31%	\$4,242.12	\$0.00	\$0.00	\$0.00		\$0.00		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	\$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		\$0.00		RIVERBED
5	NIC-CSK210G-C	SEL 2P10GBE FIBER NIC-CSK ADD ON-REQ SF		K	31%	\$11,035.86	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5	NIC-CSK-2TX-C NIC-CSK-4TX-C	SEL 2PORT 1GBE TX CAPTURE NIC-CSK ADD (K	31% 31%	\$1,693.95	\$0.00	\$0.00	\$0.00 \$0.00		\$0.00 \$0.00		RIVERBED
5 5	PWS-001-C	SEL 4PORT 1GBE TX CAPTURE NIC-CSK ADD (SELECT ADD ON POWER SUPPLY FOR SH105(K K	31%	\$2,543.34 \$276.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00		\$0.00		RIVERBED RIVERBED
5	SAN-001-C	SEL SAN ATTACHED STORAGE CONN (CAP;C/		ĸ	31%	\$12,733.95	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5		SEL 1U8TBBaseSteelCentNetSharkappl2170-C	\$25,846.00	ĸ	31%	\$17,833.74	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5	SCAN-4170-B010-C	SEL 2U32TB,BaseSteelCentNetShark4170cfg	\$89,231.00	K	31%	\$61,569.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5		SEL 2UBaseStlCentNetShark6170Creq1SCANSU		K	31%	\$55,200.00	\$0.00	\$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		\$0.00		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		\$0.00 \$0.00) RIVERBED) RIVERBED
5		SEL SCC Add StHd Mgnt Lic 10-pack (1-4)	\$3,077.00	K	31%	\$2,123.13	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5		SEL SCC Add StHd Mgnt Lic 10-pack (5-19)	\$2,462.00	ĸ	31%	\$1,698.78	\$0.00	\$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		\$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		\$0.00		RIVERBED
5		SEL SCC Add StHd Mgnt Lic 10-pk (95-194)	\$923.00	K	31%	\$636.87	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5		SEL SCC Add StHd Mgnt Lic 10-pk (195 up)	\$677.00	K	31%	\$467.13	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5 5	SCFG-02270-B010 SCFG-VE-F1	SEL SteelCentrl Flow Gatewy SCFG2270B010 SEL SteelCentralFlow GatewayVirEd,15KFPM	\$24,609.00 \$3,686.00	K K	31% 31%	\$16,980.21 \$2,543.34	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		RIVERBED RIVERBED
5	SCFG-VE-F10	SEL SteelCentrlFlow GatewayVirEdit,2MFPM	\$129,225.00	K	31%	\$89,165.25	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5	SCFG-VE-F2	SEL SteelCentralFlow GatewayVirEd,30KFPM	\$7,378.00	ĸ	31%	\$5,090.82	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5	SCFG-VE-F3	SEL SteelCentralFlow GatewayVirEd,60KFPM	\$12,302.00	K	31%	\$8,488.38	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5	SCFG-VE-F4	SEL SteelCentralFlow GatewayVirEd,90KFPM	\$18,455.00	K	31%	\$12,733.95	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5	SCFG-VE-F5	SEL SteelCentralFlowGatewayVirEd,200KFPM	\$22,148.00	K	31%	\$15,282.12	\$0.00	\$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 5	SCFG-VE-F7 SCFG-VE-F8	SEL SteelCentralFlowGatewayVirEd,600KFPM SEL SteelCentralFlowGatewayVirEd,800KFPM	\$59,071.00 \$73,840.00	K K	31% 31%	\$40,758.99 \$50,949.60	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00) RIVERBED) RIVERBED
5	SCFG-VE-F9	SEL SteelCentrlFlow GatewayVirEdit,1MFPM	\$86,148.00	K	31%	\$59,442.12	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5	SCNE-470-B010-C	SEL SteelCentral NetExpress SCNE470-B10C	\$27,071.00	K	31%	\$18,678.99	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5	SCNE-VE-00470-F1	SEL SteelCentralNetExpressVirEdit,15KFPM	\$24,609.00	K	31%	\$16,980.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	SCNE-VE-00470-F2	SEL SteelCentralNetExpressVirEdit,30KFPM	\$40,609.00	K	31%	\$28,020.21	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5	SCNE-VE-00470-F3	SEL SteelCentralNetExpressVirEdit,60KFPM	\$66,455.00	K	31%	\$45,853.95	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5		SEL SteelCentralNetExpressVirEdit,90KFPM	\$91,071.00	K	31%	\$62,838.99	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5	SCNE-VE-00470-F5 SCNP-02270-B010	SEL SteelCentralNetExpressVirEd,120KFPM SEL SteelCentrl NetProfiler SCNP2270B010	\$108,302.00 \$116,302.00	K K	31% 31%	\$74,728.38 \$80,248.38	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00) RIVERBED) RIVERBED
5	SCNP-2270-B10-C	SEL SteelCentralNetProfiler SCNP2270B10C	\$116,302.00	K	31%	\$80,248.38	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5		SEL SteelCentrlNetProfilrEnterprANModule	\$169,471.00	ĸ	31%	\$116,934.99	\$0.00	\$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	\$0.00	\$0.00		RIVERBED
5	SCNP-4270-DB-B20	SEL SteelCentrlNetProfilrEnterprDBModule	\$70,886.00	K	31%	\$48,911.34	\$0.00	\$0.00	\$0.00		\$0.00	Ψ0.00	RIVERBED
5		SEL SteelCntl Dispatch Enterprise Proflr	\$58,702.00	K	31%	\$40,504.38	\$0.00	\$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		\$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		RIVERBED
5 5	SCNP-4270-01-B10 SCNP-VE-F1	SEL SteelCentriNetProfilerVirEdit,15KFPM	\$52,917.00 \$11,071.00	K K	31%	\$36,512.73 \$7,638.99	\$0.00	\$0.00	\$0.00		\$0.00 \$0.00) RIVERBED) RIVERBED
5	SCNP-VE-F10	SEL SteelCentralNetProfilerVirEdit, 13RFPM	\$406,148.00	K	31%	\$280,242.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	SCNP-VE-F2	SEL SteelCentrlNetProfilerVirEdit,30KFPM	\$22,148.00	ĸ	31%	\$15,282.12	\$0.00	\$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		\$0.00	\$0.00	RIVERBED
5	SCNP-VE-F4	SEL SteelCentrlNetProfilerVirEdit,90KFPM	\$60,302.00	K	31%	\$41,608.38	\$0.00	\$0.00	\$0.00				RIVERBED
5	SCNP-VE-F5	SEL SteelCentralNetProfilerVirEd,200KFPM	\$92,302.00	K	31%	\$63,688.38	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5 5	SCNP-VE-F6	SEL SteelCentralNetProfilerVirEd,400KFPM	\$135,378.00	K K	31%	\$93,410.82	\$0.00	\$0.00	\$0.00				RIVERBED
э	SCNP-VE-F7	SEL SteelCentralNetProfilerVirEd,600KFPM	\$196,917.00	r\	31%	\$135,872.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	φυ.υφ	RIVERBED

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WA	RRANTY UPGRADE	NET PRICE		
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	SCNP-VE-F8	SEL SteelCentralNetProfilerVirEd,800KFPM	\$233,840.00	K	31%	\$161,349.60	\$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	\$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	\$0.00 \$0.00	\$0.00 \$0.00			RIVERBED RIVERBED
5	SCPS-004	SEL SCPS on Steelhead 2050 Series	\$10,455.00	K	31%	\$7,213.95	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	SCPS-005	SEL SCPS on Steelhead 5050 Series	\$15,378.00	ĸ	31%	\$10,610.82	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	SCPS-006	SEL SCPS on Steelhead 6050 Series	\$30,148.00	K	31%	\$20,802.12	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	SCPS-007	SEL SCPS on Steelhead 7050 Series	\$40,609.00	K	31%	\$28,020.21	\$0.00	\$0.00	\$0.00	\$0.00			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	\$4,302.00	K K	31% 31%	\$2,968.38	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00			RIVERBED
5 5	SCPS-VCX-005 SCPS-VSH-001	SEL SCPS on Virtual Steelhd 1555 Series SEL SCPS on Virtual Steelhead 250 Series	\$10,455.00 \$1,225.00	K	31%	\$7,213.95 \$845.25	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00			RIVERBED 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	SCPS-VSH-003	SEL SCPS on Virtual Steelhd 1050 Series	\$4,302.00	ĸ	31%	\$2,968.38	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	SCPS-VSH-004	SEL SCPS on Virtual Steelhd 2050 Series	\$10,455.00	K	31%	\$7,213.95	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	SCPS-VSH-01A	SEL SCPS on Virtual Steelhead 150 Series	\$1,225.00	K	31%	\$845.25	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	SFCR-3500-B010	SEL SteelFusion Core, SFCR3500	\$40,000.00	K	31%	\$27,600.00	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL SteelFusion Core, SFCR3500	\$40,000.00	K	31%	\$27,600.00	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	SFED-2100-B010	SEL SteelFusion Edge SFED 2100	\$19,686.00	K	31% 31%	\$13,583.34	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5 5	SFED-2100-B010-C SFED-2200-B010	SEL SteelFusion Edge SFED 2100-C SEL SteelFusion Edge SFED 2200	\$19,686.00 \$30,763.00	K K	31%	\$13,583.34 \$21,226.47	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			RIVERBED RIVERBED
5	SFED-2200-B010-C	SEL SteelFusion Edge SFED 2200-C	\$30,763.00	ĸ	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	ĸ	31%	\$33,965.25	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5			\$49,225.00	K	31%	\$33,965.25	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	SFED-3200-B010	SEL SteelFusion Edge SFED 3200	\$73,840.00	K	31%	\$50,949.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	SFED-3200-B010-C	SEL SteelFusion Edge SFED 3200-C	\$73,840.00	K	31%	\$50,949.60	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	SFED-5100-B010	SEL SteelFusion Edge SFED 5100	\$116,917.00	K	31%	\$80,672.73	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5 5	SFED-5100-B010-C SFP-003-LR	SEL SteelFusion Edge SFED 5100-C	\$116,917.00	K K	31% 31%	\$80,672.73	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5 5	SFP-003-LR SFP-004-SR	SEL Long Reach 10GbE SFP+ module SEL Short Reach 10GbE SFP+ module	\$1,785.00 \$1,046.00	K K	31%	\$1,231.65 \$721.74	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			RIVERBED RIVERBED
5	SFP-005-TX	SEL Copper 1GbE SFP module	\$615.00	K	31%	\$424.35	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	SFP-006-LX	SEL Long haul 1GbE fiber SFP module	\$732.00	K	31%	\$505.08	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	SFP-007-SX	SEL Short haul 1GbE fiber SFP module	\$486.00	K	31%	\$335.34	\$0.00	\$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	SMC-U-10-10	SELECT 10 SH MOBILE USER LIC (1001-2000)	\$1,452.00	K	31%	\$1,001.88	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	SMC-U-10-11	SELECT 10 SH MOBILE USER LIC (2001-5000)	\$1,415.00	K	31%	\$976.35	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5 5	SMC-U-10-2 SMC-U-10-3	SELECT 10 SH MOBILE USER LIC (2-3) SELECT 10 SH MOBILE USER LIC (4-10)	\$2,425.00 \$2,400.00	K K	31% 31%	\$1,673.25 \$1,656.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			RIVERBED RIVERBED
5	SMC-U-10-4	SELECT 10 SH MOBILE USER LIC (4-10)	\$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	ĸ	31%	\$1,401.39	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	SMC-U-10-6	SELECT 10 SH MOBILE USER LIC (51-100)	\$1,969.00	ĸ	31%	\$1,358.61	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	SMC-U-10-7	SELECT 10 SH MOBILE USER LIC (101-200)	\$1,908.00	K	31%	\$1,316.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	SMC-U-10-8	SELECT 10 SH MOBILE USER LIC (201-500)	\$1,538.00	K	31%	\$1,061.22	\$0.00	\$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	\$0.00			RIVERBED
5	SMC-VRT-V100	SEL VirtualSMC manage10 concurrent users	\$7,378.00	K	31%	\$5,090.82	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5 5	TRC-1-SFP-LX-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 5	TRC-1-SFPP-DAC-C	SEL SFP+ - 10GbE LR	\$302.00	K	31%	\$200.30	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	TRC-1-SFPP-LR-C	SEL SFP+ - 10GbE LR	\$1,471.00	ĸ	31%	\$1,014.99	\$0.00	\$0.00	\$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	\$0.00			RIVERBED
5	TRC-1-SFPP-SR-C	SEL SFP+ - 10GbE SR	\$855.00	K	31%	\$589.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	TRC-1-SFP-SX-C	SEL SFP - 1GbE SX	\$240.00	K	31%	\$165.60	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	UCXPL-T-P	SEL STEELCNTRL UCEXPENTPHONELIC-BASE		K	31%	\$25.53	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL Upgrade LIC-SFCR-03500-C1 to C2	\$11,323.00	K	31%	\$7,812.87	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5 5		SEL Upgrade LIC-SFCR-03500-C1 to C3 SEL Upgrade LIC-SFCR-03500-C2 to C3	\$42,462.00 \$31,138.00	K K	31% 31%	\$29,298.78 \$21,485.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			RIVERBED RIVERBED
5		SEL Upgrade LIC-SFED-02100-W0 to W1	\$5,662.00	K	31%	\$3,906.78	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL Upgrade LIC-SFED-02100-W0 to W2	\$16,985.00	ĸ	31%	\$11,719.65	\$0.00	\$0.00	\$0.00				RIVERBED
5		SEL Upgrade LIC-SFED-02100-W0 to W3	\$33,969.00	ĸ	31%	\$23,438.61	\$0.00	\$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	\$0.00	\$0.00	\$0.00	RIVERBED
5		SEL Upgrade LIC-SFED-02100-W1 to W3	\$28,308.00	K	31%	\$19,532.52	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	RIVERBED
5		SEL Upgrade LIC-SFED-02100-W2 to W3	\$16,985.00	K	31%	\$11,719.65	\$0.00	\$0.00	\$0.00				RIVERBED
5		SEL Upgrade LIC-SFED-02200-W0 to W1	\$7,077.00	K	31%	\$4,883.13	\$0.00	\$0.00	\$0.00	\$0.00	7	+	RIVERBED
5		SEL Upgrade LIC-SFED-02200-W0 to W2	\$14,154.00	K	31% 31%	\$9,766.26	\$0.00	\$0.00					RIVERBED
5 5		SEL Upgrade LIC-SFED-02200-W0 to W3 SEL Upgrade LIC-SFED-02200-W1 to W2	\$35,385.00 \$7,077.00	K K	31%	\$24,415.65 \$4,883.13	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			RIVERBED RIVERBED
5 5		SEL Upgrade LIC-SFED-02200-W1 to W2 SEL Upgrade LIC-SFED-02200-W1 to W3	\$28,308.00	K	31%	\$4,003.13 \$19,532.52	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL Upgrade LIC-SFED-02200-W1 to W3	\$21,231.00	K	31%	\$14,649.39	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL Upgrade LIC-SFED-03100-W0 to W1	\$14,154.00	ĸ	31%	\$9,766.26	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	U-SFED3100-W0-W2	SEL Upgrade LIC-SFED-03100-W0 to W2	\$28,308.00	K	31%	\$19,532.52	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	RIVERBED
5		SEL Upgrade LIC-SFED-03100-W0 to W3	\$38,923.00	K	31%	\$26,856.87	\$0.00	\$0.00	\$0.00				RIVERBED
5		SEL Upgrade LIC-SFED-03100-W1 to W2	\$14,154.00	K	31%	\$9,766.26	\$0.00	\$0.00	\$0.00				RIVERBED
5		SEL Upgrade LIC-SFED-03100-W1 to W3	\$24,769.00	K	31%	\$17,090.61	\$0.00	\$0.00	\$0.00				RIVERBED
5 5		SEL Upgrade LIC-SFED-03100-W2 to W3 SEL Upgrade LIC-SFED-03200-W0 to W1	\$10,615.00 \$11,323.00	K K	31% 31%	\$7,324.35 \$7,812.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
Э	0-3FED3200-W0-W1	OLL OPPIACE LIC-OFED-USZUU-WU (U W I	φ11,323.00	^	3170	\$1,012.87	\$0.00	φυ.υυ	φυ.υ0	φυ.υφ	φυ.υσ	φυ.υφ	INIVERDED

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAI	RRANTY UPGRADE	NET PRICE		
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	U-SFED3200-W0-W2	SEL Upgrade LIC-SFED-03200-W0 to W2	\$31,138.00	K	31%	\$21,485.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5		SEL Upgrade LIC-SFED-03200-W0 to W3	\$45,292.00	K	31%	\$31,251.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5		SEL Upgrade LIC-SFED-03200-W1 to W2	\$19,815.00	K	31%	\$13,672.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5		SEL Upgrade LIC-SFED-03200-W1 to W3	\$33,969.00	K	31%	\$23,438.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5		SEL Upgrade LIC-SFED-03200-W2 to W3	\$14,154.00	K	31%	\$9,766.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5		SEL Upgrade LIC-SFED-05100-W0 to W1	\$21,231.00	K	31%	\$14,649.39	\$0.00	\$0.00	\$0.00	\$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	K K	31% 31%	\$24,415.65	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED
5 5	VCX-1555-H	SEL Virtual Steelhead 1555 High	\$14,154.00 \$42,825.00	K	31%	\$9,766.26 \$29,549.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED RIVERBED
5	VCX-1555-H VCX-1555-L	SEL Virtual Steelhead 1555 Low	\$29,778.00	K	31%	\$29,546.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	VCX-1555-M	SEL Virtual Steelhead 1555 Mid	\$38,394.00	ĸ	31%	\$26,491.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	VCX-5055-H	SEL Virtual Steelhead 5055 High	\$113,225.00	ĸ	31%	\$78,125.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	VCX-5055-M	SEL Virtual Steelhead 5055 Mid	\$73,594.00	K	31%	\$50,779.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	VCX-555-H	SEL Virtual Steelhead 555 High	\$12,917.00	K	31%	\$8,912.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	VCX-555-M	SEL Virtual Steelhead 555 Mid	\$9,348.00	K	31%	\$6,450.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		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	\$0.00		RIVERBED
5	VCX-7055-M	SEL Virtual Steelhead 7055 Mid	\$203,809.00	K	31%	\$140,628.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	VCX-755-H	SEL Virtual Steelhead 755 High	\$22,763.00	K	31%	\$15,706.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	VCX-755-L VCX-755-M	SEL Virtual Steelhead 755 Low	\$14,517.00	K K	31% 31%	\$10,016.73	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED
5	VGC-1000-L	SEL Virtual Steelhead 755 Mid SEL Virtual SteelFusion Core VGC 1000-L	\$16,978.00 \$17,225.00	K	31%	\$11,714.82 \$11,885.25	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED RIVERBED
5	VGC-1000-E	SEL Virtual SteelFusion Core VGC 1000-E	\$23,378.00	ĸ	31%	\$16,130.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	VGC-1000-U	SEL Virtual SteelFusion Core VGC 1000-U	\$9,840.00	ĸ	31%	\$6,789.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	VGC-1500-L	SEL Virtual SteelFusion Core VGC 1500-L	\$29,532.00	K	31%	\$20,377.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	VGC-1500-M	SEL Virtual SteelFusion Core VGC 1500-M	\$40,609.00	K	31%	\$28,020.21	\$0.00	\$0.00	\$0.00	\$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	\$0.00		RIVERBED
5	VSK-00200	SEL Virtual Cascade Shark 200-1 TB Disk	\$6,763.00	K	31%	\$4,666.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	VSK-00400	SEL Virtual Cascade Shark 400-2 TB Disk	\$12,302.00	K	31%	\$8,488.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	XFP-001-LR	SEL Long Reach 10GbE fiber XFP module	\$1,662.00	K	31%	\$1,146.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	XFP-002-SR 300068-001R	SEL Short Reach 10GbE fiber XFP module SEL VX-1000 1 YR SUBSCRIPT RENEW INC MN	\$1,169.00	K	31% 31%	\$806.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	300069-001R	SEL VX-1000 1 YR SUBSCRIPT RENEW INC MIN SEL VX-2000 1 YR SUBSCRIPT RENEW INC MIN		K K	31%	\$863.19 \$3,458.97	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SILVER PEAK SILVER PEAK
5	300070-001R	SEL VX-3000 1 YR SUBSCRIPT RENEW INC MIN		K	31%	\$6,921.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK
5	300071-001R	SEL VX-5000 1 YR SUBSCRIPT RENEW INC MN		ĸ	31%	\$9,949.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK
5	300072-001R	SEL VRX-8 1 YR SUBSCRIPT RENEWAL INC MN		ĸ	31%	\$30,287.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK
5	300088-001	SEL VX-500 1 YR SUBSCRIPTION INC MNT	\$624.00	K	31%	\$430.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK
5	300088-001R	SEL VX-500 1 YR SUBSCRIPT RENEW INC MNT	\$624.00	K	31%	\$430.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SILVER PEAK
5	300089-001	SEL VX-6000 1 YR SUBSCRIPTION INC MNT	\$20,691.00	K	31%	\$14,276.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SILVER PEAK
5	300089-001R	SEL VX-6000 1 YR SUBSCRIPT RENEW INC MN		K	31%	\$14,276.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK
5	300090-001	SEL VX-7000 1 YR SUBSCRIPTION INC MNT	\$30,097.00	K	31%	\$20,766.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK
5	300090-001R	SEL VX-7000 1 YR SUBSCRIPT RENEW INC MN		K	31%	\$20,766.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK
5 5	300103-001 300103-001R	SEL VX-8000 1 YR SUBSCRIPTTION INC MNT SEL VX-8000 1 YR SUBSCRIPT RENEW INC MN	\$43,895.00 \$43,895.00	K K	31% 31%	\$30,287.55 \$30,287.55	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SILVER PEAK SILVER PEAK
5 5	300103-001R 300104-001	SEL VX-9000 1 YR SUBSCRIPT RENEW INC MIN SEL VX-9000 1 YR SUBSCRIPTION INC MNT	\$62,708.00	K	31%	\$43,268.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK SILVER PEAK
5	300104-001R	SEL VX-9000 1 YR SUBSCRIPT RENEW INC MN		K	31%	\$43,268.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		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	\$0.00		SILVER PEAK
5	300105-001R	SEL VRX-2 1 YR SUBSCRIPT RENEWAL INC MN		K	31%	\$2,161.77	\$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	\$0.00	\$0.00	SILVER PEAK
5	300106-001R	SEL VRX-4 1 YR SUBSCRIPT RENEWAL INC MN		K	31%	\$6,488.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK
5	300121-001	SEL VRX-6 1 YR SUBSCRIPTION, INCL MAINT	\$20,691.00	K	31%	\$14,276.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK
5	300121-001R	SEL VRX-6 1 YR SUBSCRIPT RENEWAL INC MI		K	31%	\$14,276.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK
5 5	5000184-001 500031-001	SEL USB GIGABIT BYPASS ADAPTER SELECT NX-1700 4MBPS WAN ACCL	\$504.00 \$3,961.00	K K	31% 31%	\$347.76 \$2,733.09	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SILVER PEAK SILVER PEAK
5 5	500031-001		\$3,961.00	K K	31%		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00		SILVER PEAK SILVER PEAK
5	500032-001	SELECT NX-5700 50MBPS WAN ACCEL SELECT NX-8700 500MBPS WAN ACCL	\$147,328.00	K	31%	\$21,109.86 \$101,656.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK
5	500039-001	SELECT NX-2700 10MBPS WAN ACCEL	\$13,028.00	K	31%	\$8,989.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK
5	500041-001	SELECT NX-3700 20MBPS WAN ACCEL	\$22,661.00	ĸ	31%	\$15,636.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK
5	500042-001	SELECT NX-7700 200MBPS WAN ACCEL	\$62,328.00	K	31%	\$43,006.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK
5	500043-001	SELECT NX-9700 1GBPS WAN ACCEL	\$203,994.00	K	31%	\$140,755.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SILVER PEAK
5	500045-001	SELECT VX-5000; VIRTUAL; 50Mbps	\$29,127.00	K	31%	\$20,097.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SILVER PEAK
5	500046-001	SELECT VX-1000; VIRTUAL; 4Mbps	\$2,261.00	K	31%	\$1,560.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK
5	500048-001	SELECT VX-3000; VIRTUAL; 20Mbps	\$20,260.00	K	31%	\$13,979.40	\$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	K	31%	\$3,906.09	\$0.00	\$0.00	\$0.00	\$0.00			SILVER PEAK
5	500049-100 500049-101	SELECT UPGRD VIRTUAL GMS-10 TO GMS-25 SELECT UPGRD VIRTUAL GMS-10 TO GMS-50	\$11,333.00 \$22,667.00	K K	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
5	500049-101	SELECT VRX-8; VIRTUAL; 1GBPS; 1K FLOWS	\$22,667.00 \$79,328.00	K K	31%	\$15,640.23 \$54,736.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00		SILVER PEAK SILVER PEAK
5	500070-001	SEL NX-10700 2.5Gbps SSD 256K FLOWS FIBR	\$339,994.00	K	31%	\$234,595.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK SILVER PEAK
5	500075-001	SEL-FREE TRIAL SP 30-DAY VIRTUAL WAN OP		K	31%	\$234,393.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK
5	500113-001	SEL VX-500 VIRTUAL 2Mbps 8K FLOWS	\$1,128.00	ĸ	31%	\$778.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK
5	500114-001	SEL VX-6000 VIRTUAL 100Mbps 128K FLOWS	\$37,394.00	ĸ	31%	\$25,801.86	\$0.00	\$0.00	\$0.00	\$0.00			SILVER PEAK
5	500115-001	SEL VX-7000 VIRTUAL 200Mbps 128K FLOWS	\$54,394.00	K	31%	\$37,531.86	\$0.00	\$0.00	\$0.00	\$0.00			SILVER PEAK
5	500137-001	SEL VX-8000 VIRTUAL, 622MBPS, 256K FLOWS		K	31%	\$54,736.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK
5	500138-001	SEL VX-9000, VIRTUAL, 1GBPS, 256K FLOWS	\$113,328.00	K	31%	\$78,196.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK
5	500139-001	SEL VRX-2, VELOCITY, 60GBPH	\$5,661.00	K	31%	\$3,906.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK
5	500140-001	SEL VRX-4, VELOCITY, 300GBPH	\$16,994.00	K	31%	\$11,725.86	\$0.00	\$0.00	\$0.00	\$0.00			SILVER PEAK
5	500163-001	SEL NX-11700, 5Gbps SSD 512K FLOWS FIBER	\$453,328.00	К	31%	\$312,796.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	φυ.00	SILVER PEAK

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WA	RRANTY UPGRADE	NET PRICE		
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	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			SILVER PEAK
5	500180-001	SEL VRX-6, VELOCITY, 300Mbps	\$37,394.00	K	31%	\$25,801.86	\$0.00	\$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	K K	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 10001+	\$24.00	K	31%	\$16.56	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	SB365-10001-3Y	SEL Spanning 3Y O365 Base 10001+	\$64.80	ĸ	31%	\$44.71	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	SB365-10001-3Y-P	SEL Spanning 3Y O365 Base 10001+ PRORTD	\$1.80	K	31%	\$1.24	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	SB365-10001-P	SEL Spanning O365 Base 10001+PRORTD	\$2.00	K	31%	\$1.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	SB365-1-3Y	SEL Spanning 3Y O365 Base 1-500	\$129.60	K	31%	\$89.42	\$0.00	\$0.00	\$0.00				SPANNING
5	SB365-1-3Y-P	SEL Spanning 3Y O365 Base 1-500 PRORTD	\$3.60	K	31%	\$2.48	\$0.00	\$0.00	\$0.00				SPANNING
5 5	SB365-1-P SB365-2001	SEL Spanning O365 Base 1-500 PRORATION SEL Spanning O365 Base 2001-5000	\$4.00 \$33.60	K K	31% 31%	\$2.76 \$23.18	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPANNING SPANNING
5	SB365-2001-3Y	SEL Spanning 3Y O365 Base 2001-5000	\$90.72	K	31%	\$62.60	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	SB365-2001-3Y-P	SEL Spanning 37 O365 Base 2001-3000 SEL Spanning 3Y O365 Base 2001-5KPRORTD	\$2.52	K	31%	\$1.74	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	SB365-2001-P	SEL Spanning O365 Base 2001-5000 PRORTD	\$2.80	K	31%	\$1.93	\$0.00	\$0.00	\$0.00	\$0.00			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		SPANNING
5	SB365-5001-3Y	SEL Spanning 3Y O365 Base 5001-10000	\$77.76	K	31%	\$53.65	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	SB365-5001-3Y-P	SEL Spanning 3Y O365Base5001-10K PRORTD	\$2.16	K	31%	\$1.49	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	SB365-5001-P	SEL Spanning O365 Base 5001-10000 PRORTD	\$2.40	K	31%	\$1.66	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5 5	SB365-501 SB365-501-3Y	SEL Spanning O365 Base 501-2000 SEL Spanning 3Y O365 Base 501-2000	\$38.40 \$103.68	K K	31% 31%	\$26.50 \$71.54	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPANNING SPANNING
5	SB365-501-3Y-P	SEL Spanning 3Y O365 Base 501-2000 SEL Spanning 3Y O365 Base 501-2K PRORTD	\$2.88	K	31%	\$1.99	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	SB365-501-P	SEL Spanning 0365 Base 501-2K PRTD	\$3.20	ĸ	31%	\$2.21	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	SBGS-1	SEL Spanning GSuite Base 1-500	\$40.00	K	31%	\$27.60	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	SBGS-10001	SEL Spanning GSuite Base 10001+	\$20.00	K	31%	\$13.80	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	SBGS-10001-3Y	SEL Spanning 3Y GSuite Base 10001+	\$54.00	K	31%	\$37.26	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	SBGS-10001-3Y-P	SEL Spanning 3Y GSte Base 10001+ PRORTD	\$1.50	K	31%	\$1.04	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	SBGS-10001-P	SEL Spanning GSuiteBase 10001+ PRORTD	\$1.67	K	31%	\$1.15	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5 5	SBGS-1-3Y SBGS-1-3Y-P	SEL Spanning 3Y GSuite Base 1-500 SEL Spanning 3Y GSte Base 1-500 PRORTD	\$108.00 \$3.00	K K	31% 31%	\$74.52 \$2.07	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPANNING SPANNING
5	SBGS-1-31-P	SEL Spanning ST GSte Base 1-500 PRORATED	\$3.33	K	31%	\$2.30	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	SBGS-2001	SEL Spanning GSuite Base 2001-5000	\$28.00	ĸ	31%	\$19.32	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	SBGS-2001-3Y	SEL Spanning 3Y GSuite Base 2001-5000	\$75.60	K	31%	\$52.16	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	SBGS-2001-3Y-P	SEL Spanning 3Y GSte Base 2001-5K PRORTD	\$2.10	K	31%	\$1.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SBGS-2001-P	SEL Spanning GSuiteBase 2001-5000 PRORTD	\$2.33	K	31%	\$1.61	\$0.00	\$0.00	\$0.00				SPANNING
5	SBGS-5001	SEL Spanning GSuite Base 5001-10K	\$24.00	K	31%	\$16.56	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5 5	SBGS-5001-3Y SBGS-5001-3Y-P	SEL Spanning 3Y GSuite Base 5001-10K SEL Spanning 3Y GSteBase5001-10K PRORTD	\$64.80 \$1.80	K K	31% 31%	\$44.71 \$1.24	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPANNING SPANNING
5	SBGS-5001-51-F	SEL Spanning GSuite Base 5001-10K PRORTD	\$2.00	K	31%	\$1.24	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	SBGS-501	SEL Spanning GSuite Base 501-2000	\$32.00	ĸ	31%	\$22.08	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	SBGS-501-3Y	SEL Spanning 3Y GSuite Base 501-2000	\$86.40	K	31%	\$59.62	\$0.00	\$0.00	\$0.00				SPANNING
5	SBGS-501-3Y-P	SEL Spanning 3Y GSte Base 501-2K PRORTD	\$2.40	K	31%	\$1.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SBGS-501-P	SEL Spanning GSuite Base 501-2000 PRORTD	\$2.67	K	31%	\$1.84	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	SBSF-1	SEL Spanning BU Salesforce 1-50	\$48.00	K	31%	\$33.12	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	SBSF-1001	SEL Spanning BU Salesforce 1001-5000	\$28.80	K	31%	\$19.87	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5 5	SBSF-1001-3Y SBSF-1001-3Y-P	SEL Spanning BU 3Y Salesforce 1001-5000 SEL Spanning BU 3Y SFDC 1001-5K PRTD	\$77.76 \$2.16	K K	31% 31%	\$53.65 \$1.49	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPANNING SPANNING
5	SBSF-1001-P	SEL Spanning BU SFDC 1001-5K PRTD	\$2.40	K	31%	\$1.66	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	SBSF-1-3Y	SEL Spanning BU 3Y Salesforce 1-50	\$129.60	ĸ	31%	\$89.42	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	SBSF-1-3Y-P	SEL Spanning BU 3Y SFDC 1-50 PRTD	\$3.60	K	31%	\$2.48	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	SBSF-1-P	SEL Spanning BU SFDC 1-50 PRTD	\$4.00	K	31%	\$2.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SBSF-201	SEL Spanning BU Salesforce 201-1000	\$33.60	K	31%	\$23.18	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	SBSF-201-3Y	SEL Spanning BU 3Y Salesforce 201-1000	\$90.72	K	31%	\$62.60	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5 5	SBSF-201-3Y-P SBSF-201-P	SEL Spanning BU 3Y SFDC 201-1000 PRORTD SEL Spanning BU SFDC 201-1000 PRTD	\$2.52 \$2.80	K K	31% 31%	\$1.74 \$1.93	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPANNING SPANNING
5	SBSF-5001	SEL Spanning BU Salesforce 5001+	\$2.00	K	31%	\$16.56	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	SBSF-5001-3Y	SEL Spanning BU 3Y Salesforce 5001+	\$64.80	ĸ	31%	\$44.71	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	SBSF-5001-3Y-P	SEL Spanning BU 3Y SFDC 5001+ PRTD	\$1.80	K	31%	\$1.24	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	SBSF-5001-P	SEL Spanning BU SFDC 5001+ PRTD	\$2.00	K	31%	\$1.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SBSF-51	SEL Spanning BU Salesforce 51-200	\$38.40	K	31%	\$26.50	\$0.00	\$0.00	\$0.00				SPANNING
5	SBSF-51-3Y	SEL Spanning BU 3Y Salesforce 51-200	\$103.68	K	31%	\$71.54	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	SBSF-51-3Y-P	SEL Spanning BU 3Y SFDC 51-200 PRTD	\$2.88	K	31%	\$1.99	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	SBSF-51-P	SEL Spanning BU SFDC 51-200 PRTD SEL Spanning Backup for Google Apps	\$3.20 \$40.00	K	31% 31%	\$2.21 \$27.60	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPANNING SPANNING
5	SPANNING-GOOGLE SPANNING-O365	SEL Spanning Backup for Office 365	\$40.00 \$48.00	K	31%	\$33.12	\$0.00	\$0.00	\$0.00		7		SPANNING
5	SPANNING-SFDC	SEL Spanning Backup for Salesforce	\$48.00	K	31%	\$33.12	\$0.00	\$0.00	\$0.00				SPANNING
5	3136SL	SEL: CORD,PWR,N5-15 C13,18AWG,6FT	\$5.00	ĸ	31%	\$3.45	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	5500SL	SEL: CORD SET,4.5M,NEMA L6-20P	\$84.00	K	31%	\$57.96	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	6349	SEL: CABLE;OPTICAL;50U;SC-LC;10M	\$208.00	K	31%	\$143.52	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	6803SL	SEL: CORD,POWER,220V,AUSTRALIA	\$37.00	K	31%	\$25.53	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	6804SL	SEL: CORD, POWER, 220V, S. AFRICA-INDIA	\$55.00	K	31%	\$37.95	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	6805SL	SEL: CORD, POWER, 220V, UK	\$46.00	K	31%	\$31.74	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5 5	6806SL	SEL: CORD, POWER, 220V, ISRAEL	\$35.00 \$81.00	K K	31% 31%	\$24.15 \$55.89	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00				SPECTRALOGIC
5 5	6807SL 6808SL	SEL: CORD,POWER,220V,JAPAN SEL: CORD,POWER,220V,EUROPE	\$81.00 \$36.00	K K	31%	\$55.89 \$24.84	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	7029SL	SEL: CORD SET,4.5M,NEMA L6-30P	\$74.00	K	31%	\$51.06	\$0.00	\$0.00	\$0.00				SPECTRALOGIC
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					N	VP LEVEL 1		NVP MAINTENA	NCE AND WA	RRANTY UPGRADE	NET PRICE		
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	7741SL	SEL: CORD,POWER,S. AFRICA	\$20.00	K	31%	\$13.80	\$0.00	\$0.00	\$0.00				SPECTRALOGIC
5	8147SL	SEL: CORD SET,2.5M,NEMA5-15,IEC C19	\$76.00	K	31%	\$52.44	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	8289SL	SEL: CORD,PWR,N5-15 C13,14AWG,2M	\$9.00	K	31%	\$6.21	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	8296SL	SEL: CORD, POWER, C14-C13, 16AWG, 6FT	\$6.00	K K	31%	\$4.14	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRAL OCIC
5 5	8297SL 8665SL	SEL: CORD,POWER,C14-C19,14AWG,6FT SEL: CORD,POWER,60309-C19,15FT	\$21.00 \$109.00	K K	31% 31%	\$14.49 \$75.21	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	8840SL	SEL: CORD, POWER, 60309-C19, 13F1 SEL: CABLE; EX; SAS; SFF8088-SF8088; 2M	\$109.00	K	31%	\$75.21 \$133.86	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC SPECTRALOGIC
5	90879028	SEL: FRU;TAPE;CLEAN;LTO;W-BARCODE	\$56.00	K	31%	\$38.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90940740	SEL: RAMP, PYTHON, ADJUSTABLE	\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90943365	SEL: ASY.EDBA.SINGLE.PYTHON	\$35.00	K	31%	\$24.15	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90943366	SEL: FRU,EDBA,DOUBLE,PYTHON	\$69.00	K	31%	\$47.61	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90949024	SEL: FRU;LTO TERAPK COVER;NO MEDIA	\$395.00	K	31%	\$272.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949024-A	SEL: FRU;TRPK-ACCS;W-COVER;NO MEDIA	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949030	SEL: PYTHON; CHAMBER-SLOT KEY ENABLE	\$1,308.00	K	31%	\$902.52	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90949030-F	SEL: PYTHON; CHAMBER-SLOT KEY ENABLE	\$1,308.00	K	31%	\$902.52	\$0.00	\$0.00	\$0.00		\$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		SPECTRALOGIC
5	90949030FIN-F	SEL: CHAMBER-SLOT;UPG;KEYENABLE;FIN	\$1,308.00	K	31%	\$902.52	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5 5	90949030-J-D	SEL: CHAMB-SLOT KEY;DIS;TFIN;ENT	\$1,112.00	K K	31% 31%	\$767.28	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPECTRAL OCIC
5	90949030T380J 90949030T380J-F	SEL: CHAMB/SLOT KEY ENABLE,T380 ENT SEL: UPG,CHAMB/SLOT KEY,T380,ENT	\$1,635.00 \$1,635.00	K	31%	\$1,128.15 \$1,128.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949030T950-J	SEL: CHAMB/SLOT KEY, 1360, ENT	\$1,635.00	K	31%	\$1,128.15	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90949030T950-J-F	SEL: UPG,CHAMB/SLOT KEY,T950,ENT	\$1,635.00	ĸ	31%	\$1,128.15	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90949030TFIN	SEL: CHAMBER-SLOT KEY ENABLE;TFIN	\$1,308.00	K	31%	\$902.52	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90949030TFIN-J	SEL: CHAMB-SLOT KEY ENABLE, TFIN ENT	\$1,635.00	K	31%	\$1,128.15	\$0.00	\$0.00	\$0.00		\$0.00		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	\$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	\$0.00	\$0.00	SPECTRALOGIC
5	90949099	SEL: T950;ENCRYPTION;PROFESSIONAL	\$6,538.00	K	31%	\$4,511.22	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90949099-F	SEL: T950;ENCRYPTION;PROFESSIONAL	\$6,538.00	K	31%	\$4,511.22	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90949099FIN-F	SEL: TFIN;UPG;ENCRYPT;PROFESSIONAL	\$6,538.00	K	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		\$0.00		SPECTRALOGIC
5 5	90949112T200	SEL: FRU;5-12V PWR SUPPLY;ROHS;T200 SEL: FRU;5-12V PWR SUPPLY;ROHS;T380	\$3,877.00	K K	31%	\$2,675.13 \$2,675.13	\$0.00	\$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPECTRALOGIC 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	31% 31%	\$2,675.13	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00		SPECTRALOGIC
5	90949112T68-F	SEL: FRU;5-12V PWR SUPPLY;ROHS;T680	\$3,877.00	K	31%	\$2,675.13	\$0.00	\$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		SPECTRALOGIC
5	90949120	SEL: FRU;DBA;PYTHON;ROHS ONLY	\$6,148.00	ĸ	31%	\$4,242.12	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90949120T68-F	SEL: FRU:DBA:ROHS ONLY:T680	\$6,092.00	K	31%	\$4,203.48	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90949132	SEL: FRU;N 1 PWR SUPPLIES;ROHS ONLY	\$9,138.00	K	31%	\$6,305.22	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90949135	SEL: TAPES;TERAPACK;CUST;LTO-4	\$522.00	K	31%	\$360.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949156SL	SEL: CLN TPS X5,W TPK,BCD,CERT	\$328.00	K	31%	\$226.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949157SL	SEL: CLN TPS X10,W TPK,BCD,CERT	\$596.00	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		\$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		\$0.00		SPECTRALOGIC
5	90949166FIN-F	SEL: FRU;UP;5-12VPWRSUP;8AP;ROH;FIN	\$3,877.00	K	31% 31%	\$2,675.13	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRAL OCIC
5 5	90949166TFIN 90949170SL	SEL: FRU;5-12VPWRSUP;8AMP;ROHS;TFIN SEL: FRU,MAINT TAPES,10-TPK,CERT	\$3,877.00 \$596.00	K K	31%	\$2,675.13 \$411.24	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949171SL	SEL: FRU,MAINT TAPES,10-TPK,CERT	\$596.00	K	31%	\$411.24 \$411.24	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90949175SL	SEL: FRU,MAINT TAPES,5-TPK,CERT	\$328.00	K	31%	\$226.32	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90949191	SEL: TAPES;20;WO-TPK;CUST;LTO-4	\$997.00	K	31%	\$687.93	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90949219	SEL: TAPES;20;WO-TPK;CERT;LTO-5	\$922.00	K	31%	\$636.18	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90949221	SEL: TAPES;TERAPACK;CERT;LTO-5	\$495.00	K	31%	\$341.55	\$0.00	\$0.00	\$0.00		\$0.00		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	K	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		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		\$0.00		SPECTRALOGIC
5	90949261	SEL: FRU;TAPE;LTO-5;CERTIFIED	\$48.00	K	31%	\$33.12	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90949264	SEL: TAPES;TRPK;CERT;LTO5 WORM;T950	\$588.00	K	31%	\$405.72	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5 5	90949266 90949294	SEL: TAPES;TRPK;CUST;LTO5 WORM;T950 SEL: TAPES;TPK;CERT;3592 JC	\$588.00 \$3,005.00	K K	31% 31%	\$405.72 \$2,073.45	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPECTRALOGIC 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	90949298	SEL: FRU HP TRANSPORTER	\$32,692.00	K	31%	\$22,557.48	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90949305-A	SEL: ACCESS TPK;W-O CVR;NO MED;3592	\$0.00	ĸ	31%	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90949310SPL	SEL: FRU,MAINT TPk, 9-TPS,CERT,3592	\$2,382.00	ĸ	31%	\$1,643.58	\$0.00	\$0.00	\$0.00		\$0.00		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				SPECTRALOGIC
5	90949334	SEL: FRU,TRANSPORTER,ENT	\$19,615.00	K	31%	\$13,534.35	\$0.00	\$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		\$0.00		SPECTRALOGIC
5	90949350	SEL: TAPES;TPK;NO CVR;CUST;LTO-5	\$489.00	K	31%	\$337.41	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90949357	SEL: FRU;UPG;SPECTRA LS;GEN III	\$2,520.00	K	31%	\$1,738.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949371	SEL: FRU,CABLES,T950,EXP,UPGRADE	\$1.00		31%	\$0.69	\$0.00	\$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				SPECTRALOGIC
5 5	90949375SL	SEL: TAPES,LTO5,10,CERT,CASE,NOTPK	\$468.00	K 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	\$23,906.00 \$23,906.00	K K	31% 31%	\$16,495.14 \$16,495.14	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949382T38-F	SEL: FRU,UPG,LTO-6,FC,FH,T200	\$23,906.00	K	31%	\$16,495.14	\$0.00	\$0.00	\$0.00				SPECTRALOGIC
0	_ 30 .000E 100-1		\$20,000.00		3170	ψ10, 1 00.14	ψ0.00	ψ5.00	ψ0.00	ψ0.00	ψ0.00	Ψ0.00	

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WA	RRANTY UPGRADE	NET PRICE		
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	90949382T68-F	SEL: FRU,UPG,LTO-6,FC,FH,T680	\$23,906.00	K	31%	\$16,495.14	\$0.00	\$0.00	\$0.00				SPECTRALOGIC
5	90949382TFI-F	SEL: FRU,UPG,LTO-6,FC,FH,TFIN	\$24,781.00	K	31%	\$17,098.89	\$0.00	\$0.00	\$0.00				SPECTRALOGIC
5 5	90949396 90949397	SEL: TAPES,TERAPACK,CERT,LTO-6 SEL: TAPES,TERAPACK,CUST,LTO-6	\$723.00 \$723.00	K K	31% 31%	\$498.87 \$498.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90949398	SEL: TAPES,TERAFACK,COST,ETO-6	\$723.00	K	31%	\$494.04	\$0.00	\$0.00	\$0.00				SPECTRALOGIC
5	90949399	SEL: TAPES,TPK,NO CVR,CUST,LTO-6	\$716.00	K	31%	\$494.04	\$0.00	\$0.00	\$0.00				SPECTRALOGIC
5	90949404	SEL: TAPES,20 TERAPACKS,CERT,LTO-6	\$14,319.00	K	31%	\$9,880.11	\$0.00	\$0.00	\$0.00				SPECTRALOGIC
5	90949405	SEL: TAPES,20 TERAPACKS,CUST,LTO-6	\$14,319.00	K	31%	\$9,880.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949406	SEL: TAPES,20 TPKS,NO CVR,CERT,LTO6	\$14,185.00	K	31%	\$9,787.65	\$0.00	\$0.00	\$0.00				SPECTRALOGIC
5	90949408	SEL: TAPES,20,WO-TPK,CERT,LTO-6	\$1,379.00	K	31%	\$951.51	\$0.00	\$0.00	\$0.00				SPECTRALOGIC
5 5	90949410 90949412	SEL: FRU,TAPE,LTO-6,CERTIFIED SEL: TAPES,LTO6,10,CERT,CASE,NOTPK	\$74.00 \$727.00	K K	31% 31%	\$51.06 \$501.63	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				SPECTRALOGIC 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	ĸ	31%	\$599.61	\$0.00	\$0.00	\$0.00				SPECTRALOGIC
5	90949437	SEL: FRU,SPECTRA LS,TFIN	\$6,538.00	K	31%	\$4,511.22	\$0.00	\$0.00	\$0.00				SPECTRALOGIC
5	90949439	SEL: FRU,EDBA,PYTHON	\$6,148.00	K	31%	\$4,242.12	\$0.00	\$0.00	\$0.00				SPECTRALOGIC
5	90949439TFIN	SEL: FRU,EDBA,TFIN	\$6,092.00	K	31%	\$4,203.48	\$0.00	\$0.00	\$0.00				SPECTRALOGIC
5 5	90949442	SEL FRUILTO 6 FC FH IMPACT	\$23,906.00	K K	31% 31%	\$16,495.14 \$16,495.14	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				SPECTRALOGIC
5 5	90949442-F 90949442T200	SEL UPG,FRU,LTO-6,FC,FH,IMPACT SEL FRU,LTO-6,T200,FC,FH,IMPACT	\$23,906.00 \$23,906.00	K	31%	\$16,495.14 \$16,495.14	\$0.00	\$0.00	\$0.00				SPECTRALOGIC SPECTRALOGIC
5	90949442T20-F	SEL UPG,LTO-6,T200,FC,FH,IMPACT	\$23,906.00	K	31%	\$16,495.14	\$0.00	\$0.00	\$0.00				SPECTRALOGIC
5	90949442T380	SEL FRU,LTO-6,T380,FC,FH,IMPACT	\$23,906.00	K	31%	\$16,495.14	\$0.00	\$0.00	\$0.00				SPECTRALOGIC
5	90949442T38-F	SEL UPG,LTO-6,T380,FC,FH,IMPACT	\$23,906.00	K	31%	\$16,495.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949442T680	SEL FRU,LTO-6,T680,FC,FH,IMPACT	\$23,906.00	K	31%	\$16,495.14	\$0.00	\$0.00	\$0.00				SPECTRALOGIC
5	90949442T68-F	SEL UPG,LTO-6,T680,FC,FH,IMPACT	\$23,906.00	K	31%	\$16,495.14	\$0.00	\$0.00	\$0.00				SPECTRALOGIC
5 5	90949442TFI-F	SEL UPG,LTO-6,TFIN,FC,FH,IMPACT	\$24,781.00	K K	31% 31%	\$17,098.89	\$0.00	\$0.00	\$0.00 \$0.00			,	SPECTRALOGIC SPECTRALOGIC
5 5	90949442TFIN 90949468	SEL FRU,LTO-6,TFIN,FC,FH,IMPACT SEL: TAPES,TERAPACK,CERT,LTO-6,MP	\$23,906.00 \$645.00	K	31%	\$16,495.14 \$445.05	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90949469	SEL: TAPES, TERAPACK, CUST, LTO-6, MP	\$645.00	ĸ	31%	\$445.05	\$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				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				SPECTRALOGIC
5	90949476	SEL: TAPES,20,WO-TP,CERT,LTO-6,MP	\$1,222.00	K	31%	\$843.18	\$0.00	\$0.00	\$0.00				SPECTRALOGIC
5	90949488	SEL: SLS,SW-KEY,QIP-CON,T950	\$6,538.00	K	31%	\$4,511.22	\$0.00	\$0.00	\$0.00				SPECTRALOGIC
5 5	90949488-F 90949489	SEL: UPG,SLS,SW-KEY,QIP-CON,T950 SEL: SLS,SW-KEY,QIP-CON,TFIN	\$6,538.00 \$6,538.00	K K	31% 31%	\$4,511.22 \$4,511.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				SPECTRALOGIC SPECTRALOGIC
5	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	SEL: FRU,IP CAMERA,GN2,DRV-FR,T950B	\$4,154.00	K	31%	\$2,866.26	\$0.00	\$0.00	\$0.00				SPECTRALOGIC
5	90949538TFIN	SEL: FRU,IP CAMERA,GN2,DRV-FR,TFIN	\$4,154.00	K	31%	\$2,866.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949538TFIN-F	SEL: FRU,IP CAMERA,GN2,DRV-FR,TFIN	\$4,154.00	K	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				SPECTRALOGIC
5 5	90949539TFIN 90949539TFIN-F	SEL: FRU,IP CAMERA,GEN2,MED-FR,TFIN SEL: FRU,IP CAMERA,GEN2,MED-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				SPECTRALOGIC SPECTRALOGIC
5	90949553 90949553	SEL: FRU LS SD CARD IND TFIN	\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00				SPECTRALOGIC
5	90949554	SEL: FRU LS SD CARD IND T-SERIES	\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00				SPECTRALOGIC
5	90949558T2	SEL: FRU,TS1150,DRV,T950,IMPACT,T2	\$49,846.00	K	31%	\$34,393.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	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	SEL: FRU,TS1150,DRV,T380,IMPACT,T2	\$49,846.00	K	31%	\$34,393.74	\$0.00	\$0.00	\$0.00				SPECTRALOGIC
5 5	90949558T380T2-F 90949558TFINT2	SEL: FRU,TS1150,DRV,T380,IMPACT,T2 SEL: FRU,TS1150,DRV,TFIN,IMPACT,T2	\$49,846.00 \$49,846.00	K K	31% 31%	\$34,393.74 \$34,393.74	\$0.00 \$0.00	\$0.00 \$0.00	\$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				SPECTRALOGIC
5	90949564	SEL: TAPES,20 TPK,CERT,3592 JD	\$88,561.00	K	31%	\$61,107.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949565	SEL: TAPES,20 TPK,CUST,3592 JD	\$88,561.00	K	31%	\$61,107.09	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949566	SEL: TAPES,TPK,CERT,3592 JD	\$4,425.00	K	31%	\$3,053.25	\$0.00	\$0.00	\$0.00				SPECTRALOGIC
5 5	90949567 90949578	SEL: TAPES,TPK,CUST,3592 JD SEL: FRU.RIM2.T950	\$4,425.00 \$12,462.00	K K	31% 31%	\$3,053.25 \$8,598.78	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				SPECTRALOGIC SPECTRALOGIC
5	90949578-F	SEL: FRU,RIM2,T950 SEL: FRU,RIM2,T950	\$12,462.00	K	31%	\$8,598.78	\$0.00	\$0.00	\$0.00				SPECTRALOGIC
5	90949578T200	SEL: FRU,RIM2,T200	\$12,462.00	K	31%	\$8,598.78	\$0.00	\$0.00	\$0.00				SPECTRALOGIC
5	90949578T200-F	SEL: FRU,RIM2,T200	\$12,462.00	K	31%	\$8,598.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949578T380	SEL: FRU,RIM2,T380	\$12,462.00	K	31%	\$8,598.78	\$0.00	\$0.00	\$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 K	31%	\$8,598.78	\$0.00	\$0.00	\$0.00			,	SPECTRALOGIC
5 5	90949578T680-F 90949578TFIN	SEL: FRU,RIM2,T680 SEL: FRU,RIM2,TFIN	\$12,462.00 \$12,462.00	ĸ	31% 31%	\$8,598.78 \$8,598.78	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949578TFIN-F	SEL: FRU,RIM2,TFIN	\$12,462.00	K	31%	\$8,598.78	\$0.00	\$0.00	\$0.00			,	SPECTRALOGIC
5	90949613	SEL: TAPES,TERAPACK,CERT,LTO-7	\$2,074.00	ĸ	31%	\$1,431.06	\$0.00	\$0.00	\$0.00				SPECTRALOGIC
5	90949614	SEL: TAPES,TERAPACK,CUST,LTO-7	\$2,074.00	K	31%	\$1,431.06	\$0.00	\$0.00	\$0.00			\$0.00	SPECTRALOGIC
5	90949615-F	SEL: FRU,UPG,LTO-7,FC,FH,T950	\$24,600.00	K	31%	\$16,974.00	\$0.00	\$0.00	\$0.00				SPECTRALOGIC
5	90949615T200-F	SEL: FRU,UPG,LTO-7,FC,FH,T200	\$24,600.00	K	31%	\$16,974.00	\$0.00	\$0.00	\$0.00			,	SPECTRALOGIC
5 5	90949615T380-F	SEL: FRU,UPG,LTO-7,FC,FH,T380 SEL: FRU,UPG,LTO-7,FC,FH,T680	\$24,600.00	K K	31% 31%	\$16,974.00 \$16,974.00	\$0.00	\$0.00	\$0.00				SPECTRALOGIC SPECTRALOGIC
5 5	90949615T680-F 90949615TFIN-F	SEL: FRU,UPG,LTO-7,FC,FH,T680 SEL: FRU.UPG.LTO-7.FC.FH.TFIN	\$24,600.00 \$24,600.00	K K	31%	\$16,974.00 \$16,974.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				SPECTRALOGIC SPECTRALOGIC
5	90949616	SEL: FRU,LTO-7,FC,FH,IMPACT,T950	\$24,600.00	K	31%	\$16,974.00	\$0.00	\$0.00	\$0.00			,	SPECTRALOGIC
5	90949616-F	SEL: UPG,LTO-7,FC,FH,IMPACT,T950	\$24,600.00	ĸ	31%	\$16,974.00	\$0.00	\$0.00	\$0.00				SPECTRALOGIC
5	90949616T200	SEL: FRU,LTO-7,FC,FH,IMPACT,T200	\$24,600.00	K	31%	\$16,974.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949616T200-F	SEL: UPG,LTO-7,FC,FH,IMPACT,T200	\$24,600.00	K	31%	\$16,974.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WA	RRANTY UPGRADE	NET PRICE		
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	90949616T380	SEL: FRU,LTO-7,FC,FH,IMPACT,T380	\$24,600.00	K	31%	\$16,974.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	90949616T380-F 90949616T680	SEL: UPG,LTO-7,FC,FH,IMPACT,T380 SEL: FRU,LTO-7,FC,FH,IMPACT,T680	\$24,600.00 \$24,600.00	K K	31% 31%	\$16,974.00 \$16,974.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5 5	90949616T680-F	SEL: PRO,LTO-7,FC,FH,IMPACT,T680 SEL: UPG,LTO-7,FC,FH,IMPACT,T680	\$24,600.00	K	31%	\$16,974.00 \$16,974.00	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90949616TFIN	SEL: FRU,LTO-7,FC,FH,IMPACT,TFIN	\$24,600.00	ĸ	31%	\$16,974.00	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90949616TFIN-F	SEL: UPG,LTO-7,FC,FH,IMPACT,TFIN	\$24,600.00	ĸ	31%	\$16,974.00	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90949621	SEL: FRU,BRUSHES,TFIN,CARBON	\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949625	SEL: FRU,MAIN,PWR RAILS,G2,UPG KIT	\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90949626	SEL: FRU,LSB,PWR RAILS,G2,UPG KIT	\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		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		SPECTRALOGIC
5 5	90949628 90949629	SEL: FRU,DRV,PWR RAILS,G2,UPG KIT SEL: FRU,MEDIA,PWR RAILS,G2,UPG KIT	\$1.00 \$1.00	K K	31% 31%	\$0.69 \$0.69	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949635	SEL: TPK,LTO-7,CERT,NCVR	\$2,067.00	ĸ	31%	\$1,426.23	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90949636	SEL: TPK,LTO-7,CUST,NCVR	\$2,067.00	K	31%	\$1,426.23	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90949637	SEL: 20TPK,LTO-7,CERT	\$41,477.00	K	31%	\$28,619.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949638	SEL: 20TPK,LTO-7,CUST	\$41,477.00	K	31%	\$28,619.13	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90949639	SEL: 20TPK,LTO-7,CERT,NCVR	\$41,331.00	K	31%	\$28,518.39	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5 5	90949640	SEL: 20TPK,LTO-7,CUST,NCVR	\$41,331.00	K K	31% 31%	\$28,518.39	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPECTRALOGIC
5 5	90949641 90949642	SEL: TAPES,LTO-7,CERT,CLAM20 SEL: TAPES,LTO-7,CUST,CLAM20	\$4,082.00 \$4,082.00	K	31%	\$2,816.58 \$2,816.58	\$0.00 \$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949643	SEL: FRU,TAPE,LTO-7,CERT	\$208.00	ĸ	31%	\$143.52	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90949644	SEL: FRU,TAPE,LTO-7,CUST	\$208.00	K	31%	\$143.52	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90949645	SEL: TAPES,LTO-7,CERT,CASE10	\$2,061.00	K	31%	\$1,422.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949646	SEL: TAPES,LTO-7,CUST,CASE10	\$2,061.00	K	31%	\$1,422.09	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90949647	SEL: TPK,LTO-7,CUST,WORM	\$2,369.00	K	31%	\$1,634.61	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90949648	SEL: TPK,LTO-7,CERT,WORM	\$2,369.00	K	31%	\$1,634.61	\$0.00	\$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	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949721	SEL: FRU,TAPE,LTO-6,BAFE,WORM,CERT	\$87.00	K	31%	\$60.03	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90949723	SEL: FRU,TAPE,LTO-7,WORM,CERT	\$238.00	ĸ	31%	\$164.22	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90949724	SEL: FRU,TAPE,LTO-7,WORM,CUST	\$238.00	K	31%	\$164.22	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90949725	SEL: TPS,LTO-7,CERT,WORM,CASE10	\$2,361.00	K	31%	\$1,629.09	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90949728	SEL: TPS,LTO-6BAFE,CUST,WORM,CASE10	\$861.00	K	31%	\$594.09	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90949729	SEL: TPS,LTO-7,CUST,WORM,CASE10	\$2,361.00	K	31%	\$1,629.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	90949739 90949740	SEL: FRU;24V POW SUP;8AMPFUSE;ROHS SEL: FRU;5-12V PWRSUP;8AMPFUSE;ROH	\$3,877.00 \$3,877.00	K	31% 31%	\$2,675.13 \$2,675.13	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPECTRALOGIC
5	90949743	SEL: FRU;N+1 PWR SUPPLIES;ROHS ONLY	\$9,138.00	K K	31%	\$6,305.22	\$0.00 \$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949744	SEL: FRU,TS1155,DRV,T950,IMPACT,T2	\$46,385.00	ĸ	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	\$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	\$0.00	\$0.00	SPECTRALOGIC
5	90949744T380-F	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	90949744TFIN	SEL: FRU,TS1155,DRV,TFIN,IMPACT,T2	\$46,385.00	K	31%	\$32,005.65	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5 5	90949744TFIN-F 90949745TFIN-F	SEL: UPG,TS1155,DRV,TFIN,IMPACT,T2 SEL: FRU,TS1155,DRIVE,TFIN,ENT,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	90949769	SEL:PREPUR,NEW,LTO-8,FC,T950	\$8,385.00	K	31%	\$5,785.65	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90949771	SEL:PREPUR,NEW,LTO-8,FC,TFIN	\$8,385.00	ĸ	31%	\$5,785.65	\$0.00	\$0.00	\$0.00		\$0.00		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	\$0.00	\$0.00	SPECTRALOGIC
5	90959034	SEL: FRU;T120;COD;5 SLOT KEY	\$647.00	K	31%	\$446.43	\$0.00	\$0.00	\$0.00		\$0.00		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	\$0.00		SPECTRALOGIC
5 5	90959042 90959042-F	SEL: FRU;SLS;SOFTWARE;DIRECT;T120 SEL: FRU;SLS;SOFTWARE;DIRECT;T120	\$6,538.00	K K	31% 31%	\$4,511.22 \$4,511.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90959209	SEL: T120;ENCRYPTION;PROFESSIONAL	\$6,538.00 \$6,538.00	K	31%	\$4,511.22 \$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90959209-F	SEL: T120;ENCRYPTION;PROFESSIONAL	\$6,538.00	ĸ	31%	\$4,511.22	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90959226	SEL: FRU;N 1 POWER PACK;ROHS ONLY	\$2,769.00	K	31%	\$1,910.61	\$0.00	\$0.00	\$0.00	\$0.00	\$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		SPECTRALOGIC
5	90959244	SEL: TAPES;TERAPACK;CERT;LTO-5;T120	\$452.00	K	31%	\$311.88	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90959245	SEL: TAPES;TERAPACK;CUST;LTO-5;T120	\$452.00	K	31%	\$311.88	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5 5	90959257 90959261	SEL: TAPES;TPK;NOCVR;CERT;LTO5;T120 SEL: FRU,LTO-6,HH,FC,T120	\$446.00 \$18,822.00	K K	31% 31%	\$307.74 \$12,987.18	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90959261-F	SEL: FRU,LTO-6,HH,FC,UPGRD,T120	\$18,822.00	K	31%	\$12,987.18	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90959262	SEL: FRU,LTO-6,HH,SAS,T120	\$17,662.00	ĸ	31%	\$12,186.78	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90959262-F	SEL: FRU,LTO-6,HH,SAS,UPGRD,T120	\$17,662.00	K	31%	\$12,186.78	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90959268	SEL: TAPES,TPK,NOCVR,CERT,LTO6,T120	\$629.00	K	31%	\$434.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90959272	SEL: TAPES,TERAPACK,CERT,LTO-6,T120	\$636.00	K	31%	\$438.84	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90959274	SEL: TAPES,TPK,CERT,LTO-6,T120,MP	\$573.00	K	31%	\$395.37	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90959276	SEL: TPK,NOCVR,CERT,LTO6,T120,MP	\$566.00	K	31%	\$390.54	\$0.00	\$0.00	\$0.00				SPECTRALOGIC
5 5	90959295 90959295-F	SEL: FRU,LTO-7,HH,FC,T120	\$19,428.00 \$19,554.00	K K	31% 31%	\$13,405.32 \$13,492.26	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5 5	90959295-F 90959296	SEL: UPG,LTO-7,HH,FC,T120 SEL: FRU,LTO-7,HH,SAS,T120	\$19,534.00	K	31%	\$13,492.26 \$12,099.15	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90959296-F	SEL: UPG,LTO-7,HH,SAS,T120	\$17,535.00	K	31%	\$12,099.15	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90959297	SEL: TPK,LTO-7,CERT,120,NCVR	\$1,710.00	ĸ	31%	\$1,179.90	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90959298	SEL: TPK,LTO-7,CUST,120,NCVR	\$1,710.00	K	31%	\$1,179.90	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90959299	SEL: TPK,LTO-7,CERT,WORM,120	\$1,940.00	K	31%	\$1,338.60	\$0.00	\$0.00	\$0.00				SPECTRALOGIC
5	90959300	SEL: TPK,LTO-7,CUST,WORM,120	\$1,940.00	K	31%	\$1,338.60	\$0.00	\$0.00	\$0.00				SPECTRALOGIC
5	90959301	SEL: TPK,LTO-7,CERT,120	\$1,717.00	K	31%	\$1,184.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAI	RRANTY UPGRADE	NET PRICE		
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	90959302	SEL: TPK,LTO-7,CUST,120	\$1,717.00	K	31%	\$1,184.73	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90959317	SEL:PREPUR,LTO-8,FC,HH,T120	\$7,000.00	K	31%	\$4,830.00	\$0.00	\$0.00		\$0.00			SPECTRALOGIC SPECTRALOGIC
5 5	90959318 90979018	SEL:PREPUR,LTO-8,SAS,HH,T120 SEL: FRU:SLS:SOFTWARE:DIRECT:T50E	\$6,077.00 \$3,269.00	K K	31% 31%	\$4,193.13 \$2,255.61	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC
5	90979018-F	SEL: FRU;SLS;SOFTWARE;UPGRADE;T50E	\$3,269.00	ĸ	31%	\$2,255.61	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90979438	SEL: T50,ENCRYPTION,PROFESSIONAL	\$6,538.00	ĸ	31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90979438-F	SEL: T50;ENCRYPTION;PROFESSIONAL	\$6,538.00	K	31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00			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 5	90979473 90979476	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	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90979476U-F	SEL: FRU,COD-KEY,5 SLOT,T50E	\$647.00	K	31%	\$446.43	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90979478	SEL: COD-KEY;1 SLOT;T50E	\$129.00	K	31%	\$89.01	\$0.00	\$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	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90979510	SEL: FRU,LTO-6,FC,HH,T50E	\$9,796.00	K	31%	\$6,759.24	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90979510-F	SEL: FRU,UPG,LTO-6,FC,HH,T50E	\$9,796.00	K	31%	\$6,759.24	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5 5	90979511	SEL: FRU,LTO-6,SAS,HH,T50E	\$8,578.00 \$8,578.00	K K	31% 31%	\$5,918.82 \$5,918.82	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC
5	90979511-F 90979523	SEL: FRU,UPG,LTO-6,SAS,HH,T50E SEL: FRU,LTO-7,FC,HH,T50E	\$10,975.00	K	31%	\$7,572.75	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC SPECTRALOGIC
5	90979523-F	SEL: UPG,LTO-7,HH,FC,T50E	\$10,975.00	K	31%	\$7,572.75	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90979524	SEL: FRU,LTO-7,SAS,HH,T50E	\$10,092.00	K	31%	\$6,963.48	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90979524-F	SEL: UPG,LTO-7,HH,SAS,T50E	\$10,092.00	K	31%	\$6,963.48	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90979532	SEL:PREPUR,LTO-8,SAS,HH,T50E	\$5,769.00	K	31%	\$3,980.61	\$0.00	\$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	\$0.00			SPECTRALOGIC SPECTRALOGIC
5 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	\$0.00 \$0.00			SPECTRALOGIC
5	91019814T380	SEL: CHAMBER-SLOT KEY ENABLE; T380	\$1,308.00	K	31%	\$902.52	\$0.00	\$0.00		\$0.00			SPECTRALOGIC
5	91019814T38-F	SEL: FRU;CHAMBER-SLOT KEY;T380	\$1,308.00	ĸ	31%	\$902.52	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	91019814T680	SEL: CHAMBER-SLOT KEY ENABLE;T680	\$1,308.00	K	31%	\$902.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	91019814T68-F	SEL: FRU;CHAMBER-SLOT KEY;T680	\$1,308.00	K	31%	\$902.52	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	91019816	SEL: ENCRYPTION;PRO;T200-380-680	\$6,538.00	K	31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5 5	91019816-F 91019817	SEL: FRU;ENCRYPTON;PRO;T200-380-680 SEL: SLS SFTWR KEY;QIP-RIM-CONN;BOA	\$6,538.00 \$6,538.00	K K	31% 31%	\$4,511.22 \$4,511.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	91019817-F	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	SEL: SLS SFTWR KEY:DIRECT-CONN:T200	\$6,538.00	ĸ	31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	91019818-F	SEL: FRU;SLS SFTWR-KEY;DIRECT;T200	\$6,538.00	K	31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	91019824	SEL: RACK;STANDARD 19 INCH	\$4,015.00	K	31%	\$2,770.35	\$0.00	\$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	\$6,538.00 \$8,385.00	K	31% 31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	91019878	SEL:PREPUR,NEW,LTO-8,FC,BOA SEL:PREPUR,UPG,LTO-8,FC,ADAPT,BOA	\$8,385.00	K K	31%	\$5,785.65 \$5,785.65	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	9198	SEL: CNTR,SFP,8GB,850NM,OPTICAL	\$263.00	ĸ	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	\$0.00			SPECTRALOGIC
5	9314	SEL: CABLE,OPTICAL,50U,LC-LC,20M	\$235.00	K	31%	\$162.15	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	9317	SEL: CABLE,OPTICAL,LC-LC,50M	\$291.00	K	31%	\$200.79	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5 5	9594SL T120-6-H-A-2-30	SEL: CORD,4.5M,L6-20P / LOCKING C19 SEL: T120BUNDLE 2 LTO-6 HH SAS 30S	\$75.00 \$37,890.00	K K	31% 31%	\$51.75 \$26,144.10	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	T120-6HA-2-50	SEL: T120BUNDLE 2 LTO-6 HH 3A3 303 SEL: T120BUNDLE,2 LTO-6,HH,SAS,50S	\$37,690.00	K	31%	\$20,144.10	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	T120-6HA-3-50	SEL: T120BUNDLE,3 LTO-6,HH,SAS,50S	\$50,019.00	ĸ	31%	\$34,513.11	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	T120-6HA-4-50	SEL: T120BUNDLE,4 LTO-6,HH,SAS,50S	\$61,788.00	K	31%	\$42,633.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	T120-6-H-F-2-30	SEL: T120BUNDLE 2 LTO-6 HH FC 30S	\$43,088.00	K	31%	\$29,730.72	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	T120-6HF-2-50	SEL: T120BUNDLE,2 LTO-6,HH,FC,50S	\$44,396.00	K	31%	\$30,633.24	\$0.00	\$0.00		\$0.00			SPECTRALOGIC
5 5	T120-6HF-3-50 T120-6HF-4-50	SEL: T120BUNDLE,3 LTO-6,HH,FC,50S SEL: T120BUNDLE.4 LTO-6.HH,FC,50S	\$56,198.00 \$68,556.00	K K	31% 31%	\$38,776.62 \$47,303.64	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	T120-7-H-A-2-30	SEL: T120BUNDLE,4 LTO-7,HH,5AS,30S	\$39,885.00	K	31%	\$27,520.65	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	T120-7-H-A-2-50	SEL: T120BUNDLE,2 LTO-7,HH,SAS,50S	\$39,885.00	K	31%	\$27,520.65	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	T120-7-H-A-3-50	SEL: T120BUNDLE,3 LTO-7,HH,SAS,50S	\$52,177.00	K	31%	\$36,002.13	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	T120-7-H-A-4-50	SEL: T120BUNDLE,4 LTO-7,HH,SAS,50S	\$63,423.00	K	31%	\$43,761.87	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	T120-7-H-F-2-30	SEL: T120BUNDLE,2 LTO-7,HH,FC,30S	\$45,638.00	K	31%	\$31,490.22	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5 5	T120-7-H-F-2-50 T120-7-H-F-3-50	SEL: T120BUNDLE,2 LTO-7,HH,FC,50S SEL: T120BUNDLE.3 LTO-7.HH,FC,50S	\$45,769.00 \$58,192.00	K K	31% 31%	\$31,580.61 \$40,152.48	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	T120-7-H-F-4-50	SEL: T120BUNDLE,4 LTO-7,HH,FC,50S	\$70,485.00	K	31%	\$48,634.65	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	T200-DBA-1	SEL: T200:BASE UNIT W- 1 DBA	\$47,574.00	K	31%	\$32,826.06	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	T200-DBA-2	SEL: T200;BASE UNIT W- 2 DBA	\$54,112.00	K	31%	\$37,337.28	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	T380-DBA-1	SEL: T380;BASE UNIT W-1 DBA	\$67,189.00	K	31%	\$46,360.41	\$0.00	\$0.00		\$0.00			SPECTRALOGIC
5	T380-DBA-2	SEL: T380;BASE UNIT W- 2 DBA	\$73,074.00		31%	\$50,421.06	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5 5	T380-DBA-3	SEL: T380;BASE UNIT W-3 DBA	\$78,958.00 \$67,189.00	K K	31% 31%	\$54,481.02 \$46.360.41	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00			SPECTRALOGIC
5 5	T380-J-DBA-1 T380-J-DBA-2	SEL: T380 ENT,BASE UNIT W-1 DBA SEL: T380 ENT,BASE UNIT W- 2 DBA	\$67,189.00 \$73,074.00	K K	31%	\$46,360.41 \$50,421.06	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	T380-J-DBA-3	SEL: T380 ENT,BASE UNIT W- 2 DBA	\$78,958.00	K	31%	\$54,481.02	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	T50E-7-H-A-1-10	SEL: T50E,LTO-7,HH,SAS,1DR,10S	\$16,346.00	ĸ	31%	\$11,278.74	\$0.00	\$0.00		\$0.00			SPECTRALOGIC
5	T50E-7-H-A-2-25	SEL: T50E,LTO-7,HH,SAS,2DR,25S	\$24,715.00	K	31%	\$17,053.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	T50E-7-H-F-1-10	SEL: T50E,LTO-7,HH,FIBRE,1DR,10S	\$20,269.00	K	31%	\$13,985.61	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	T50E-7-H-F-2-25	SEL: T50E,LTO-7,HH,FIBRE,2DR,25S	\$28,769.00	K	31%	\$19,850.61 \$70.632.54	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5 5	T680-DBA-1 T680-DBA-2	SEL: T680;BASE UNIT W- 1 DBA SEL: T680:BASE UNIT W- 2 DBA	\$102,366.00 \$108,251.00	K K	31% 31%	\$70,632.54 \$74,693.19	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
J	. 550-00/1-2	322. 1333,D/102 01411 11-2 DD/1	ψ100,201.00	13	0170	ψ1 1 ,000.10	ψ0.00	φ0.00	ψ0.00	ψ0.00	Ψ0.00	ψ0.00	S. 25

					N	IVP LEVEL 1		NVP MAINTENA	NCE AND WAI	RRANTY UPGRADE	NET PRICE		
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	T680-DBA-3	SEL: T680;BASE UNIT W- 3 DBA	\$114,135.00	K	31%	\$78,753.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	T9502FRMEXP	SEL: T950 2 FRAME HAX EXPANSION KIT	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	T9503FRMEXP	SEL: T950 3 FRAME HAX EXPANSION KIT	\$0.00	K K	31% 31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	T9504FRMEXP T9505FRMEXP	SEL: T950 4 FRM HAX EXPANSION KIT SEL: T950 5 FRAME HAX EXPANSION KIT	\$0.00 \$0.00	K	31%	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	T9506FRMEXP	SEL: T950 6 FRAME HAX EXPANSION KIT	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	T9508FRMEXP	SEL: T950 8 FRAME HAX EXPANSION KIT	\$0.00	ĸ	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	T950B1D	SEL: T950B WITH 1 DBA	\$112,658.00	K	31%	\$77,734.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	T950B3D3T	SEL: T950 W-3 DBA'S & 3 TBA'S	\$112,658.00	K	31%	\$77,734.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	T950B3D3TDVXP	SEL: T950 DRV EXP 3D 3T	\$49,758.00	K	31%	\$34,333.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	T950B3D3TDX-F	SEL: T950 DRV EXP 3D 3T	\$49,758.00	K	31%	\$34,333.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	T950B6D0DVXP T950B6D0T	SEL: T950 DRV EXP 6D 0T	\$63,292.00	K K	31% 31%	\$43,671.48 \$88,877.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	T950B6D0TDX-F	SEL: T950 W- 6 DBA'S & 0 TBA'S SEL: T950 DRV EXP 6D 0T	\$128,808.00 \$63,292.00	K	31%	\$43,671.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	T950B-J-1D	SEL: T950B ENT 1 DBA	\$112,658.00	ĸ	31%	\$77,734.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	T950B-J-3D	SEL: T950B ENT 3 DBA	\$112,658.00	K	31%	\$77,734.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	T950B-J3DDVXP	SEL: T950B ENT DRV EXP 3DBA	\$49,758.00	K	31%	\$34,333.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	T950BJ3DDVXPF	SEL: FRU,T950B ENT DRV EXP 3DBA	\$49,758.00	K	31%	\$34,333.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	T950B-J-6D	SEL: T950B ENT 6 DBA	\$128,808.00	K	31%	\$88,877.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	T950B-J6DDVXP	SEL: T950B ENT DRV EXP 6DBA	\$63,292.00	K	31%	\$43,671.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	T950BJ6DDVXPF T950B-JMEDEXF	SEL: FRU,T950B ENT DRV EXP 6DBA SEL: FRU,T950 ENT MEDIA EXP FRAME	\$63,292.00 \$26,023.00	K K	31% 31%	\$43,671.48 \$17,955.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	T950BJMEDIAEX	SEL: T950B ENT MEDIA EXP	\$26,023.00	K	31%	\$17,955.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	T950BJMULTI1D	SEL: T950B ENT,MULTI,1 DBA	\$112,658.00	ĸ	31%	\$77,734.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	T950BJMULTI3D	SEL: T950B ENT,MULTI,3 DBA	\$112,658.00	K	31%	\$77,734.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	T950BJMULTI6D	SEL: T950B ENT,MULTI,6 DBA	\$128,808.00	K	31%	\$88,877.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	T950BMEDBLJ-F	SEL: T950B ENT BULK TAP	\$45,769.00	K	31%	\$31,580.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	T950BMEDBLK-F	SEL: T950,LEFT,MED,EX,FR,W-BULK,UPG	\$45,769.00	K	31%	\$31,580.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	T950BMEDBULK	SEL: T950,LEFT,MED,EX,FRAME,W-BULK	\$45,769.00	K K	31% 31%	\$31,580.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRAL OCIC
5 5	T950BMEDEX-F T950BMEDIAEXP	SEL: T950 MEDIA ONLY EXPANSN FRAME SEL: T950 MEDIA ONLY EXPANSN FRAME	\$26,023.00 \$26,023.00	K	31%	\$17,955.87 \$17,955.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	T950BMEDLBLKJ	SEL: T9508 ENT BULK TAP	\$45,769.00	K	31%	\$31,580.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	T950BMULT1D	SEL: T950,MULTI,WITH 1 DBA	\$112,658.00	K	31%	\$77,734.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	T950BMULT3D3T	SEL: T950,MULTI,W-3 DBA'S & 3 TBA'S	\$112,658.00	K	31%	\$77,734.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	T950BMULT6D0T	SEL: T950,MULTI,W-6DBA'S & 0TBA'S	\$128,808.00	K	31%	\$88,877.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	TFIN3D3T	SEL: TFIN W- 3 DBA'S & 3 TBA'S	\$122,923.00	K	31%	\$84,816.87	\$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	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	TFIN3D3TDVXP TFIN6D0T	SEL: TFIN DRV EXP 3D 3T SEL: TFIN W- 6 DBA'S & 0 TBA'S	\$57,538.00 \$142,538.00	K K	31% 31%	\$39,701.22 \$98,351.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	TFIN6D0TDVX-F	SEL: TFIN W-0 DBA3 & 0 TBA3 SEL: TFIN;UPG;DRV EXP 6D 0T	\$73,231.00	K	31%	\$50,529.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	TFIN6D0TDVXP	SEL: TFIN DRV EXP 6D 0T	\$73,231.00	K	31%	\$50,529.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	TFINBSB-LEFT	SEL: TFIN BULK SERV BAY;LEFT	\$58,846.00	K	31%	\$40,603.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	TFINBSBLFT-F	SEL: FRU;TFIN BULK SV BAY;LEFT	\$58,846.00	K	31%	\$40,603.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	TFINBSBRGT-F	SEL: FRU;TFIN BULK SV BAY;RIGHT	\$58,846.00	K	31%	\$40,603.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	TFIN-BSB-RIGHT	SEL: TFIN BULK SERV BAY, RIGHT WITH ROBO		K	31%	\$63,161.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	TFIN-J3D3S	SEL: TFIN ENT 3D 3S	\$122,923.00	K K	31% 31%	\$84,816.87 \$39,701.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC
5 5	TFINJ3D3SDVXP TFINJ3D3SDX-F	SEL: TFIN ENT DRV EXP 3D 3S SEL: FRU;TFIN ENT DRV EXP 3D 3S	\$57,538.00 \$57,538.00	K	31%	\$39,701.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC 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	\$0.00		SPECTRALOGIC
5	TFINJ6D0SDVXP	SEL: TFIN ENT DRV EXP 6D 0S	\$73,231.00	ĸ	31%	\$50,529.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	TFINJ6D0SDX-F	SEL: FRU;TFIN ENT DRV EXP 6D 0S	\$73,231.00	K	31%	\$50,529.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	TFINJBSBLEFT	SEL: TFIN ENT BULK SERV BAY;LEFT	\$58,846.00	K	31%	\$40,603.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	TFINJBSBLFT-F	SEL: FRU;TFIN ENT BULK SV BAY;LEFT	\$58,846.00	K	31%	\$40,603.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	,	SPECTRALOGIC
5	TFINJBSBRGT-F	SEL: FRU;TFIN ENT BULK SV BAY;RIGHT	\$58,846.00	K	31%	\$40,603.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	TFIN-J-BSB-RIGHT TFINJMEDEX-F	SEL: TFIN ENT BULK SERV BAY,RGT W/ROBOT SEL: FRU:TFIN ENT MEDIA EXP FRAME	1 \$91,538.00 \$26,154.00	K K	31% 31%	\$63,161.22 \$18,046.26	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	TFINJMEDIAEXP	SEL: TFIN ENT MEDIA EXP	\$26,154.00	K	31%	\$18,046.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	TFINJSBLEFT	SEL: TFIN ENT SERV BAY;LEFT	\$45,769.00	ĸ	31%	\$31,580.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	TFINJSBLEFT-F	SEL: FRU;TFIN ENT SERV BAY;LEFT	\$45,769.00	K	31%	\$31,580.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	TFINJSBRGT-F	SEL: FRU;TFIN ENT SERV BAY;RIGHT	\$45,769.00	K	31%	\$31,580.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	TFIN-J-SB-RIGHT	SEL: TFIN ENT SERV BAY, RIGHT WITH ROBOT	\$78,462.00	K	31%	\$54,138.78	\$0.00	\$0.00	\$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	\$0.00		SPECTRALOGIC
5	TFINMEDIAEXP	SEL: TFIN MEDIA EXP	\$26,154.00	K	31%	\$18,046.26	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	TFINSB-LEFT	SEL: TFIN SERV BAY;LEFT	\$45,769.00	K	31%	\$31,580.61	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5 5	TFINSBLEFT-F TFIN-SB-RIGHT	SEL: TFIN;UPG;SERV BAY;LEFT SEL: TFIN SERV BAY,RIGHT, WITH ROBOT	\$45,769.00 \$78,462.00	K K	31% 31%	\$31,580.61 \$54,138.78	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5 5	TFINSBRIGHT-F	SEL: TFIN SERV BAY,RIGHT, WITH ROBOT SEL: TFIN;UPG;SERV BAY;RIGHT	\$78,462.00 \$45,769.00	K K	31%	\$54,138.78 \$31,580.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	HU-TLE100-249-AN		\$3,808.00	K	31%	\$2,627.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	HU-TLE100-249-AP	SEL Splunk-Hadoop Term +Esup100-249NdAP	\$4,569.00		31%	\$3,152.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	HU-TLE100-249-EM	SEL Splunk-Hadoop Term +Esup100-249NdEM	\$3,503.00	K	31%	\$2,417.07	\$0.00	\$0.00	\$0.00	\$0.00			SPLUNK
5	HU-TLE100-249-US	SEL Splunk-Hadoop Term +Esup100-249NdUS	\$3,046.00		31%	\$2,101.74	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	SPLUNK
5	HU-TLE10-24-AN	SEL Splunk-Hadoop Term +Esup10-24NdAN	\$4,328.00		31%	\$2,986.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	HU-TLE10-24-AP	SEL Splunk-Hadoop Term +Esup10-24NdAP	\$5,192.00	K	31%	\$3,582.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	HU-TLE10-24-EM	SEL Splunk-Hadoop Term +Esup10-24NdEM	\$3,982.00	K	31%	\$2,747.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK SPLUNK
5 5	HU-TLE10-24-US HU-TLE250-499-AN	SEL Splunk-Hadoop Term +Esup10-24NdUS SEL Splunk-Hadoop Term +Esup250-499NdAN	\$3,462.00 \$3,462.00		31% 31%	\$2,388.78 \$2,388.78	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPLUNK SPLUNK
	TEE200-403-AIN	SEE Spierre radoop romi - Esupeso-498140A14	ψ0,-102.00	13	0170	Ψ2,300.70	ψ0.00	ψ0.00	ψ5.00	ψ0.00	ψ0.00	ψ0.00	5. 25.1.

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WA	RRANTY UPGRADE	NET PRICE		
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	HU-TLE250-499-AP	SEL Splunk-Hadoop Term +Esup250-499NdAP	\$4,154.00	K	31%	\$2,866.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	HU-TLE250-499-EM	SEL Splunk-Hadoop Term +Esup250-499NdEM	\$3,185.00	K	31%	\$2,197.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5 5	HU-TLE250-499-US HU-TLE25-49-AN	SEL Splunk-Hadoop Term +Esup250-499NdUS SEL Splunk-Hadoop Term +Esup25-49NdAN	\$2,769.00 \$4,154.00	K K	31% 31%	\$1,910.61 \$2,866.26	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	HU-TLE25-49-AP	SEL Splunk-Hadoop Term +Esup25-49NdAP	\$4,985.00	ĸ	31%	\$3,439.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	HU-TLE25-49-EM	SEL Splunk-Hadoop Term +Esup25-49NdEM	\$3,822.00	K	31%	\$2,637.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	HU-TLE25-49-US	SEL Splunk-Hadoop Term +Esup25-49NdUS	\$3,323.00	K	31%	\$2,292.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5 5	HU-TLE500-999-AN HU-TLE500-999-AP	SEL Splunk-Hadoop Term +Esup500-999NdAN SEL Splunk-Hadoop Term +Esup500-999NdAP	\$3,029.00	K K	31% 31%	\$2,090.01 \$2,508.15	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK
5	HU-TLE500-999-AP	SEL Splunk-Hadoop Term +Esup500-999NdEM	\$3,635.00 \$2,786.00	K	31%	\$1,922.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK SPLUNK
5	HU-TLE500-999-US	SEL Splunk-Hadoop Term +Esup500-999NdUS	\$2,423.00	ĸ	31%	\$1,671.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	HU-TLE50-99-AN	SEL Splunk-Hadoop Term +Esup50-99NdAN	\$3,982.00	K	31%	\$2,747.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	HU-TLE50-99-AP	SEL Splunk-Hadoop Term +Esup50-99NdAP	\$4,777.00	K	31%	\$3,296.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5 5	HU-TLE50-99-EM HU-TLE50-99-US	SEL Splunk-Hadoop Term +Esup50-99NdEM SEL Splunk-Hadoop Term +Esup50-99NdUS	\$3,663.00 \$3,185.00	K K	31% 31%	\$2,527.47 \$2,197.65	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5		SEL Splunk-Hadoop Term +Esup30-99NdO3 SEL Splunk-Hadoop Term +Gsup100-249NdAN	\$4,285.00	K	31%	\$2,956.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	HU-TLG100-249-AP	SEL Splunk-Hadoop Term +Gsup100-249NdAP	\$5,140.00	ĸ	31%	\$3,546.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	HU-TLG100-249-EM	SEL Splunk-Hadoop Term +Gsup100-249NdEM	\$3,942.00	K	31%	\$2,719.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	HU-TLG100-249-US	SEL Splunk-Hadoop Term +Gsup100-249NdUS	\$3,427.00	K	31%	\$2,364.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5 5	HU-TLG10-24-AN HU-TLG10-24-AP	SEL Splunk-Hadoop Term +Gsup10-24NdAN SEL Splunk-Hadoop Term +Gsup10-24NdAP	\$4,868.00 \$5,842.00	K K	31% 31%	\$3,358.92 \$4,030.98	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	HU-TLG10-24-AI	SEL Splunk-Hadoop Term +Gsup10-24NdEM	\$4,478.00	K	31%	\$3,089.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	HU-TLG10-24-US	SEL Splunk-Hadoop Term +Gsup10-24NdUS	\$3,894.00	K	31%	\$2,686.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	HU-TLG250-499-AN	SEL Splunk-Hadoop Term +Gsup250-499NdAN	\$3,894.00	K	31%	\$2,686.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	HU-TLG250-499-AP	SEL Splunk-Hadoop Term +Gsup250-499NdAP	\$4,674.00	K	31%	\$3,225.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	HU-TLG250-499-EM HU-TLG250-499-US	SEL Splunk-Hadoop Term +Gsup250-499NdEM SEL Splunk-Hadoop Term +Gsup250-499NdUS	\$3,583.00 \$3,115.00	K K	31% 31%	\$2,472.27 \$2,149.35	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	HU-TLG250-499-00	SEL Splunk-Hadoop Term +Gsup25-49NdAN	\$4,674.00	K	31%	\$3,225.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	HU-TLG25-49-AP	SEL Splunk-Hadoop Term +Gsup25-49NdAP	\$5,608.00	K	31%	\$3,869.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	HU-TLG25-49-EM	SEL Splunk-Hadoop Term +Gsup25-49NdEM	\$4,300.00	K	31%	\$2,967.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	HU-TLG25-49-US HU-TLG500-999-AN	SEL Splunk-Hadoop Term +Gsup25-49NdUS SEL Splunk-Hadoop Term +Gsup500-999NdAN	\$3,738.00 \$3,405.00	K K	31% 31%	\$2,579.22 \$2,349.45	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	HU-TLG500-999-AN	SEL Splunk-Hadoop Term +Gsup500-999NdAP	\$4,085.00	K	31%	\$2,818.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	HU-TLG500-999-EM	SEL Splunk-Hadoop Term +Gsup500-999NdEM	\$3,132.00	K	31%	\$2,161.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	HU-TLG500-999-US	SEL Splunk-Hadoop Term +Gsup500-999NdUS	\$2,723.00	K	31%	\$1,878.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	HU-TLG50-99-AN	SEL Splunk-Hadoop Term +Gsup50-99NdAN	\$4,478.00	K	31%	\$3,089.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5 5	HU-TLG50-99-AP HU-TLG50-99-EM	SEL Splunk-Hadoop Term +Gsup50-99NdAP SEL Splunk-Hadoop Term +Gsup50-99NdEM	\$5,375.00 \$4,120.00	K K	31% 31%	\$3,708.75 \$2,842.80	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	HU-TLG50-99-US	SEL Splunk-Hadoop Term +Gsup50-99NdUS	\$3,583.00	ĸ	31%	\$2,472.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	IT-PL-100-199-AN	SEL Splunk ITSI Perp Lic100-199GB/dayAN	\$866.00	K	31%	\$597.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	IT-PL-100-199-AP	SEL Splunk ITSI Perp Lic100-199GB/dayAP	\$1,038.00	K	31%	\$716.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5 5	IT-PL-100-199-EM IT-PL-100-199-US	SEL Splunk ITSI Perp Lic100-199GB/dayEM SEL Splunk ITSI Perp Lic100-199GB/dayUS	\$797.00 \$692.00	K K	31% 31%	\$549.93 \$477.48	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	IT-PL-1K-1999-AN	SEL Splunk ITSI Perp Lic1K-1999GB/dayAN	\$432.00	ĸ	31%	\$298.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	IT-PL-1K-1999-AP	SEL Splunk ITSI Perp Lic1K-1999GB/dayAP	\$520.00	K	31%	\$358.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	IT-PL-1K-1999-EM	SEL Splunk ITSI Perp Lic1K-1999GB/dayEM	\$398.00	K	31%	\$274.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5 5	IT-PL-1K-1999-US IT-PL-200-499-AN	SEL Splunk ITSI Perp Lic1K-1999GB/dayUS SEL Splunk ITSI Perp Lic200-499GB/dayAN	\$346.00 \$649.00	K K	31% 31%	\$238.74 \$447.81	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	IT-PL-200-499-AN	SEL Splunk ITSI Perp Lic200-499GB/dayAP	\$778.00	K	31%	\$536.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	IT-PL-200-499-EM	SEL Splunk ITSI Perp Lic200-499GB/dayEM	\$598.00	K	31%	\$412.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	IT-PL-200-499-US	SEL Splunk ITSI Perp Lic200-499GB/dayUS	\$519.00	K	31%	\$358.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	IT-PL-500-999-AN	SEL Splunk ITSI Perp Lic500-999GB/dayAN	\$469.00	K	31%	\$323.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5 5	IT-PL-500-999-AP IT-PL-500-999-EM	SEL Splunk ITSI Perp Lic500-999GB/dayAP SEL Splunk ITSI Perp Lic500-999GB/dayEM	\$563.00 \$432.00	K K	31% 31%	\$388.47 \$298.08	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	IT-PL-500-999-US	SEL Splunk ITSI Perp Lic500-999GB/dayUS	\$375.00	ĸ	31%	\$258.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	IT-PL-50-99-AN	SEL Splunk ITSI Perp Lic50-99GB/dayAN	\$1,371.00	K	31%	\$945.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5 5	IT-PL-50-99-AP	SEL Splunk ITSI Perp Lic50-99GB/dayAP	\$1,645.00	K K	31% 31%	\$1,135.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5 5	IT-PL-50-99-EM IT-PL-50-99-US	SEL Splunk ITSI Perp Lic50-99GB/dayEM SEL Splunk ITSI Perp Lic50-99GB/dayUS	\$1,262.00 \$1,096.00	K	31%	\$870.78 \$756.24	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	IT-TLE100-199-AN	SEL Splunk ITSI Term ESUP100-199GB/dayAN	\$346.00	ĸ	31%	\$238.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	IT-TLE100-199-AP	SEL Splunk ITSI Term ESUP100-199GB/dayAP	\$415.00	K	31%	\$286.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	IT-TLE100-199-EM	SEL Splunk ITSI Term ESUP100-199GB/dayEM	\$318.00	K	31%	\$219.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	IT-TLE100-199-US	SEL Splunk ITSI Term ESUP100-199GB/dayUS	\$277.00	K	31%	\$191.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK SPLUNK
5	IT-TLE1K-1999-AN IT-TLE1K-1999-AP	SEL Splunk ITSI Term ESUP1K-1999GB/dayAN SEL Splunk ITSI Term ESUP1K-1999GB/dayAP	\$174.00 \$208.00	K	31% 31%	\$120.06 \$143.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK
5	IT-TLE1K-1999-EM	SEL Splunk ITSI Term ESUP1K-1999GB/dayEM	\$160.00	ĸ	31%	\$110.40	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5	IT-TLE1K-1999-US	SEL Splunk ITSI Term ESUP1K-1999GB/dayUS	\$138.00	K	31%	\$95.22	\$0.00	\$0.00		\$0.00			SPLUNK
5 5	IT-TLE200-499-AN IT-TLE200-499-AP	SEL Splunk ITSI Term ESUP200-499GB/dayAN SEL Splunk ITSI Term ESUP200-499GB/dayAP	\$260.00 \$312.00	K K	31% 31%	\$179.40 \$215.28	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	IT-TLE200-499-AP	SEL Splunk ITSI Term ESUP200-499GB/dayAP SEL Splunk ITSI Term ESUP200-499GB/dayEM	\$312.00 \$238.00	K K	31%	\$215.28 \$164.22	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	IT-TLE200-499-US	SEL Splunk ITSI Term ESUP200-499GB/dayUS	\$208.00	ĸ	31%	\$143.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	IT-TLE500-999-AN	SEL Splunk ITSI Term ESUP500-999GB/dayAN	\$188.00	K	31%	\$129.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	IT-TLE500-999-AP	SEL Splunk ITSI Term ESUP500-999GB/dayAP	\$225.00	K	31%	\$155.25	\$0.00	\$0.00		\$0.00	\$0.00		SPLUNK
5 5	IT-TLE500-999-EM IT-TLE500-999-US	SEL Splunk ITSI Term ESUP500-999GB/dayEM SEL Splunk ITSI Term ESUP500-999GB/dayUS	\$174.00 \$150.00	K K	31% 31%	\$120.06 \$103.50	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			SPLUNK SPLUNK
5	IT-TLE50-99-AN	SEL Splunk ITSI Term ESUP50-99GB/dayAN	\$548.00	ĸ	31%	\$378.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WA	RRANTY UPGRADE	NET PRICE		
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	IT-TLE50-99-AP	SEL Splunk ITSI Term ESUP50-99GB/dayAP	\$658.00	K	31%	\$454.02	\$0.00	\$0.00	\$0.00				SPLUNK
5	IT-TLE50-99-EM	SEL Splunk ITSI Term ESUP50-99GB/dayEM	\$505.00	K	31%	\$348.45	\$0.00	\$0.00	\$0.00		\$0.00		SPLUNK
5	IT-TLE50-99-US	SEL Splunk ITSI Term ESUP50-99GB/dayUS	\$438.00	K	31%	\$302.22	\$0.00	\$0.00	\$0.00		\$0.00		SPLUNK
5 5	IT-TLG100-199-AN IT-TLG100-199-AP	SEL Splunk ITSI Term GSUP100-199GB/dayAN SEL Splunk ITSI Term GSUP100-199GB/dayAP	\$391.00 \$468.00	K K	31% 31%	\$269.79 \$322.92	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPLUNK SPLUNK
5	IT-TLG100-199-AF	SEL Splunk ITSI Term GSUP100-199GB/dayAP	\$358.00	K	31%	\$247.02	\$0.00	\$0.00	\$0.00		\$0.00		SPLUNK
5	IT-TLG100-199-US	SEL Splunk ITSI Term GSUP100-199GB/dayUS	\$312.00	ĸ	31%	\$215.28	\$0.00	\$0.00	\$0.00		\$0.00		SPLUNK
5	IT-TLG1K-1999-AN	SEL Splunk ITSI Term GSUP1K-1999GB/dayAN	\$195.00	K	31%	\$134.55	\$0.00	\$0.00	\$0.00		\$0.00		SPLUNK
5	IT-TLG1K-1999-AP	SEL Splunk ITSI Term GSUP1K-1999GB/dayAP	\$234.00	K	31%	\$161.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	IT-TLG1K-1999-EM	SEL Splunk ITSI Term GSUP1K-1999GB/dayEM	\$178.00	K	31%	\$122.82	\$0.00	\$0.00	\$0.00		\$0.00		SPLUNK
5 5	IT-TLG1K-1999-US	SEL Splunk ITSI Term GSUP1K-1999GB/dayUS	\$156.00	K K	31% 31%	\$107.64	\$0.00	\$0.00	\$0.00		\$0.00		SPLUNK
5 5	IT-TLG200-499-AN IT-TLG200-499-AP	SEL Splunk ITSI Term GSUP200-499GB/dayAN SEL Splunk ITSI Term GSUP200-499GB/dayAP	\$292.00 \$351.00	K	31%	\$201.48 \$242.19	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPLUNK SPLUNK
5	IT-TLG200-499-EM	SEL Splunk ITSI Term GSUP200-499GB/dayEM	\$269.00	K	31%	\$185.61	\$0.00	\$0.00	\$0.00		\$0.00		SPLUNK
5	IT-TLG200-499-US	SEL Splunk ITSI Term GSUP200-499GB/dayUS	\$234.00	K	31%	\$161.46	\$0.00	\$0.00	\$0.00		\$0.00		SPLUNK
5	IT-TLG500-999-AN	SEL Splunk ITSI Term GSUP500-999GB/dayAN	\$211.00	K	31%	\$145.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	IT-TLG500-999-AP	SEL Splunk ITSI Term GSUP500-999GB/dayAP	\$252.00	K	31%	\$173.88	\$0.00	\$0.00	\$0.00		\$0.00		SPLUNK
5	IT-TLG500-999-EM	SEL Splunk ITSI Term GSUP500-999GB/dayEM	\$194.00	K	31%	\$133.86	\$0.00	\$0.00	\$0.00		\$0.00		SPLUNK
5 5	IT-TLG500-999-US SE-PL-100-199-AN	SEL Splunk ITSI Term GSUP500-999GB/dayUS SEL Splunk Ent Perp Lic 100-199GB/day AN	\$169.00 \$2,163.00	K K	31% 31%	\$116.61 \$1,492.47	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPLUNK SPLUNK
5 5	SE-PL-100-199-AN SE-PL-100-199-AP	SEL Splunk Ent Perp Lic 100-199GB/day AN SEL Splunk Ent Perp Lic 100-199GB/day AP	\$2,597.00	K	31%	\$1,791.93	\$0.00	\$0.00	\$0.00		\$0.00		SPLUNK
5	SE-PL-100-199-EM	SEL Splunk Ent Perp Lic 100-199GB/day EM	\$1,991.00	ĸ	31%	\$1,373.79	\$0.00	\$0.00	\$0.00		\$0.00		SPLUNK
5	SE-PL-100-199-US	SEL Splunk Ent Perp Lic 100-199GB/day US	\$1,731.00	K	31%	\$1,194.39	\$0.00	\$0.00	\$0.00		\$0.00		SPLUNK
5	SE-PL-1K-1999-AN	SEL Splunk Ent Perp Lic 1K-1999GB/day AN	\$1,731.00	K	31%	\$1,194.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	SE-PL-1K-1999-AP	SEL Splunk Ent Perp Lic 1K-1999GB/day AP	\$2,077.00	K	31%	\$1,433.13	\$0.00	\$0.00	\$0.00		\$0.00		SPLUNK
5	SE-PL-1K-1999-EM	SEL Splunk Ent Perp Lic 1K-1999GB/day EM	\$1,592.00	K	31%	\$1,098.48	\$0.00	\$0.00	\$0.00		\$0.00		SPLUNK
5	SE-PL-1K-1999-US	SEL Splunk Ent Perp Lie 200 400CB/day AN	\$1,385.00	K	31% 31%	\$955.65	\$0.00	\$0.00	\$0.00		\$0.00 \$0.00		SPLUNK
5 5	SE-PL-200-499-AN SE-PL-200-499-AP	SEL Splunk Ent Perp Lic 200-499GB/day AN SEL Splunk Ent Perp Lic 200-499GB/day AP	\$2,020.00 \$2,423.00	K K	31%	\$1,393.80 \$1,671.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00		SPLUNK SPLUNK
5	SE-PL-200-499-EM	SEL Splunk Ent Perp Lic 200-499GB/day EM	\$1,858.00	ĸ	31%	\$1,282.02	\$0.00	\$0.00	\$0.00		\$0.00		SPLUNK
5	SE-PL-200-499-US	SEL Splunk Ent Perp Lic 200-499GB/day US	\$1,615.00	ĸ	31%	\$1,114.35	\$0.00	\$0.00	\$0.00		\$0.00		SPLUNK
5	SE-PL-500-999-AN	SEL Splunk Ent Perp Lic 500-999GB/day AN	\$1,875.00	K	31%	\$1,293.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	SE-PL-500-999-AP	SEL Splunk Ent Perp Lic 500-999GB/day AP	\$2,251.00	K	31%	\$1,553.19	\$0.00	\$0.00	\$0.00		\$0.00		SPLUNK
5	SE-PL-500-999-EM	SEL Splunk Ent Perp Lic 500-999GB/day EM	\$1,725.00	K	31%	\$1,190.25	\$0.00	\$0.00	\$0.00		\$0.00		SPLUNK
5 5	SE-PL-500-999-US SE-PL-50-99-AN	SEL Splunk Ent Perp Lic 500-999GB/day US SEL Splunk Ent Perp Lic 50-99GB/day AN	\$1,500.00 \$2,740.00	K K	31% 31%	\$1,035.00 \$1,890.60	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPLUNK SPLUNK
5	SE-PL-50-99-AN	SEL Splunk Ent Perp Lic 50-99GB/day AP	\$3,289.00	K	31%	\$2,269.41	\$0.00	\$0.00	\$0.00		\$0.00		SPLUNK
5	SE-PL-50-99-EM	SEL Splunk Ent Perp Lic 50-99GB/day EM	\$2,522.00	ĸ	31%	\$1,740.18	\$0.00	\$0.00	\$0.00		\$0.00		SPLUNK
5	SE-PL-50-99-US	SEL Splunk Ent Perp Lic 50-99GB/day US	\$2,192.00	K	31%	\$1,512.48	\$0.00	\$0.00	\$0.00		\$0.00		SPLUNK
5	SE-TLE100-199-AN	SEL Splunk Ent TermL ESUP100-199GB/dayAN	\$866.00	K	31%	\$597.54	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPLUNK
5	SE-TLE100-199-AP	SEL Splunk Ent TermL ESUP100-199GB/dayAP	\$1,038.00	K	31%	\$716.22	\$0.00	\$0.00	\$0.00		\$0.00		SPLUNK
5	SE-TLE100-199-EM	SEL Splunk Ent TermL ESUP100-199GB/dayEM	\$797.00	K K	31%	\$549.93	\$0.00	\$0.00	\$0.00		\$0.00		SPLUNK
5 5	SE-TLE100-199-US SE-TLE1K-1999AN	SEL Splunk Ent TermL ESUP100-199GB/dayUS SEL Splunk Ent TermL ESUP1K-1999GB/dayAN	\$692.00 \$778.00	K	31% 31%	\$477.48 \$536.82	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPLUNK SPLUNK
5	SE-TLE1K-1999AP	SEL Splunk Ent TermL ESUP1K-1999GB/dayAP	\$935.00	K	31%	\$645.15	\$0.00	\$0.00	\$0.00		\$0.00		SPLUNK
5	SE-TLE1K1999EM	SEL Splunk Ent TermL ESUP1K-1999GB/dayEM	\$717.00	ĸ	31%	\$494.73	\$0.00	\$0.00	\$0.00		\$0.00		SPLUNK
5	SE-TLE1K-1999US	SEL Splunk Ent TermL ESUP1K-1999GB/dayUS	\$623.00	K	31%	\$429.87	\$0.00	\$0.00	\$0.00		\$0.00		SPLUNK
5	SE-TLE200-499-AN	SEL Splunk Ent TermL ESUP200-499GB/dayAN	\$837.00	K	31%	\$577.53	\$0.00	\$0.00	\$0.00		\$0.00		SPLUNK
5	SE-TLE200-499-AP	SEL Splunk Ent TermL ESUP200-499GB/dayAP	\$1,005.00	K	31%	\$693.45	\$0.00	\$0.00	\$0.00		\$0.00		SPLUNK
5 5	SE-TLE200-499-EM SE-TLE200-499-US	SEL Splunk Ent TermL ESUP200-499GB/dayEM SEL Splunk Ent TermL ESUP200-499GB/dayUS	\$769.00 \$669.00	K K	31% 31%	\$530.61 \$461.61	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPLUNK SPLUNK
5	SE-TLE500-999-AN	SEL Splunk Ent TermL ESUP500-999GB/dayAN	\$808.00	K	31%	\$557.52	\$0.00	\$0.00	\$0.00		\$0.00		SPLUNK
5	SE-TLE500-999-AP	SEL Splunk Ent TermL ESUP500-999GB/dayAP	\$969.00	ĸ	31%	\$668.61	\$0.00	\$0.00	\$0.00		\$0.00		SPLUNK
5	SE-TLE500-999-EM	SEL Splunk Ent TermL ESUP500-999GB/dayEM	\$743.00	K	31%	\$512.67	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	SE-TLE500-999-US	SEL Splunk Ent TermL ESUP500-999GB/dayUS	\$646.00	K	31%	\$445.74	\$0.00	\$0.00	\$0.00		\$0.00		SPLUNK
5	SE-TLE-50-99-AN	SEL Splunk Ent TermL ESUP50-99GB/dayAN	\$1,097.00	K	31%	\$756.93	\$0.00	\$0.00	\$0.00		\$0.00		SPLUNK
5 5	SE-TLE-50-99-AP SE-TLE-50-99-EM	SEL Splunk Ent TermL ESUP50-99GB/dayAP SEL Splunk Ent TermL ESUP50-99GB/dayEM	\$1,315.00	K K	31% 31%	\$907.35	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPLUNK
5 5	SE-TLE-50-99-EM	SEL Splunk Ent TermL ESUP50-99GB/dayUS	\$1,009.00 \$877.00	K	31%	\$696.21 \$605.13	\$0.00	\$0.00 \$0.00	\$0.00				SPLUNK SPLUNK
5	SE-TLG100-199-AN		\$974.00	K	31%	\$672.06	\$0.00	\$0.00	\$0.00		\$0.00		SPLUNK
5	SE-TLG100-199-AP		\$1,169.00	K	31%	\$806.61	\$0.00	\$0.00	\$0.00		\$0.00		SPLUNK
5	SE-TLG100-199-EM	SEL Splunk Ent TermL GSUP100-199GB/dayEM	\$895.00	K	31%	\$617.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5		SEL Splunk Ent TermL GSUP100-199GB/dayUS	\$779.00	K	31%	\$537.51	\$0.00	\$0.00	\$0.00		\$0.00		SPLUNK
5		SEL Splunk Ent TermL GSUP1K-1999GB/dayAN	\$866.00	K	31%	\$597.54	\$0.00	\$0.00	\$0.00		\$0.00	Ψ0.00	SPLUNK
5	SE-TLG1K-1999AP	SEL Splunk Ent TermL GSUP1K-1999GB/dayAP SEL Splunk Ent TermL GSUP1K-1999GB/dayEM	\$1,038.00	K	31%	\$716.22	\$0.00	\$0.00	\$0.00		\$0.00		SPLUNK
5 5	SE-TLG1K-1999EM SE-TLG1K-1999US	SEL Splunk Ent TermL GSUP1K-1999GB/dayEM SEL Splunk Ent TermL GSUP1K-1999GB/dayUS	\$797.00 \$692.00	K K	31% 31%	\$549.93 \$477.48	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPLUNK SPLUNK
5	SE-TLG1R-199903 SE-TLG200-499-AN		\$937.00	K	31%	\$646.53	\$0.00	\$0.00	\$0.00		\$0.00		SPLUNK
5	SE-TLG200-499-AP		\$1,125.00	ĸ	31%	\$776.25	\$0.00	\$0.00	\$0.00		\$0.00		SPLUNK
5	SE-TLG200-499-EM	SEL Splunk Ent TermL GSUP200-499GB/dayEM	\$863.00	K	31%	\$595.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	SE-TLG200-499-US		\$751.00	K	31%	\$518.19	\$0.00	\$0.00	\$0.00		\$0.00		SPLUNK
5	SE-TLG500-999-AN		\$902.00	K	31%	\$622.38	\$0.00	\$0.00	\$0.00				SPLUNK
5 5	SE-TLG500-999-AP SE-TLG500-999-EM		\$1,082.00	K K	31% 31%	\$746.58 \$572.01	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPLUNK
5 5	SE-TLG500-999-EM		\$829.00 \$722.00	K	31%	\$572.01 \$498.18	\$0.00	\$0.00 \$0.00	\$0.00				SPLUNK SPLUNK
5	EGL-0032PE14-I	SEL Eyeglass 2 Cluster Kit Ent-Installed	\$14,249.00	ĸ	31%	\$9,831.81	\$0.00	\$0.00	\$0.00				SUPERNA

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WA	RRANTY UPGRADE	NET PRICE		
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	EGL-0032PE15-P	SEL IGLS 2 CLST KIT ENT-QUICK START PLUS	\$36,045.00	K	31%	\$24,871.05	\$0.00	\$0.00	\$0.00	\$0.00			SUPERNA
5	EGL-0032PE15-Q	SEL IGLS 2 CLST KIT ENT-QUICK START	\$23,480.00		31%	\$16,201.20	\$0.00	\$0.00	\$0.00	\$0.00			SUPERNA
5 5	EGL-0032UE-2 EGL2-SRM-LIC	SEL IGLS Basic-ADV to ENT Upg 2 Pack v2 SEL Cluster Storage Monitor Lic v2	\$7,338.00 \$9,231.00		31% 31%	\$5,063.22 \$6,369.39	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				SUPERNA SUPERNA
5	EGL-AUD-AGT	SEL Eyeglass Easy Auditor Agent Lic	\$4,615.00		31%	\$3,184.35	\$0.00	\$0.00	\$0.00	\$0.00			SUPERNA
5	EGL-AUD-LIC	SEL Eyeglass Easy Auditor Feature Lic	\$2,565.00		31%	\$1,769.85	\$0.00	\$0.00	\$0.00	\$0.00			SUPERNA
5	EGL-EDGE-C1	SEL ISILONSD EDGE CLUSTER DISCOVERY-LI	\$1,250.00		31%	\$862.50	\$0.00	\$0.00	\$0.00	\$0.00			SUPERNA
5		SEL EYEGLASS DR MANAGER Enterprise VAPP			31%	\$412.62	\$0.00	\$0.00	\$0.00	\$0.00			SUPERNA
5	EGL-RAND-AGT	SEL Ransomware Defender Agent Lic	\$2,565.00		31%	\$1,769.85	\$0.00	\$0.00	\$0.00				SUPERNA
5 5	EGL-RAND-LIC	SEL Ransomware Defender Feature Lic	\$1,923.00		31%	\$1,326.87	\$0.00	\$0.00	\$0.00				SUPERNA
5	EYEGLASS-003E EYEGLASS-005	SEL EyeGlass DR Single Cluster License SEL EyeGlass VM Management	\$5,806.00 \$21.00		31% 31%	\$4,006.14 \$14.49	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SUPERNA SUPERNA
5	EYEGLASS-010	SEL EyeGlass Vibrok Ent 1 Pack	\$6,410.00		31%	\$4,422.90	\$0.00	\$0.00	\$0.00	\$0.00			SUPERNA
5	EYEGLASS-011	SEL EyeGlass vCenter Discovery	\$754.00		31%	\$520.26	\$0.00	\$0.00	\$0.00	\$0.00			SUPERNA
5	EYEGLASS-I1	SEL IGLS RHEL-Centos Installer License	\$3,077.00	K	31%	\$2,123.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SUPERNA
5	IGL-CA-009	SEL Eyeglass Isilon Probe-Basic	\$1,795.00		31%	\$1,238.55	\$0.00	\$0.00	\$0.00	\$0.00			SUPERNA
5	IGL-CA-012	SEL Eyeglass Vblock Probe-Basic	\$2,820.00		31%	\$1,945.80	\$0.00	\$0.00	\$0.00	\$0.00			SUPERNA
5 5	IGLS-CB-3YR	SEL IGLS Suite 2 CLSTR Bundle 3yr maint	\$43,840.00		31% 31%	\$30,249.60	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00			SUPERNA
5 5	IGLS-CB-5YR IGLS-NB-3YR	SEL IGLS Suite 2 CLSTR Bundle 5yr maint SEL IGLS Suite 6 Node Bundle 3yr maint	\$51,391.00 \$35,926.00		31%	\$35,459.79 \$24,788.94	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00			SUPERNA SUPERNA
5	IGLS-NB-5YR	SEL IGLS Suite 6 Node Bundle 5yr maint	\$42,822.00		31%	\$29,547.18	\$0.00	\$0.00	\$0.00	\$0.00			SUPERNA
5		SEL Sync EE CLD Storage 1-10 TB 1 yr	\$2,160.00		31%	\$1,490.40	\$0.00	\$0.00	\$0.00				SYNCPLICITY
5		SEL Sync EE CLD Storage 1-10 TB 2 yr	\$4,104.00		31%	\$2,831.76	\$0.00	\$0.00	\$0.00	\$0.00			SYNCPLICITY
5		SEL Sync EE CLD Storage 1-10 TB 3 yr	\$5,832.00		31%	\$4,024.08	\$0.00	\$0.00	\$0.00	\$0.00			SYNCPLICITY
5		SEL Sync EE CLD Storage 11-100 TB 1 yr	\$1,800.00		31%	\$1,242.00	\$0.00	\$0.00	\$0.00	\$0.00			SYNCPLICITY
5		SEL Sync EE CLD Storage 11-100 TB 2 yr	\$3,420.00		31%	\$2,359.80	\$0.00	\$0.00	\$0.00	\$0.00			SYNCPLICITY
5		SEL Sync EE CLD Storage 11-100 TB 3 yr	\$4,860.00 \$1,620.00		31% 31%	\$3,353.40	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00			SYNCPLICITY
5 5		SEL Sync EE CLD Storage 101-1,000 TB 1yr SEL Sync EE CLD Storage 101-1,000 TB 2yr	\$3,078.00		31%	\$1,117.80 \$2,123.82	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00			SYNCPLICITY SYNCPLICITY
5		SEL Sync EE CLD Storage 101-1,000 TB 3yr	\$4,374.00		31%	\$3,018.06	\$0.00	\$0.00	\$0.00	\$0.00			SYNCPLICITY
5		SEL Sync EE CLD Storage 1,001 TB+ 1yr	\$1,440.00		31%	\$993.60	\$0.00	\$0.00	\$0.00	\$0.00			SYNCPLICITY
5		SEL Sync EE CLD Storage 1,001 TB+ 2 yr	\$2,736.00		31%	\$1,887.84	\$0.00	\$0.00	\$0.00	\$0.00			SYNCPLICITY
5		SEL Sync EE CLD Storage 1,001 TB+ 3 yr	\$3,888.00		31%	\$2,682.72	\$0.00	\$0.00	\$0.00	\$0.00			SYNCPLICITY
5		SEL Sync DH Specialty Connector 1 yr	\$40,000.00		31%	\$27,600.00	\$0.00	\$0.00	\$0.00				SYNCPLICITY
5		SEL Sync DH Specialty Connector 2 yr	\$72,000.00		31%	\$49,680.00	\$0.00	\$0.00	\$0.00				SYNCPLICITY
5 5	SYNC-DH-CON-3Y SYNC-DH-T1-1Y	SEL Sync DH Specialty Connector 3 yr SEL Sync DH 100-1,000 sts 1 yr	\$102,000.00 \$40.00		31% 31%	\$70,380.00 \$27.60	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SYNCPLICITY SYNCPLICITY
5	SYNC-DH-T1-2Y	SEL Sync DH 100-1,000 sts 1 yr	\$72.00		31%	\$49.68	\$0.00	\$0.00	\$0.00	\$0.00			SYNCPLICITY
5	SYNC-DH-T1-3Y	SEL Sync DH 100-1,000 sts 3 yr	\$102.00		31%	\$70.38	\$0.00	\$0.00	\$0.00	\$0.00			SYNCPLICITY
5	SYNC-DH-T2-1Y	SEL Sync DH 1,001-5,000 sts 1 yr	\$32.00		31%	\$22.08	\$0.00	\$0.00	\$0.00	\$0.00			SYNCPLICITY
5	SYNC-DH-T2-2Y	SEL Sync DH 1,001-5,000 sts 2 yr	\$58.00	K	31%	\$40.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5	SYNC-DH-T2-3Y	SEL Sync DH 1,001-5,000 sts 3 yr	\$82.00		31%	\$56.58	\$0.00	\$0.00	\$0.00	\$0.00			SYNCPLICITY
5	SYNC-DH-T3-1Y	SEL Sync DH 5,001-10,000 sts 1 yr	\$28.00		31%	\$19.32	\$0.00	\$0.00	\$0.00	\$0.00			SYNCPLICITY
5 5	SYNC-DH-T3-2Y SYNC-DH-T3-3Y	SEL Sync DH 5,001-10,000 sts 2 yr SEL Sync DH 5,001-10,000 sts 3 yr	\$51.00 \$72.00		31% 31%	\$35.19 \$49.68	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SYNCPLICITY SYNCPLICITY
5	SYNC-DH-T3-31	SEL Sync DH 10,001-10,000 sts 3 yr	\$25.00		31%	\$17.25	\$0.00	\$0.00	\$0.00	\$0.00			SYNCPLICITY
5	SYNC-DH-T4-2Y	SEL Sync DH 10,001-20,000 sts 2 yr	\$45.00		31%	\$31.05	\$0.00	\$0.00	\$0.00				SYNCPLICITY
5	SYNC-DH-T4-3Y	SEL Sync DH 10,001-20,000 sts 3 yr	\$64.00		31%	\$44.16	\$0.00	\$0.00	\$0.00	\$0.00			SYNCPLICITY
5	SYNC-DH-T5-1Y	SEL Sync DH 20,001+ sts 1 yr	\$22.00		31%	\$15.18	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	SYNCPLICITY
5	SYNC-DH-T5-2Y	SEL Sync DH 20,001+ sts 2 yr	\$40.00		31%	\$27.60	\$0.00	\$0.00	\$0.00	\$0.00			SYNCPLICITY
5	SYNC-DH-T5-3Y	SEL Sync DH 20,001+ sts 3 yr	\$56.00		31%	\$38.64	\$0.00	\$0.00	\$0.00	\$0.00			SYNCPLICITY
5 5	SYNC-DH-UNL-1Y SYNC-DH-UNL-2Y	SEL Sync DH Unlimited TB 1 yr SEL Sync DH Unlimited TB 2 yr	\$200,000.00 \$360,000.00		31% 31%	\$138,000.00 \$248,400.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SYNCPLICITY SYNCPLICITY
5	SYNC-DH-UNL-3Y	SEL Sync DH Unlimited TB 3 yr	\$510,000.00		31%	\$351,900.00	\$0.00	\$0.00	\$0.00				SYNCPLICITY
5	SYNC-EE-T1-1Y	SEL Sync EE 25-1,000 sts 1 yr	\$150.00		31%	\$103.50	\$0.00	\$0.00	\$0.00	\$0.00			SYNCPLICITY
5	SYNC-EE-T1-2Y	SEL Sync EE 25-1,000 sts 2 yr	\$286.00	K	31%	\$197.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5	SYNC-EE-T1-3Y	SEL Sync EE 25-1,000 sts 3 yr	\$405.00		31%	\$279.45	\$0.00	\$0.00	\$0.00	\$0.00			SYNCPLICITY
5	SYNC-EE-T2-1Y	SEL Sync EE 1,001-5,000 sts 1 yr	\$120.00		31%	\$82.80	\$0.00	\$0.00	\$0.00	\$0.00			SYNCPLICITY
5	SYNC-EE-T2-2Y	SEL Sync EE 1,001-5,000 sts 2 yr	\$228.00		31% 31%	\$157.32 \$223.56	\$0.00	\$0.00	\$0.00				SYNCPLICITY
5 5	SYNC-EE-T2-3Y SYNC-EE-T3-1Y	SEL Sync EE 1,001-5,000 sts 3 yr SEL Sync EE 5,001-10,000 sts 1 yr	\$324.00 \$96.00		31%	\$66.24	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SYNCPLICITY SYNCPLICITY
5	SYNC-EE-T3-2Y	SEL Sync EE 5,001-10,000 sts 2 yr	\$182.00		31%	\$125.58	\$0.00	\$0.00	\$0.00	\$0.00			SYNCPLICITY
5	SYNC-EE-T3-3Y	SEL Sync EE 5,001-10,000 sts 3 yr	\$258.00		31%	\$178.02	\$0.00	\$0.00	\$0.00				SYNCPLICITY
5	SYNC-EE-T4-1Y	SEL Sync EE 10,001+ sts 1 yr	\$85.00	K	31%	\$58.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SYNCPLICITY
5	SYNC-EE-T4-2Y	SEL Sync EE 10,001+ sts 2 yr	\$160.00		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		31%	\$155.25	\$0.00	\$0.00	\$0.00				SYNCPLICITY
5	100DS1PRSSP-2	SEL DA DS100+1DA Pb/Col50SL+SS&Sup1st yr	\$14,365.00		31%	\$9,911.85	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5		SEL DWSP100use+1Pb/Col 50SL+SS&Sup1st yr SEL DWWin100use+1Pb/Coll50SL+SS&Sup1styr	\$22,100.00 \$22,100.00		31% 31%	\$15,249.00 \$15,249.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5 5	100DWW1PRSSP-1	SEL DAODLite100+1DAPb/Col50SL+SS&Sup1styl	\$22,100.00 \$11,050.00		31%	\$15,249.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5		SEL DAODLite100+1DAPb/Col50SL+SS&Sup19r			31%	\$3,813.63	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5		SEL DASPOnLite100+1DAPb/Col50SL+SS&Sup1	\$11,050.00		31%	\$7,624.50	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	100SPLO1PRSSP12N	SEL DASPOnLite100+1DAPb/Col50SL+SS&Sup1	\$5,527.00	K	31%	\$3,813.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	250DS1PRSSP-2	SEL DA DS250+1DA Pb/Col50SL+SS&Sup1st yr	\$22,181.00		31%	\$15,304.89	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5		SEL DWSP250user+1Pb/Col50SL+SS⋑ 1styr	\$34,125.00		31%	\$23,546.25	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	230DWW IPKSSP-1	SEL DWWin250use+1Pb/Coll50SL+SS&Sup1styr	\$34,125.00	K	31%	\$23,546.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS

Part						N	VP LEVEL 1		NVP MAINTENA	NCE AND WA	RRANTY UPGRADE	NET PRICE		
Second Females Seco	BAND	SKU	DESCRIPTION				NVP LEVEL 1 NET PRICE	ANNUAL		ANNUAL			RENEWAL	THIRD PARTY PRODUCT PARTNER
5 29001 F19902 F1 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0														
S 2007FOUPPRESSP-124EL_COMPENSIONED - 1500														
S. 2005/19680-0. E. D. ACRES T. A. P. D. CORRES T. A. P. D. D. D. CORRES T. A. P. D.														
S. SIGNIVIPERSON S. D. LOWACCINE SCRIPT S. D. D. C. D. S. D.	5													
S. SOCK, PRINCE S. D. SOCK														
2 200LPPSSP120 SLD LOCALINGS LOCAL SEGUE The STATE SLD LOCALINGS S														
SSPECHOPPSSOP SELL CONFERENCE SELL CONFERENC														
5 SERF (CHERRIPTICAL PROCESS) 5 SOUTHWEST PLAN (FILE ACCOUNTS) 5 SOUTHWE														
SOUTH PRINTERS SET LA PERSON SET LA PERS	5				K	31%								
S. SCOWSPRESS-1-1 S. COWSPRESS-1-1 S. COWSPRE														
5 SOWN/PRSSP-1 SE, DWYNOGWA-19PL-QUICKSQL-55S-Sp-19PL 5150000 K 31% \$10,784.00 50.00 \$30.00 \$10.00 \$0.														
SIGOL PRISSEP SIGOL PRISSEP SIGOL														
5 9000L1PRSSP14M SEL DADGLUEGO-14-DRSS-858-but 719 200 K 31% \$2,002.30 \$0.00 \$														
SIRPLOT IMPROPRIATE SELL DAS POT LANGES COLOR SELL DAS POT LANGES COLOR DATA POLYMATE AND ALL TO SELL DATA POLYMATE AND ALL	5	50ODL1PRSSP12M	SEL DAODLite50+1DAPb/Col50SL+SS&Sup12mt		K		\$2,692.38	\$0.00						VARONIS
AD-Dal Set AD-D														
SECRETARY Control														
ADD-IDLP Fig. ADD-IDLP SE Add Coll IDL for a february in the collection of														
DAIL-0-05/0PL SE DAIL-0-05/0														
S. DAEL-OSTILL SEL Dark-brandings for Eachings Line T. SS.070 K 311/4 SS.070 S.000 S.0	-													
S DAEL-1001-15000 SEL Dath-damage like PL \$4.75 K 31% \$20.50 \$0.00 \$														
5 DAEL-1001-1500FT SEL Darkdwrenings for Exchange Lite PT \$22.55 K 31% \$11.60 \$0.00														
5 DAEL-1001-1500FM SEL Dark-Aventage for Exchange late PL \$22.50 K 31% \$15.53 \$0.00														
S DAEL-101-250PL SEL Dath-drantage for Exchange Like PL \$32.70 K 31% \$32.56 \$50.00 \$														
5 DAEL-101-250TL SEL DaAA/vamage for Exchange Line TL \$32.70 K 31% \$15.21 \$0.00 \$0.0	-													
5 DAEL-104-CORPT. SEL DatA/Avantage for Exchange Line PL \$30.25 K \$31% \$7.25 \$0.00 \$														
5 DAEL-104-20/PIT SEL DatAl-Averlage for Exchange Libe T S10.50 K 31% \$7.25 \$0.00 \$0														
5 DAEL-1901-2000PL SEL Dark/avantage for Exchange like PL \$38.70 K 31% \$10.66 \$0.00														
5 DAEL-150K-PL SEL DalAf-Avantage for Exchange Litle TL \$3.85 K 31% \$11.00 \$0.00 \$	5													
5 DAEL-150N-TL 5 DAEL-201-2500TL 5 DAEL-201-2500	-													
5 DAEL_2001-2500PL SEL DatA/vantage for Exchange Lile T S14.00 K 31% S.9.4 S.0.00 S.	-													
S DAEL_2001_S00TL SEL DatA/vantage for Exchange Lile TL \$14.40 K 31% \$17.08 \$0.00 \$0														
S DAEL-20H-30NTL SEL DaIAdvantage for Exchange Lite PL \$3.375 K 31% \$2.329 \$0.00 \$0.														
Society Content Cont														
Society Control Cont														
S	-													
Fo DAEL-35K-50KPL SEL DatAdvantage for Exchange Life PL \$24.00 K 31% \$16.56 \$0.00 \$0														
S														
5 DAEL-4001-6000PL SEL DatAdvantage for Exchange Lite PL \$31.50 K 31% \$21.74 \$0.00 \$0.														
SEL DALE-4001-6000TL														
5 DAEL-501-750PL SEL DatAdvantage for Exchange Lite PL \$50.25 K 31% \$34.67 \$0.00	-													
5 DAEL-50K-100KPL SEL DatAdvantage for Exchange Lite PL \$23.25 K 31% \$16.04 \$0.00 \$0.0	5	DAEL-501-750PL	SEL DatAdvantage for Exchange Lite PL	\$50.25	K				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 DAEL-50K-100KTL 5 SEL DatAdvantage for Exchange Lite TL 5 \$9.30 K 31% \$6.42 \$9.00 \$0.00 <td></td>														
5 DAEL-51-100PL SEL DatAdvantage for Exchange Lite PL \$10.25 K 31% \$71.93 \$0.00 \$0.0														
5 DAEL-51-100TL SEL DatAdvantage for Exchange Lite TL \$41.70 K 31% \$28.77 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.														
5 DAEL-6001-8000TL SEL DatAdvantage for Exchange Lite TL \$11.70 K 31% \$8.07 \$0.00 \$0	5	DAEL-51-100TL	SEL DatAdvantage for Exchange Lite TL	\$41.70		31%	\$28.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 DAEL-751-1000PL SEL DatAdvantage for Exchange Lite PL \$46.50 K 31% \$32.09 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 VARONIS \$10.00 \$0.00														
5 DAEL-751-1000TL SEL DatAdvantage for Exchange Lite TL \$18.60 K 31% \$12.83 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 VARONIS \$10.00 \$1.00 VARONIS \$1.00 VARON														
5 DAEL-8001-10KPL SEL DatAdvantage for Exchange Lite PL \$27.75 K 31% \$19.15 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 VARONIS \$0.00														
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 \$0.00 \$0.00 VARONIS 5 DAEX-1001-1500PL SEL DatAdvantage for Exchange PL \$85.50 K 31% \$23.99 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 VARONIS 5 DAEX-11001-1500PL SEL DatAdvantage for Exchange PL \$85.50 K 31% \$59.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 VARONIS 5 DAEX-1001-1500PL SEL DatAdvantage for Exchange PL \$45.00 K 31% \$23.60 \$0.00 \$0														
5 DAEX-0-50TL SEL DatAdvantage for Exchange 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 \$0.00 VARONIS 5 DAEX-1001-1500PL SEL DatAdvantage for Exchange PL \$85.50 K 31% \$59.00 \$0	-													
5 DAEX-1001-1500PL SEL DatAdvantage for Exchange PL \$85.0 K 31% \$59.00 \$0.00 \$														
5 DAEX-1001-1500TL SEL DatAdvantage for Exchange TL \$34.20 K 31% \$23.60 \$0.00	-													
5 DAEX-100K-150KPL SEL DatAdvantage for Exchange PL \$45.00 K 31% \$31.05 \$0.00														
		DAEX-100K-150KPL	SEL DatAdvantage for Exchange PL										\$0.00	VARONIS
	-													
	5	DAEX-101-250PL	SEL DatAdvantage for Exchange PL	\$163.50		31%	\$112.82	\$0.00	\$0.00	\$0.00	\$0.00			
5 DAEX-101-250TL SEL DatAdvantage for Exchange TL \$65.40 K 31% \$45.13 \$0.00 \$0														
5 DAEX-10N-20NTL SEL DatAdvantage for Exchange TL \$21.00 K 31% \$14.49 \$0.00 \$0														
5 DAEX-1501-2000PL SEL DatAdvantage for Exchange PL \$77.25 K 31% \$53.30 \$0.00	5	DAEX-1501-2000PL	SEL DatAdvantage for Exchange PL	\$77.25	K	31%	\$53.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 DAEX-1501-2000TL SEL DatAdvantage for Exchange TL \$30.90 K 31% \$21.32 \$0.00	-													
5 DAEX-150K-PL SEL DatAdvantage for Exchange PL \$44.25 K 31% \$30.53 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 VARONIS 5 DAEX-150K-TL SEL DatAdvantage for Exchange TL \$17.70 K 31% \$12.21 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 VARONIS														
5 DAEX-200PL SEL Datadvantage for Exchange PL \$72.00 K 31% \$49.68 \$0.00														

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAI	RRANTY UPGRADE	NET PRICE		
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	DAEX-2001-2500TL	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 5	DAEX-20K-35KTL DAEX-2501-4000PL	SEL DatAdvantage for Exchange TL SEL DatAdvantage for Exchange PL	\$19.80 \$67.50	K K	31% 31%	\$13.66 \$46.58	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5		SEL DatAdvantage for Exchange TL	\$27.00	K	31%	\$18.63	\$0.00	\$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			VARONIS
5	DAEX-35K-50KPL	SEL DatAdvantage for Exchange PL	\$48.00	K	31%	\$33.12	\$0.00	\$0.00	\$0.00	\$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	DAEX-4001-6000PL	SEL DatAdvantage for Exchange PL	\$63.00	K	31%	\$43.47	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5		SEL DatAdvantage for Exchange TL	\$25.20	K K	31% 31%	\$17.39	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS
5 5	DAEX-501-750PL DAEX-501-750TL	SEL DatAdvantage for Exchange PL SEL DatAdvantage for Exchange TL	\$100.50 \$40.20	K	31%	\$69.35 \$27.74	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00			VARONIS VARONIS
5	DAEX-50K-100KPL	SEL DatAdvantage for Exchange PL	\$46.50	K	31%	\$32.09	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DAEX-50K-100KTL	SEL DatAdvantage for Exchange TL	\$18.60	ĸ	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	K	31%	\$57.55	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	VARONIS
5	DAEX-6001-8000PL	SEL DatAdvantage for Exchange PL	\$58.50	K	31%	\$40.37	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DAEX-6001-8000TL	SEL DatAdvantage for Exchange TL	\$23.40	K	31%	\$16.15	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DAEX-751-1000PL	SEL DatAdvantage for Exchange PL	\$93.00	K	31%	\$64.17	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	DAEX-751-1000TL DAEX-8001-10KPL	SEL DatAdvantage for Exchange TL SEL DatAdvantage for Exchange PL	\$37.20 \$55.50	K K	31% 31%	\$25.67 \$38.30	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DAEX-8001-10KTL	SEL DatAdvantage for Exchange TL	\$22.20	K	31%	\$15.32	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DAPR-10P	SEL 10 DATADVANTPROBES	\$40,950.00	ĸ	31%	\$28,255.50	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DAPR-15P	SEL 15 DATADVANTPROBES	\$55,283.00	K	31%	\$38,145.27	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DAPR-1P	SEL 1 DATADVANTPROBE	\$9,100.00	K	31%	\$6,279.00	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	VARONIS
5	DAPR-20P	SEL 20 DATADVANTPROBES	\$66,339.00	K	31%	\$45,773.91	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DAPR-5P	SEL 5 DATADVANTPROBES	\$31,850.00	K	31%	\$21,976.50	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	DAW-0-50PL	SEL DatAdvantage for Windows PL	\$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	DAW-0-50TL DAW-1001-1500PL	SEL DatAdvantage for Windows TL SEL DatAdvantage for Windows PL	\$85.50	K	31%	\$59.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DAW-1001-1500TL	SEL DatAdvantage for Windows TL	\$34.20	ĸ	31%	\$23.60	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DAW-100K-150KPL	SEL DatAdvantage for Windows PL	\$45.00	K	31%	\$31.05	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DAW-100K-150KTL	SEL DatAdvantage for Windows TL	\$18.00	K	31%	\$12.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DAW-101-250PL	SEL DatAdvantage for Windows PL	\$163.50	K	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 5	DAW-10K-20KPL DAW-10K-20KTL	SEL DatAdvantage for Windows PL SEL DatAdvantage for Windows TL	\$52.50 \$21.00	K K	31% 31%	\$36.23 \$14.49	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DAW-1501-2000PL	SEL DatAdvantage for Windows PL	\$77.25	K	31%	\$53.30	\$0.00	\$0.00	\$0.00	\$0.00			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			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	SEL DatAdvantage for Windows PL	\$72.00	K	31%	\$49.68	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DAW-2001-2500TL	SEL DatAdvantage for Windows TL	\$28.80	K	31%	\$19.87	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	DAW-20K-35KPL DAW-20K-35KTL	SEL DatAdvantage for Windows PL SEL DatAdvantage for Windows TL	\$49.50 \$19.80	K K	31% 31%	\$34.16 \$13.66	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS 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	SEL DatAdvantage for Windows TL	\$27.00	ĸ	31%	\$18.63	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DAW-251-500PL	SEL DatAdvantage for Windows PL	\$124.50	K	31%	\$85.91	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DAW-251-500TL	SEL DatAdvantage for Windows TL	\$49.80	K	31%	\$34.36	\$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			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			VARONIS VARONIS
5	DAW-501-750PL	SEL DatAdvantage for Windows PL	\$100.50	ĸ	31%	\$69.35	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DAW-501-750TL	SEL DatAdvantage for Windows TL	\$40.20	ĸ	31%	\$27.74	\$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	\$0.00	\$0.00	VARONIS
5	DAW-50K-100KTL	SEL DatAdvantage for Windows TL	\$18.60	K	31%	\$12.83	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DAW-51-100PL	SEL DatAdvantage for Windows PL	\$208.50	K	31%	\$143.87	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DAW-51-100TL	SEL DatAdvantage for Windows TL	\$83.40	K	31%	\$57.55	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	DAW-6001-8000PL	SEL DatAdvantage for Windows PL	\$58.50	K K	31% 31%	\$40.37	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00			VARONIS
5 5	DAW-6001-8000TL DAW-751-1000PL	SEL DatAdvantage for Windows TL SEL DatAdvantage for Windows PL	\$23.40 \$93.00	K K	31%	\$16.15 \$64.17	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DAW-751-1000FL	SEL DatAdvantage for Windows FL	\$37.20	K	31%	\$25.67	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DAW-8001-10KPL	SEL DatAdvantage for Windows PL	\$55.50	K	31%	\$38.30	\$0.00	\$0.00		\$0.00			VARONIS
5	DAW-8001-10KTL	SEL DatAdvantage for Windows TL	\$22.20	K	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	\$0.00	VARONIS
5	DAWL-0-50TL	SEL DatAdvantage for Windows Lite TL	\$59.70		31%	\$41.19	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5		SEL DatAdvantage for Windows Lite PL	\$42.75	K	31%	\$29.50	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DAWL-1001-1500TL	SEL DatAdvantage for Windows Lite TL	\$17.10	K K	31%	\$11.80 \$15.53	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	DAWL-100K-150KPL DAWL-100K-150KTL	SEL DatAdvantage for Windows Lite PL SEL DatAdvantage for Windows Lite TL	\$22.50 \$9.00	K K	31% 31%	\$15.53 \$6.21	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS 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			VARONIS
5	DAWL-101-250TL	SEL DatAdvantage for Windows Lite TL	\$32.70	K	31%	\$22.56	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DAWL-10K-20KPL	SEL DatAdvantage for Windows Lite PL	\$26.25	K	31%	\$18.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAWL-10K-20KTL	SEL DatAdvantage for Windows Lite TL	\$10.50	K	31%	\$7.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAI	RRANTY UPGRADE	NET PRICE		
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	DAWL-1501-2000PL	SEL DatAdvantage for Windows Lite PL	\$38.70	K	31%	\$26.70	\$0.00	\$0.00	\$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				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			VARONIS VARONIS
5		SEL DatAdvantage for Windows Lite TL	\$36.00	K	31%	\$24.84	\$0.00	\$0.00	\$0.00			,	VARONIS
5	DAWL-2001-2500TL	SEL DatAdvantage for Windows Lite TL	\$14.40	ĸ	31%	\$9.94	\$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				VARONIS
5	DAWL-20K-35KTL	SEL DatAdvantage for Windows Lite TL	\$9.90	K	31%	\$6.83	\$0.00	\$0.00	\$0.00				VARONIS
5 5	DAWL-2501-4000PL DAWL-2501-4000TL	SEL DatAdvantage for Windows Lite PL SEL DatAdvantage for Windows Lite TL	\$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	DAWL-251-500PL	SEL DatAdvantage for Windows Lite TL	\$62.25	K	31%	\$42.95	\$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				VARONIS
5	DAWL-35K-50KPL	SEL DatAdvantage for Windows Lite PL	\$24.00	K	31%	\$16.56	\$0.00	\$0.00	\$0.00				VARONIS
5	DAWL-35K-50KTL	SEL DatAdvantage for Windows Lite TL	\$9.60	K	31%	\$6.62	\$0.00	\$0.00	\$0.00				VARONIS
5 5	DAWL-4001-6000PL DAWL-4001-6000TL	SEL DatAdvantage for Windows Lite PL SEL DatAdvantage for Windows Lite TL	\$31.50 \$12.60	K K	31% 31%	\$21.74 \$8.69	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DAWL-501-750PL	SEL DatAdvantage for Windows Lite TL	\$50.25	K	31%	\$34.67	\$0.00	\$0.00	\$0.00				VARONIS
5	DAWL-501-750TL	SEL DatAdvantage for Windows Lite TL	\$20.10	K	31%	\$13.87	\$0.00	\$0.00	\$0.00				VARONIS
5	DAWL-50K-100KPL	SEL DatAdvantage for Windows Lite PL	\$23.25	K	31%	\$16.04	\$0.00	\$0.00	\$0.00				VARONIS
5	DAWL-50K-100KTL	SEL DatAdvantage for Windows Lite TL	\$9.30	K	31%	\$6.42	\$0.00	\$0.00	\$0.00				VARONIS
5 5	DAWL-51-100PL DAWL-51-100TL	SEL DatAdvantage for Windows Lite PL	\$104.25 \$41.70	K K	31% 31%	\$71.93 \$28.77	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5 5	DAWL-6001-8000PL	SEL DatAdvantage for Windows Lite TL SEL DatAdvantage for Windows Lite PL	\$41.70 \$29.25	K	31%	\$20.17 \$20.18	\$0.00		\$0.00				VARONIS
5	DAWL-6001-8000TL	SEL DatAdvantage for Windows Lite TL	\$11.70	K	31%	\$8.07	\$0.00	\$0.00	\$0.00				VARONIS
5	DAWL-751-1000PL	SEL DatAdvantage for Windows Lite PL	\$46.50	K	31%	\$32.09	\$0.00	\$0.00	\$0.00				VARONIS
5	DAWL-751-1000TL	SEL DatAdvantage for Windows Lite TL	\$18.60	K	31%	\$12.83	\$0.00	\$0.00	\$0.00				VARONIS
5	DAWL-8001-10KPL	SEL DatAdvantage for Windows Lite PL	\$27.75	K	31%	\$19.15	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	DAWL-8001-10KTL DCF-0-50PL	SEL DatAdvantage for Windows Lite TL SEL Data Classification Framework PL	\$11.10 \$214.95	K K	31% 31%	\$7.66 \$148.32	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DCF-0-50FL	SEL Data Classification Framework FL	\$85.95	K	31%	\$59.31	\$0.00	\$0.00	\$0.00				VARONIS
5	DCF-1001-1500PL	SEL Data Classification Framework PL	\$61.50	ĸ	31%	\$42.44	\$0.00	\$0.00	\$0.00				VARONIS
5	DCF-1001-1500TL	SEL Data Classification Framework TL	\$24.60	K	31%	\$16.97	\$0.00	\$0.00	\$0.00				VARONIS
5	DCF-100K-150KPL	SEL Data Classification Framework PL	\$32.40	K	31%	\$22.36	\$0.00	\$0.00	\$0.00				VARONIS
5 5	DCF-100K-150KTL	SEL Data Classification Framework TL	\$12.90 \$117.75	K	31% 31%	\$8.90	\$0.00	\$0.00	\$0.00				VARONIS
5 5	DCF-101-250PL DCF-101-250TL	SEL Data Classification Framework PL SEL Data Classification Framework TL	\$47.10	K K	31%	\$81.25 \$32.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DCF-10K-20KPL	SEL Data Classification Framework PL	\$37.80	ĸ	31%	\$26.08	\$0.00	\$0.00	\$0.00				VARONIS
5	DCF-10K-20KTL	SEL Data Classification Framework TL	\$15.15	K	31%	\$10.45	\$0.00	\$0.00	\$0.00			\$0.00	VARONIS
5	DCF-1501-2000PL	SEL Data Classification Framework PL	\$55.65	K	31%	\$38.40	\$0.00	\$0.00	\$0.00				VARONIS
5 5	DCF-1501-2000TL	SEL Data Classification Framework TL	\$22.20	K K	31% 31%	\$15.32	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00			VARONIS
5 5	DCF-150K-PL DCF-150K-TL	SEL Data Classification Framework PL SEL Data Classification Framework TL	\$31.80 \$12.75	K	31%	\$21.94 \$8.80	\$0.00 \$0.00	\$0.00 \$0.00					VARONIS VARONIS
5	DCF-2001-2500PL	SEL Data Classification Framework PL	\$51.90	ĸ	31%	\$35.81	\$0.00	\$0.00	\$0.00				VARONIS
5	DCF-2001-2500TL	SEL Data Classification Framework TL	\$20.70	K	31%	\$14.28	\$0.00	\$0.00	\$0.00				VARONIS
5	DCF-20K-35KPL	SEL Data Classification Framework PL	\$35.70	K	31%	\$24.63	\$0.00	\$0.00	\$0.00				VARONIS
5 5	DCF-20K-35KTL DCF-2501-4000PL	SEL Data Classification Framework TL SEL Data Classification Framework PL	\$14.25 \$48.60	K K	31% 31%	\$9.83 \$33.53	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DCF-2501-4000FL	SEL Data Classification Framework FL	\$19.50	K	31%	\$13.46	\$0.00	\$0.00	\$0.00				VARONIS
5	DCF-251-500PL	SEL Data Classification Framework PL	\$89.70	ĸ	31%	\$61.89	\$0.00	\$0.00	\$0.00				VARONIS
5	DCF-251-500TL	SEL Data Classification Framework TL	\$35.85	K	31%	\$24.74	\$0.00	\$0.00	\$0.00				VARONIS
5	DCF-35K-50KPL	SEL Data Classification Framework PL	\$34.50	K	31%	\$23.81	\$0.00	\$0.00	\$0.00				VARONIS
5 5	DCF-35K-50KTL DCF-4001-6000PL	SEL Data Classification Framework TL SEL Data Classification Framework 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	\$0.00 \$0.00			VARONIS VARONIS
5	DCF-4001-6000FL	SEL Data Classification Framework FL	\$45.30 \$18.15	K	31%	\$12.52	\$0.00	\$0.00	\$0.00				VARONIS
5	DCF-501-750PL	SEL Data Classification Framework PL	\$72.30	ĸ	31%	\$49.89	\$0.00	\$0.00	\$0.00				VARONIS
5	DCF-501-750TL	SEL Data Classification Framework TL	\$28.95	K	31%	\$19.98	\$0.00	\$0.00	\$0.00				VARONIS
5	DCF-50K-100KPL	SEL Data Classification Framework PL	\$33.45	K	31%	\$23.08	\$0.00	\$0.00	\$0.00				VARONIS
5 5	DCF-50K-100KTL DCF-51-100PL	SEL Data Classification Framework TL SEL Data Classification Framework PL	\$13.35 \$150.15	K K	31% 31%	\$9.21 \$103.60	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DCF-51-100FL	SEL Data Classification Framework TL	\$60.00	K	31%	\$41.40	\$0.00	\$0.00	\$0.00				VARONIS
5	DCF-6001-8000PL	SEL Data Classification Framework PL	\$42.15	K	31%	\$29.08	\$0.00	\$0.00	\$0.00				VARONIS
5	DCF-6001-8000TL	SEL Data Classification Framework TL	\$16.80	K	31%	\$11.59	\$0.00	\$0.00	\$0.00				VARONIS
5	DCF-751-1000PL	SEL Data Classification Framework PL	\$66.90	K	31%	\$46.16	\$0.00	\$0.00	\$0.00	11.11	1111	11.11	VARONIS
5 5	DCF-751-1000TL DCF-8001-10KPL	SEL Data Classification Framework TL SEL Data Classification Framework PL	\$26.85 \$39.90	K K	31% 31%	\$18.53 \$27.53	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5 5	DCF-8001-10KPL	SEL Data Classification Framework FL SEL Data Classification Framework TL	\$39.90 \$16.05	K	31%	\$27.53 \$11.07	\$0.00	\$0.00					VARONIS
5	DCFU-0-50PL	SEL DataClass Framework for UNIX PL	\$214.95	ĸ	31%	\$148.32	\$0.00	\$0.00					VARONIS
5	DCFU-0-50TL	SEL DataClass Framework for UNIX TL	\$85.95	K	31%	\$59.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5		SEL DataClass Framework for UNIX PL	\$61.50	K	31%	\$42.44	\$0.00	\$0.00	\$0.00				VARONIS
5 5		SEL DataClass Framework for UNIX TL SEL DataClass Framework for UNIX PL	\$24.60 \$32.40	K K	31% 31%	\$16.97 \$22.36	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5		SEL DataClass Framework for UNIX PL	\$32.40 \$12.90	K	31%	\$22.36 \$8.90	\$0.00 \$0.00	\$0.00	\$0.00				VARONIS
5	DCFU-101-250PL	SEL DataClass Framework for UNIX PL	\$117.75	ĸ	31%	\$81.25	\$0.00	\$0.00					VARONIS
5	DCFU-101-250TL	SEL DataClass Framework for UNIX TL	\$47.10	K	31%	\$32.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DCFU-10K-20KPL	SEL DataClass Framework for UNIX PL	\$37.80	K	31%	\$26.08	\$0.00	\$0.00					VARONIS
5	DCFU-10K-20KTL	SEL DataClass Framework for UNIX TL	\$15.15	K	31%	\$10.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAI	RRANTY UPGRADE	NET PRICE		
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	DCFU-1501-2000PL	SEL DataClass Framework for UNIX PL	\$55.65	K	31%	\$38.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5		SEL DataClass Framework for UNIX TL	\$22.20	K	31%	\$15.32	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5 5	DCFU-150K-PL DCFU-150K-TL	SEL DataClass Framework for UNIX PL SEL DataClass Framework for UNIX 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	\$0.00 \$0.00		VARONIS VARONIS
5		SEL DataClass Framework for UNIX PL	\$51.90	K	31%	\$35.81	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DCFU-2001-2500TL	SEL DataClass Framework for UNIX TL	\$20.70	ĸ	31%	\$14.28	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DCFU-20K-35KPL	SEL DataClass Framework for UNIX PL	\$35.70	K	31%	\$24.63	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DCFU-20K-35KTL	SEL DataClass Framework for UNIX TL	\$14.25	K	31%	\$9.83	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DCFU-2501-4000PL DCFU-2501-4000TL	SEL DataClass Framework for UNIX PL SEL DataClass Framework for UNIX TL	\$48.60 \$19.50	K K	31% 31%	\$33.53 \$13.46	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	DCFU-251-500PL	SEL DataClass Framework for UNIX PL	\$89.70	K	31%	\$61.89	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DCFU-251-500TL	SEL DataClass Framework for UNIX TL	\$35.85	K	31%	\$24.74	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DCFU-35K-50KPL	SEL DataClass Framework for UNIX PL	\$34.50	K	31%	\$23.81	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DCFU-35K-50KTL	SEL DataClass Framework for UNIX TL	\$13.80	K	31%	\$9.52	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5 5	DCFU-4001-6000PL DCFU-4001-6000TL	SEL DataClass Framework for UNIX PL SEL DataClass Framework for UNIX TL	\$45.30 \$18.15	K K	31% 31%	\$31.26 \$12.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	,	VARONIS VARONIS
5	DCFU-501-750PL	SEL DataClass Framework for UNIX PL	\$72.30	K	31%	\$49.89	\$0.00	\$0.00			\$0.00		VARONIS
5	DCFU-501-750TL	SEL DataClass Framework for UNIX TL	\$28.95	ĸ	31%	\$19.98	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DCFU-50K-100KPL	SEL DataClass Framework for UNIX PL	\$33.45	K	31%	\$23.08	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VARONIS
5	DCFU-50K-100KTL	SEL DataClass Framework for UNIX TL	\$13.35	K	31%	\$9.21	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5 5	DCFU-51-100PL	SEL DataClass Framework for UNIX PL	\$150.15	K	31%	\$103.60	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5 5	DCFU-51-100TL DCFU-6001-8000PL	SEL DataClass Framework for UNIX TL SEL DataClass Framework for UNIX PL	\$60.00 \$42.15	K K	31% 31%	\$41.40 \$29.08	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	DCFU-6001-8000TL	SEL DataClass Framework for UNIX TL	\$16.80	ĸ	31%	\$11.59	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DCFU-751-1000PL	SEL DataClass Framework for UNIX PL	\$66.90	K	31%	\$46.16	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DCFU-751-1000TL	SEL DataClass Framework for UNIX TL	\$26.85	K	31%	\$18.53	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VARONIS
5	DCFU-8001-10KPL	SEL DataClass Framework for UNIX PL	\$39.90	K	31%	\$27.53	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5 5	DCFU-8001-10KTL DCOD-0-50PL	SEL DataClass Framework for UNIX TL SEL DCF for OneDrive PL	\$16.05 \$214.95	K K	31% 31%	\$11.07 \$148.32	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	DCOD-0-50FL	SEL DCF for OneDrive TL	\$85.95	K	31%	\$59.31	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5		SEL DCF for OneDrive PL	\$61.50	ĸ	31%	\$42.44	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DCOD-1001-1500TL	SEL DCF for OneDrive TL	\$24.60	K	31%	\$16.97	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5		SEL DCF for OneDrive PL	\$32.40	K	31%	\$22.36	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5 5	DCOD-100K-150KTL DCOD-101-250PL	SEL DCF for OneDrive TL SEL DCF for OneDrive PL	\$12.90 \$117.75	K K	31% 31%	\$8.90 \$81.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5 5	DCOD-101-250FL DCOD-101-250TL	SEL DCF for OneDrive TL	\$47.10	K	31%	\$32.50	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DCOD-10K-20KPL	SEL DCF for OneDrive PL	\$37.80	ĸ	31%	\$26.08	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DCOD-10K-20KTL	SEL DCF for OneDrive TL	\$15.15	K	31%	\$10.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5		SEL DCF for OneDrive PL	\$55.65	K	31%	\$38.40	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5 5		SEL DCF for OneDrive TL SEL DCF for OneDrive PL	\$22.20	K K	31% 31%	\$15.32	\$0.00 \$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5 5	DCOD-150K-PL DCOD-150K-TL	SEL DCF for OneDrive TL	\$31.80 \$12.75	K	31%	\$21.94 \$8.80		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5		SEL DCF for OneDrive PL	\$51.90	ĸ	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		\$0.00		VARONIS
5	DCOD-20K-35KPL	SEL DCF for OneDrive PL	\$35.70	K	31%	\$24.63	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5 5	DCOD-20K-35KTL	SEL DCF for OneDrive TL SEL DCF for OneDrive PL	\$14.25 \$48.60	K K	31% 31%	\$9.83 \$33.53	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5		SEL DCF for OneDrive TL	\$19.50	K	31%	\$13.46	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DCOD-251-500PL	SEL DCF for OneDrive PL	\$89.70	ĸ	31%	\$61.89	\$0.00	\$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		\$0.00		VARONIS
5	DCOD-35K-50KPL	SEL DCF for OneDrive PL	\$34.50	K	31%	\$23.81	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5 5	DCOD-35K-50KTL	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		\$0.00 \$0.00		VARONIS VARONIS
5		SEL DCF for OneDrive TL	\$18.15	ĸ	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		\$0.00		VARONIS
5		SEL DCF for OneDrive PL	\$33.45	K	31%	\$23.08	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5 5	DCOD-50K-100KTL DCOD-51-100PL	SEL DCF for OneDrive TL SEL DCF for OneDrive PL	\$13.35 \$150.15	K K	31% 31%	\$9.21 \$103.60	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	DCOD-51-100FL DCOD-51-100TL	SEL DCF for OneDrive TL	\$60.00	K	31%	\$41.40	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5		SEL DCF for OneDrive PL	\$42.15	ĸ	31%	\$29.08	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5		SEL DCF for OneDrive TL	\$16.80	K	31%	\$11.59	\$0.00	\$0.00	\$0.00		\$0.00	,	VARONIS
5		SEL DCF for OneDrive PL	\$66.90	K	31%	\$46.16	\$0.00	\$0.00	\$0.00	11.11	\$0.00	11.11	VARONIS
5 5		SEL DCF for OneDrive TL SEL DCF for OneDrive PL	\$26.85 \$39.90	K K	31% 31%	\$18.53 \$27.53	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5 5		SEL DCF for OneDrive TL	\$16.05	K	31%	\$27.53 \$11.07	\$0.00	\$0.00			\$0.00		VARONIS
5	DCOS-0-50PL	SEL DCF for SP Online & OneDrive PL	\$322.35	ĸ	31%	\$222.42	\$0.00	\$0.00					VARONIS
5	DCOS-0-50TL	SEL DCF for SP Online & OneDrive TL	\$129.00	K	31%	\$89.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5		SEL DCF for SP Online & OneDrive PL	\$92.40	K	31%	\$63.76	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5 5		SEL DCF for SP Online & OneDrive TL SEL DCF for SP Online & OneDrive PL	\$36.90 \$48.60	K K	31% 31%	\$25.46 \$33.53	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00		VARONIS VARONIS
5 5		SEL DCF for SP Online & OneDrive PL SEL DCF for SP Online & OneDrive TL	\$48.60 \$19.50	K K	31%	\$33.53 \$13.46	\$0.00 \$0.00	\$0.00	\$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	DCOS-101-250PL	SEL DCF for SP Online & OneDrive PL	\$176.55	ĸ	31%	\$121.82	\$0.00	\$0.00					VARONIS
5	DCOS-101-250TL	SEL DCF for SP Online & OneDrive TL	\$70.65	K	31%	\$48.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DCOS-10K-20KPL	SEL DCF for SP Online & OneDrive PL	\$56.70	K	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	\$0.00	\$0.00	\$0.00	VARONIS

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAI	RRANTY UPGRADE	NET PRICE		
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5		SEL DCF for SP Online & OneDrive PL	\$83.40	K	31%	\$57.55	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DCOS-1501-2000TL DCOS-150K-PL	SEL DCF for SP Online & OneDrive TL	\$33.30	K	31%	\$22.98	\$0.00	\$0.00		\$0.00			VARONIS VARONIS
5 5	DCOS-150K-PL	SEL DCF for SP Online & OneDrive PL SEL DCF for SP Online & OneDrive TL	\$47.85 \$19.05	K K	31% 31%	\$33.02 \$13.14	\$0.00 \$0.00	\$0.00 \$0.00	\$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	\$0.00			VARONIS
5		SEL DCF for SP Online & OneDrive TL	\$31.05	ĸ	31%	\$21.42	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DCOS-20K-35KPL	SEL DCF for SP Online & OneDrive PL	\$53.40	K	31%	\$36.85	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DCOS-20K-35KTL	SEL DCF for SP Online & OneDrive TL	\$21.45	K	31%	\$14.80	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DCOS-2501-4000PL	SEL DCF for SP Online & OneDrive PL	\$72.90	K	31%	\$50.30	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	DCOS-2501-40001L DCOS-251-500PL	SEL DCF for SP Online & OneDrive TL SEL DCF for SP Online & OneDrive PL	\$29.10 \$134.40	K K	31% 31%	\$20.08 \$92.74	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DCOS-251-500TL	SEL DCF for SP Online & OneDrive TL	\$53.85	K	31%	\$37.16	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DCOS-35K-50KPL	SEL DCF for SP Online & OneDrive PL	\$51.90	K	31%	\$35.81	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DCOS-35K-50KTL	SEL DCF for SP Online & OneDrive TL	\$20.70	K	31%	\$14.28	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5			\$68.10	K	31%	\$46.99	\$0.00	\$0.00		\$0.00			VARONIS
5		SEL DCF for SP Online & OneDrive TL	\$27.15	K	31%	\$18.73	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	DCOS-501-750PL DCOS-501-750TL	SEL DCF for SP Online & OneDrive PL	\$108.60 \$43.35	K K	31% 31%	\$74.93	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS
5		SEL DCF for SP Online & OneDrive TL SEL DCF for SP Online & OneDrive PL	\$50.25	K	31%	\$29.91 \$34.67	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS VARONIS
5	DCOS-50K-100KTL	SEL DCF for SP Online & OneDrive TL	\$20.10	K	31%	\$13.87	\$0.00	\$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			VARONIS
5	DCOS-51-100TL	SEL DCF for SP Online & OneDrive TL	\$90.00	K	31%	\$62.10	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5		SEL DCF for SP Online & OneDrive PL	\$63.15	K	31%	\$43.57	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5		SEL DCF for SP Online & OneDrive TL	\$25.20	K	31%	\$17.39	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	DCOS-751-1000PL DCOS-751-1000TL	SEL DCF for SP Online & OneDrive PL SEL DCF for SP Online & OneDrive TL	\$100.50 \$40.20	K K	31% 31%	\$69.35 \$27.74	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DCOS-8001-10KPL	SEL DCF for SP Online & OneDrive PL	\$60.00	K	31%	\$41.40	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DCOS-8001-10KTL	SEL DCF for SP Online & OneDrive TL	\$24.00	K	31%	\$16.56	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DCSO-0-50PL	SEL DCF for SharePoint Online PL	\$214.95	K	31%	\$148.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DCSO-0-50TL	SEL DCF for SharePoint Online TL	\$85.95	K	31%	\$59.31	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5		SEL DCF for SharePoint Online PL	\$61.50	K	31%	\$42.44	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5		SEL DCF for SharePoint Online TL SEL DCF for SharePoint Online PL	\$24.60 \$32.40	K K	31% 31%	\$16.97 \$22.36	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5		SEL DCF for SharePoint Online TL	\$12.90	K	31%	\$8.90	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DCSO-101-250PL	SEL DCF for SharePoint Online PL	\$117.75	ĸ	31%	\$81.25	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DCSO-101-250TL	SEL DCF for SharePoint Online TL	\$47.10	K	31%	\$32.50	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DCSO-10K-20KPL	SEL DCF for SharePoint Online PL	\$37.80	K	31%	\$26.08	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DCSO-10K-20KTL	SEL DCF for SharePoint Online TL	\$15.15	K	31%	\$10.45	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5		SEL DCF for SharePoint Online PL	\$55.65 \$22.20	K K	31% 31%	\$38.40	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00			VARONIS
5	DCSO-150K-PL	SEL DCF for SharePoint Online TL SEL DCF for SharePoint Online PL	\$31.80	K	31%	\$15.32 \$21.94	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DCSO-150K-TL	SEL DCF for SharePoint Online TL	\$12.75	ĸ	31%	\$8.80	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5		SEL DCF for SharePoint Online PL	\$51.90	K	31%	\$35.81	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5		SEL DCF for SharePoint Online TL	\$20.70	K	31%	\$14.28	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DCSO-20K-35KPL	SEL DCF for SharePoint Online PL	\$35.70	K	31%	\$24.63	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	DCSO-20K-35KTL DCSO-2501-4000PL	SEL DCF for SharePoint Online TL SEL DCF for SharePoint Online PL	\$14.25 \$48.60	K K	31% 31%	\$9.83 \$33.53	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS
5		SEL DCF for SharePoint Online TL	\$48.60 \$19.50	K	31%	\$13.46	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS VARONIS
5	DCSO-251-500PL	SEL DCF for SharePoint Online PL	\$89.70	ĸ	31%	\$61.89	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DCSO-251-500TL	SEL DCF for SharePoint Online TL	\$35.85	K	31%	\$24.74	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DCSO-35K-50KPL	SEL DCF for SharePoint Online PL	\$34.50	K	31%	\$23.81	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DCSO-35K-50KTL	SEL DCF for SharePoint Online TL	\$13.80	K	31%	\$9.52	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5		SEL DCF for SharePoint Online PL SEL DCF for SharePoint Online TL	\$45.30 \$18.15	K K	31% 31%	\$31.26 \$12.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DCSO-501-750PL	SEL DCF for SharePoint Online PL	\$72.30	K	31%	\$49.89	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DCSO-501-750TL	SEL DCF for SharePoint Online TL	\$28.95	K	31%	\$19.98	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DCSO-50K-100KPL	SEL DCF for SharePoint Online PL	\$33.45	K	31%	\$23.08	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DCSO-50K-100KTL	SEL DCF for SharePoint Online TL	\$13.35	K	31%	\$9.21	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DCSO-51-100PL	SEL DCF for SharePoint Online PL	\$150.15	K	31%	\$103.60	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	DCSO-51-100TL	SEL DCF for SharePoint Online TL SEL DCF for SharePoint Online PL	\$60.00 \$42.15	K K	31% 31%	\$41.40 \$29.08	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5		SEL DCF for SharePoint Online TL	\$16.80	K	31%	\$11.59	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5		SEL DCF for SharePoint Online PL	\$66.90	ĸ	31%	\$46.16	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DCSO-751-1000TL	SEL DCF for SharePoint Online TL	\$26.85	ĸ	31%	\$18.53	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DCSO-8001-10KPL	SEL DCF for SharePoint Online PL	\$39.90	K	31%	\$27.53	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DCSO-8001-10KTL	SEL DCF for SharePoint Online TL	\$16.05		31%	\$11.07	\$0.00	\$0.00		\$0.00			VARONIS
5 5	DL-0-50PL	SEL DatAlert PL	\$134.40		31%	\$92.74	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	DL-0-50TL DL-1001-1500PL	SEL DatAlert TL SEL DatAlert PL	\$53.70 \$38.55	K K	31% 31%	\$37.05 \$26.60	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DL-1001-1500FL	SEL DatAlert TL	\$15.45	K	31%	\$10.66	\$0.00	\$0.00		\$0.00			VARONIS
5	DL-100K-150KPL	SEL DatAlert PL	\$20.25	ĸ	31%	\$13.97	\$0.00	\$0.00		\$0.00			VARONIS
5	DL-100K-150KTL	SEL DatAlert TL	\$8.10	K	31%	\$5.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DL-101-250PL	SEL DatAlert PL	\$73.65	K	31%	\$50.82	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DL-101-250TL	SEL DatAlert TL	\$29.40	K	31%	\$20.29	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	DL-10K-20KPL DL-10K-20KTL	SEL DatAlert PL SEL DatAlert TL	\$23.70 \$9.45	K K	31% 31%	\$16.35 \$6.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
			ψ5.45		3170	Ψ0.5 <u>2</u>	ψ0.00	ψ5.00	ψ0.00	ψ0.00	ψ0.00	ψ0.00	

					N	IVP LEVEL 1		NVP MAINTENA	NCE AND WA	RRANTY UPGRADE	NET PRICE		
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	DL-1501-2000PL	SEL DatAlert PL	\$34.80	K	31%	\$24.01	\$0.00	\$0.00	\$0.00				VARONIS
5	DL-1501-2000TL	SEL DatAlert TL	\$13.95	K	31%	\$9.63	\$0.00	\$0.00	\$0.00				VARONIS
5	DL-150K-PL	SEL DatAlert PL	\$19.95	K	31%	\$13.77	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS VARONIS
5 5	DL-150K-TL	SEL DatAlert TL SEL DatAlert PL	\$7.95 \$32.40	K K	31% 31%	\$5.49 \$22.36	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			,	VARONIS VARONIS
5 5	DL-2001-2500PL DL-2001-2500TL	SEL DatAlert TL	\$32.40 \$12.90	K	31%	\$8.90	\$0.00	\$0.00	\$0.00				VARONIS
5	DL-20K-35KPL	SEL DatAlert PL	\$22.35	ĸ	31%	\$15.42	\$0.00	\$0.00	\$0.00				VARONIS
5	DL-20K-35KTL	SEL DatAlert TL	\$8.85	K	31%	\$6.11	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DL-2501-4000PL	SEL DatAlert PL	\$30.45	K	31%	\$21.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DL-2501-4000TL	SEL DatAlert TL	\$12.15	K	31%	\$8.38	\$0.00	\$0.00	\$0.00				VARONIS
5	DL-251-500PL	SEL DatAlert PL	\$56.10	K	31%	\$38.71	\$0.00	\$0.00	\$0.00				VARONIS
5	DL-251-500TL	SEL DatAlert TL	\$22.35	K	31%	\$15.42	\$0.00	\$0.00	\$0.00				VARONIS
5 5	DL-35K-50KPL	SEL DatAlert PL SEL DatAlert TL	\$21.60 \$8.70	K K	31% 31%	\$14.90 \$6.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DL-35K-50KTL DL-4001-6000PL	SEL DatAlert PL	\$28.35	K	31%	\$19.56	\$0.00	\$0.00	\$0.00				VARONIS
5	DL-4001-6000TL	SEL DatAlert TL	\$11.40	ĸ	31%	\$7.87	\$0.00	\$0.00	\$0.00				VARONIS
5	DL-501-750PL	SEL DatAlert PL	\$45.30	ĸ	31%	\$31.26	\$0.00	\$0.00	\$0.00				VARONIS
5	DL-501-750TL	SEL DatAlert TL	\$18.15	K	31%	\$12.52	\$0.00	\$0.00	\$0.00				VARONIS
5	DL-50K-100KPL	SEL DatAlert PL	\$21.00	K	31%	\$14.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DL-50K-100KTL	SEL DatAlert TL	\$8.40	K	31%	\$5.80	\$0.00	\$0.00	\$0.00				VARONIS
5	DL-51-100PL	SEL DatAlert PL	\$93.90	K	31%	\$64.79	\$0.00	\$0.00	\$0.00				VARONIS
5	DL-51-100TL	SEL DatAlert TL	\$37.50	K	31%	\$25.88	\$0.00	\$0.00	\$0.00				VARONIS
5 5	DL-6001-8000PL DL-6001-8000TL	SEL DatAlert PL SEL DatAlert TL	\$26.40 \$10.50	K K	31% 31%	\$18.22 \$7.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DL-751-1000PL	SEL DatAlert PL	\$41.85	K	31%	\$28.88	\$0.00	\$0.00	\$0.00				VARONIS
5	DL-751-1000TL	SEL DatAlert TL	\$16.80	ĸ	31%	\$11.59	\$0.00	\$0.00	\$0.00				VARONIS
5	DL-8001-10KPL	SEL DatAlert PL	\$25.05	K	31%	\$17.28	\$0.00	\$0.00	\$0.00				VARONIS
5	DL-8001-10KTL	SEL DatAlert TL	\$10.05	K	31%	\$6.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DLS-0-50PL	SEL DatAlert Suite PL	\$208.95	K	31%	\$144.18	\$0.00	\$0.00	\$0.00				VARONIS
5	DLS-0-50TL	SEL DatAlert Suite TL	\$83.55	K	31%	\$57.65	\$0.00	\$0.00	\$0.00				VARONIS
5 5	DLS-1001-1500PL	SEL DatAlert Suite PL SEL DatAlert Suite TL	\$59.85	K	31%	\$41.30	\$0.00	\$0.00	\$0.00				VARONIS
5 5	DLS-1001-1500TL DLS-100K-150KPL	SEL DatAlert Suite TL SEL DatAlert Suite PL	\$24.00 \$31.50	K K	31% 31%	\$16.56 \$21.74	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DLS-100K-150KFL	SEL DatAlert Suite FL	\$12.60	K	31%	\$8.69	\$0.00	\$0.00	\$0.00				VARONIS
5	DLS-101-250PL	SEL DatAlert Suite PL	\$114.45	ĸ	31%	\$78.97	\$0.00	\$0.00	\$0.00				VARONIS
5	DLS-101-250TL	SEL DatAlert Suite TL	\$45.75	K	31%	\$31.57	\$0.00	\$0.00	\$0.00				VARONIS
5	DLS-10K-20KPL	SEL DatAlert Suite PL	\$36.75	K	31%	\$25.36	\$0.00	\$0.00	\$0.00	\$0.00	\$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				VARONIS
5	DLS-1501-2000PL	SEL DatAlert Suite PL	\$54.15	K	31%	\$37.36	\$0.00	\$0.00	\$0.00				VARONIS
5 5	DLS-1501-2000TL DLS-150K-PL	SEL DatAlert Suite TL	\$21.60	K	31% 31%	\$14.90	\$0.00 \$0.00	\$0.00	\$0.00				VARONIS
5 5	DLS-150K-PL	SEL DatAlert Suite PL SEL DatAlert Suite TL	\$31.05 \$12.45	K 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	K	31%	\$34.78	\$0.00	\$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				VARONIS
5	DLS-20K-35KPL	SEL DatAlert Suite PL	\$34.65	K	31%	\$23.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DLS-20K-35KTL	SEL DatAlert Suite TL	\$13.80	K	31%	\$9.52	\$0.00	\$0.00	\$0.00				VARONIS
5	DLS-2501-4000PL	SEL DatAlert Suite PL	\$47.25	K	31%	\$32.60	\$0.00	\$0.00	\$0.00				VARONIS
5	DLS-2501-4000TL	SEL DatAlert Suite TL	\$18.90	K	31%	\$13.04	\$0.00	\$0.00	\$0.00				VARONIS
5 5	DLS-251-500PL DLS-251-500TL	SEL DatAlert Suite PL SEL DatAlert Suite TL	\$87.15 \$34.80	K K	31% 31%	\$60.13 \$24.01	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DLS-35K-50KPL	SEL DatAlert Suite PL	\$33.60	K	31%	\$23.18	\$0.00	\$0.00	\$0.00				VARONIS
5	DLS-35K-50KTL	SEL DatAlert Suite TL	\$13.50	K	31%	\$9.32	\$0.00	\$0.00	\$0.00				VARONIS
5	DLS-4001-6000PL	SEL DatAlert Suite PL	\$44.10	K	31%	\$30.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DLS-4001-6000TL	SEL DatAlert Suite TL	\$17.70	K	31%	\$12.21	\$0.00	\$0.00	\$0.00				VARONIS
5	DLS-501-750PL	SEL DatAlert Suite PL	\$70.35	K	31%	\$48.54	\$0.00	\$0.00	\$0.00				VARONIS
5	DLS-501-750TL	SEL DatAlert Suite PL	\$28.20	K	31%	\$19.46	\$0.00	\$0.00	\$0.00				VARONIS
5 5	DLS-50K-100KPL DLS-50K-100KTL	SEL DatAlert Suite PL SEL DatAlert Suite TL	\$32.55 \$13.05	K K	31% 31%	\$22.46 \$9.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5 5	DLS-50K-100K1L	SEL DatAlert Suite TL SEL DatAlert Suite PL	\$13.05 \$145.95	K	31%	\$9.00 \$100.71	\$0.00	\$0.00	\$0.00				VARONIS
5	DLS-51-100FL	SEL DatAlert Suite FL	\$58.35	K	31%	\$40.26	\$0.00	\$0.00	\$0.00				VARONIS
5	DLS-6001-8000PL	SEL DatAlert Suite PL	\$40.95	ĸ	31%	\$28.26	\$0.00	\$0.00	\$0.00				VARONIS
5	DLS-6001-8000TL	SEL DatAlert Suite TL	\$16.35	K	31%	\$11.28	\$0.00	\$0.00	\$0.00				VARONIS
5	DLS-751-1000PL	SEL DatAlert Suite PL	\$65.10	K	31%	\$44.92	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DLS-751-1000TL	SEL DatAlert Suite TL	\$26.10	K	31%	\$18.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DLS-8001-10KPL	SEL DatAlert Suite PL	\$38.85	K	31%	\$26.81	\$0.00	\$0.00	\$0.00				VARONIS
5	DLS-8001-10KTL DLX-0-50PL	SEL DatAlert Suite TL SEL DatAlert Analytics PL	\$15.60 \$80.55	K	31%	\$10.76 \$61.70	\$0.00	\$0.00	\$0.00				VARONIS VARONIS
5 5	DLX-0-50PL DLX-0-50TL	SEL DatAlert Analytics PL SEL DatAlert Analytics TL	\$89.55 \$35.85	K K	31% 31%	\$61.79 \$24.74	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DLX-1001-1500PL	SEL Datalert Analytics TE 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	ĸ	31%	\$7.04	\$0.00	\$0.00	\$0.00				VARONIS
5	DLX-100K-150KPL	SEL DatAlert Analytics PL	\$13.50	K	31%	\$9.32	\$0.00	\$0.00	\$0.00				VARONIS
5	DLX-100K-150KTL	SEL DatAlert Analytics TL	\$5.40	K	31%	\$3.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DLX-101-250PL	SEL DatAlert Analytics PL	\$49.05	K	31%	\$33.84	\$0.00	\$0.00	\$0.00				VARONIS
5	DLX-101-250TL	SEL DatAlert Analytics TL	\$19.65	K	31%	\$13.56 \$10.87	\$0.00	\$0.00	\$0.00				VARONIS
5 5	DLX-10K-20KPL DLX-10K-20KTL	SEL DatAlert Analytics PL SEL DatAlert Analytics TL	\$15.75 \$6.30	K K	31% 31%	\$10.87 \$4.35	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DLA-TUN-ZUNTL	OLL DAMIER ARAIYUGS TL	\$0.30	Λ.	3170	\$4.35	φυ.00	φ0.00	φυ.00	φυ.υυ	\$0.00	φυ.00	VALVOINIO

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WA	RRANTY UPGRADE	NET PRICE		
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	DLX-1501-2000PL	SEL DatAlert Analytics PL	\$23.25	K	31%	\$16.04	\$0.00	\$0.00	\$0.00				VARONIS
5	DLX-1501-2000TL	SEL DatAlert Analytics TL	\$9.30	K	31%	\$6.42	\$0.00	\$0.00	\$0.00				VARONIS
5	DLX-150K-PL	SEL DatAlert Analytics PL	\$13.35	K	31%	\$9.21	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	DLX-150K-TL	SEL DatAlert Analytics TL SEL DatAlert Analytics PL	\$5.25 \$21.60	K K	31% 31%	\$3.62 \$14.90	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DLX-2001-2500PL DLX-2001-2500TL	SEL DatAlert Analytics PL SEL DatAlert Analytics TL	\$8.70	K	31%	\$6.00	\$0.00	\$0.00	\$0.00				VARONIS
5	DLX-20K-35KPL	SEL DatAlert Analytics PL	\$14.85	ĸ	31%	\$10.25	\$0.00	\$0.00	\$0.00				VARONIS
5	DLX-20K-35KTL	SEL DatAlert Analytics TL	\$6.00	K	31%	\$4.14	\$0.00	\$0.00	\$0.00				VARONIS
5	DLX-2501-4000PL	SEL DatAlert Analytics PL	\$20.25	K	31%	\$13.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DLX-2501-4000TL	SEL DatAlert Analytics TL	\$8.10	K	31%	\$5.59	\$0.00	\$0.00	\$0.00				VARONIS
5	DLX-251-500PL	SEL DatAlert Analytics PL	\$37.35	K	31%	\$25.77	\$0.00	\$0.00	\$0.00				VARONIS
5	DLX-251-500TL	SEL DatAlert Analytics TL	\$15.00	K	31%	\$10.35	\$0.00	\$0.00	\$0.00				VARONIS
5 5	DLX-35K-50KPL DLX-35K-50KTL	SEL DatAlert Analytics PL SEL DatAlert Analytics TL	\$14.40 \$5.70	K K	31% 31%	\$9.94 \$3.93	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5 5	DLX-4001-6000PL	SEL DatAlert Analytics TL SEL DatAlert Analytics PL	\$5.70 \$18.90	K	31%	\$3.93 \$13.04	\$0.00	\$0.00	\$0.00				VARONIS
5	DLX-4001-6000TL	SEL DatAlert Analytics TL	\$7.50	ĸ	31%	\$5.18	\$0.00	\$0.00	\$0.00				VARONIS
5	DLX-501-750PL	SEL DatAlert Analytics PL	\$30.15	ĸ	31%	\$20.80	\$0.00	\$0.00	\$0.00				VARONIS
5	DLX-501-750TL	SEL DatAlert Analytics TL	\$12.00	K	31%	\$8.28	\$0.00	\$0.00	\$0.00				VARONIS
5	DLX-50K-100KPL	SEL DatAlert Analytics PL	\$13.95	K	31%	\$9.63	\$0.00	\$0.00	\$0.00				VARONIS
5	DLX-50K-100KTL	SEL DatAlert Analytics TL	\$5.55	K	31%	\$3.83	\$0.00	\$0.00	\$0.00				VARONIS
5	DLX-51-100PL	SEL DatAlert Analytics PL	\$62.55	K	31%	\$43.16	\$0.00	\$0.00	\$0.00				VARONIS
5	DLX-51-100TL	SEL DatAlert Analytics TL	\$25.05	K	31%	\$17.28	\$0.00	\$0.00	\$0.00				VARONIS
5 5	DLX-6001-8000PL DLX-6001-8000TL	SEL DatAlert Analytics PL SEL DatAlert Analytics TL	\$17.55 \$7.05	K K	31% 31%	\$12.11 \$4.86	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DLX-751-1000PL	SEL DatAlert Analytics PL	\$27.90	K	31%	\$19.25	\$0.00	\$0.00	\$0.00				VARONIS
5	DLX-751-1000TL	SEL DatAlert Analytics TL	\$11.10	ĸ	31%	\$7.66	\$0.00	\$0.00	\$0.00				VARONIS
5	DLX-8001-10KPL	SEL DatAlert Analytics PL	\$16.65	K	31%	\$11.49	\$0.00	\$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				VARONIS
5	DNME-1L	SEL DatAnywhere Mobile Editor for 1 user	\$13.00	K	31%	\$8.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DP-0-50PL	SEL DataPrivilege PL	\$194.10	K	31%	\$133.93	\$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				VARONIS
5 5	DP-1001-1500PL DP-1001-1500TL	SEL DataPrivilege PL SEL DataPrivilege 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	DP-100K-150KPL	SEL DataPrivilege TL SEL DataPrivilege PL	\$22.20 \$29.25	K	31%	\$20.18	\$0.00	\$0.00	\$0.00				VARONIS
5	DP-100K-150KTL	SEL DataPrivilege TL	\$11.70	ĸ	31%	\$8.07	\$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	DP-101-250TL	SEL DataPrivilege TL	\$42.45	K	31%	\$29.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DP-10K-20KPL	SEL DataPrivilege PL	\$34.20	K	31%	\$23.60	\$0.00	\$0.00	\$0.00				VARONIS
5	DP-10K-20KTL	SEL DataPrivilege TL	\$13.65	K	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				VARONIS VARONIS
5	DP-150K-FL	SEL DataFrivilege FL SEL DataPrivilege TL	\$11.55	K	31%	\$7.97	\$0.00	\$0.00	\$0.00				VARONIS
5	DP-2001-2500PL	SEL DataPrivilege PL	\$46.80	ĸ	31%	\$32.29	\$0.00	\$0.00	\$0.00				VARONIS
5	DP-2001-2500TL	SEL DataPrivilege TL	\$18.75	K	31%	\$12.94	\$0.00	\$0.00	\$0.00				VARONIS
5	DP-20K-35KPL	SEL DataPrivilege PL	\$32.25	K	31%	\$22.25	\$0.00	\$0.00	\$0.00				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				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-251-500FL	SEL DataFrivilege FL 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	ĸ	31%	\$21.53	\$0.00	\$0.00	\$0.00				VARONIS
5	DP-35K-50KTL	SEL DataPrivilege TL	\$12.45	K	31%	\$8.59	\$0.00	\$0.00	\$0.00				VARONIS
5	DP-4001-6000PL	SEL DataPrivilege PL	\$40.95	K	31%	\$28.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DP-4001-6000TL	SEL DataPrivilege TL	\$16.35	K	31%	\$11.28	\$0.00	\$0.00	\$0.00				VARONIS
5	DP-501-750PL	SEL DataPrivilege PL	\$65.40	K	31%	\$45.13	\$0.00	\$0.00	\$0.00				VARONIS
5 5	DP-501-750TL	SEL DataPrivilege TL	\$26.10	K K	31% 31%	\$18.01	\$0.00	\$0.00	\$0.00				VARONIS
5 5	DP-50K-100KPL DP-50K-100KTL	SEL DataPrivilege PL SEL DataPrivilege TL	\$30.30 \$12.15	K	31%	\$20.91 \$8.38	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DP-51-100PL	SEL DataFrivilege PL	\$135.60	K	31%	\$93.56	\$0.00	\$0.00	\$0.00				VARONIS
5	DP-51-100TL	SEL DataPrivilege TL	\$54.15	ĸ	31%	\$37.36	\$0.00	\$0.00	\$0.00				VARONIS
5	DP-6001-8000PL	SEL DataPrivilege PL	\$38.10	K	31%	\$26.29	\$0.00	\$0.00	\$0.00				VARONIS
5	DP-6001-8000TL	SEL DataPrivilege TL	\$15.15	K	31%	\$10.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DP-751-1000PL	SEL DataPrivilege PL	\$60.45	K	31%	\$41.71	\$0.00	\$0.00	\$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	DP-8001-10KPL	SEL DataPrivilege PL	\$36.15	K	31%	\$24.94	\$0.00	\$0.00					VARONIS
5 5	DP-8001-10KTL DPS-0-50PL	SEL DataPrivilege TL SEL DataPrivilege for SharePoint PL	\$14.40 \$194.10	K K	31% 31%	\$9.94 \$133.93	\$0.00 \$0.00	\$0.00 \$0.00					VARONIS VARONIS
5 5	DPS-0-50TL	SEL DataPrivilege for SharePoint PL SEL DataPrivilege for SharePoint TL	\$194.10 \$77.55	K K	31%	\$133.93 \$53.51	\$0.00	\$0.00	\$0.00				VARONIS VARONIS
5	DPS-1001-1500PL	SEL DataPrivilege for SharePoint PL	\$55.65	K	31%	\$38.40	\$0.00	\$0.00	\$0.00				VARONIS
5	DPS-1001-1500TL	SEL DataPrivilege for SharePoint TL	\$22.20	ĸ	31%	\$15.32	\$0.00	\$0.00	\$0.00				VARONIS
5	DPS-100K-150KPL	SEL DataPrivilege for SharePoint PL	\$29.25	K	31%	\$20.18	\$0.00	\$0.00	\$0.00	\$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					VARONIS
5	DPS-101-250PL	SEL DataPrivilege for SharePoint PL	\$106.35	K	31%	\$73.38	\$0.00	\$0.00					VARONIS
5	DPS-101-250TL	SEL DataPrivilege for SharePoint TL SEL DataPrivilege for SharePoint PL	\$42.45	K	31%	\$29.29	\$0.00	\$0.00					VARONIS
5	DPS-10K-20KPL	SEL DataPrivilege for SharePoint PL	\$34.20	K	31%	\$23.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WA	RRANTY UPGRADE	NET PRICE		
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
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	SEL DataPrivilege for SharePoint PL	\$50.25	K	31%	\$34.67	\$0.00	\$0.00	\$0.00				VARONIS
5	DPS-1501-2000TL	SEL DataPrivilege for SharePoint TL	\$20.10	K	31%	\$13.87	\$0.00	\$0.00	\$0.00				VARONIS
5 5	DPS-150K-PL DPS-150K-TL	SEL DataPrivilege for SharePoint PL	\$28.80 \$11.55	K K	31% 31%	\$19.87 \$7.97	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DPS-2001-2500PL	SEL DataPrivilege for SharePoint TL SEL DataPrivilege for SharePoint PL	\$11.55 \$46.80	K	31%	\$32.29	\$0.00	\$0.00	\$0.00				VARONIS
5	DPS-2001-2500TL	SEL DataPrivilege for SharePoint TL	\$18.75	ĸ	31%	\$12.94	\$0.00	\$0.00	\$0.00				VARONIS
5	DPS-20K-35KPL	SEL DataPrivilege 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	\$0.00	\$0.00	VARONIS
5	DPS-2501-4000PL	SEL DataPrivilege for SharePoint PL	\$43.95	K	31%	\$30.33	\$0.00	\$0.00	\$0.00				VARONIS
5	DPS-2501-4000TL	SEL DataPrivilege for SharePoint TL	\$17.55	K	31%	\$12.11	\$0.00	\$0.00	\$0.00				VARONIS
5 5	DPS-251-500PL	SEL DataPrivilege for SharePoint PL SEL DataPrivilege for SharePoint TL	\$81.00	K K	31% 31%	\$55.89	\$0.00	\$0.00	\$0.00				VARONIS
5 5	DPS-251-500TL DPS-35K-50KPL	SEL DataPrivilege for SharePoint TL SEL DataPrivilege for SharePoint PL	\$32.40 \$31.20	K K	31%	\$22.36 \$21.53	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DPS-35K-50KTL	SEL DataPrivilege for SharePoint TL	\$12.45	K	31%	\$8.59	\$0.00	\$0.00	\$0.00				VARONIS
5	DPS-4001-6000PL	SEL DataPrivilege for SharePoint PL	\$40.95	ĸ	31%	\$28.26	\$0.00	\$0.00	\$0.00				VARONIS
5	DPS-4001-6000TL	SEL DataPrivilege for SharePoint TL	\$16.35	ĸ	31%	\$11.28	\$0.00	\$0.00	\$0.00				VARONIS
5	DPS-501-750PL	SEL DataPrivilege for SharePoint PL	\$65.40	K	31%	\$45.13	\$0.00	\$0.00	\$0.00				VARONIS
5	DPS-501-750TL	SEL DataPrivilege for SharePoint TL	\$26.10	K	31%	\$18.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DPS-50K-100KPL	SEL DataPrivilege for SharePoint PL	\$30.30	K	31%	\$20.91	\$0.00	\$0.00	\$0.00				VARONIS
5	DPS-50K-100KTL	SEL DataPrivilege for SharePoint TL	\$12.15	K	31%	\$8.38	\$0.00	\$0.00	\$0.00				VARONIS
5	DPS-51-100PL	SEL DataPrivilege for SharePoint PL	\$135.60	K	31%	\$93.56	\$0.00	\$0.00	\$0.00				VARONIS
5	DPS-51-100TL	SEL DataPrivilege for SharePoint TL	\$54.15	K	31%	\$37.36	\$0.00	\$0.00	\$0.00				VARONIS
5 5	DPS-6001-8000PL DPS-6001-8000TL	SEL DataPrivilege for SharePoint PL SEL DataPrivilege for SharePoint 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	DPS-751-1000PL	SEL DataPrivilege for SharePoint PL	\$60.45	K	31%	\$41.71	\$0.00	\$0.00	\$0.00				VARONIS
5	DPS-751-1000TL	SEL DataPrivilege for SharePoint TL	\$24.15	ĸ	31%	\$16.66	\$0.00	\$0.00	\$0.00				VARONIS
5	DPS-8001-10KPL	SEL DataPrivilege for SharePoint PL	\$36.15	K	31%	\$24.94	\$0.00	\$0.00	\$0.00				VARONIS
5	DPS-8001-10KTL	SEL DataPrivilege for SharePoint TL	\$14.40	K	31%	\$9.94	\$0.00	\$0.00	\$0.00				VARONIS
5	DS-1000L-2	SEL DA DS 1000 users	\$47,912.00	K	31%	\$33,059.28	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DS-100KL-2	SEL DA DS 100000 users	\$2,535,000.00	K	31%	\$1,749,150.00	\$0.00	\$0.00	\$0.00				VARONIS
5	DS-10KL-2	SEL DA DS 10000 users	\$283,920.00	K	31%	\$195,904.80	\$0.00	\$0.00	\$0.00				VARONIS
5	DS-1500L-2	SEL DA DS 1500 users	\$63,882.00	K	31%	\$44,078.58	\$0.00	\$0.00	\$0.00				VARONIS
5 5	DS-150KL-2 DS-15KL-2	SEL DA DS 150000 users SEL DA DS 15000 users	\$3,726,450.00 \$425,880.00	K K	31% 31%	\$2,571,250.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5 5	DS-2000L-2	SEL DA DS 15000 users SEL DA DS 2000 users	\$76,895.00	K	31%	\$293,857.20 \$53,057.55	\$0.00	\$0.00	\$0.00				VARONIS
5	DS-2000L-2 DS-20KL-2	SEL DA DS 2000 users	\$539,448.00	ĸ	31%	\$372,219.12	\$0.00	\$0.00	\$0.00				VARONIS
5	DS-2500L-2	SEL DA DS 2500 users	\$91,683.00	ĸ	31%	\$63,261.27	\$0.00	\$0.00	\$0.00				VARONIS
5	DS-25KL-2	SEL DA DS 25000 users	\$674,310.00	K	31%	\$465,273.90	\$0.00	\$0.00	\$0.00				VARONIS
5	DS-3000L-2	SEL DA DS 3000 users	\$110,019.00	K	31%	\$75,913.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DS-3500L-2	SEL DA DS 3500 users	\$128,356.00	K	31%	\$88,565.64	\$0.00	\$0.00	\$0.00				VARONIS
5	DS-35KL-2	SEL DA DS 35000 users	\$929,500.00	K	31%	\$641,355.00	\$0.00	\$0.00	\$0.00				VARONIS
5	DS-4000L-2	SEL DA DS 4000 users	\$141,960.00	K	31%	\$97,952.40	\$0.00	\$0.00	\$0.00				VARONIS
5 5	DS-4500L-2	SEL DA DS 4500 users	\$159,705.00	K K	31% 31%	\$110,196.45	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00				VARONIS
5 5	DS-5000L-2 DS-500L-2	SEL DA DS 5000 users SEL DA DS 500 users	\$177,450.00 \$26,618.00	K	31%	\$122,440.50 \$18,366.42	\$0.00 \$0.00	\$0.00	\$0.00				VARONIS VARONIS
5	DS-50KL-2	SEL DA DS 5000 users	\$1,309,750.00	ĸ	31%	\$903,727.50	\$0.00	\$0.00	\$0.00				VARONIS
5	DS-6000L-2	SEL DA DS 6000 users	\$188,097.00	ĸ	31%	\$129,786.93	\$0.00	\$0.00	\$0.00				VARONIS
5	DS-7000L-2	SEL DA DS 7000 users	\$219,447.00	K	31%	\$151,418.43	\$0.00	\$0.00	\$0.00				VARONIS
5	DS-750L-2	SEL DA DS 750 users	\$38,025.00	K	31%	\$26,237.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DS-8000L-2	SEL DA DS 8000 users	\$236,600.00	K	31%	\$163,254.00	\$0.00	\$0.00	\$0.00				VARONIS
5	DS-9000L-2	SEL DA DS 9000 users	\$266,175.00	K	31%	\$183,660.75	\$0.00	\$0.00	\$0.00				VARONIS
5	DTE-0-50PL	SEL Data Transport Engine PL	\$179.10 \$71.70	K	31% 31%	\$123.58	\$0.00	\$0.00	\$0.00				VARONIS
5 5	DTE-0-50TL DTE-1001-1500PL	SEL Data Transport Engine TL SEL Data Transport Engine PL	\$71.70 \$51.30	K K	31%	\$49.47 \$35.40	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5 5	DTE-1001-1500PL DTE-1001-1500TL	SEL Data Transport Engine PL SEL Data Transport Engine TL	\$51.30 \$20.55	K K	31%	\$35.40 \$14.18	\$0.00	\$0.00 \$0.00	\$0.00				VARONIS VARONIS
5	DTE-100K-150KPL	SEL Data Transport Engine PL	\$27.00	ĸ	31%	\$18.63	\$0.00	\$0.00	\$0.00				VARONIS
5	DTE-100K-150KTL	SEL Data Transport Engine TL	\$10.80	ĸ	31%	\$7.45	\$0.00	\$0.00	\$0.00				VARONIS
5	DTE-101-250PL	SEL Data Transport Engine PL	\$98.10	K	31%	\$67.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DTE-101-250TL	SEL Data Transport Engine TL	\$39.30	K	31%	\$27.12	\$0.00	\$0.00	\$0.00				VARONIS
5	DTE-10K-20KPL	SEL Data Transport Engine PL	\$31.50	K	31%	\$21.74	\$0.00	\$0.00	\$0.00				VARONIS
5	DTE-10K-20KTL	SEL Data Transport Engine TL	\$12.60	K	31%	\$8.69	\$0.00	\$0.00	\$0.00				VARONIS
5	DTE-1501-2000PL	SEL Data Transport Engine PL	\$46.35	K	31%	\$31.98	\$0.00	\$0.00	\$0.00	11.11	1111	11.11	VARONIS
5 5	DTE-1501-2000TL DTE-150K-PL	SEL Data Transport Engine TL SEL Data Transport Engine PL	\$18.60 \$26.55	K K	31% 31%	\$12.83 \$18.32	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5 5	DTE-150K-PL	SEL Data Transport Engine PL SEL Data Transport Engine TL	\$20.55 \$10.65	K	31%	\$7.35	\$0.00	\$0.00					VARONIS
5	DTE-2001-2500PL	SEL Data Transport Engine PL	\$43.20	K	31%	\$29.81	\$0.00	\$0.00					VARONIS
5	DTE-2001-2500TL	SEL Data Transport Engine TL	\$17.25	ĸ	31%	\$11.90	\$0.00	\$0.00					VARONIS
5	DTE-20K-35KPL	SEL Data Transport Engine PL	\$29.70	ĸ	31%	\$20.49	\$0.00	\$0.00	\$0.00				VARONIS
5	DTE-20K-35KTL	SEL Data Transport Engine TL	\$11.85	K	31%	\$8.18	\$0.00	\$0.00	\$0.00				VARONIS
5	DTE-2501-4000PL	SEL Data Transport Engine PL	\$40.50	K	31%	\$27.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DTE-2501-4000TL	SEL Data Transport Engine TL	\$16.20	K	31%	\$11.18	\$0.00	\$0.00	\$0.00				VARONIS
5	DTE-251-500PL	SEL Data Transport Engine PL	\$74.70	K	31%	\$51.54	\$0.00	\$0.00					VARONIS
5	DTE-251-500TL	SEL Data Transport Engine TL SEL Data Transport Engine PL	\$29.85	K	31%	\$20.60	\$0.00	\$0.00					VARONIS
5 5	DTE-35K-50KPL DTE-35K-50KTL	SEL Data Transport Engine PL SEL Data Transport Engine TL	\$28.80 \$11.55	K K	31% 31%	\$19.87 \$7.97	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	D I E-3314-3014 I E	OLL Data Transport Engine TE	φ11.55	1/	J 1 70	φ1.91	φυ.00	φυ.υυ	φυ.00	φ0.00	φ0.00	φυ.00	V/ II COMIO

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WA	RRANTY UPGRADE	NET PRICE		
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	DTE-4001-6000PL	SEL Data Transport Engine PL	\$37.80	K	31%	\$26.08	\$0.00	\$0.00	\$0.00				VARONIS
5	DTE-4001-6000TL	SEL Data Transport Engine TL	\$15.15	K	31%	\$10.45	\$0.00	\$0.00	\$0.00				VARONIS
5	DTE-501-750PL	SEL Data Transport Engine PL	\$60.30	K	31%	\$41.61	\$0.00	\$0.00	\$0.00				VARONIS
5 5	DTE-501-750TL DTE-50K-100KPL	SEL Data Transport Engine TL SEL Data Transport Engine PL	\$24.15 \$27.90	K K	31% 31%	\$16.66 \$19.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DTE-50K-100KTL	SEL Data Transport Engine PL SEL Data Transport Engine TL	\$27.90 \$11.10	K	31%	\$7.66	\$0.00	\$0.00	\$0.00				VARONIS
5	DTE-51-100PL	SEL Data Transport Engine PL	\$125.10	ĸ	31%	\$86.32	\$0.00	\$0.00	\$0.00				VARONIS
5	DTE-51-100TL	SEL Data Transport Engine TL	\$50.10	K	31%	\$34.57	\$0.00	\$0.00	\$0.00				VARONIS
5	DTE-6001-8000PL	SEL Data Transport Engine PL	\$35.10	K	31%	\$24.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DTE-6001-8000TL	SEL Data Transport Engine TL	\$14.10	K	31%	\$9.73	\$0.00	\$0.00	\$0.00				VARONIS
5	DTE-751-1000PL	SEL Data Transport Engine PL	\$55.80	K	31%	\$38.50	\$0.00	\$0.00	\$0.00				VARONIS
5 5	DTE-751-1000TL	SEL Data Transport Engine TL SEL Data Transport Engine PL	\$22.35 \$33.30	K K	31% 31%	\$15.42	\$0.00	\$0.00	\$0.00 \$0.00				VARONIS
5 5	DTE-8001-10KPL DTE-8001-10KTL	SEL Data Transport Engine PL SEL Data Transport Engine TL	\$33.30 \$13.35	K K	31%	\$22.98 \$9.21	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00				VARONIS VARONIS
5	DWS-1000L-1	SEL DW for SharePoint 1000 users	\$73,710.00	K	31%	\$50,859.90	\$0.00	\$0.00	\$0.00				VARONIS
5	DWS-100KL-1	SEL DW for SharePoint 100000 users	\$3,900,000.00	ĸ	31%	\$2,691,000.00	\$0.00	\$0.00	\$0.00				VARONIS
5	DWS-10KL-1	SEL DW for SharePoint 10000 users	\$436,800.00	K	31%	\$301,392.00	\$0.00	\$0.00	\$0.00				VARONIS
5	DWS-1500L-1	SEL DW for SharePoint 1500 users	\$98,280.00	K	31%	\$67,813.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DWS-150KL-1	SEL DW for SharePoint 150000 users	\$5,733,000.00	K	31%	\$3,955,770.00	\$0.00	\$0.00	\$0.00				VARONIS
5	DWS-15KL-1	SEL DW for SharePoint 15000 users	\$655,200.00	K	31%	\$452,088.00	\$0.00	\$0.00	\$0.00				VARONIS
5	DWS-2000L-1	SEL DW for SharePoint 2000 users	\$118,300.00	K	31%	\$81,627.00	\$0.00	\$0.00	\$0.00				VARONIS
5 5	DWS-20KL-1 DWS-2500L-1	SEL DW for SharePoint 20000 users SEL DW for SharePoint 2500 users	\$829,920.00 \$141,050.00	K K	31% 31%	\$572,644.80 \$97,324.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DWS-25KL-1	SEL DW for SharePoint 25000 users	\$1,037,400.00	K	31%	\$715,806.00	\$0.00	\$0.00	\$0.00				VARONIS
5	DWS-3000L-1	SEL DW for SharePoint 3000 users	\$169,260.00	ĸ	31%	\$116,789.40	\$0.00	\$0.00	\$0.00				VARONIS
5	DWS-3500L-1	SEL DW for SharePoint 3500 users	\$197,470.00	K	31%	\$136,254.30	\$0.00	\$0.00	\$0.00				VARONIS
5	DWS-35KL-1	SEL DW for SharePoint 35000 users	\$1,430,000.00	K	31%	\$986,700.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DWS-4000L-1	SEL DW for SharePoint 4000 users	\$218,400.00	K	31%	\$150,696.00	\$0.00	\$0.00	\$0.00				VARONIS
5	DWS-4500L-1	SEL DW for SharePoint 4500 users	\$245,700.00	K	31%	\$169,533.00	\$0.00	\$0.00	\$0.00				VARONIS
5	DWS-5000L-1	SEL DW for SharePoint 5000 users	\$273,000.00	K	31%	\$188,370.00	\$0.00	\$0.00	\$0.00				VARONIS
5 5	DWS-500L-1 DWS-50KL-1	SEL DW for SharePoint 500 users SEL DW for SharePoint 50000 users	\$40,950.00 \$2,015,000.00	K K	31% 31%	\$28,255.50 \$1,390,350.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DWS-6000L-1	SEL DW for SharePoint 6000 users	\$289,380.00	K	31%	\$199,672.20	\$0.00	\$0.00	\$0.00				VARONIS
5	DWS-7000L-1	SEL DW for SharePoint 7000 users	\$337,610.00	ĸ	31%	\$232,950.90	\$0.00	\$0.00	\$0.00				VARONIS
5	DWS-750L-1	SEL DW for SharePoint 750 users	\$58,500.00	K	31%	\$40,365.00	\$0.00	\$0.00	\$0.00				VARONIS
5	DWS-8000L-1	SEL DW for SharePoint 8000 users	\$364,000.00	K	31%	\$251,160.00	\$0.00	\$0.00	\$0.00				VARONIS
5	DWS-9000L-1	SEL DW for SharePoint 9000 users	\$409,500.00	K	31%	\$282,555.00	\$0.00	\$0.00	\$0.00				VARONIS
5	DWW-1000L-1	SEL DW for Windows for 1000 users	\$73,710.00	K	31%	\$50,859.90	\$0.00	\$0.00	\$0.00				VARONIS
5	DWW-100KL-1	SEL DW for Windows for 100000 users	\$3,900,000.00	K	31%	\$2,691,000.00	\$0.00	\$0.00	\$0.00				VARONIS
5 5	DWW-10KL-1 DWW-1500L-1	SEL DW for Windows for 10000 users SEL DW for Windows for 1500 users	\$436,800.00 \$98,280.00	K K	31% 31%	\$301,392.00 \$67,813.20	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DWW-1506L-1	SEL DW for Windows for 1500 disers	\$5,733,000.00	K	31%	\$3,955,770.00	\$0.00	\$0.00	\$0.00				VARONIS
5	DWW-15KL-1	SEL DW for Windows for 15000 users	\$655,200.00	ĸ	31%	\$452,088.00	\$0.00	\$0.00	\$0.00				VARONIS
5	DWW-2000L-1	SEL DW for Windows for 2000 users	\$118,300.00	K	31%	\$81,627.00	\$0.00	\$0.00	\$0.00				VARONIS
5	DWW-20KL-1	SEL DW for Windows for 20000 users	\$829,920.00	K	31%	\$572,644.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DWW-2500L-1	SEL DW for Windows for 2500 users	\$141,050.00	K	31%	\$97,324.50	\$0.00	\$0.00	\$0.00				VARONIS
5	DWW-25KL-1	SEL DW for Windows for 25000 users	\$1,037,400.00	K	31%	\$715,806.00	\$0.00	\$0.00	\$0.00				VARONIS
5	DWW-3000L-1	SEL DW for Windows for 3000 users	\$169,260.00	K	31% 31%	\$116,789.40	\$0.00	\$0.00	\$0.00 \$0.00				VARONIS
5 5	DWW-3500L-1 DWW-35KL-1	SEL DW for Windows for 3500 users SEL DW for Windows for 35000 users	\$197,470.00 \$1,430,000.00	K K	31%	\$136,254.30 \$986,700.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00				VARONIS VARONIS
5	DWW-4000L-1	SEL DW for Windows for 4000 users	\$218,400.00	K	31%	\$150,696.00	\$0.00	\$0.00	\$0.00				VARONIS
5	DWW-4500L-1	SEL DW for Windows for 4500 users	\$245,700.00	K	31%	\$169,533.00	\$0.00	\$0.00	\$0.00				VARONIS
5	DWW-5000L-1	SEL DW for Windows for 5000 users	\$273,000.00	K	31%	\$188,370.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DWW-500L-1	SEL DW for Windows for 500 users	\$40,950.00	K	31%	\$28,255.50	\$0.00	\$0.00	\$0.00				VARONIS
5	DWW-50KL-1	SEL DW for Windows for 50000 users	\$2,015,000.00	K	31%	\$1,390,350.00	\$0.00	\$0.00	\$0.00				VARONIS
5	DWW-6000L-1	SEL DW for Windows for 6000 users	\$289,380.00	K	31%	\$199,672.20	\$0.00	\$0.00	\$0.00				VARONIS
5 5	DWW-7000L-1 DWW-750L-1	SEL DW for Windows for 7000 users SEL DW for Windows for 750 users	\$337,610.00 \$58,500.00	K K	31% 31%	\$232,950.90 \$40,365.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DWW-8000L-1	SEL DW for Windows for 750 users	\$364,000.00	K	31%	\$251,160.00	\$0.00	\$0.00	\$0.00				VARONIS
5	DWW-9000L-1	SEL DW for Windows for 9000 users	\$409,500.00	K	31%	\$282,555.00	\$0.00	\$0.00	\$0.00				VARONIS
5	EOL-0-50PL	SEL DatAdvantage for EO Lite PL	\$149.25	ĸ	31%	\$102.98	\$0.00	\$0.00	\$0.00				VARONIS
5	EOL-0-50TL	SEL DatAdvantage for EO Lite TL	\$59.70	K	31%	\$41.19	\$0.00	\$0.00	\$0.00				VARONIS
5	EOL-1001-1500PL	SEL DatAdvantage for EO Lite PL	\$42.75	K	31%	\$29.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	EOL-1001-1500TL	SEL DatAdvantage for EO Lite TL	\$17.10	K	31%	\$11.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	EOL-100K-150KPL	SEL DatAdvantage for EO Lite PL	\$22.50	K	31%	\$15.53	\$0.00	\$0.00	\$0.00				VARONIS
5	EOL-100K-150KTL	SEL DatAdvantage for EO Lite TL	\$9.00	K	31%	\$6.21	\$0.00	\$0.00					VARONIS
5 5	EOL-101-250PL EOL-101-250TL	SEL DatAdvantage for EO Lite PL SEL DatAdvantage for EO Lite TL	\$81.75 \$32.70	K K	31% 31%	\$56.41 \$22.56	\$0.00 \$0.00	\$0.00 \$0.00					VARONIS VARONIS
5 5	EOL-101-2501L EOL-10K-20KPL	SEL DatAdvantage for EO Lite 1L SEL DatAdvantage for EO Lite PL	\$32.70 \$26.25	K K	31%	\$22.56 \$18.11	\$0.00	\$0.00	\$0.00				VARONIS VARONIS
5	EOL-10K-20KTL	SEL DatAdvantage for EO Lite TL	\$10.50	K	31%	\$7.25	\$0.00	\$0.00	\$0.00				VARONIS
5	EOL-1501-2000PL	SEL DatAdvantage for EO Lite PL	\$38.70	ĸ	31%	\$26.70	\$0.00	\$0.00	\$0.00				VARONIS
5	EOL-1501-2000TL	SEL DatAdvantage for EO Lite TL	\$15.45	K	31%	\$10.66	\$0.00	\$0.00	\$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					VARONIS
5	EOL-150K-TL	SEL DatAdvantage for EO Lite TL	\$8.85	K	31%	\$6.11	\$0.00	\$0.00					VARONIS
5	EOL-2001-2500PL	SEL DatAdvantage for EO Lite PL	\$36.00 \$14.40	K	31%	\$24.84	\$0.00	\$0.00					VARONIS
5	EOL-2001-2500TL	SEL DatAdvantage for EO Lite TL	\$14.40	K	31%	\$9.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WA	RRANTY UPGRADE	NET PRICE		
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	EOL-20K-35KPL	SEL DatAdvantage for EO Lite PL	\$24.75	K	31%	\$17.08	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	EOL-20K-35KTL EOL-2501-4000PL	SEL DatAdvantage for EO Lite TL SEL DatAdvantage for EO Lite PL	\$9.90 \$33.75	K K	31% 31%	\$6.83 \$23.29	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	EOL-2501-4000FL	SEL DatAdvantage for EO Lite FL	\$13.50	K	31%	\$9.32	\$0.00	\$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	\$0.00			VARONIS
5	EOL-251-500TL	SEL DatAdvantage for EO Lite TL	\$24.90	K	31%	\$17.18	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	EOL-35K-50KPL	SEL DatAdvantage for EO Lite PL	\$24.00	K	31%	\$16.56	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	EOL-35K-50KTL	SEL DatAdvantage for EO Lite TL	\$9.60	K	31%	\$6.62	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	EOL-4001-6000PL EOL-4001-6000TL	SEL DatAdvantage for EO Lite PL SEL DatAdvantage for EO Lite TL	\$31.50 \$12.60	K K	31% 31%	\$21.74 \$8.69	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	EOL-501-750PL	SEL DatAdvantage for EO Lite 1L	\$50.25	K	31%	\$34.67	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	EOL-501-750TL	SEL DatAdvantage for EO Lite TL	\$20.10	ĸ	31%	\$13.87	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	EOL-50K-100KPL	SEL DatAdvantage for EO Lite PL	\$23.25	K	31%	\$16.04	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	EOL-50K-100KTL	SEL DatAdvantage for EO Lite TL	\$9.30	K	31%	\$6.42	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	EOL-51-100PL	SEL DatAdvantage for EO Lite PL	\$104.25	K K	31%	\$71.93	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	EOL-51-100TL EOL-6001-8000PL	SEL DatAdvantage for EO Lite TL SEL DatAdvantage for EO Lite PL	\$41.70 \$29.25	K	31% 31%	\$28.77 \$20.18	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS 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	31%	\$32.09	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	EOL-751-1000TL	SEL DatAdvantage for EO Lite TL	\$18.60	K	31%	\$12.83	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	EOL-8001-10KPL	SEL DatAdvantage for EO Lite PL	\$27.75	K	31%	\$19.15	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	EOL-8001-10KTL FC-100KL	SEL DatAdvantage for EO Lite TL SEL IDUFRAMEWORKCONNECTOR 100000	\$11.10 \$1,755,000.00	K K	31% 31%	\$7.66 \$1,210,950.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	FC-10KL	SEL IDUFRAMEWORKCONNECTOR 10000	\$196,560.00	K	31%	\$135,626.40	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	FC-1500L	SEL IDUFRAMEWORKCONNECTOR1500	\$44,226.00	K	31%	\$30,515.94	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	FC-150KL	SEL IDUFRAMEWORKCONNECTOR 150000	\$2,579,850.00	K	31%	\$1,780,096.50	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	FC-15KL	SEL IDUFRAMEWORKCONNECTOR 15000	\$294,840.00	K	31%	\$203,439.60	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	FC-1KL FC-20KL	SEL IDUFRAMEWORKCONNECTOR 1000 SEL IDUFRAMEWORKCONNECTOR 20000	\$33,170.00 \$373,464.00	K K	31% 31%	\$22,887.30 \$257,690.16	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	FC-2500L	SEL IDUFRAMEWORKCONNECTOR 20000 SEL IDUFRAMEWORKCONNECTOR 2500	\$63,473.00	K	31%	\$43,796.37	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	FC-25KL	SEL IDUFRAMEWORKCONNECTOR 25000	\$466,830.00	ĸ	31%	\$322,112.70	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	FC-2KL	SEL IDUFRAMEWORKCONNECTOR 2000	\$53,235.00	K	31%	\$36,732.15	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	FC-3500L	SEL IDUFRAMEWORKCONNECTOR 3500	\$88,862.00	K	31%	\$61,314.78	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	FC-35KL	SEL IDUFRAMEWORKCONNECTOR 35000	\$643,500.00	K	31% 31%	\$444,015.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	FC-3KL FC-4500L	SEL IDUFRAMEWORKCONNECTOR 3000 SEL IDUFRAMEWORKCONNECTOR 4500	\$76,167.00 \$110.565.00	K K	31%	\$52,555.23 \$76,289.85	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	FC-4KL	SEL IDUFRAMEWORKCONNECTOR 4000	\$98,280.00	K	31%	\$67,813.20	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	FC-500L	SEL IDUFRAMEWORKCONNECTOR 500	\$18,428.00	K	31%	\$12,715.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	FC-50KL	SEL IDUFRAMEWORKCONNECTOR 50000	\$906,750.00	K	31%	\$625,657.50	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	FC-5KL FC-6KL	SEL IDUFRAMEWORKCONNECTOR 5000 SEL IDUFRAMEWORKCONNECTOR 6000	\$122,850.00 \$130,221.00	K K	31% 31%	\$84,766.50 \$89,852.49	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	FC-750L	SEL IDUFRAMEWORKCONNECTOR 0000 SEL IDUFRAMEWORKCONNECTOR 750	\$26,325.00	K	31%	\$18,164.25	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	FC-7KL	SEL IDUFRAMEWORKCONNECTOR 7000	\$151,925.00	K	31%	\$104,828.25	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	FC-8KL	SEL IDUFRAMEWORKCONNECTOR 8000	\$163,800.00	K	31%	\$113,022.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	FC-9KL	SEL IDUFRAMEWORKCONNECTOR 9000	\$184,275.00	K	31%	\$127,149.75	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	IDAW-0-500 IDAW-1000-2500	SEL DAWin+Pb+SS⋑ 1yr 1 user 500band	\$142.00 \$81.00	K K	31% 31%	\$97.98 \$55.89	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	IDAW-10K-25K	SEL DAWin+Pb+SS⋑ 1yr 1 user 1001-2500 SEL DAWin+Pb+SS&Sup1yr 1user 10001-25000	\$52.00	K	31%	\$35.88	\$0.00	\$0.00	\$0.00	\$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	\$0.00	\$0.00			VARONIS
5	IDAW-25K-50K	SEL DAWin+Pb+SS&Sup1yr 1user 25001-50000	\$49.00	K	31%	\$33.81	\$0.00	\$0.00	\$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	\$0.00	\$0.00			VARONIS
5 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	\$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	\$0.00	\$0.00			VARONIS
5	IDTE-1000-2500	SEL DTE+SS⋑ 1 yr 1 user 1001-2500	\$46.00	K	31%	\$31.74	\$0.00	\$0.00	\$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	\$0.00	\$0.00	\$0.00			VARONIS
5	IDTE-2500-5000	SEL DTE+SS⋑ 1 yr 1 user 2501-5000	\$40.00	K	31%	\$27.60	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	IDTE-25K-50K IDTE-5000-10K	SEL DTE+SS⋑ 1 yr 1 user 25001-50000 SEL DTE+SS⋑ 1 yr 1 user 5001-10000	\$30.00 \$34.00	K K	31% 31%	\$20.70 \$23.46	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	IDTE-500-100	SEL DTE+33&3up 1 yr 1 user 5001-10000 SEL DTE+SS⋑ 1 yr 1 user 501-1000	\$56.00	K	31%	\$38.64	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	IDTE-OVER50K	SEL DTE+SS⋑ 1 yr 1 user 50000+	\$29.00	ĸ	31%	\$20.01	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	IVSB-0-500	SEL SecBun+SS⋑ 1yr 1 user 500band	\$282.00	K	31%	\$194.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	IVSB-1000-2500	SEL SecBun+SS⋑ 1yr 1 user 1001-2500	\$187.00	K	31%	\$129.03	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	IVSB-10K-25K IVSB-2500-5000	SEL SecBun+SS⋑ 1yr 1 user 10001-25000 SEL SecBun+SS⋑ 1yr 1 user 2501-5000	\$125.00	K	31% 31%	\$86.25 \$113.16	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	IVSB-25K-50K	SEL SecBun+SS⋑ 1yr 1 user 25001-50000	\$164.00 \$118.00	K K	31%	\$81.42	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00			VARONIS
5	IVSB-5000-10K	SEL SecBun+SS⋑ 1yr 1 user 5001-10000	\$138.00	K	31%	\$95.22	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	IVSB-500-1000	SEL SecBun+SS⋑ 1yr 1 user 501-1000	\$241.00	K	31%	\$166.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	IVSB-OVER50K	SEL SecBun+SS⋑ 1yr 1 user 50001+	\$113.00	K	31%	\$77.97	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	ODL-1000L	SEL DA ODLite 1000	\$36,855.00	K	31%	\$25,429.95	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	ODL-1000L-12MT ODL-100KL	SEL DA ODLite 1000 12 mth term SEL DA ODLite 100000	\$14,742.00 \$1,950,000.00	K K	31% 31%	\$10,171.98 \$1,345,500.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5 5	ODL-100KL ODL-100KL-12MT	SEL DA ODLite 100000 SEL DA ODLite 100000 12 mth term	\$780,000.00	K	31%	\$538,200.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	ODL-10KL	SEL DA ODLite 10000	\$218,400.00	ĸ	31%	\$150,696.00	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	VARONIS
5	ODL-10KL-12MT	SEL DA ODLite 10000 12 mth term	\$87,360.00	K	31%	\$60,278.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	ODL-1500L	SEL DA ODLite 1500	\$49,140.00	K	31%	\$33,906.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS

					N	IVP LEVEL 1		NVP MAINTENA	NCE AND WA	RRANTY UPGRADE	NET PRICE		
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	ODL-1500L-12MT	SEL DA ODLite 1500 12 mth term	\$19,656.00	K	31%	\$13,562.64	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	ODL-150KL	SEL DA ODLite 150000	\$2,866,500.00	K	31%	\$1,977,885.00	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	ODL-150KL-12MT	SEL DA ODLite 150000 12 mth term	\$1,146,600.00	K	31%	\$791,154.00	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5 5	ODL-15KL	SEL DA ODLite 15000 SEL DA ODLite 15000 12 mth term	\$327,600.00	K K	31% 31%	\$226,044.00 \$90,417.60	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5 5	ODL-15KL-12MT ODL-2000L	SEL DA ODLIte 15000 12 min term SEL DA ODLite 2000	\$131,040.00 \$59,150.00	K	31%	\$40,813.50	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	ODL-2000L ODL-2000L-12MT	SEL DA ODLite 2000 12 mth term	\$23,660.00	ĸ	31%	\$16,325.40	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	ODL-20KL	SEL DA ODLite 20000	\$414,960.00	K	31%	\$286,322.40	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	ODL-20KL-12MT	SEL DA ODLite 20000 12 mth term	\$165,984.00	K	31%	\$114,528.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	ODL-25KL	SEL DA ODLite 25000	\$518,700.00	K	31%	\$357,903.00	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	ODL-25KL-12MT	SEL DA ODLite 25000 12 mth term	\$207,480.00	K	31%	\$143,161.20	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	ODL-3000L	SEL DA ODLite 3000	\$84,630.00	K	31%	\$58,394.70	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5 5	ODL-3000L-12MT ODL-35KL	SEL DA ODLite 3000 12 mth term SEL DA ODLite 35000	\$33,852.00 \$715,000.00	K K	31% 31%	\$23,357.88 \$493,350.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	ODL-35KL-12MT	SEL DA ODLite 35000 SEL DA ODLite 35000 12 mth term	\$286,000.00	K	31%	\$197,340.00	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	ODL-4000L	SEL DA ODLite 4000	\$109,200.00	ĸ	31%	\$75,348.00	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	ODL-4000L-12MT	SEL DA ODLite 4000 12 mth term	\$43,680.00	ĸ	31%	\$30,139.20	\$0.00	\$0.00			\$0.00		VARONIS
5	ODL-500L	SEL DA ODLite 500	\$20,475.00	K	31%	\$14,127.75	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	ODL-500L-12MT	SEL DA ODLite 500 12 mth term	\$8,190.00	K	31%	\$5,651.10	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VARONIS
5	ODL-50KL	SEL DA ODLite 50000	\$1,007,500.00	K	31%	\$695,175.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VARONIS
5	ODL-50KL-12MT	SEL DA ODLite 50000 12 mth term	\$403,000.00	K	31%	\$278,070.00	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	ODL-6000L	SEL DA ODLite 6000	\$144,690.00	K	31%	\$99,836.10	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	ODL-6000L-12MT	SEL DA ODLite 6000 12 mth term	\$57,876.00	K	31%	\$39,934.44	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5 5	ODL-750L ODL-750L-12MT	SEL DA ODLite 750 SEL DA ODLite 750 12 mth term	\$29,250.00 \$11,700.00	K K	31% 31%	\$20,182.50 \$8,073.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	ODL-8000L	SEL DA ODLite 750 12 min term	\$182,000.00	K	31%	\$125,580.00	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	ODL-8000L-12MT	SEL DA ODLite 8000 12 mth term	\$72,800.00	ĸ	31%	\$50,232.00	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	SP-100KL	SEL DATADSPOINT100000	\$3,900,000.00	ĸ	31%	\$2,691,000.00	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	SP-10KL	SEL DATADSPOINT10000	\$436,800.00	K	31%	\$301,392.00	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	SP-1500L	SEL DATADSPOINT1500	\$98,280.00	K	31%	\$67,813.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	SP-150KL	SEL DATADSPOINT150000	\$5,733,000.00	K	31%	\$3,955,770.00	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	SP-15KL	SEL DATADSPOINT15000	\$655,200.00	K	31%	\$452,088.00	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	SP-1KL	SEL DATADSPOINT1000	\$73,710.00	K	31%	\$50,859.90	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	SP-20KL	SEL DATADSPOINT20000	\$829,920.00	K	31%	\$572,644.80	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5 5	SP-2500L SP-25KL	SEL DATADSPOINT2500 SEL DATADSPOINT25000	\$141,050.00 \$1,037,400.00	K K	31% 31%	\$97,324.50 \$715,806.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	SP-2KL	SEL DATADSPOINT23000 SEL DATADSPOINT2000	\$1,037,400.00	K	31%	\$81,627.00	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	SP-3500L	SEL DATADSPOINT3500	\$197,470.00	ĸ	31%	\$136,254.30	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	SP-35KL	SEL DATADSPOINT35000	\$1,430,000.00	ĸ	31%	\$986,700.00	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	SP-3KL	SEL DATADSPOINT3000	\$169,260.00	K	31%	\$116,789.40	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	SP-4500L	SEL DATADSPOINT4500	\$245,700.00	K	31%	\$169,533.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	SP-4KL	SEL DATADSPOINT4000	\$218,400.00	K	31%	\$150,696.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	SP-500L	SEL DATADSPOINT500	\$40,950.00	K	31%	\$28,255.50	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	SP-50KL	SEL DATADSPOINT50000	\$2,015,000.00	K	31%	\$1,390,350.00	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5 5	SP-5KL SP-6KL	SEL DATADSPOINT5000	\$273,000.00	K K	31% 31%	\$188,370.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00		VARONIS
5 5	SP-750L	SEL DATADSPOINT6000 SEL DATADSPOINT750	\$289,380.00 \$58,500.00	K	31%	\$199,672.20 \$40,365.00	\$0.00 \$0.00	\$0.00	\$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	SP-7KL	SEL DATADSPOINT7000	\$337,610.00	ĸ	31%	\$232,950.90	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	SP-8KL	SEL DATADSPOINT8000	\$364,000.00	ĸ	31%	\$251,160.00	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	SP-9KL	SEL DATADSPOINT9000	\$409,500.00	K	31%	\$282,555.00	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	SPLO-1000L	SEL DA SPOnlLite 1000 users	\$36,855.00	K	31%	\$25,429.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	SPLO-1000L-12MT	SEL DA SPOnLite 1000 12mths	\$14,742.00	K	31%	\$10,171.98	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	SPLO-100KL	SEL DA SPOnlLite 100000 users	\$1,950,000.00	K	31%	\$1,345,500.00	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	SPLO-100KL-12MT	SEL DA SPOnLite 100000 12mths	\$780,000.00	K	31%	\$538,200.00	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5 5	SPLO-10KL	SEL DA SPONLIte 10000 users	\$218,400.00	K	31%	\$150,696.00	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5 5	SPLO-10KL-12MT SPLO-1500L	SEL DA SPOnLite 10000 12mths SEL DA SPOnlLite 1500 users	\$87,360.00 \$49,140.00	K K	31% 31%	\$60,278.40 \$33,906.60	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5 5	SPLO-1500L SPLO-1500L-12MT	SEL DA SPONILITE 1500 users SEL DA SPONLITE 1500 12mths	\$19,656.00	K	31%	\$33,900.60 \$13,562.64	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	SPLO-150KL	SEL DA SPOnILite 150000 users	\$2,866,500.00	ĸ	31%	\$1.977.885.00	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	SPLO-150KL-12MT	SEL DA SPOnLite 150000 12mths	\$1,146,600.00	ĸ	31%	\$791,154.00	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	SPLO-15KL	SEL DA SPOnlLite 15000 users	\$327,600.00	K	31%	\$226,044.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	SPLO-15KL-12MT	SEL DA SPOnLite 15000 12mths	\$131,040.00	K	31%	\$90,417.60	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	SPLO-2000L	SEL DA SPOnlLite 2000 users	\$59,150.00	K	31%	\$40,813.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	SPLO-2000L-12MT	SEL DA SPOnLite 2000 12mths	\$23,660.00	K	31%	\$16,325.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	SPLO-20KL	SEL DA SPOnILite 20000 users	\$414,960.00	K	31%	\$286,322.40	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	SPLO-20KL-12MT SPLO-25KL	SEL DA SPOnLite 20000 12mths SEL DA SPOnlLite 25000 users	\$165,984.00 \$518.700.00	K	31%	\$114,528.96 \$357.003.00	\$0.00	\$0.00			\$0.00		VARONIS VARONIS
5 5	SPLO-25KL SPLO-25KL-12MT	SEL DA SPONILITE 25000 users SEL DA SPONLITE 25000 12mths	\$518,700.00 \$207,480.00	K K	31% 31%	\$357,903.00 \$143,161.20	\$0.00 \$0.00	\$0.00 \$0.00					VARONIS
5	SPLO-25KL-12W1	SEL DA SPOILLITE 25000 12111118 SEL DA SPOILLITE 3000 users	\$84,630.00		31%	\$58,394.70	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	SPLO-3000L-12MT	SEL DA SPOnLite 3000 12mths	\$33,852.00	ĸ	31%	\$23,357.88	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	SPLO-35KL	SEL DA SPOnILite 35000 users	\$715,000.00	ĸ	31%	\$493,350.00	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	SPLO-35KL-12MT	SEL DA SPOnLite 35000 12mths	\$286,000.00	K	31%	\$197,340.00	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	SPLO-4000L	SEL DA SPOnlLite 4000 users	\$109,200.00	K	31%	\$75,348.00	\$0.00	\$0.00					VARONIS
5	SPLO-4000L-12MT	SEL DA SPOnLite 4000 12mths	\$43,680.00	K	31%	\$30,139.20	\$0.00	\$0.00					VARONIS
5	SPLO-500L	SEL DA SPONLITE 500 users	\$20,475.00		31%	\$14,127.75	\$0.00	\$0.00					VARONIS
5	SPLO-500L-12MT	SEL DA SPOnLite 500 12mths	\$8,190.00	K	31%	\$5,651.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS

					N	VP LEVEL 1		NVP MAINTENA	ANCE AND WAR	RRANTY UPGRADE	NET PRICE		
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	SPLO-50KL	SEL DA SPOnILite 50000 users	\$1,007,500.00	K	31%	\$695,175.00	\$0.00	\$0.00		\$0.00	\$0.00		VARONIS
5	SPLO-50KL-12MT	SEL DA SPOnLite 50000 12mths	\$403,000.00	K	31%	\$278,070.00	\$0.00	\$0.00		\$0.00	\$0.00		VARONIS
5	SPLO-6000L SPLO-6000L-12MT	SEL DA SPONLIte 6000 users	\$144,690.00	K	31%	\$99,836.10	\$0.00	\$0.00		\$0.00	\$0.00		VARONIS
5 5	SPLO-6000L-12M1 SPLO-750L	SEL DA SPOnLite 6000 12mths SEL DA SPOnlLite 750 users	\$57,876.00 \$29,250.00	K K	31% 31%	\$39,934.44 \$20,182.50	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	SPLO-750L-12MT	SEL DA SPONLITE 750 disers SEL DA SPONLITE 750 12mths	\$11,700.00	K	31%	\$8,073.00	\$0.00	\$0.00		\$0.00	\$0.00		VARONIS
5	SPLO-8000L	SEL DA SPOnILite 8000 users	\$182,000.00	ĸ	31%	\$125,580.00	\$0.00	\$0.00		\$0.00	\$0.00		VARONIS
5	SPLO-8000L-12MT	SEL DA SPOnLite 8000 12mths	\$72,800.00	K	31%	\$50,232.00	\$0.00	\$0.00		\$0.00	\$0.00		VARONIS
5	UX-100KL	SEL DATADVANTAGE UNIX FOR 100000 USERS	\$3,900,000.00	K	31%	\$2,691,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	UX-10KL	SEL DATADVANTAGE UNIX FOR 10000 USERS		K	31%	\$301,392.00	\$0.00	\$0.00		\$0.00	\$0.00		VARONIS
5	UX-1500L	SEL DATADVANTAGE UNIX FOR 1500 USERS	\$98,280.00	K	31%	\$67,813.20	\$0.00	\$0.00		\$0.00	\$0.00		VARONIS
5	UX-150KL	SEL DATADVANTAGE UNIX FOR 150000 USERS		K	31%	\$3,955,770.00	\$0.00	\$0.00		\$0.00	\$0.00		VARONIS
5 5	UX-15KL UX-1KL	SEL DATADVANTAGE UNIX FOR 15000 USERS SEL DATADVANTAGE UNIX FOR 1000 USERS	\$655,200.00 \$73,710.00	K K	31% 31%	\$452,088.00 \$50,859.90	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	UX-20KL	SEL DATADVANTAGE UNIX FOR 20000 USERS		K	31%	\$572,644.80	\$0.00	\$0.00		\$0.00	\$0.00		VARONIS
5	UX-2500L	SEL DATADVANTAGE UNIX FOR 2500 USERS	\$141,050.00	ĸ	31%	\$97,324.50	\$0.00	\$0.00		\$0.00	\$0.00		VARONIS
5	UX-25KL	SEL DATADVANTAGE UNIX FOR 25000 USERS		K	31%	\$715,806.00	\$0.00	\$0.00		\$0.00	\$0.00		VARONIS
5	UX-2KL	SEL DATADVANTAGE UNIX FOR 2000 USERS	\$118,300.00	K	31%	\$81,627.00	\$0.00	\$0.00		\$0.00	\$0.00		VARONIS
5	UX-3500L	SEL DATADVANTAGE UNIX FOR 3500 USERS	\$197,470.00	K	31%	\$136,254.30	\$0.00	\$0.00		\$0.00	\$0.00		VARONIS
5	UX-35KL	SEL DATADVANTAGE UNIX FOR 35000 USERS		K	31%	\$986,700.00	\$0.00	\$0.00		\$0.00	\$0.00		VARONIS
5	UX-3KL	SEL DATADVANTAGE UNIX FOR 3000 USERS	\$169,260.00	K	31%	\$116,789.40	\$0.00	\$0.00		\$0.00	\$0.00		VARONIS
5 5	UX-4500L UX-4KL	SEL DATADVANTAGE UNIX FOR 4500 USERS SEL DATADVANTAGE UNIX FOR 4000 USERS	\$245,700.00 \$218,400.00	K K	31% 31%	\$169,533.00 \$150,696.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	UX-500L	SEL DATADVANTAGE UNIX FOR 4000 USERS	\$40,950.00	K	31%	\$28,255.50	\$0.00	\$0.00		\$0.00	\$0.00		VARONIS
5	UX-50KL	SEL DATADVANTAGE UNIX FOR 50000 USERS		ĸ	31%	\$1,390,350.00	\$0.00	\$0.00		\$0.00	\$0.00		VARONIS
5	UX-5KL	SEL DATADVANTAGE UNIX FOR 5000 USERS	\$273,000.00	K	31%	\$188,370.00	\$0.00	\$0.00		\$0.00	\$0.00		VARONIS
5	UX-6KL	SEL DATADVANTAGE UNIX FOR 6000 USERS	\$289,380.00	K	31%	\$199,672.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	UX-750L	SEL DATADVANTAGE UNIX FOR 750 USERS	\$58,500.00	K	31%	\$40,365.00	\$0.00	\$0.00		\$0.00	\$0.00		VARONIS
5	UX-7KL	SEL DATADVANTAGE UNIX FOR 7000 USERS	\$337,610.00	K	31%	\$232,950.90	\$0.00	\$0.00		\$0.00	\$0.00		VARONIS
5	UX-8KL	SEL DATADVANTAGE UNIX FOR 8000 USERS	\$364,000.00	K	31%	\$251,160.00	\$0.00	\$0.00		\$0.00	\$0.00		VARONIS
5 5	UX-9KL VARONIS-30DAY	SEL DATADVANTAGE UNIX FOR 9000 USERS SEL VRNS 30DAY FREETRIAL	\$409,500.00 \$0.00	K K	31% 31%	\$282,555.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	100-100198	SEL SW VWisdom Server Ent Lic	\$40,000.00	K	31%	\$27,600.00	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-100199	SEL SW VWisdom Server Dept Lic	\$21,538.00	K	31%	\$14,861.22	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-100206-AA	SEL AS ProbeSW-024 Lic Ann'l	\$258.00	K	31%	\$178.02	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-100207-AA	SEL AS ProbeSW-032 Lic Ann'l	\$351.00	K	31%	\$242.19	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-100208-AA	SEL AS ProbeSW-192 Lic Ann'l	\$2,123.00	K	31%	\$1,464.87	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-100209-AA	SEL AS ProbeSW-256 Lic Ann'l	\$2,843.00	K	31%	\$1,961.67	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5 5	100-100210-AA 100-100211-AA	SEL AS ProbeSW-336 Lic Ann'l SEL AS ProbeSW-384 Lic Ann'l	\$3,729.00	K K	31% 31%	\$2,573.01	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-100211-AA 100-100212-AA	SEL AS ProbeSW-364 Lic Ann'l	\$4,246.00 \$5,852.00	K	31%	\$2,929.74 \$4,037.88	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-100212-22	SEL SW ProbeVM-001 vSphere Lic	\$1,523.00	K	31%	\$1,050.87	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-100213-AA	SEL AS vSphere-001 Lic Ann I	\$148.00	K	31%	\$102.12	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-100214-AA	SEL AS ProbeVM-010 Lic Ann'l	\$1,477.00	K	31%	\$1,019.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-100215-AA	SEL AS ProbeVM-050 Lic Ann'I	\$7,385.00	K	31%	\$5,095.65	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-100216	SEL SW ProbeVM-100 vSphere Lic	\$152,308.00	K	31%	\$105,092.52	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-100216-AA	SEL AS vSphere-100 Lic Ann I	\$14,769.00	K	31%	\$10,190.61	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5 5	100-100217-AA 100-100276	SEL AS ProbeVM-500 Lic Ann'l SEL HW PCbl OM3 2F LC-LC 2M	\$73,846.00 \$62.00	K K	31% 31%	\$50,953.74	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS
5	100-100276	SEL HW PCbl OM3 2F LC-LC 2M SEL HW PCbl OM3 2F LC-LC 3M	\$62.00 \$69.00	K	31%	\$42.78 \$47.61	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-100270	SEL HW PCbi OM3 2F LC-LC 5M	\$77.00	K	31%	\$53.13	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-100288	SEL HW TCV-008LFLFLF-57-RP Cass	\$1,692.00	K	31%	\$1,167.48	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-100290	SEL HW TCV-012LRLFLF-57-RP Cass	\$2,538.00	K	31%	\$1,751.22	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-100292	SEL HW TCV-012MRLFLF-57-OB Cass	\$2,538.00	K	31%	\$1,751.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		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		VIRTUAL INSTRUMENTS
5	100-100300	SEL HW TPS-010F TCV TAP Shelf 1U	\$285.00	K	31%	\$196.65	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5 5	100-100301	SEL HW TPS-01OS TCV TAP Shelf 1U SEL HW ProbeFC8 8G MM	\$192.00	K K	31% 31%	\$132.48	\$0.00	\$0.00 \$0.00		\$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-100346 100-100602	SEL SW FC8-0802 2 Link Lic	\$36,923.00 \$21,538.00	K	31%	\$25,476.87 \$14,861.22	\$0.00 \$0.00	\$0.00		\$0.00 \$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-100602 100-100602-AA	SEL AS ProbeFC8-0802 Lic Ann'l	\$2,031.00	K	31%	\$1,401.39	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-100603	SEL SW FC8-0808 8 Link Lic	\$86,154.00	K	31%	\$59,446.26	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-100603-AA	SEL AS ProbeFC8-0808 Lic Ann'l	\$8,031.00	K	31%	\$5,541.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-100617-AA	SEL AS ProbeSWAG-24 Lic Ann'I	\$37.00	K	31%	\$25.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-100618-AA	SEL AS ProbeSWAG-192 Lic Ann'l	\$351.00	K	31%	\$242.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-100619-AA	SEL AS ProbeSWAG-528 Lic Ann'l	\$978.00	K	31%	\$674.82	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-100837	SEL HW ProbeFC8/-HD FRU Pwr Sup	\$846.00	K	31%	\$583.74 \$11.042.53	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5 5	100-101019 100-101048	SEL HW Mob Rack Cab Probe SEL HW Pwr Cord C19-515 15A 15FT	\$17,308.00 \$62.00	K K	31% 31%	\$11,942.52 \$42.78	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-101048	SEL HW Pwr Cord C19-515 15A 15F1 SEL HW Pwr Cord C19-520 20A 15FT	\$92.00	K	31%	\$42.76 \$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	100-101051	SEL HW Pwr Cord C19-615 15A 15FT	\$85.00	ĸ	31%	\$58.65	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-101052	SEL HW Pwr Cord C13-515 18IN x2	\$11.00	K	31%	\$7.59	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-101053	SEL HW Pwr Cord C13-515 6FT x2	\$17.00	K	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	\$0.00		VIRTUAL INSTRUMENTS
5	100-101055	SEL HW Pwr Cord C13-C14 18IN x2	\$14.00	K	31%	\$9.66	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-101056	SEL HW Pwr Cord C13-CEE77 2M x2	\$20.00	K	31%	\$13.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS

					N	VP LEVEL 1		NVP MAINTENA	ANCE AND WAR	RANTY UPGRADE	NET PRICE]
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	100-101057	SEL HW Pwr Cord C13-1363 2M x2	\$31.00		31%	\$21.39	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-101058	SEL HW Pwr Cord C13-C14 3FT x2	\$17.00		31%	\$11.73	\$0.00	\$0.00		\$0.00			VIRTUAL INSTRUMENTS
5	100-101085	SEL HW PCbl OM3 12F MPOf-LC 2M	\$462.00		31% 31%	\$318.78	\$0.00	\$0.00		\$0.00			VIRTUAL INSTRUMENTS
5 5	100-101216 100-101228	SEL HW PCbl OM3 2F LC-LC 10M SEL HW PCbl OM3 2F LC-LC 15M	\$100.00 \$100.00		31%	\$69.00 \$69.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00) VIRTUAL INSTRUMENTS) VIRTUAL INSTRUMENTS
5	100-101228	SEL HW ProbeFC8-HD 8G MM	\$52,308.00	K	31%	\$36,092.52	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-101281	SEL HW Fiblns 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 FibIns 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 FibIns CIT MPO Refill	\$538.00		31%	\$371.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-101311	SEL HW TCbl OM3 1F LCLC 2M x2	\$208.00		31%	\$143.52	\$0.00	\$0.00		\$0.00			VIRTUAL INSTRUMENTS
5	100-101312	SEL HW TCbl OM3 12F MPOfLC 2M x2	\$885.00	K	31%	\$610.65	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-101313	SEL HW TCbl OM3 1F LCSC 2M x2	\$208.00		31%	\$143.52	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5 5	100-101314 100-101315	SEL HW TCbl OM3 1F LCMU 2M x2 SEL HW TCbl OM3 12F MPOmLC 2M x2	\$231.00 \$885.00	K K	31% 31%	\$159.39 \$610.65	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00) VIRTUAL INSTRUMENTS) VIRTUAL INSTRUMENTS
5	100-101313	SEL HW Ship Rack Cab 2 Probe	\$9,231.00		31%	\$6,369.39	\$0.00	\$0.00		\$0.00			VIRTUAL INSTRUMENTS
5	100-101319	SEL HW Ship Rack Cab 1 Probe	\$7,308.00		31%	\$5,042.52	\$0.00	\$0.00		\$0.00			VIRTUAL INSTRUMENTS
5	100-101322	SEL HW ProbeFC8/-HD FRU Fan	\$577.00	K	31%	\$398.13	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-101324	SEL HW Rack Shelf 1U 20	\$485.00	K	31%	\$334.65	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	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	100-101343-AA	SEL AS ProbeFC8-0816 Lic Ann'l	\$11,077.00		31%	\$7,643.13	\$0.00	\$0.00		\$0.00			VIRTUAL INSTRUMENTS
5 5	100-101348 100-101566	SEL HW Pwr Cord C19-C14 15A 15FT SEL HW SFP 8GFC 850NM MM HS x16	\$108.00 \$7,308.00	K K	31% 31%	\$74.52 \$5,042.52	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00) VIRTUAL INSTRUMENTS) VIRTUAL INSTRUMENTS
5	100-101570	SEL HW Fiblns Cass Refill	\$615.00	K	31%	\$424.35	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-101571	SEL HW Fiblins MPO Cass Refill	\$692.00	ĸ	31%	\$477.48	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-101753	SEL SW VWisdom Srvr Ent DR Lic	\$20,000.00	K	31%	\$13,800.00	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-101804	SEL HW ProbeFC8-HD48 8G MM	\$147,692.00	K	31%	\$101,907.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-101854	SEL HW Fiblns CIT Adv Kit	\$22,308.00		31%	\$15,392.52	\$0.00	\$0.00		\$0.00			VIRTUAL INSTRUMENTS
5	100-101855	SEL HW Pwr Cord C13-C20 6FT x2	\$31.00		31%	\$21.39	\$0.00	\$0.00		\$0.00			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	100-102045	SEL SW FC8HD48-0848 48 Link Lic	\$243,077.00	K	31%	\$167,723.13	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102046-AA	SEL AS ProbeFC8-0848 Lic Ann'l	\$23,077.00		31%	\$15,923.13	\$0.00	\$0.00		\$0.00			VIRTUAL INSTRUMENTS
5	100-102064	SEL HW TCV-024MRLFMR-57-EB Cass	\$5,077.00		31%	\$3,503.13	\$0.00	\$0.00		\$0.00			VIRTUAL INSTRUMENTS
5	100-102065	SEL SW FC8HD48-0824 24 Link Lic	\$156,923.00		31%	\$108,276.87	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102065-AA	SEL AS ProbeFC8-0824 Lic Ann'I	\$14,677.00		31%	\$10,127.13	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102069	SEL HW VWisdom Pltfrm Appl 4210	\$60,000.00	K	31%	\$41,400.00	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5 5	100-102070 100-102071	SEL SW VWisdom Mgmt Ent Ed	\$67,692.00 \$36,923.00	K K	31% 31%	\$46,707.48	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102071	SEL SW VWisdom Mgmt Virt Ed SEL SW VWisdom Mgmt Ent DR Ed	\$33,846.00		31%	\$25,476.87 \$23,353.74	\$0.00	\$0.00		\$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102072	SEL HW PA 4210 FRU Pwr Sup	\$538.00	K	31%	\$371.22	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102074	SEL HW PA 4210 FRU Data Drv 1TB	\$346.00		31%	\$238.74	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102075	SEL HW PA 4210 FRU Sys Drv 80GB	\$385.00	K	31%	\$265.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102076	SEL HW PA 4210 Shllw Mnt Kit	\$115.00	K	31%	\$79.35	\$0.00	\$0.00		\$0.00	\$0.00		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			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	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00) VIRTUAL INSTRUMENTS) VIRTUAL INSTRUMENTS
5 5	100-102094	SEL SW ProbeSW-010 Port Lic	\$1,138.00	K	31%	\$212.52 \$785.22	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102267-AA	SEL AS ProbeSW-010 Lic Ann'l	\$111.00	ĸ	31%	\$76.59	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102268	SEL SW ProbeSW-100 Port Lic	\$11,385.00	K	31%	\$7,855.65	\$0.00	\$0.00		\$0.00			VIRTUAL INSTRUMENTS
5	100-102268-AA	SEL AS ProbeSW-100 Lic Ann'l	\$1,108.00	K	31%	\$764.52	\$0.00	\$0.00		\$0.00			VIRTUAL INSTRUMENTS
5	100-102269	SEL SW ProbeSWAG-010 Port Lic	\$569.00	K	31%	\$392.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102269-AA	SEL AS ProbeSWAG-010 Lic Ann'l	\$18.00		31%	\$12.42	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102270	SEL SW ProbeSWAG-100 Port Lic	\$5,692.00	K	31%	\$3,927.48	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5 5	100-102270-AA 100-102271	SEL AS ProbeSWAG-100 Lic Ann'l SEL SW ProbeNTAP-001 Node Lic	\$185.00 \$1,769.00	K K	31% 31%	\$127.65	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00	\$0.00 \$0.00) VIRTUAL INSTRUMENTS) VIRTUAL INSTRUMENTS
5	100-102271 100-102271-AA	SEL AS ProbeNTAP-001 Node Lic SEL AS ProbeNTAP-001 Lic Ann'l	\$1,769.00		31%	\$1,220.61 \$114.54	\$0.00	\$0.00		\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102271-77	SEL SW ProbeNTAP-100 Node Lic	\$176.923.00		31%	\$122,076.87	\$0.00	\$0.00		\$0.00			VIRTUAL INSTRUMENTS
5	100-102272-AA	SEL AS ProbeNTAP-100 Lic Ann'l	\$16,615.00	ĸ	31%	\$11,464.35	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102301	SEL HW PA 4210 Std Mnt Kit	\$115.00	K	31%	\$79.35	\$0.00	\$0.00		\$0.00			VIRTUAL INSTRUMENTS
5	100-102341	SEL HW TCV Blank Plate Kit x3	\$38.00	K	31%	\$26.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102375	SEL HW ProbeFC-16G-24 Chass	\$76,923.00		31%	\$53,076.87	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102455	SEL HW ProbeFC8/All Shllw Mnt Kit	\$115.00		31%	\$79.35	\$0.00	\$0.00		\$0.00			VIRTUAL INSTRUMENTS
5	100-102456	SEL HW ProbeFC8/All Std Mnt Kit	\$115.00		31%	\$79.35	\$0.00	\$0.00		\$0.00			VIRTUAL INSTRUMENTS
5 5	100-102457 100-102458	SEL HW ProbeFC8/All Rk Adpt 1U35 SEL HW PA-4210 Rk Adpt 2U35	\$115.00 \$115.00		31% 31%	\$79.35 \$79.35	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00) VIRTUAL INSTRUMENTS) VIRTUAL INSTRUMENTS
5	100-102450	SEL HW TCV-008LFLFLF-58-RP Cass	\$1,846.00		31%	\$1,273.74	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102491	SEL HW TCV-012LRLFLF-58-RP Cass	\$2,769.00		31%	\$1,910.61	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102500	SEL HW TCV-012LRLFLF-97-RP Cass	\$2,169.00		31%	\$1,496.61	\$0.00	\$0.00		\$0.00			VIRTUAL INSTRUMENTS
5	100-102579	SEL HW SFP 4-Link Kit 8G MM HS	\$3,077.00		31%	\$2,123.13	\$0.00	\$0.00		\$0.00		\$0.00	VIRTUAL INSTRUMENTS
5	100-102580	SEL HW SFP 4-Link Kit 8G SM SR	\$4,308.00		31%	\$2,972.52	\$0.00	\$0.00		\$0.00			VIRTUAL INSTRUMENTS
5	100-102581	SEL SW Link Lic 8G 4-Link Kit	\$24,615.00		31%	\$16,984.35	\$0.00	\$0.00		\$0.00			VIRTUAL INSTRUMENTS
5 5	100-102581-AA	SEL AS LinkLic 8G 4Lnk Kit Ann'l	\$2,215.00		31% 31%	\$1,528.35	\$0.00	\$0.00		\$0.00			VIRTUAL INSTRUMENTS
ð	100-102582	SEL SW Link Lic 8G Full FC8-HD48	\$203,077.00	^	3170	\$140,123.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	φυ.00	VIRTUAL INSTRUMENTS

					N	VP LEVEL 1		NVP MAINTENA	ANCE AND WAR	RANTY UPGRADE	NET PRICE		
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	100-102582-AA	SEL AS LnkLic 8G FC8-HD48 Ann'l	\$23,077.00	K	31%	\$15,923.13	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102583	SEL SW Link Lic 8G Full FC16G24	\$100,000.00	K	31%	\$69,000.00	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102583-AA	SEL AS LnkLic 8G FC16G24 Ann'I	\$13,292.00	K	31%	\$9,171.48	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5 5	100-102584 100-102584-AA	SEL SW Link Lic 8G Full FC8-HD SEL AS LnkLic 8G FC8-HD Ann'l	\$86,154.00 \$8,862.00	K K	31% 31%	\$59,446.26 \$6,114.78	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102595	SEL SW Link Lic 16G 4-Link Kit	\$36,923.00	K	31%	\$25,476.87	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102595-AA	SEL AS LnkLic 16G 4Lnk Kit Ann'l	\$2,954.00	ĸ	31%	\$2,038.26	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102596	SEL SW Link Lic 16G FullFC16G24	\$138,462.00	K	31%	\$95,538.78	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102596-AA	SEL AS LnkLic 16G FC16G24 Ann'l	\$17,723.00	K	31%	\$12,228.87	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102614	SEL HW SFP 4-Link Kit 16G MM UHS	\$6,154.00	K	31%	\$4,246.26	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5 5	100-102615	SEL HW SFP 4-Link Kit 16G SM SR	\$7,385.00	K K	31% 31%	\$5,095.65	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5 5	100-102618 100-102624	SEL HW SFP 16GFC 1310NM SM LR SEL Opt patch cable 50m OM4 MM LC-LC 2M	\$922.00 \$88.00	K	31%	\$636.18 \$60.72	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102625	SEL Opt patch cable 50m OM4 MM LC-LC 3M	\$92.00	K	31%	\$63.48	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102626	SEL Opt patch cable 50um OM4 MM LC-LC 5M	\$102.00	K	31%	\$70.38	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102627	SEL Opt patch cable 50um OM4 MM LCLC 10M	\$129.00	K	31%	\$89.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102645	SEL SW ProbeVM-001 HyperV Lic	\$754.00	K	31%	\$520.26	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102645-AA	SEL AS ProbeVM-001 Hyper-V Ann'l	\$74.00	K	31%	\$51.06	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102646	SEL SW ProbeVM-100 HyperV Lic	\$75,385.00	K K	31%	\$52,015.65	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5 5	100-102646-AA 100-102647	SEL AS ProbeVM-100 Hyper-V Ann'l SEL SW ProbeVM-001 PowerVM Lic	\$7,385.00 \$762.00	K	31% 31%	\$5,095.65 \$525.78	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102647-AA	SEL AS ProbeVM-001 PowerVM Ann'I	\$74.00	K	31%	\$51.06	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102648	SEL SW ProbeVM-100 PowerVM Lic	\$76,154.00	K	31%	\$52,546.26	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102648-AA	SEL AS ProbeVM-100 PowerVM Ann'l	\$7,385.00	K	31%	\$5,095.65	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102697	SEL HW ProbeFC-16G-12 Chass	\$40,000.00	K	31%	\$27,600.00	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102698	SEL HW ProbeNAS-10G-16 Chass	\$107,692.00	K	31%	\$74,307.48	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102700	SEL CABLE OM4 MM MTP MALE - LC B SEL CABLE OM4 MM MTP FEMALE2M12F	\$392.00	K	31%	\$270.48	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5 5	100-102701 100-102702	SEL CABLE OM4 MM MTP FEMALEZM12F SEL CABLE OS2 SM MTP MALE 2M12F	\$374.00 \$263.00	K K	31% 31%	\$258.06 \$181.47	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102702	SEL CABLE OS2 SM MTP FEMALE2M12F	\$245.00	K	31%	\$169.05	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102739	SEL HW PCbl OM4 12F MTPmLC 3M	\$471.00	ĸ	31%	\$324.99	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102740	SEL HW PCbl OM4 12F MTPfLC 3M	\$449.00	K	31%	\$309.81	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102741	SEL HW PCbl OM4 12F MTPmLC 5M	\$523.00	K	31%	\$360.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102742	SEL HW PCbl OM4 12F MTPfLC 5M	\$497.00	K	31%	\$342.93	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102743	SEL HW PCbl OM4 12F MTPmLC 10M	\$649.00	K	31%	\$447.81	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5 5	100-102744 100-102745	SEL HW PCbI OM4 12F MTPfLC 10M SEL HW PCbI OS2 SM 12F MTPmLC 3M	\$623.00 \$309.00	K K	31% 31%	\$429.87 \$213.21	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102746	SEL HW PCbl OS2 SM 12F MTPflC 3M	\$283.00	K	31%	\$195.27	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102747	SEL HW PCbl OS2 SM 12F MTPmLC 5M	\$318.00	ĸ	31%	\$219.42	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102748	SEL HW PCbl OS2 SM 12F MTPfLC 5M	\$298.00	K	31%	\$205.62	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102749	SEL HW PCbl OS2 SM 12F MTPmLC10M	\$351.00	K	31%	\$242.19	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102750	SEL HW PCbl OS2 SM 12F MTPfLC10M	\$329.00	K	31%	\$227.01	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5 5	100-102751	SEL HW TCV-008LFLFLF-97-RP Cass	\$2,358.00	K K	31% 31%	\$1,627.02	\$0.00	\$0.00		\$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	31%	\$2,379.12 \$2,379.12	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102754	SEL HW TCV-024MRLFMR-97-OB Cass	\$6,894.00	K	31%	\$4,756.86	\$0.00	\$0.00		\$0.00	\$0.00		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		VIRTUAL INSTRUMENTS
5	100-102791	SEL SW Link Lic NAS 10G 1Active	\$6,923.00	K	31%	\$4,776.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102791-AA	SEL AS LnkLic 10G 1Lnk Actv Annl	\$738.00	K	31%	\$509.22	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102792	SEL SW Link Lic NAS 10G 1Passive	\$1,846.00	K	31%	\$1,273.74	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5 5	100-102792-AA 100-102793	SEL AS LnkLic 10G 1Lnk Pasv Annl SEL SW Link Lic 10G FullNAS10G16	\$92.00 \$93,846.00	K K	31% 31%	\$63.48 \$64,753.74	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102793 100-102793-AA	SEL AS LnkLic 10G NAS10G16 Ann'I	\$9,231.00	K	31%	\$6,369.39	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102794	SEL SW Target Lic 10G 4-Tgt Kit	\$9,231.00	ĸ	31%	\$6,369.39	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102794-AA	SEL AS TgtLic 10G 4Tgt Kit Ann'l	\$923.00	K	31%	\$636.87	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102795	SEL SW Link Lic 10G 4-Link Kit	\$36,923.00	K	31%	\$25,476.87	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102795-AA	SEL AS LnkLic 10G 4Lnk Kit Ann'l	\$3,692.00	K	31%	\$2,547.48	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102796	SEL SW LinkLic 10G FullFCoE10G24	\$152,308.00	K K	31%	\$105,092.52	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5 5	100-102796-AA 100-102797	SEL AS LnkLic 10G FCoE10G24 Annl SEL SW Link Lic 8G Full FC16G12	\$15,231.00 \$61,538.00	K K	31% 31%	\$10,509.39 \$42,461.22	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102797-AA	SEL AS LnkLic 8G FC16G12 Ann'I	\$6,000.00	K	31%	\$4,140.00	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102798	SEL SW Link Lic 16G Full FC16G12	\$92,308.00	K	31%	\$63,692.52	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102798-AA	SEL AS LnkLic 16G FC16G12 Ann'l	\$9,231.00	K	31%	\$6,369.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102799	SEL HW ProbeFCoE-10G-24 Chass	\$76,923.00	K	31%	\$53,076.87	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-103010	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	CSP-A	SEL VST CSP 2,501-5,000 MICROVM	\$154.29	K	31%	\$106.46	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUSTREAM
5 5	CSP-B CSP-BASE	SEL VST CSP UP TO 2 500 MICROVM	\$147.86 \$160.71	K K	31% 31%	\$102.02 \$110.89	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VIRTUSTREAM
5 5	CSP-BASE CSP-C	SEL VST CSP UP TO 2,500 MICROVM SEL VST CSP 7,501-15,000 MICROVM	\$130.18		31%	\$110.89	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUSTREAM VIRTUSTREAM
5	CSP-D	SEL VST CSP 1,501-15,000 MICROVM	\$130.18	K	31%	\$79.62	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUSTREAM
5	CSP-E	SEL VST CSP 25,001-50,000 MICROVM	\$92.25	ĸ	31%	\$63.65	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUSTREAM
5	CSP-F	SEL VST CSP 50,001-100,000 MICROVM	\$78.27	K	31%	\$54.01	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUSTREAM
5	CSP-SAPM3T-A	SEL VST CSP 251-500 Managed VM	\$1,152.06	K	31%	\$794.92	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUSTREAM
5	CSP-SAPM3T-B	SEL VST CSP 501-750 Managed VM	\$1,104.05		31%	\$761.79	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUSTREAM
5 5		SEL VST CSP UP TO 250 Managed VM SEL VST CSP 751-1,500 Managed VM	\$1,200.00	K K	31%	\$828.00	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUSTREAM
э	CSP-SAPM3T-C	SEE VOT COF 701-1,000 Managed VM	\$972.04	^	31%	\$670.71	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	φυ.00	VIRTUSTREAM

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WA	RRANTY UPGRADE	NET PRICE		
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	CSP-SAPM3T-D	SEL VST CSP 1,501-2,500 Managed VM	\$861.60	K	31%	\$594.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUSTREAM
5 5	CSP-SAPM3T-E CSP-SAPM3T-F	SEL VST CSP 2,501-5,000 Managed VM SEL VST CSP 5,001-10,000 Managed VM	\$688.82 \$584.43	K K	31% 31%	\$475.29 \$403.26	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUSTREAM VIRTUSTREAM
5	EPC-A	SEL VST 2,501-5,000 MICROVM	\$108.00	K	31%	\$74.52	\$0.00	\$0.00	\$0.00		\$0.00		VIRTUSTREAM
5	EPC-B	SEL VST 5,001-7,500 MICROVM	\$104.00	ĸ	31%	\$71.76	\$0.00	\$0.00	\$0.00		\$0.00		VIRTUSTREAM
5	EPC-BASE	SEL VST UP TO 2,500 MICROVM	\$113.00	K	31%	\$77.97	\$0.00	\$0.00	\$0.00		\$0.00		VIRTUSTREAM
5	EPC-C	SEL VST 7,501-15,000 MICROVM	\$91.00	K	31%	\$62.79	\$0.00	\$0.00	\$0.00		\$0.00		VIRTUSTREAM
5	EPC-D	SEL VST 15,001-25,000 MICROVM	\$81.00	K	31%	\$55.89	\$0.00	\$0.00	\$0.00		\$0.00		VIRTUSTREAM
5 5	EPC-E EPC-F	SEL VST 25,001-50,000 MICROVM SEL VST 50,001-100,000 MICROVM	\$65.00 \$55.00	K K	31% 31%	\$44.85 \$37.95	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VIRTUSTREAM VIRTUSTREAM
5	EPC-SAPM3T-A	SEL VST 251-500 Managed VM	\$806.44	K	31%	\$556.44	\$0.00	\$0.00	\$0.00		\$0.00		VIRTUSTREAM
5	EPC-SAPM3T-B	SEL VST 501-750 Managed VM	\$772.84	ĸ	31%	\$533.26	\$0.00	\$0.00	\$0.00		\$0.00		VIRTUSTREAM
5		SEL VST UP TO 250 Managed VM	\$840.00	K	31%	\$579.60	\$0.00	\$0.00	\$0.00		\$0.00		VIRTUSTREAM
5	EPC-SAPM3T-C	SEL VST 751-1,500 Managed VM	\$680.43	K	31%	\$469.50	\$0.00	\$0.00	\$0.00		\$0.00		VIRTUSTREAM
5	EPC-SAPM3T-D EPC-SAPM3T-E	SEL VST 1,501-2,500 Managed VM	\$603.12	K	31%	\$416.15	\$0.00	\$0.00	\$0.00		\$0.00		VIRTUSTREAM
5 5	EPC-SAPM3T-E EPC-SAPM3T-F	SEL VST 2,501-5,000 Managed VM SEL VST 5,001-10,000 Managed VM	\$482.17 \$409.10	K K	31% 31%	\$332.70 \$282.28	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VIRTUSTREAM VIRTUSTREAM
5		SEL VT Compliance Edition 10 MD	\$75,000.00	ĸ	31%	\$51,750.00	\$0.00	\$0.00	\$0.00		\$0.00		VIRTUSTREAM
5	U-FS-VT-BC-P-PD	SEL VT Branded Conn PL	\$20,000.00	K	31%	\$13,800.00	\$0.00	\$0.00	\$0.00		\$0.00		VIRTUSTREAM
5	U-FS-VT-BI-P-PD	SEL VT BI PL	\$50,000.00	K	31%	\$34,500.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VIRTUSTREAM
5		SEL VT Risk Mgmt 10 MD PL	\$170,000.00	K	31%	\$117,300.00	\$0.00	\$0.00	\$0.00		\$0.00		VIRTUSTREAM
5			\$95,000.00	K	31%	\$65,550.00	\$0.00	\$0.00	\$0.00		\$0.00		VIRTUSTREAM
5 5	U-FS-VT-MD-P-PD U-FS-VT-MD-P-PDE	SEL VTMD PL 11-1000 MD SEL VTMD PL 1001-5000 MD	\$230.00 \$186.00	K K	31% 31%	\$158.70 \$128.34	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VIRTUSTREAM VIRTUSTREAM
5		SEL VTMD PL 5001-10,000 MD	\$167.00	ĸ	31%	\$115.23	\$0.00	\$0.00	\$0.00		\$0.00		VIRTUSTREAM
5		SEL VTMD PL 10,001-25,000 MD	\$151.00	K	31%	\$104.19	\$0.00	\$0.00	\$0.00		\$0.00		VIRTUSTREAM
5		SEL VTMD PL 25,001-50,000 MD	\$136.00	K	31%	\$93.84	\$0.00	\$0.00	\$0.00		\$0.00		VIRTUSTREAM
5		SEL VTMD PL 50,001-100,000 MD	\$122.00	K	31%	\$84.18	\$0.00	\$0.00	\$0.00		\$0.00		VIRTUSTREAM
5		SEL VTMD PL 100,001-ENT MD	\$110.00	K	31%	\$75.90	\$0.00	\$0.00	\$0.00		\$0.00		VIRTUSTREAM
5 5	U-VT-CP-SAS-1000 U-VT-CP-SAS-4000	SEL VT Compliance Edition 1000 MD SEL VT Compliance Edition 4000 MD	\$263,340.00 \$738,360.00	K K	31% 31%	\$181,704.60 \$509,468.40	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VIRTUSTREAM VIRTUSTREAM
5	U-VT-CP-SAS-500	SEL VT Compliance Edition 500 MD	\$163,170.00	ĸ	31%	\$112,587.30	\$0.00	\$0.00	\$0.00		\$0.00		VIRTUSTREAM
5			\$343,140.00	K	31%	\$236,766.60	\$0.00	\$0.00	\$0.00		\$0.00		VIRTUSTREAM
5	U-VT-RM-SAS-4000	SEL VT Risk Mgmt Edition 4000 MD	\$818,160.00	K	31%	\$564,530.40	\$0.00	\$0.00	\$0.00		\$0.00		VIRTUSTREAM
5	U-VT-RM-SAS-500	SEL VT Risk Mgmt Edition 500 MD	\$248,220.00	K	31%	\$171,271.80	\$0.00	\$0.00	\$0.00		\$0.00		VIRTUSTREAM
5 5	VS-CREDIT-250K 1433-LIC	SEL Virtustream laaS \$250K Credits SEL 1433-LIC VF-DD2-25VM-F	\$250,000.00 \$20,625.00	K K	31% 31%	\$172,500.00 \$14,231.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VIRTUSTREAM VMWARE
5	AADENC100UC	SEL AV-ADV-ENTC100-UG-C)	\$3,300.00	K	31%	\$2,277.00	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	AADENC100UC-I	SEL AV-ADV-ENTC100-UG-C)	\$3,448.50	K	31%	\$2,379.47	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	AADENC100UC-K	SEL AV-ADV-ENTC100-UG-C)	\$3,535.86	K	31%	\$2,439.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	AADENT100UC	SEL AV-ADV-ENTN100-UG-C)	\$2,200.00	K	31%	\$1,518.00	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	AADENT100UC-I	SEL AV-ADV-ENTN100-UG-C)	\$2,299.00	K	31%	\$1,586.31	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5 5	AADENT100UC-K AADENT10UC	SEL AV-ADV-ENTN100-UG-C) SEL AV-ADV-ENTC10-UG-C)	\$2,355.96 \$330.00	K K	31% 31%	\$1,625.61 \$227.70	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE VMWARE
5	AADENT10UC-I	SEL AV-ADV-ENTC10-UG-C)	\$344.85	ĸ	31%	\$237.95	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	AADENT10UC-K	SEL AV-ADV-ENTC10-UG-C)	\$353.59	K	31%	\$243.98	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	AADETN10UC	SEL AV-ADV-ENTN10-UG-C)	\$220.00	K	31%	\$151.80	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	AADETN10UC-I	SEL AV-ADV-ENTN10-UG-C)	\$229.90	K	31%	\$158.63	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5 5	AADETN10UC-K ASTADC10UC	SEL AV-ADV-ENTN10-UG-C) SEL AV-STD-ADVC10-UG-C)	\$235.60 \$660.00	K K	31% 31%	\$162.56 \$455.40	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE VMWARE
5	ASTADC10UC-I	SEL AV-STD-ADVC10-UG-C)	\$689.70	ĸ	31%	\$475.89	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	ASTADC10UC-K	SEL AV-STD-ADVC10-UG-C)	\$707.55	K	31%	\$488.21	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	ASTADV100UC	SEL AV-STD-ADVC100-UG-C)	\$6,600.00	K	31%	\$4,554.00	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	ASTADV100UC-I	SEL AV-STD-ADVC100-UG-C)	\$6,897.00	K	31%	\$4,758.93	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5 5	ASTADV100UC-K ASTADVN10UC	SEL AV-STD-ADVC100-UG-C) SEL AV-STD-ADVN10-UG-C)	\$7,075.54 \$440.00	K K	31% 31%	\$4,882.12 \$303.60	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE VMWARE
5	ASTADVN10UC-I	SEL AV-STD-ADVN10-UG-C)	\$459.80	K	31%	\$303.00	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	ASTADVN10UC-K	SEL AV-STD-ADVN10-UG-C)	\$471.58	K	31%	\$325.39	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	ASTDADV100UC	SEL AV-STD-ADVN100-UG-C)	\$4,400.00	K	31%	\$3,036.00	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	ASTDADV100UC-I	SEL AV-STD-ADVN100-UG-C)	\$4,598.00	K	31%	\$3,172.62	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	ASTDADV100UC-K ASTDENC10UC	SEL AV-STD-ADVN100-UG-C) SEL AV-STD-ENTC10-UG-C)	\$4,715.75	K K	31%	\$3,253.87	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE VMWARE
5 5	ASTDENCIOUC-I	SEL AV-STD-ENTC10-0G-C) SEL AV-STD-ENTC10-UG-C)	\$990.00 \$1,034.55	K	31% 31%	\$683.10 \$713.84	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	,	VMWARE
5	ASTDENC10UC-K	SEL AV-STD-ENTC10-0G-C)	\$1,061.14	ĸ	31%	\$732.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	11.11	VMWARE
5	ASTDNT100UC	SEL AV-STD-ENTN100-UG-C)	\$6,600.00	ĸ	31%	\$4,554.00	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	ASTDNT100UC-I	SEL AV-STD-ENTN100-UG-C)	\$6,897.00	K	31%	\$4,758.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ASTDNT100UC-K	SEL AV-STD-ENTN100-UG-C)	\$7,075.54	K	31%	\$4,882.12	\$0.00	\$0.00	\$0.00				VMWARE
5 5	ASTENN10UC ASTENN10UC-I	SEL AV-STD-ENTN10-UG-C) SEL AV-STD-ENTN10-UG-C)	\$660.00	K	31%	\$455.40	\$0.00	\$0.00	\$0.00				VMWARE
5	ASTENN10UC-I ASTENN10UC-K	SEL AV-STD-ENTN10-UG-C) SEL AV-STD-ENTN10-UG-C)	\$689.70 \$707.55	K K	31% 31%	\$475.89 \$488.21	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE VMWARE
5	ASTENT100UC	SEL AV-STD-ENTN10-0G-C) SEL AV-STD-ENTC100-UG-C)	\$9,900.00	K	31%	\$6,831.00	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	ASTENT100UC-I	SEL AV-STD-ENTC100-UG-C)	\$10,345.50	ĸ	31%	\$7,138.40	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	ASTENT100UC-K	SEL AV-STD-ENTC100-UG-C)	\$10,611.40	K	31%	\$7,321.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	AUTDT25GSC	SEL CA-AUTDT25-G-SSS-C)	\$699.00	K	31%	\$482.31	\$0.00	\$0.00	\$0.00				VMWARE
5 5	AUTDT25GSC-I AUTDT25GSC-K	SEL CA-AUTDT25-G-SSS-C) SEL CA-AUTDT25-G-SSS-C)	\$769.00 \$937.00	K K	31% 31%	\$530.61 \$646.53	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE VMWARE
3	, .5 1D 120000-K	522 5/14/01D120-0-000-0 j	ψ331.00		J170	φ0+0.33	Ψ0.00	Ψ0.00	Ψ0.00	Ψ0.00	Ψ0.00	Ψ0.00	····· d \L

					N	IVP LEVEL 1		NVP MAINTENA	NCE AND WA	RRANTY UPGRADE	NET PRICE]
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	AUTDT25PSC	SEL CA-AUTDT25-P-SSS-C)	\$831.00	K	31%	\$573.39	\$0.00	\$0.00					VMWARE
5 5	AUTDT25PSC-I AUTDT25PSC-K	SEL CA-AUTDT25-P-SSS-C) SEL CA-AUTDT25-P-SSS-C)	\$914.00 \$1,114.00	K K	31% 31%	\$630.66 \$768.66	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			VMWARE VMWARE
5	AUTSV25GSC	SEL CA-AUTSV25-G-SSS-C)	\$2,100.00	K	31%	\$1,449.00	\$0.00	\$0.00					VMWARE
5	AUTSV25GSC-I	SEL CA-AUTSV25-G-SSS-C)	\$2,310.00	K	31%	\$1,593.90	\$0.00	\$0.00					VMWARE
5	AUTSV25GSC-K	SEL CA-AUTSV25-G-SSS-C)	\$2,815.00	K	31%	\$1,942.35	\$0.00	\$0.00					VMWARE
5	AUTSV25PSC	SEL CA-AUTSV25-P-SSS-C)	\$2,500.00	K	31%	\$1,725.00	\$0.00	\$0.00					VMWARE
5 5	AUTSV25PSC-I AUTSV25PSC-K	SEL CA-AUTSV25-P-SSS-C) SEL CA-AUTSV25-P-SSS-C)	\$2,750.00 \$3,351.00	K K	31% 31%	\$1,897.50 \$2,312.19	\$0.00 \$0.00	\$0.00 \$0.00) VMWARE) VMWARE
5	AVADVC100C	SEL AV-ADVC-100-C)	\$15,000.00	K	31%	\$10,350.00	\$0.00	\$0.00					VMWARE
5	AVADVC100C-I	SEL AV-ADVC-100-C)	\$15,675.00	K	31%	\$10,815.75	\$0.00	\$0.00					VMWARE
5	AVADVC100C-K	SEL AV-ADVC-100-C)	\$16,051.18	K	31%	\$11,075.31	\$0.00	\$0.00					VMWARE
5 5	AVADVC10C	SEL AV-ADVC-10-C)	\$1,500.00	K	31%	\$1,035.00	\$0.00	\$0.00					VMWARE
5	AVADVC10C-I AVADVC10C-K	SEL AV-ADVC-10-C) SEL AV-ADVC-10-C)	\$1,567.50 \$1,605.12	K K	31% 31%	\$1,081.58 \$1,107.53	\$0.00 \$0.00	\$0.00 \$0.00) VMWARE) VMWARE
5	AVADVN100C	SEL AV-ADVN-100-C)	\$10,000.00	K	31%	\$6,900.00	\$0.00	\$0.00					VMWARE
5	AVADVN100C-I	SEL AV-ADVN-100-C)	\$10,450.00	K	31%	\$7,210.50	\$0.00	\$0.00					VMWARE
5	AVADVN100C-K	SEL AV-ADVN-100-C)	\$10,688.02	K	31%	\$7,374.73	\$0.00	\$0.00					VMWARE
5 5	AVADVN10C AVADVN10C-I	SEL AV-ADVN-10-C) SEL AV-ADVN-10-C)	\$1,000.00 \$1,045.00	K K	31% 31%	\$690.00 \$721.05	\$0.00 \$0.00	\$0.00 \$0.00) VMWARE) VMWARE
5	AVADVN10C-I	SEL AV-ADVN-10-C)	\$1,068.80	K	31%	\$737.47	\$0.00	\$0.00					VMWARE
5	AVENTC100C	SEL AV-ENTC-100-C)	\$18,000.00	K	31%	\$12,420.00	\$0.00	\$0.00					VMWARE
5	AVENTC100C-I	SEL AV-ENTC-100-C)	\$18,810.00	K	31%	\$12,978.90	\$0.00	\$0.00					VMWARE
5	AVENTC100C-K	SEL AV-ENTC-100-C)	\$19,269.08	K	31%	\$13,295.67	\$0.00	\$0.00					VMWARE
5 5	AVENTC10C AVENTC10C-I	SEL AV-ENTC-10-C) SEL AV-ENTC-10-C)	\$1,800.00 \$1,881.00	K K	31% 31%	\$1,242.00 \$1,297.89	\$0.00 \$0.00	\$0.00 \$0.00) VMWARE) VMWARE
5	AVENTC10C-K	SEL AV-ENTC-10-C)	\$1,926.91	K	31%	\$1,329.57	\$0.00	\$0.00					VMWARE
5	AVENTN100C	SEL AV-ENTN-100-C)	\$12,000.00	K	31%	\$8,280.00	\$0.00	\$0.00		\$0.00			VMWARE
5	AVENTN100C-I	SEL AV-ENTN-100-C)	\$12,540.00	K	31%	\$8,652.60	\$0.00	\$0.00					VMWARE
5 5	AVENTN100C-K AVENTN10C	SEL AV-ENTN-100-C) SEL AV-ENTN-10-C)	\$12,833.28	K K	31% 31%	\$8,854.96 \$828.00	\$0.00 \$0.00	\$0.00 \$0.00) VMWARE) VMWARE
5 5	AVENTN10C-I	SEL AV-ENTN-10-C) SEL AV-ENTN-10-C)	\$1,200.00 \$1,254.00	K	31%	\$865.26	\$0.00	\$0.00					VMWARE
5	AVENTN10C-K	SEL AV-ENTN-10-C)	\$1,283.33	K	31%	\$885.50	\$0.00	\$0.00					VMWARE
5	AVSTDC100C	SEL AV-STDC-100-C)	\$9,000.00	K	31%	\$6,210.00	\$0.00	\$0.00					VMWARE
5	AVSTDC100C-I	SEL AV-STDC-100-C)	\$9,405.00	K	31%	\$6,489.45	\$0.00	\$0.00					VMWARE
5 5	AVSTDC100C-K AVSTDC10C	SEL AV-STDC-100-C) SEL AV-STDC-10-C)	\$9,615.38 \$900.00	K K	31% 31%	\$6,634.61 \$621.00	\$0.00 \$0.00	\$0.00 \$0.00) VMWARE) VMWARE
5	AVSTDC10C-I	SEL AV-STDC-10-C)	\$940.50	K	31%	\$648.95	\$0.00	\$0.00					VMWARE
5	AVSTDC10C-K	SEL AV-STDC-10-C)	\$961.54	K	31%	\$663.46	\$0.00	\$0.00					VMWARE
5 5	AVSTDN100C	SEL AV-STDN-100-C)	\$6,000.00	K K	31% 31%	\$4,140.00	\$0.00	\$0.00					VMWARE
5	AVSTDN100C-I AVSTDN100C-K	SEL AV-STDN-100-C) SEL AV-STDN-100-C)	\$6,270.00 \$6,431.96	K	31%	\$4,326.30 \$4,438.05	\$0.00 \$0.00	\$0.00 \$0.00) VMWARE) VMWARE
5	AVSTDN10C	SEL AV-STDN-10-C)	\$600.00	K	31%	\$414.00	\$0.00	\$0.00					VMWARE
5	AVSTDN10C-I	SEL AV-STDN-10-C)	\$627.00	K	31%	\$432.63	\$0.00	\$0.00					VMWARE
5	AVSTDN10C-K	SEL AV-STDN-10-C)	\$643.20	K	31%	\$443.81	\$0.00	\$0.00					VMWARE
5 5	CA6DEVKC CA6DEVKC-I	SEL CA6-DEVK-C) SEL CA6-DEVK-C)	\$20,000.00 \$23,400.00	K K	31% 31%	\$13,800.00 \$16,146.00	\$0.00 \$0.00	\$0.00 \$0.00					VMWARE VMWARE
5	CA6DEVKC-K	SEL CA6-DEVK-C)	\$22,486.98	K	31%	\$15,516.02	\$0.00	\$0.00					VMWARE
5	CL7ADVC	SEL CL7-ADV-C)	\$7,995.00	K	31%	\$5,516.55	\$0.00	\$0.00					VMWARE
5 5	CL7ADVC-I	SEL CL7-ADV-C)	\$9,354.15	K K	31% 31%	\$6,454.36	\$0.00	\$0.00					VMWARE
5	CL7ADVC-K CL7ENTC	SEL CL7-ADV-C) SEL CL7-ENT-C)	\$9,002.45 \$9,495.00	K	31%	\$6,211.69 \$6,551.55	\$0.00 \$0.00	\$0.00 \$0.00) VMWARE) VMWARE
5	CL7ENTC-I	SEL CL7-ENT-C)	\$11,109.15	K	31%	\$7,665.31	\$0.00	\$0.00					VMWARE
5	CL7ENTC-K	SEL CL7-ENT-C)	\$10,688.02	K	31%	\$7,374.73	\$0.00	\$0.00					VMWARE
5	CL7OEPLAVUC	SEL CL7-OEPL-ADV-UG-C)	\$5,255.00	K	31%	\$3,625.95	\$0.00	\$0.00					VMWARE
5 5	CL70EPLAVUC-I CL70EPLAVUC-K	SEL CL7-OEPL-ADV-UG-C) SEL CL7-OEPL-ADV-UG-C)	\$6,148.35 \$5,910.97	K K	31% 31%	\$4,242.36 \$4,078.57	\$0.00 \$0.00	\$0.00 \$0.00) VMWARE) VMWARE
5	CL70EPLETUC	SEL CL7-OEPL-ENT-UG-C)	\$6,755.00	ĸ	31%	\$4,660.95	\$0.00	\$0.00					VMWARE
5	CL70EPLETUC-I	SEL CL7-OEPL-ENT-UG-C)	\$7,903.35	K	31%	\$5,453.31	\$0.00	\$0.00					VMWARE
5 5	CL7OEPLETUC-K	SEL CL7-OEPL-ENT-UG-C) SEL CL7-OEPL-STD-UG-C)	\$7,596.54	K	31% 31%	\$5,241.61	\$0.00	\$0.00					VMWARE
5	CL70EPLSTUC CL70EPLSTUC-I	SEL CL7-OEPL-STD-UG-C)	\$2,755.00 \$3,223.35	K K	31%	\$1,900.95 \$2,224.11	\$0.00 \$0.00	\$0.00 \$0.00					VMWARE VMWARE
5	CL70EPLSTUC-K	SEL CL7-OEPL-STD-UG-C)	\$3,099.15	K	31%	\$2,138.41	\$0.00	\$0.00					VMWARE
5	CL7STDC	SEL CL7-STD-C)	\$5,495.00	K	31%	\$3,791.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CL7STDC-I	SEL CL7-STD-C)	\$6,429.15	K	31%	\$4,436.11	\$0.00	\$0.00					VMWARE
5 5	CL7STDC-K DEVKGSC	SEL CL7-STD-C) SEL CA-DEVK-G-SSS-C)	\$6,179.13 \$4,200.00	K	31% 31%	\$4,263.60 \$2,898.00	\$0.00 \$0.00	\$0.00 \$0.00					VMWARE VMWARE
5 5	DEVKGSC-I	SEL CA-DEVK-G-SSS-C) SEL CA-DEVK-G-SSS-C)	\$4,200.00 \$4,620.00	K K	31% 31%	\$2,898.00 \$3,187.80	\$0.00	\$0.00 \$0.00					VMWARE VMWARE
5	DEVKGSC-K	SEL CA-DEVK-G-SSS-C)	\$5,630.00		31%	\$3,884.70	\$0.00	\$0.00					VMWARE
5	DEVKPSC	SEL CA-DEVK-P-SSS-C)	\$5,000.00	K	31%	\$3,450.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VMWARE
5	DEVKPSC-I	SEL CA-DEVK-P-SSS-C)	\$5,500.00	K	31%	\$3,795.00	\$0.00	\$0.00					VMWARE
5 5	DEVKPSC-K FS8PRUPRO-K	SEL CA-DEVK-P-SSS-C) SEL FUS8-PRO-UG-PROMO)	\$6,702.00 \$67.92	K K	31% 31%	\$4,624.38 \$46.86	\$0.00 \$0.00	\$0.00 \$0.00) VMWARE) VMWARE
5	FUS8PROC	SEL FUS8-PRO-C)	\$159.99	K	31%	\$110.39	\$0.00	\$0.00					VMWARE
5	FUS8PROC-I	SEL FUS8-PRO-C)	\$163.19	K	31%	\$112.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	FUS8PROC-K	SEL FUS8-PRO-C)	\$165.45	K	31%	\$114.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAI	RRANTY UPGRADE	NET PRICE		
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	FUS8PROUCV2-K	SEL FUS8-PRO-UG-C)	\$124.08	K	31%	\$85.62	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5 5	FUS8PROUGC	SEL FUS8-PRO-UG-C)	\$119.99 \$122.39	K K	31% 31%	\$82.79 \$84.45	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5 5	FUS8PROUGC-I H7AAAPAN10UGC	SEL FUS8-PRO-UG-C) SEL HZ7-AVA-APADN10-UG-C)	\$1,100.00	K	31%	\$759.00	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5		SEL HZ7-AVA-APADN10-UG-C)	\$1,149.50	K	31%	\$793.16	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7AAAPAN10UGC-K	SEL HZ7-AVA-APADN10-UG-C)	\$1,176.06	K	31%	\$811.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	H7AANN100UC	SEL HZ7-AVA-ENN100-UG-C)	\$27,500.00	K	31%	\$18,975.00	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7AANN100UC-I	SEL HZ7-AVA-ENN100-UG-C)	\$28,737.50	K	31%	\$19,828.88	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5 5	H7AANN100UC-K H7ACEC100UC	SEL HZ7-AVA-ENN100-UG-C) SEL HZ7-ADC-ENC-100-UG-C)	\$29,459.09 \$19,250.00	K K	31% 31%	\$20,326.77 \$13,282.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	H7ACEC100UC-I	SEL HZ7-ADC-ENC-100-UG-C)	\$20,116.25	K	31%	\$13,880.21	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5		SEL HZ7-ADC-ENC-100-UG-C)	\$20,648.18	K	31%	\$14,247.24	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7ACEC10UC	SEL HZ7-ADC-ENC-10-UG-C)	\$1,925.00	K	31%	\$1,328.25	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7ACEC10UC-I	SEL HZ7-ADC-ENC-10-UG-C)	\$2,011.63	K	31%	\$1,388.02	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5		SEL HZ7-ADC-ENC-10-UG-C)	\$2,064.82	K	31%	\$1,424.73	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5 5	H7ADAUGN10UC H7ADAUGN10UC-I	SEL HZ7-ADA-ENN10-UG-C) SEL HZ7-ADA-ENN10-UG-C)	\$1,650.00 \$1,724.25	K K	31% 31%	\$1,138.50 \$1,189.73	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5		SEL HZ7-ADA-ENN10-UG-C)	\$1,766.01	ĸ	31%	\$1,218.55	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7AEEC100GC	SEL HZ7-AVE-ENC100-UG-C)	\$43,450.00	K	31%	\$29,980.50	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7AEEC100GC-I	SEL HZ7-AVE-ENC100-UG-C)	\$45,405.25	K	31%	\$31,329.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7AEEC100GC-K	SEL HZ7-AVE-ENC100-UG-C)	\$46,544.59	K	31%	\$32,115.77	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5 5	H7AEENC10GC	SEL HZ7-AVE-ENC10-UG-C)	\$4,345.00	K K	31%	\$2,998.05	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5 5	H7AEENC10GC-I H7AEENC10GC-K	SEL HZ7-AVE-ENC10-UG-C) SEL HZ7-AVE-ENC10-UG-C)	\$4,540.53 \$4,654.46	K K	31% 31%	\$3,132.97 \$3,211.58	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	H7AEN100UGC	SEL HZ7-AVE-ENV100-UG-C)	\$25,300.00	K	31%	\$17,457.00	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7AEN100UGC-I	SEL HZ7-AVE-ENN100-UG-C)	\$26,438.50	K	31%	\$18,242.57	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7AEN100UGC-K	SEL HZ7-AVE-ENN100-UG-C)	\$27,083.97	K	31%	\$18,687.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	H7ANEN100UC	SEL HZ7-ADN-ENN-100-UG-C)	\$11,000.00	K	31%	\$7,590.00	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5 5	H7ANEN100UC-I	SEL HZ7-ADN-ENN-100-UG-C)	\$11,495.00	K	31%	\$7,931.55	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5 5	H7ANEN1000CV2-K	SEL HZ7-ADN-ENN-100-UG-C) SEL HZ7-ADN-ENN-10-UG-C)	\$11,760.65 \$1,100.00	K K	31% 31%	\$8,114.85 \$759.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	H7ANEN10UC-I	SEL HZ7-ADN-ENN-10-UG-C)	\$1,149.50	K	31%	\$793.16	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5		SEL HZ7-ADN-ENN-10-UG-C)	\$1,176.06	K	31%	\$811.48	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7ASAPA100UC	SEL HZ7-AVS-APADC100-UG-C)	\$25,850.00	K	31%	\$17,836.50	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	VMWARE
5	H7ASAPA100UC-I	SEL HZ7-AVS-APADC100-UG-C)	\$27,013.25	K	31%	\$18,639.14	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5 5	H7ASAPA100UC-K H7ASAPAN100UC	SEL HZ7-AVS-APADC100-UG-C) SEL HZ7-AVS-APADN100-UG-C)	\$27,696.90	K K	31% 31%	\$19,110.86	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5		SEL HZ7-AVS-APADN100-UG-C)	\$15,400.00 \$16,093.00	K	31%	\$10,626.00 \$11,104.17	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5		SEL HZ7-AVS-APADN100-UG-C)	\$16,510.88	ĸ	31%	\$11,392.51	\$0.00	\$0.00		\$0.00			VMWARE
5	H7AVAPAC10UGC	SEL HZ7-AVA-APADC10-UG-C)	\$1,925.00	K	31%	\$1,328.25	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5		SEL HZ7-AVA-APADC10-UG-C)	\$2,011.63	K	31%	\$1,388.02	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5		SEL HZ7-AVA-APADC10-UG-C)	\$2,064.82	K	31%	\$1,424.73	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5 5		SEL HZ7-AVA-APADN100-UG-C) SEL HZ7-AVA-APADN100-UG-C)	\$11,000.00 \$11,495.00	K K	31% 31%	\$7,590.00 \$7,931.55	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5		SEL HZ7-AVA-APADN100-UG-C)	\$11,760.65	K	31%	\$8,114.85	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7AVEE10UGC	SEL HZ7-AVE-ENN10-UG-C)	\$2,530.00	ĸ	31%	\$1,745.70	\$0.00		\$0.00	\$0.00			VMWARE
5	H7AVEE10UGC-I	SEL HZ7-AVE-ENN10-UG-C)	\$2,643.85	K	31%	\$1,824.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7AVEE10UGC-K	SEL HZ7-AVE-ENN10-UG-C)	\$2,708.40	K	31%	\$1,868.80	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7AVEN10UC	SEL HZ7-AVA-ENN10-UG-C)	\$2,750.00	K	31%	\$1,897.50	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5 5	H7AVEN10UC-I H7AVEN10UC-K	SEL HZ7-AVA-ENN10-UG-C) SEL HZ7-AVA-ENN10-UG-C)	\$2,873.75 \$2,945.91	K K	31% 31%	\$1,982.89 \$2,032.68	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	H7AVENC100UC	SEL HZ7-AVS-ENC100-UG-C)	\$53,350.00	ĸ	31%	\$36,811.50	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7AVENC100UC-I	SEL HZ7-AVS-ENC100-UG-C)	\$55,750.75	K	31%	\$38,468.02	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5		SEL HZ7-AVS-ENC100-UG-C)	\$57,194.30	K	31%	\$39,464.07	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7AVENC10UC	SEL HZ7-AVA-ENC10-UG-C)	\$4,675.00	K	31%	\$3,225.75	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5 5	H7AVENC10UC-I H7AVENC10UC-K	SEL HZ7-AVA-ENC10-UG-C) SEL HZ7-AVA-ENC10-UG-C)	\$4,885.38 \$5,006.90	K K	31% 31%	\$3,370.91 \$3,454.76	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	H7AVNN10UC	SEL HZ7-AVA-ENC10-0G-C) SEL HZ7-AVS-ENN10-UG-C)	\$3,190.00	K	31%	\$2,201.10	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7AVNN10UC-I	SEL HZ7-AVS-ENN10-UG-C)	\$3,333.55	K	31%	\$2,300.15	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7AVNN10UC-K	SEL HZ7-AVS-ENN10-UG-C)	\$3,420.93	K	31%	\$2,360.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7AVSAAC10UGC	SEL HZ7-AVS-APADC10-UG-C)	\$2,585.00	K	31%	\$1,783.65	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5		SEL HZ7-AVS-APADC10-UG-C)	\$2,701.33	K	31%	\$1,863.92	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5 5		SEL HZ7-AVS-APADC10-UG-C) SEL HZ7-AVS-APADN10-UG-C)	\$2,769.69 \$1,540.00	K	31% 31%	\$1,911.09 \$1,062.60	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5		SEL HZ7-AVS-APADN10-UG-C)	\$1,609.30	K	31%	\$1,062.60	\$0.00	\$0.00		\$0.00			VMWARE
5		SEL HZ7-AVS-APADN10-UG-C)	\$1,651.09	ĸ	31%	\$1,139.25	\$0.00	\$0.00		\$0.00			VMWARE
5	H7AVSEC10GC	SEL HZ7-AVS-ENC10-UG-C)	\$5,335.00	K	31%	\$3,681.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7AVSEC10GC-I	SEL HZ7-AVS-ENC10-UG-C)	\$5,575.08	K	31%	\$3,846.81	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5		SEL HZ7-AVS-ENC10-UG-C)	\$5,719.43	K	31%	\$3,946.41	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5 5	H7DDAAC10GC H7DDAAC10GC-I	SEL HZ7-ADA-ADC10-UG-C) SEL HZ7-ADA-ADC10-UG-C)	\$1,100.00 \$1,149.50	K K	31% 31%	\$759.00 \$793.16	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			VMWARE VMWARE
5	H7DDAAC10GC-I	SEL HZ7-ADA-ADC10-UG-C)	\$1,149.50 \$1,176.06	K	31%	\$811.48	\$0.00	\$0.00		\$0.00			VMWARE
5	H7DENNA100UC	SEL HZ7-ADA-ENN100-UG-C)	\$16,500.00	ĸ	31%	\$11,385.00	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7DENNA100UC-I	SEL HZ7-ADA-ENN100-UG-C)	\$17,242.50	K	31%	\$11,897.33	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5		SEL HZ7-ADA-ENN100-UG-C)	\$17,660.13	K	31%	\$12,185.49	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7E100ERCUC	SEL HZ7-E100-AERC-UG-C)	\$13,750.00	K	31%	\$9,487.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAI	RRANTY UPGRADE	NET PRICE		
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	H7E100ERCUC-I	SEL HZ7-E100-AERC-UG-C)	\$14,368.75	K	31%	\$9,914.44	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7E100ERCUC-K	SEL HZ7-E100-AERC-UG-C)	\$14,748.70	K	31%	\$10,176.60	\$0.00	\$0.00		\$0.00			VMWARE
5 5	H7EAEC100UGC H7EAEC100UGC-I	SEL HZ7-ENA-ENC100-UG-C) SEL HZ7-ENA-ENC100-UG-C)	\$16,500.00 \$17,242.50	K K	31% 31%	\$11,385.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5		SEL HZ7-ENA-ENC100-0G-C)	\$17,660.13	K	31%	\$11,897.33 \$12,185.49	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5		SEL HZ7-ENTA-STDA100-UG-C)	\$10,688.02	K	31%	\$7,374.73	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7EAST100UC	SEL HZ7-EAD-STD100-UG-C)	\$17,500.00	K	31%	\$12,075.00	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7EAST100UC-I	SEL HZ7-EAD-STD100-UG-C)	\$18,287.50	K	31%	\$12,618.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7EAST100UCV2-K	SEL HZ7-EAD-STD100-UG-C)	\$18,732.76	K	31%	\$12,925.60	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7EAST10UC	SEL HZ7-EAD-STD10-UG-C)	\$1,750.00	K	31%	\$1,207.50	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7EAST10UC-I	SEL HZ7-EAD-STD10-UG-C)	\$1,828.75	K	31%	\$1,261.84	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5 5	H7EAST10UCV2-K H7ENASDA100UC	SEL HZ7-EAD-STD10-UG-C) SEL HZ7-ENTA-STDA100-UG-C)	\$1,873.28 \$10,000.00	K K	31% 31%	\$1,292.56 \$6,900.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5		SEL HZ7-ENTA-STDA100-0G-C)	\$10,450.00	K	31%	\$7,210.50	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7ENASDA10UC	SEL HZ7-ENTA-STDA10-UG-C)	\$1,000.00	ĸ	31%	\$690.00	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7ENASDA10UC-I	SEL HZ7-ENTA-STDA10-UG-C)	\$1,045.00	K	31%	\$721.05	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7ENASDA10UCV2-I	K SEL HZ7-ENTA-STDA10-UG-C)	\$1,068.80	K	31%	\$737.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7ENEC100UC	SEL HZ7-ENN-ENC-100-UG-C)	\$24,750.00	K	31%	\$17,077.50	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7ENEC100UC-I	SEL HZ7-ENN-ENC-100-UG-C)	\$25,863.75	K	31%	\$17,845.99	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5		SEL HZ7-ENN-ENC-100-UG-C)	\$26,547.66	K	31%	\$18,317.89	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5 5	H7ENEC10UC H7ENEC10UC-I	SEL HZ7-ENN-ENC-10-UG-C) SEL HZ7-ENN-ENC-10-UG-C)	\$2,475.00 \$2,586.38	K K	31% 31%	\$1,707.75 \$1,784.60	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5		SEL HZ7-ENN-ENC-10-UG-C)	\$2,654.77	K	31%	\$1,831.79	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7ENNC10UGC	SEL HZ7-ENA-ENC10-UG-C)	\$1,650.00	ĸ	31%	\$1,138.50	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7ENNC10UGC-I	SEL HZ7-ENA-ENC10-UG-C)	\$1,724.25	K	31%	\$1,189.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	H7ENNC10UGC-K	SEL HZ7-ENA-ENC10-UG-C)	\$1,766.01	K	31%	\$1,218.55	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7LXCEC100UC	SEL HZ7-LXC-ENC-100-UG-C)	\$46,750.00	K	31%	\$32,257.50	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5 5	H7LXCEC100UC-I	SEL HZ7-LXC-ENC-100-UG-C) SEL HZ7-LXC-ENC-100-UG-C)	\$51,425.00	K	31%	\$35,483.25	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE VMWARE
5 5	H7LXCEC100UC-K H7LXCEC10UC	SEL HZ7-LXC-ENC-100-0G-C) SEL HZ7-LXC-ENC-10-UG-C)	\$50,988.35 \$4,675.00	K K	31% 31%	\$35,181.96 \$3,225.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE
5	H7LXCEC10UC-I	SEL HZ7-LXC-ENC-10-UG-C)	\$5,142.50	K	31%	\$3,548.33	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7LXCEC10UC-K	SEL HZ7-LXC-ENC-10-UG-C)	\$5,098.84	K	31%	\$3,518.20	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7MGAC100UC	SEL HZ7-MRG-ADC-100-UG-C)	\$27,500.00	K	31%	\$18,975.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7MGAC100UC-I	SEL HZ7-MRG-ADC-100-UG-C)	\$28,737.50	K	31%	\$19,828.88	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5		SEL HZ7-MRG-ADC-100-UG-C)	\$29,459.09	K	31%	\$20,326.77	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5 5	H7MGAC10UC	SEL HZ7-MRG-ADC-10-UG-C)	\$2,750.00	K K	31% 31%	\$1,897.50	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00 \$0.00			VMWARE
5 5	H7MGAC10UC-I	SEL HZ7-MRG-ADC-10-UG-C) SEL HZ7-MRG-ADC-10-UG-C)	\$2,873.75 \$2,945.91	K	31%	\$1,982.89 \$2,032.68	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00			VMWARE VMWARE
5	H7MGAN100UC	SEL HZ7-MRG-ADN-100-UG-C)	\$11,000.00	K	31%	\$7,590.00	\$0.00	\$0.00		\$0.00			VMWARE
5	H7MGAN100UC-I	SEL HZ7-MRG-ADN-100-UG-C)	\$11,495.00	K	31%	\$7,931.55	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5		SEL HZ7-MRG-ADN-100-UG-C)	\$11,760.65	K	31%	\$8,114.85	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7MGAN10UC	SEL HZ7-MRG-ADN-10-UG-C)	\$1,100.00	K	31%	\$759.00	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7MGAN10UC-I	SEL HZ7-MRG-ADN-10-UG-C)	\$1,149.50	K	31%	\$793.16	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5		SEL HZ7-MRG-ADN-10-UG-C)	\$1,176.06	K	31%	\$811.48	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5 5	H7MPAC100UC H7MPAC100UC-I	SEL HZ7-MGP-ADC-100-UG-C) SEL HZ7-MGP-ADC-100-UG-C)	\$27,500.00 \$28,737.50	K K	31% 31%	\$18,975.00 \$19,828.88	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5		SEL HZ7-MGP-ADC-100-UG-C)	\$29,459.09	K	31%	\$20,326.77	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7MPAC10UC	SEL HZ7-MGP-ADC-10-UG-C)	\$2,750.00	K	31%	\$1,897.50	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7MPAC10UC-I	SEL HZ7-MGP-ADC-10-UG-C)	\$2,873.75	K	31%	\$1,982.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5		SEL HZ7-MGP-ADC-10-UG-C)	\$2,945.91	K	31%	\$2,032.68	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7MPAN100UC	SEL HZ7-MGP-ADN-100-UG-C)	\$11,000.00	K	31%	\$7,590.00	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5 5	H7MPAN100UC-I	SEL HZ7-MGP-ADN-100-UG-C) SEL HZ7-MGP-ADN-100-UG-C)	\$11,495.00 \$11,760.65	K K	31% 31%	\$7,931.55 \$8,114.85	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	H7MPAN10UC	SEL HZ7-MGP-ADN-100-0G-C)	\$1,100.00	K	31%	\$759.00	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7MPAN10UC-I	SEL HZ7-MGP-ADN-10-UG-C)	\$1,149.50	K	31%	\$793.16	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7MPAN10UCV2-K	SEL HZ7-MGP-ADN-10-UG-C)	\$1,176.06	K	31%	\$811.48	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7PEPEC100GC	SEL HZ7-APA-ENC100-UG-C)	\$27,500.00	K	31%	\$18,975.00	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7PEPEC100GC-I	SEL HZ7-APA-ENC100-UG-C)	\$28,737.50	K	31%	\$19,828.88	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7PEPEC100GC-K	SEL HZ7-APA-ENC100-UG-C)	\$29,459.09	K	31%	\$20,326.77	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5 5	H7SACA100UGC	SEL HZ7-STA-ADCA100-UG-C)	\$12,100.00	K K	31% 31%	\$8,349.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00			VMWARE
5 5	H7SACA100UGC-I H7SACA100UGC-K	SEL HZ7-STA-ADCA100-UG-C) SEL HZ7-STA-ADCA100-UG-C)	\$12,644.50 \$12,986.52	K	31%	\$8,724.71 \$8,960.70	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00			VMWARE VMWARE
5	H7SADC100UC	SEL HZ7-ST-ADC-100-UG-C)	\$16,500.00	K	31%	\$11,385.00	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7SADC100UC-I	SEL HZ7-ST-ADC-100-UG-C)	\$17,242.50	ĸ	31%	\$11,897.33	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5		SEL HZ7-ST-ADC-100-UG-C)	\$17,660.13	K	31%	\$12,185.49	\$0.00	\$0.00		\$0.00			VMWARE
5	H7SADC10UC	SEL HZ7-ST-ADC-10-UG-C)	\$1,650.00		31%	\$1,138.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7SADC10UC-I	SEL HZ7-ST-ADC-10-UG-C)	\$1,724.25		31%	\$1,189.73	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5		SEL HZ7-ST-ADC-10-UG-C)	\$1,766.01	K	31%	\$1,218.55	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7SAENSA10UC	SEL HZ7-STA-ENCA10-UG-C)	\$2,585.00	K	31%	\$1,783.65	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5 5	H7SAENSA10UC-I H7SAENSA10UC-K	SEL HZ7-STA-ENCA10-UG-C) SEL HZ7-STA-ENCA10-UG-C)	\$2,701.33 \$2,769.69	K K	31% 31%	\$1,863.92 \$1,911.09	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5 5	H7SENC100UC	SEL HZ7-STA-ENCATO-OG-C) SEL HZ7-ST-ENC-100-UG-C)	\$35,750.00	K	31%	\$24,667.50	\$0.00	\$0.00		\$0.00			VMWARE VMWARE
5	H7SENC100UC-I	SEL HZ7-ST-ENC-100-UG-C)	\$37,358.75	ĸ	31%	\$25,777.54	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7SENC100UCV2-K	SEL HZ7-ST-ENC-100-UG-C)	\$38,346.61	K	31%	\$26,459.16	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	VMWARE
5	H7SENC10UC	SEL HZ7-ST-ENC-10-UG-C)	\$3,575.00	K	31%	\$2,466.75	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7SENC10UC-I	SEL HZ7-ST-ENC-10-UG-C)	\$3,735.88	K	31%	\$2,577.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WA	RRANTY UPGRADE	NET PRICE		
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	H7SENC10UCV2-K	SEL HZ7-ST-ENC-10-UG-C)	\$3,834.66	K	31%	\$2,645.92	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5 5	H7STACA10UGC H7STACA10UGC-I	SEL HZ7-STA-ADCA10-UG-C) SEL HZ7-STA-ADCA10-UG-C)	\$1,210.00 \$1,264.45		31% 31%	\$834.90 \$872.47	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5			\$1,298.65		31%	\$896.07	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7STADC10UGC	SEL HZ7-STA-ADC10-UG-C)	\$2,310.00	K	31%	\$1,593.90	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7STADC10UGC-I	SEL HZ7-STA-ADC10-UG-C)	\$2,413.95	K	31%	\$1,665.63	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5		SEL HZ7-STA-ADC10-UG-C)	\$2,478.55	K	31%	\$1,710.20	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7STASD100UC	SEL HZ7-STDA-STD100-UG-C)	\$7,000.00	K	31%	\$4,830.00	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7STASD100UC-I	SEL HZ7-STDA-STD100-UG-C)	\$7,315.00	K	31%	\$5,047.35	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5 5	H7STASD100UCV2-K H7STASD10UC	(SEL HZ7-STDA-STD100-UG-C) SEL HZ7-STDA-STD10-UG-C)	\$7,504.60	K K	31% 31%	\$5,178.17 \$483.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	H7STASD100C	SEL HZ7-STDA-STD10-0G-C) SEL HZ7-STDA-STD10-UG-C)	\$700.00 \$731.50	K	31%	\$504.74	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5		SEL HZ7-STDA-STD10-UG-C)	\$750.46	ĸ	31%	\$517.82	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7TAST100UC	SEL HZ7-TAC-STA100-UG-C)	\$17,100.00	ĸ	31%	\$11,799.00	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7TAST100UC-I	SEL HZ7-TAC-STA100-UG-C)	\$17,869.50	K	31%	\$12,329.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5		SEL HZ7-TAC-STA100-UG-C)	\$18,349.68	K	31%	\$12,661.28	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7TCST10GC	SEL HZ7-TCL-STA10-UG-C)	\$1,700.00	K	31%	\$1,173.00	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7TCST10GC-I	SEL HZ7-TCL-STA10-UG-C)	\$1,776.50	K	31%	\$1,225.79	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5 5	H7TCST10GC-K H7THIST100UC	SEL HZ7-TCL-STA10-UG-C) SEL HZ7-THIN-ST100-UG-C)	\$1,819.64	K	31% 31%	\$1,255.55 \$13,800.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	H7THIST100UC-I	SEL HZ7-THIN-ST100-UG-C) SEL HZ7-THIN-ST100-UG-C)	\$20,000.00 \$20,900.00	K K	31%	\$13,600.00	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5		SEL HZ7-THIN-ST100-UG-C)	\$21,414.34	K	31%	\$14,775.89	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7TPOS10UC	SEL HZ7-TPRO-ST10-UG-C)	\$2,100.00	K	31%	\$1,449.00	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7TPOS10UC-I	SEL HZ7-TPRO-ST10-UG-C)	\$2,194.50	K	31%	\$1,514.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5		SEL HZ7-TPRO-ST10-UG-C)	\$2,248.70	K	31%	\$1,551.60	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7UEENC100UC	SEL HZ7-UEM-ENC-100-UG-C)	\$52,500.00	K	31%	\$36,225.00	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7UEENC100UC-I	SEL HZ7-UEM-ENC-100-UG-C)	\$54,862.50	K	31%	\$37,855.13	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5 5	H7UEENC100UC-K H7UEENC10UC	SEL HZ7-UEM-ENC-100-UG-C) SEL HZ7-UEM-ENC-10-UG-C)	\$56,274.90 \$5,250.00	K K	31% 31%	\$38,829.68 \$3,622.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	H7UEENC10UC-I	SEL HZ7-UEM-ENC-10-UG-C)	\$5,486.25	K	31%	\$3,785.51	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7UEENC10UC-K	SEL HZ7-UEM-ENC-10-UG-C)	\$5,627.49	ĸ	31%	\$3,882.97	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7UEENN100UC	SEL HZ7-UEM-ENN-100-UG-C)	\$32,000.00	K	31%	\$22,080.00	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7UEENN100UC-I	SEL HZ7-UEM-ENN-100-UG-C)	\$33,440.00	K	31%	\$23,073.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5		SEL HZ7-UEM-ENN-100-UG-C)	\$34,285.93	K	31%	\$23,657.29	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7UEENN10UC	SEL HZ7-UEM-ENN-10-UG-C)	\$3,200.00	K	31%	\$2,208.00	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5 5	H7UEENN10UC-I H7UEENN10UC-K	SEL HZ7-UEM-ENN-10-UG-C) SEL HZ7-UEM-ENN-10-UG-C)	\$3,344.00 \$3,428.59	K K	31% 31%	\$2,307.36 \$2,365.73	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE
5	H7VAAC100UC	SEL HZ7-VAD-ADC-100-UG-C)	\$3,426.59	K	31%	\$2,365.73 \$15,870.00	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE VMWARE
5		SEL HZ7-VAD-ADC-100-UG-C)	\$24,035.00	K	31%	\$16,584.15	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5		SEL HZ7-VAD-ADC-100-UG-C)	\$24,632.24	K	31%	\$16,996.25	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7VAAC10UC	SEL HZ7-VAD-ADC-10-UG-C)	\$2,300.00	K	31%	\$1,587.00	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7VAAC10UC-I	SEL HZ7-VAD-ADC-10-UG-C)	\$2,403.50	K	31%	\$1,658.42	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	VMWARE
5		SEL HZ7-VAD-ADC-10-UG-C)	\$2,463.22	K	31%	\$1,699.62	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7VAEC100UC	SEL HZ7-VAD-ENC-100-UG-C)	\$42,250.00	K	31%	\$29,152.50	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5 5	H7VAEC100UC-I	SEL HZ7-VAD-ENC-100-UG-C) SEL HZ7-VAD-ENC-100-UG-C)	\$44,151.25 \$45,318.73	K	31% 31%	\$30,464.36 \$31,269.92	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE
5	H7VAEC1000CV2-K	SEL HZ7-VAD-ENC-100-0G-C)	\$4,225.00	K K	31%	\$2,915.25	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE VMWARE
5	H7VAEC10UC-I	SEL HZ7-VAD-ENC-10-UG-C)	\$4,415.13		31%	\$3,046.44	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5		SEL HZ7-VAD-ENC-10-UG-C)	\$4,531.87	K	31%	\$3,126.99	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7VANC100UC	SEL HZ7-AVA-ENC100-UG-C)	\$46,750.00	K	31%	\$32,257.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7VANC100UC-I	SEL HZ7-AVA-ENC100-UG-C)	\$48,853.75	K	31%	\$33,709.09	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7VANC100UC-K	SEL HZ7-AVA-ENC100-UG-C)	\$50,068.95	K	31%	\$34,547.58	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5 5	H7VAPADC100UC	SEL HZ7-AVA-APADC100-UG-C) SEL HZ7-AVA-APADC100-UG-C)	\$19,250.00	K K	31% 31%	\$13,282.50 \$13,880.21	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5 5		SEL HZ7-AVA-APADC100-UG-C)	\$20,116.25 \$20,648.18	K	31%	\$13,000.21 \$14,247.24	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE VMWARE
5	H7VENS100UC	SEL HZ7-VENT-ST100-UG-C)	\$10,000.00	K	31%	\$6,900.00	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7VENS100UC-I	SEL HZ7-VENT-ST100-UG-C)	\$10,450.00	K	31%	\$7,210.50	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7VENS100UCV2-K	SEL HZ7-VENT-ST100-UG-C)	\$10,688.02	K	31%	\$7,374.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7VETS10UC	SEL HZ7-VENT-ST10-UG-C)	\$1,000.00	K	31%	\$690.00	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	VMWARE
5	H7VETS10UC-I	SEL HZ7-VENT-ST10-UG-C)	\$1,045.00	K	31%	\$721.05	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5		SEL HZ7-VENT-ST10-UG-C)	\$1,068.80	K	31%	\$737.47	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5 5	H7VSEN100GC H7VSEN100GC-I	SEL HZ7-AVS-ENN100-UG-C) SEL HZ7-AVS-ENN100-UG-C)	\$31,900.00 \$33,335.50	K K	31% 31%	\$22,011.00 \$23,001.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	H7VSEN100GC-I	SEL HZ7-AVS-ENN100-UG-C)	\$34,209.32	K	31%	\$23,604.43	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7WSAD100UGC	SEL HZ7-WSP-ADN-100-UG-C)	\$11,000.00		31%	\$7,590.00	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7WSAD100UGC-I	SEL HZ7-WSP-ADN-100-UG-C)	\$11,495.00		31%	\$7,931.55	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7WSAD100UGC-K	SEL HZ7-WSP-ADN-100-UG-C)	\$11,760.65	K	31%	\$8,114.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	H7WSAD10UGC	SEL HZ7-WSP-ADN-10-UG-C)	\$1,100.00		31%	\$759.00	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7WSAD10UGC-I	SEL HZ7-WSP-ADN-10-UG-C)	\$1,149.50		31%	\$793.16	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5		SEL HZ7-WSP-ADN-10-UG-C)	\$1,176.06		31%	\$811.48	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5 5	HAPA7NC10UC HAPA7NC10UC-I	SEL HZ7-APA-ENC10-UG-C)	\$2,750.00 \$2,873.75		31% 31%	\$1,897.50	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE VMWARE
5 5	HAPA7NC10UC-I	SEL HZ7-APA-ENC10-UG-C) SEL HZ7-APA-ENC10-UG-C)	\$2,873.75 \$2,945.91	K K	31%	\$1,982.89 \$2,032.68	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	HCIADVPUC	SEL HCI-ADV-CPU-C)	\$7,490.00		31%	\$2,032.00 \$5,168.10	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	HCIADVPUC-I	SEL HCI-ADV-CPU-C)	\$8,763.30		31%	\$6,046.68	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	HCIADVPUC-K	SEL HCI-ADV-CPU-C)	\$8,389.52		31%	\$5,788.77	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE

					N	VP LEVEL 1		NVP MAINTENA	ANCE AND WAF	RANTY UPGRADE	NET PRICE		
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	HCIENCPUC	SEL HCI-ENT-CPU-C) SEL HCI-ENT-CPU-C)	\$9,890.00 \$11,571.30	K K	31% 31%	\$6,824.10 \$7,984.20	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	HCIENCPUC-I HCIENCPUC-K	SEL HCI-ENT-CPU-C)	\$11,371.30	K	31%	\$7,691.93	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5	HCIRBAD25VMC	SEL HCI-RBAD-25VM-C)	\$24,500.00	K	31%	\$16,905.00	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5	HCIRBAD25VMC-I	SEL HCI-RBAD-25VM-C)	\$28,665.00	K	31%	\$19,778.85	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5 5	HCIRBAD25VMC-K	SEL HCI-RBAD-25VM-C)	\$27,543.67	K	31%	\$19,005.13	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5 5	HCIRBT25VMC HCIRBT25VMC-I	SEL HCI-RBST-25VM-C) SEL HCI-RBST-25VM-C)	\$15,500.00 \$18,135.00	K K	31% 31%	\$10,695.00 \$12,513.15	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	HCIRBT25VMC-K	SEL HCI-RBST-25VM-C)	\$17,430.28	K	31%	\$12,026.89	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5	HF8W12FXUC	SEL HZ-F8WS12-FLX-UG-C)	\$100.00	K	31%	\$69.00	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5	HF8W12FXUC-I	SEL HZ-F8WS12-FLX-UG-C)	\$104.50	K	31%	\$72.11	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5 5	HF8W12FXUC-K HGANEN100UGC	SEL HZ-F8WS12-FLX-UG-C) SEL HZ7-APS-ENN100-UG-C)	\$106.88	K K	31% 31%	\$73.75 \$17,077.50	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5 5	HGANEN100UGC-I	SEL HZ7-APS-ENN100-UG-C) SEL HZ7-APS-ENN100-UG-C)	\$24,750.00 \$25,863.75	K	31%	\$17,077.50 \$17,845.99	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5		SEL HZ7-APS-ENN100-UG-C)	\$26,547.66	ĸ	31%	\$18,317.89	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5	HGENANN100UC	SEL HZ7-ENA-ENN100-UG-C)	\$7,150.00	K	31%	\$4,933.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HGENANN100UC-I	SEL HZ7-ENA-ENN100-UG-C)	\$7,471.75	K	31%	\$5,155.51	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5 5	HSTENCA100UC-K	SEL HZ7-ENA-ENN100-UG-C) SEL HZ7-STA-ENCA100-UG-C)	\$7,699.97 \$25,850.00	K K	31% 31%	\$5,312.98 \$17,836.50	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5		SEL HZ7-STA-ENCA100-UG-C)	\$27,013.25	K	31%	\$18,639.14	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5		SEL HZ7-STA-ENCA100-UG-C)	\$27,696.90	K	31%	\$19,110.86	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5	HZ7A100AERCC	SEL HZ7-A100-AERC-C)	\$30,000.00	K	31%	\$20,700.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7A100AERCC-I	SEL HZ7-A100-AERC-C)	\$31,350.00	K	31%	\$21,631.50	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5 5	HZ7A100AERCC-K HZ7A10AERCC	SEL HZ7-A100-AERC-C)	\$32,140.67	K K	31%	\$22,177.06	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5 5	HZ7A10AERCC-I	SEL HZ7-A10-AERC-C) SEL HZ7-A10-AERC-C)	\$3,000.00 \$3,135.00	K	31% 31%	\$2,070.00 \$2,163.15	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	HZ7A10AERCC-K	SEL HZ7-A10-AERC-C)	\$3,214.07	K	31%	\$2,217.71	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5	HZ7ADC100C	SEL HZ7-ADC-100-C)	\$40,000.00	K	31%	\$27,600.00	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5	HZ7ADC100C-I	SEL HZ7-ADC-100-C)	\$41,800.00	K	31%	\$28,842.00	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5	HZ7ADC100CV2-K	SEL HZ7-ADC-100-C)	\$42,866.99	K	31%	\$29,578.22	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5 5	HZ7ADC10C HZ7ADC10C-I	SEL HZ7-ADC-10-C) SEL HZ7-ADC-10-C)	\$4,000.00 \$4,180.00	K K	31% 31%	\$2,760.00 \$2,884.20	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	HZ7ADC10CV2-K	SEL HZ7-ADC-10-C)	\$4,286.70	ĸ	31%	\$2,957.82	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5	HZ7ADN100C	SEL HZ7-ADN-100-C)	\$25,000.00	K	31%	\$17,250.00	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5	HZ7ADN100C-I	SEL HZ7-ADN-100-C)	\$26,125.00	K	31%	\$18,026.25	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5 5	HZ7ADN100CV2-K	SEL HZ7-ADN 10 C)	\$26,777.51	K K	31%	\$18,476.48	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5 5	HZ7ADN10C HZ7ADN10C-I	SEL HZ7-ADN-10-C) SEL HZ7-ADN-10-C)	\$2,500.00 \$2,612.50	K	31% 31%	\$1,725.00 \$1,802.63	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	HZ7ADN10CV2-K	SEL HZ7-ADN-10-C)	\$2,677.75	ĸ	31%	\$1,847.65	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5	HZ7ADNA100C	SEL HZ7-ADN-A100-C)	\$20,000.00	K	31%	\$13,800.00	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5	HZ7ADNA100C-I	SEL HZ7-ADN-A100-C)	\$20,900.00	K	31%	\$14,421.00	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5 5	HZ7ADNA100C-K HZ7ADNA10C	SEL HZ7-ADN-A100-C) SEL HZ7-ADN-A10-C)	\$21,414.34 \$2,000.00	K K	31% 31%	\$14,775.89 \$1,380.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	HZ7ADNA10C-I	SEL HZ7-ADN-A10-C)	\$2,000.00	K	31%	\$1,442.10		\$0.00		\$0.00	\$0.00		VMWARE
5	HZ7ADNA10C-K	SEL HZ7-ADN-A10-C)	\$2,141.43	K	31%	\$1,477.59	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5	HZ7APADC100C	SEL HZ7-AP-ADC100-C)	\$32,500.00	K	31%	\$22,425.00	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5	HZ7APADC100C-I	SEL HZ7-AP-ADC100-C)	\$33,962.50	K	31%	\$23,434.13	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5 5	HZ7APADC100C-K HZ7APADC10C	SEL HZ7-AP-ADC100-C) SEL HZ7-AP-ADC10-C)	\$34,822.25 \$3,250.00	K K	31% 31%	\$24,027.35 \$2,242.50	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	HZ7APADC10C-I	SEL HZ7-AP-ADC10-C)	\$3,396.25	K	31%	\$2,343.41	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5	HZ7APADC10C-K	SEL HZ7-AP-ADC10-C)	\$3,482.22	K	31%	\$2,402.73	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5	HZ7APADN100C	SEL HZ7-AP-ADN100-C)	\$20,000.00	K	31%	\$13,800.00	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5	HZ7APADN100C-I	SEL HZ7-AP-ADN100-C)	\$20,900.00	K	31%	\$14,421.00	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5 5	HZ7APADN100C-K HZ7APADN10C	SEL HZ7-AP-ADN100-C) SEL HZ7-AP-ADN10-C)	\$21,414.34 \$2,000.00	K K	31% 31%	\$14,775.89 \$1,380.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	HZ7APADN10C-I	SEL HZ7-AP-ADN10-C)	\$2,000.00	K	31%	\$1,380.00	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5	HZ7APADN10C-K	SEL HZ7-AP-ADN10-C)	\$2,141.43	K	31%	\$1,477.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7APSTC100C	SEL HZ7-AP-STC100-C)	\$20,000.00	K	31%	\$13,800.00	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5 5	HZ7APSTC100C-I HZ7APSTC100C-K	SEL HZ7-AP-STC100-C) SEL HZ7-AP-STC100-C)	\$20,900.00 \$21,414.34	K K	31% 31%	\$14,421.00	\$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5 5	HZ7APSTC100C-K	SEL HZ7-AP-STC100-C)	\$2,000.00	K	31%	\$14,775.89 \$1,380.00	\$0.00 \$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5	HZ7APSTC10C-I	SEL HZ7-AP-STC10-C)	\$2,090.00	ĸ	31%	\$1,442.10		\$0.00		\$0.00	\$0.00		VMWARE
5	HZ7APSTC10C-K	SEL HZ7-AP-STC10-C)	\$2,141.43	K	31%	\$1,477.59	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5	HZ7APSTN100C	SEL HZ7-AP-STN100-C)	\$12,500.00	K	31%	\$8,625.00	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5	HZ7APSTN100C-I	SEL HZ7-AP-STN100-C)	\$13,062.50	K	31%	\$9,013.13		\$0.00		\$0.00	\$0.00		VMWARE
5 5	HZ7APSTN100C-K HZ7APSTN10C	SEL HZ7-AP-STN100-C) SEL HZ7-AP-STN10-C)	\$13,369.60 \$1,250.00	K K	31% 31%	\$9,225.02 \$862.50		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	HZ7APSTN10C-I	SEL HZ7-AF-STN10-C)	\$1,306.25		31%	\$901.31	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5	HZ7APSTN10C-K	SEL HZ7-AP-STN10-C)	\$1,336.96	K	31%	\$922.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7DADC100GC	SEL HZ7-ADA-ADC100-UG-C)	\$11,000.00	K	31%	\$7,590.00	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5 5	HZ7DADC100GC-I HZ7DADC100GC-K	SEL HZ7-ADA-ADC100-UG-C) SEL HZ7-ADA-ADC100-UG-C)	\$11,495.00 \$11,760.65	K K	31% 31%	\$7,931.55 \$8,114.85	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5 5	HZ7E100AERCC	SEL HZ7-ADA-ADC 100-0G-C) SEL HZ7-E100-AERC-C)	\$42,500.00	K	31%	\$29,325.00	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5	HZ7E100AERCC-I	SEL HZ7-E100-AERC-C)	\$44,412.50	ĸ	31%	\$30,644.63	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5		SEL HZ7-E100-AERC-C)	\$45,548.57	K	31%	\$31,428.51	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5	HZ7E10AERCC	SEL HZ7-E10-AERC-C)	\$4,250.00	K	31%	\$2,932.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE

Description						N	VP LEVEL 1		NVP MAINTENA	NCE AND WA	RRANTY UPGRADE	NET PRICE		
1	BAND	SKU	DESCRIPTION				NVP LEVEL 1 NET PRICE	ANNUAL		ANNUAL			RENEWAL	THIRD PARTY PRODUCT PARTNER
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Temporary Company Co														
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5 HYPRICHOL SELVE STATE OF STA														
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S MCPERNICOCY SEE, MCP SHARE (NC C)	-													
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Company Comp	-													
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Column C														
Columbia	-													
STATEMAN COLOR STAT														
STEPHANDRIGHT SELECT STATE SECTION	-													
STEPHIN COUNTY STEP														
Formann Progress														
STEPNANOC SELECTENNANOC SELECTEN	5	HZ7ENNA100UGC-K	SEL HZ7-ENN-A100-UG-C)											
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STEPNINGUICLE SELECTEM-AGUICLE SELECTEM-SELECTE SELECTEM-AGUICLE SELECTEM-SELECTE SELECTEM-SELECTEM-SELECTE SELECTEM-SELECT	-													
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S HZTAGENNIQUEC SELECTARSESNINIQUEC SELECTARS														
Fig. HZPGMENUGICS SELECTA-Resemblous SELECT	5													
F. P.	-													
S HZ7GMANIDGC SELHZ-RAN-BRING-C \$77.18 K 31% \$413.35 S0.00 \$	-													
For	-													
NZTINCTOCC SEL NZT_INC-TODC \$15,000.00 K 31% \$10,000.00 \$0.00	5													
S HZTLXC100C-L SEL HZT-LXC-100-C S16,000.00 K 31% \$11,285.01 \$0.00	-													
S HZTLXC100CX SEL HZTLXC1-0C-C S1,500.00 S16,357.65 K S11,000.00 S10,00 S0.00 S0	-													
Fig.														
5 HZTLXC10CK SEL HZT_STD10CC \$1,635.76 K 31% \$1,128.67 \$0.00	5													
S														
S	-		*											
5 HZ7STD100CV2-K SEL HZ7-STD-10-C \$2,677.75 K 31% \$184.76.48 \$0.00 \$	-													
5 HZ7STD10C SEL HZ7STD-10-C) \$2,00.00 K 31% \$1,725.00 \$0.00	-													
S	5	HZ7STD10C		\$2,500.00	K		\$1,725.00	\$0.00	\$0.00			\$0.00	\$0.00	VMWARE
5 HZ7STDA100C SEH_BZ7-STDA-100-C) \$19,000.00 K 31% \$13,110.00 \$0.0														
5	-													
5 HZ7STDA10CV_K SEL HZ7-STDA10C-C) \$1.900.0 K 311/M \$1.4035.78 \$0.00 \$0.	-													
5 HZ7STDA10C-1 SEL HZ7-STD-A10C-1 \$1,985.50 K 31% \$1,370.00 \$0.00	5			\$20,341.71	K									
5 HZ/STIDA10CV2-K SEL HZ7-XDA-ADNO10-UG-C) \$2,034.17 K 31% \$1,035.8 \$0.00 \$0.0	-													
S														
5 HZAAAN100UC-I SEL HZ7-ADA-ADN100-UG-C \$5,747.50 K 31% \$3,965.78 \$0.00 \$0.0	-													
5 HZADEC10UGC SEL HZ7-ADA-ENC10-UG-C \$3,025.00 K 31% \$2,087.25 \$0.00	5				K									
5 HZADEC10UGC-I SEL HZ7-ADA-ENC10-UG-C) \$3,161.13 K 31% \$2,181.18 \$0.00	5													
5 HZADEC10UGC-K SEL HZ7-ADA-ENC10-UG-C) \$3,244.71 K 31% \$2,238.85 \$0.00 <t< td=""><td>-</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></t<>	-													
5 HZDDNA410UGC SEL HZ7-ADA-ADN10-UG-C) \$55,00 K 31% \$379.50 \$0.00 \$0.	-													
5 HZDDNA410UGC-I SEL HZ7-ADA-ADN10-UG-C) \$574.75 K 31% \$396.58 \$0.00 \$0														
5 HZFTW11FXUC SEL HZ-FTW511-FLX-UG-C) \$150.00 K 31% \$103.50 \$0.00 \$0	5			\$574.75	ĸ	31%	\$396.58	11 11	\$0.00	\$0.00	\$0.00	1	1111	
5 HZF7W11FXUC-I SEL HZ-FWS11-FLX-UG-C) \$156.75 K 31% \$108.16 \$0.00 \$														
5 HZFTW11FXUC-K SEL HZ-FTWS11-FLX-UG-C) \$160.51 K 31% \$110.75 \$0.00 \$0.0	-													
5 HZFLX10C SEL HZ-FLX-10-C) \$2,500.00 K 31% \$1,725.00 \$0.00														
5 HZFLX10C-I SEL HZ-FLX-10-C) \$2,612.50 K 31% \$1,802.63 \$0.00 \$0.0														
5 HZFLX1C SEL HZ-FLX-1-C) \$250.00 K 31% \$172.50 \$0.00	-	HZFLX10C-I	SEL HZ-FLX-10-C)	\$2,612.50		31%	\$1,802.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 HZFLX1C-I SEL HZ-FLX-1-C) \$261.25 K 31% \$180.26 \$0.00 \$0.0														
5 HZFLX1C-K SEL HZ-FLX-1-C) \$267.78 K 31% \$184.77 \$0.00 \$0.0														
5 HZFLXAD10C SEL HZ-FLX-AD10-C) \$1,500.00 K 31% \$1,035.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00														
5 HZFLXAD10C-I SEL HZ-FLX-AD10-C) \$1,567.50 K 31% \$1,081.58 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00			SEL HZ-FLX-AD10-C)		K								\$0.00	VMWARE
	5	HZFLXAD10C-I	SEL HZ-FLX-AD10-C)	\$1,567.50	K	31%	\$1,081.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE

					NVP LEVEL 1 NVP MAINTENANCE AND WARRANTY UPGRADE NET PRICE								
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	HZFLXAD10CV2-K	SEL HZ-FLX-AD10-C)	\$1,605.12	K	31%	\$1,107.53	\$0.00	\$0.00					VMWARE
5	HZPANA100UC	SEL HZ7-APA-ENN100-UG-C)	\$16,500.00	K	31%	\$11,385.00	\$0.00	\$0.00					VMWARE
5 5	HZPANA100UC-I HZPANA100UC-K	SEL HZ7-APA-ENN100-UG-C) SEL HZ7-APA-ENN100-UG-C)	\$17,242.50 \$17,660.13	K K	31% 31%	\$11,897.33 \$12,185.49	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			VMWARE VMWARE
5	HZPASE100UGC	SEL HZ7-APS-ENC100-UG-C)	\$41,250.00	K	31%	\$28,462.50	\$0.00	\$0.00					VMWARE
5	HZPASE100UGC-I	SEL HZ7-APS-ENC100-UG-C)	\$43,106.25	ĸ	31%	\$29,743.31	\$0.00	\$0.00					VMWARE
5		SEL HZ7-APS-ENC100-UG-C)	\$44,246.09	K	31%	\$30,529.80	\$0.00	\$0.00					VMWARE
5	HZPSEC10UGC	SEL HZ7-APS-ENC10-UG-C)	\$4,125.00	K	31%	\$2,846.25	\$0.00	\$0.00					VMWARE
5	HZPSEC10UGC-I	SEL HZ7-APS-ENC10-UG-C)	\$4,310.63	K	31%	\$2,974.33	\$0.00	\$0.00					VMWARE
5	HZPSEC10UGC-K	SEL HZ7-APS-ENC10-UG-C)	\$4,424.61	K	31%	\$3,052.98	\$0.00	\$0.00					VMWARE
5 5		SEL HZ7-APA-ENN10-UG-C) SEL HZ7-APA-ENN10-UG-C)	\$1,650.00 \$1,724.25	K K	31% 31%	\$1,138.50 \$1,189.73	\$0.00 \$0.00	\$0.00 \$0.00					VMWARE VMWARE
5		SEL HZ7-APA-ENN10-UG-C)	\$1,766.01	ĸ	31%	\$1,218.55	\$0.00	\$0.00				,	VMWARE
5	HZTAADC100UC	SEL HZ7-STA-ADC100-UG-C)	\$23,100.00	K	31%	\$15,939.00	\$0.00	\$0.00					VMWARE
5	HZTAADC100UC-I	SEL HZ7-STA-ADC100-UG-C)	\$24,139.50	K	31%	\$16,656.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5		SEL HZ7-STA-ADC100-UG-C)	\$24,785.47	K	31%	\$17,101.97	\$0.00	\$0.00					VMWARE
5	MGP100C	SEL MGP-100-C)	\$15,000.00	K	31%	\$10,350.00	\$0.00	\$0.00					VMWARE
5 5	MGP100C-I MGP100CV2-K	SEL MGP-100-C) SEL MGP-100-C)	\$15,675.00 \$16,051.18	K K	31% 31%	\$10,815.75 \$11,075.31	\$0.00 \$0.00	\$0.00 \$0.00					VMWARE VMWARE
5	MGP10C	SEL MGP-10-C)	\$1,500.00	K	31%	\$1,035.00	\$0.00	\$0.00					VMWARE
5	MGP10C-I	SEL MGP-10-C)	\$1,567.50	K	31%	\$1,081.58	\$0.00	\$0.00					VMWARE
5	MGP10CV2-K	SEL MGP-10-C)	\$1,605.12	K	31%	\$1,107.53	\$0.00	\$0.00					VMWARE
5	NXADENC100UC	SEL NX-ADV-ENTC100-UG-C)	\$5,500.00	K	31%	\$3,795.00	\$0.00	\$0.00			\$0.00	\$0.00	VMWARE
5	NXADENC100UC-I	SEL NX-ADV-ENTC100-UG-C)	\$6,435.00	K	31%	\$4,440.15	\$0.00	\$0.00					VMWARE
5 5		SEL NX-ADV-ENTC100-UG-C)	\$6,179.13	K K	31% 31%	\$4,263.60	\$0.00	\$0.00					VMWARE
5	NXADENC10UC NXADENC10UC-I	SEL NX-ADV-ENTC-10-UG-C) SEL NX-ADV-ENTC-10-UG-C)	\$550.00 \$643.50	K	31%	\$379.50 \$444.02	\$0.00 \$0.00	\$0.00 \$0.00					VMWARE VMWARE
5	NXADENC10UC-K	SEL NX-ADV-ENTC-10-UG-C)	\$617.91	K	31%	\$426.36	\$0.00	\$0.00					VMWARE
5	NXADENTUC	SEL NX-ADV-ENT-UG-C)	\$2,750.00	K	31%	\$1,897.50	\$0.00	\$0.00					VMWARE
5	NXADENTUC-I	SEL NX-ADV-ENT-UG-C)	\$3,217.50	K	31%	\$2,220.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	NXADENTUC-K	SEL NX-ADV-ENT-UG-C)	\$3,091.48	K	31%	\$2,133.12	\$0.00	\$0.00					VMWARE
5	NXADVC	SEL NX-ADV-C)	\$4,495.00	K	31%	\$3,101.55	\$0.00	\$0.00					VMWARE
5 5	NXADVC100C NXADVC100C-I	SEL NX-ADVC-100-C) SEL NX-ADVC-100-C)	\$9,000.00 \$10,530.00	K K	31% 31%	\$6,210.00 \$7,265.70	\$0.00 \$0.00	\$0.00 \$0.00					VMWARE VMWARE
5 5	NXADVC100C-I	SEL NX-ADVC-100-C)	\$10,550.00	K	31%	\$7,265.70 \$7,004.67	\$0.00	\$0.00					VMWARE
5	NXADVC10C	SEL NX-ADVC-10-C)	\$900.00	K	31%	\$621.00	\$0.00	\$0.00					VMWARE
5	NXADVC10C-I	SEL NX-ADVC-10-C)	\$1,053.00	K	31%	\$726.57	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5	NXADVC10C-K	SEL NX-ADVC-10-C)	\$1,015.17	K	31%	\$700.47	\$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 5	NXADVC-K	SEL NX-ADV-C)	\$5,052.87	K K	31% 31%	\$3,486.48	\$0.00	\$0.00					VMWARE
5 5	NXENTC NXENTC100C	SEL NX-ENT-C) SEL NX-ENTC-100-C)	\$6,995.00 \$14,000.00	K	31%	\$4,826.55 \$9,660.00	\$0.00 \$0.00	\$0.00 \$0.00					VMWARE VMWARE
5	NXENTC100C-I	SEL NX-ENTC-100-C)	\$16,380.00	ĸ	31%	\$11,302.20	\$0.00	\$0.00					VMWARE
5	NXENTC100C-K	SEL NX-ENTC-100-C)	\$15,744.71	K	31%	\$10,863.85	\$0.00	\$0.00					VMWARE
5	NXENTC10C	SEL NX-ENTC-10-C)	\$1,400.00	K	31%	\$966.00	\$0.00	\$0.00			\$0.00	\$0.00	VMWARE
5	NXENTC10C-I	SEL NX-ENTC-10-C)	\$1,638.00	K	31%	\$1,130.22	\$0.00	\$0.00					VMWARE
5	NXENTC10C-K	SEL NX-ENTC-10-C)	\$1,574.47	K	31% 31%	\$1,086.38	\$0.00	\$0.00					VMWARE
5 5	NXENTC-I NXENTC-K	SEL NX-ENT-C) SEL NX-ENT-C)	\$8,184.15 \$7,853.20	K K	31%	\$5,647.06 \$5,418.71	\$0.00 \$0.00	\$0.00 \$0.00					VMWARE VMWARE
5	NXRB25VMC	SEL NX-RB-25VM-C)	\$12,500.00	ĸ	31%	\$8,625.00	\$0.00	\$0.00					VMWARE
5	NXRB25VMC-I	SEL NX-RB-25VM-C)	\$14,625.00	K	31%	\$10,091.25	\$0.00	\$0.00					VMWARE
5	NXRB25VMC-K	SEL NX-RB-25VM-C)	\$14,059.15	K	31%	\$9,700.81	\$0.00	\$0.00					VMWARE
5	NXSTADVUC	SEL NX-STD-ADV-UG-C)	\$2,750.00	K	31%	\$1,897.50	\$0.00	\$0.00					VMWARE
5	NXSTADVUC-I NXSTADVUC-K	SEL NX-STD-ADV-UG-C)	\$3,217.50	K	31%	\$2,220.08	\$0.00	\$0.00					VMWARE VMWARE
5 5	NXSTADVUC-K NXSTDC	SEL NX-STD-ADV-UG-C) SEL NX-STD-C)	\$3,091.48 \$1,995.00	K K	31% 31%	\$2,133.12 \$1,376.55	\$0.00 \$0.00	\$0.00 \$0.00					VMWARE VMWARE
5	NXSTDC-I	SEL NX-STD-C)	\$2,334.15	K	31%	\$1,610.56	\$0.00	\$0.00					VMWARE
5	NXSTDC-K	SEL NX-STD-C)	\$2,241.04	K	31%	\$1,546.32	\$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					VMWARE
5	NXSTETUGC-I	SEL NX-STD-ENT-UG-C)	\$6,435.00	K	31%	\$4,440.15	\$0.00	\$0.00					VMWARE
5	NXSTETUGC-K	SEL NX-STD-ENT-UG-C)	\$6,179.13	K	31%	\$4,263.60	\$0.00	\$0.00					VMWARE VMWARE
5 5	PVAPAHLCC PVAPAHLCC-I	SEL PV-APAH-LIC-C) SEL PV-APAH-LIC-C)	\$1.00 \$1.00	K K	31% 31%	\$0.69 \$0.69	\$0.00 \$0.00	\$0.00 \$0.00				,	VMWARE VMWARE
5	PVAPAHLCC-K	SEL PV-APAH-LIC-C)	\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	1	VMWARE
5	PVAPATCLC	SEL PV-APATC-LIC-C)	\$1.00	ĸ	31%	\$0.69	\$0.00	\$0.00					VMWARE
5	PVAPATCLC-I	SEL PV-APATC-LIC-C)	\$1.00	K	31%	\$0.69	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	PVAPATCLC-K	SEL PV-APATC-LIC-C)	\$1.00	K	31%	\$0.69	\$0.00	\$0.00					VMWARE
5	PVDEVSGC	SEL PV-DEVS-G-SUP-C)	\$2,000.00	K	31%	\$1,380.00	\$0.00	\$0.00					VMWARE
5 5	PVDEVSGC-I PVDEVSGC-K	SEL PV-DEVS-G-SUP-C) SEL PV-DEVS-G-SUP-C)	\$2,200.00 \$2,292.00	K K	31% 31%	\$1,518.00 \$1,581.48	\$0.00 \$0.00	\$0.00 \$0.00					VMWARE VMWARE
5	PVDEVSGC-K PVDEVSLICC	SEL PV-DEVS-G-SUP-C) SEL PV-DEVS-LIC-C)	\$2,292.00 \$1.00	K K	31%	\$1,581.48	\$0.00	\$0.00					VMWARE VMWARE
5	PVDEVSLICC-I	SEL PV-DEVS-LIC-C)	\$1.00	K	31%	\$0.69	\$0.00	\$0.00					VMWARE
5	PVDEVSLICC-K	SEL PV-DEVS-LIC-C)	\$1.00	K	31%	\$0.69	\$0.00	\$0.00					VMWARE
5	PVRMQOSLC	SEL PV-RBMQOSS-LIC-C)	\$1.00	K	31%	\$0.69	\$0.00	\$0.00					VMWARE
5	PVRMQOSLC-I	SEL PV-RBMQOSS-LIC-C)	\$1.00		31%	\$0.69	\$0.00	\$0.00					VMWARE
5	PVRMQOSLC-K	SEL PV-RBMQOSS-LIC-C)	\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE

				NVP LEVEL 1 NVP MAINTENANCE AND WARRANTY UPGRADE NET PRICE									
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	PV-TCSS-C	SEL PV-TCSS-C)	\$2,500.00	K	31%	\$1,725.00	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5 5	PV-TCSS-C-I PV-TCSS-C-K	SEL PV-TCSS-C) SEL PV-TCSS-C)	\$2,750.00 \$2,865.00	K K	31% 31%	\$1,897.50 \$1,976.85	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	S6ADED10UC	SEL ST6-ADEN-D10-UG-C)	\$220.00	ĸ	31%	\$151.80	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	S6ADED10UC-I	SEL ST6-ADEN-D10-UG-C)	\$257.40	K	31%	\$177.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	S6ADED10UC-K	SEL ST6-ADEN-D10-UG-C)	\$247.09	K	31%	\$170.49	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5 5	S6AEN100UC S6AEN100UC-I	SEL ST6-ADEN-D100-UG-C) SEL ST6-ADEN-D100-UG-C)	\$2,200.00 \$2,574.00	K K	31% 31%	\$1,518.00 \$1,776.06	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE VMWARE
5	S6AEN100UC-K	SEL ST6-ADEN-D100-UG-C)	\$2,470.89	K	31%	\$1,704.91	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	S6SAD100UC	SEL ST6-STAD-D100-UG-C)	\$5,500.00	K	31%	\$3,795.00	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	S6SAD100UC-I	SEL ST6-STAD-D100-UG-C)	\$6,435.00	K	31%	\$4,440.15	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5 5	S6SAD100UC-K S6SEN100UC	SEL ST6-STAD-D100-UG-C)	\$6,179.13	K K	31% 31%	\$4,263.60	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5 5	S6SEN100UC-I	SEL ST6-STEN-D100-UG-C) SEL ST6-STEN-D100-UG-C)	\$7,700.00 \$9,009.00	K	31%	\$5,313.00 \$6,216.21	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE VMWARE
5	S6SEN100UC-K	SEL ST6-STEN-D100-UG-C)	\$8,619.37	ĸ	31%	\$5,947.37	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	S6SEND10UC	SEL ST6-STEN-D10-UG-C)	\$770.00	K	31%	\$531.30	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	S6SEND10UC-I	SEL ST6-STEN-D10-UG-C)	\$900.90	K	31%	\$621.62	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5 5	S6SEND10UC-K SPPCREDITC	SEL ST6-STEN-D10-UG-C) SEL SPP-CREDIT-C)	\$861.94 \$100.00	K K	31% 31%	\$594.74 \$69.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE VMWARE
5	SPPCREDITC-I	SEL SPP-CREDIT-C)	\$100.00	ĸ	31%	\$69.00	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	SPPCREDITCL1	SEL SPP-CREDIT-C-L1)	\$100.00	K	31%	\$69.00	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	SPPCREDITCL1-I	SEL SPP-CREDIT-C-L1)	\$100.00	K	31%	\$69.00	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	SPPCREDITCL2	SEL SPP-CREDIT-C-L2)	\$98.00	K	31%	\$67.62	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5 5	SPPCREDITCL2-I SPPCREDITCL3	SEL SPP-CREDIT-C-L2) SEL SPP-CREDIT-C-L3)	\$98.00 \$97.00	K K	31% 31%	\$67.62 \$66.93	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE VMWARE
5	SPPCREDITCL3-I	SEL SPP-CREDIT-C-L3)	\$97.00	ĸ	31%	\$66.93	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	SPPCREDITCL4	SEL SPP-CREDIT-C-L4)	\$96.00	K	31%	\$66.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	SPPCREDITCL4-I	SEL SPP-CREDIT-C-L4)	\$96.00	K	31%	\$66.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	ST6AD100PRO2	SEL ST6-AD-D100-PRO) SEL ST6-AD-D100-PRO)	\$9,000.00	K K	31%	\$6,210.00	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5 5	ST6AD100PRO2-I ST6AD100PRO2-K	SEL ST6-AD-D100-PRO) SEL ST6-AD-D100-PRO)	\$10,530.00 \$10,151.70	K	31% 31%	\$7,265.70 \$7,004.67	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE VMWARE
5	ST6AD10PRO2	SEL ST6-AD-D10-PRO)	\$900.00	ĸ	31%	\$621.00	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	ST6AD10PRO2-I	SEL ST6-AD-D10-PRO)	\$1,053.00	K	31%	\$726.57	\$0.00	\$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		\$0.00		VMWARE
5 5	ST6ADC ST6ADC-I	SEL ST6-AD-C) SEL ST6-AD-C)	\$3,995.00 \$4,674.15	K K	31% 31%	\$2,756.55 \$3,225.16	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE VMWARE
5	ST6ADC-K	SEL ST6-AD-C)	\$4,493.56	ĸ	31%	\$3,100.56	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	ST6ADD100C	SEL ST6-AD-D100-C)	\$10,000.00	K	31%	\$6,900.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST6ADD100C-I	SEL ST6-AD-D100-C)	\$11,700.00	K	31%	\$8,073.00	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5 5	ST6ADD100C-K ST6ADD10C	SEL ST6-AD-D100-C) SEL ST6-AD-D10-C)	\$11,224.33 \$1,000.00	K K	31% 31%	\$7,744.79 \$690.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE VMWARE
5	ST6ADD10C-I	SEL ST6-AD-D10-C)	\$1,170.00	K	31%	\$807.30	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	ST6ADD10C-K	SEL ST6-AD-D10-C)	\$1,122.43	K	31%	\$774.48	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	ST6ADENUGC	SEL ST6-AD-EN-UG-C)	\$1,650.00	K	31%	\$1,138.50	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	ST6ADENUGC-I	SEL ST6-AD-EN-UG-C)	\$1,930.50	K	31%	\$1,332.05	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5 5	ST6ADENUGC-K ST6ADPRO2	SEL ST6-AD-EN-UG-C) SEL ST6-AD-PRO)	\$1,857.95 \$3,595.50	K K	31% 31%	\$1,281.99 \$2,480.90	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE VMWARE
5	ST6ADPRO2-I	SEL ST6-AD-PRO)	\$4,206.74	ĸ	31%	\$2,902.65	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	ST6ADPRO2-K	SEL ST6-AD-PRO)	\$4,041.53	K	31%	\$2,788.66	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	ST6ED100PRO2	SEL ST6-EN-D100-PRO)	\$10,800.00	K	31%	\$7,452.00	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5 5	ST6ED100PRO2-I ST6ED100PRO2-K	SEL ST6-EN-D100-PRO) SEL ST6-EN-D100-PRO)	\$12,636.00	K K	31% 31%	\$8,718.84	\$0.00	\$0.00	\$0.00 \$0.00		\$0.00		VMWARE
5 5	ST6EN10PRO2-K	SEL ST6-EN-D100-PRO)	\$12,143.73 \$1,080.00	K	31%	\$8,379.17 \$745.20	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	ST6EN10PRO2-I	SEL ST6-EN-D10-PRO)	\$1,263.60	ĸ	31%	\$871.88	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	ST6EN10PRO2-K	SEL ST6-EN-D10-PRO)	\$1,214.37	K	31%	\$837.92	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	ST6ENC	SEL ST6-EN-C)	\$5,495.00 \$6,430.15	K	31%	\$3,791.55	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5 5	ST6ENC-I ST6ENC-K	SEL ST6-EN-C) SEL ST6-EN-C)	\$6,429.15 \$6,179.13	K K	31% 31%	\$4,436.11 \$4,263.60	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE VMWARE
5	ST6END100C	SEL ST6-EN-C) SEL ST6-EN-D100-C)	\$12,000.00	K	31%	\$8,280.00	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	ST6END100C-I	SEL ST6-EN-D100-C)	\$14,040.00	K	31%	\$9,687.60	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	ST6END100C-K	SEL ST6-EN-D100-C)	\$13,522.83	K	31%	\$9,330.75	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	ST6END100GC-I	SEL ST6-EN-D100-G-SSS-C)	\$2,948.40	K	31%	\$2,034.40	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5 5	ST6END10C ST6END10C-I	SEL ST6-EN-D10-C) SEL ST6-EN-D10-C)	\$1,200.00 \$1,404.00	K K	31% 31%	\$828.00 \$968.76	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	1	VMWARE VMWARE
5	ST6END10C-K	SEL ST6-EN-D10-C)	\$1,352.28	ĸ	31%	\$933.07	\$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	VMWARE
5	ST6ENPRO2-I	SEL ST6-EN-PRO)	\$5,786.24	K	31%	\$3,992.51	\$0.00	\$0.00					VMWARE
5 5	ST6ENPRO2-K ST6RB25VMC	SEL ST6-EN-PRO) SEL ST6-RB-25VM-C)	\$5,558.54 \$12,500.00	K K	31% 31%	\$3,835.39 \$8,625.00	\$0.00 \$0.00	\$0.00 \$0.00					VMWARE VMWARE
5 5	ST6RB25VMC-I	SEL ST6-RB-25VM-C) SEL ST6-RB-25VM-C)	\$12,500.00 \$14,625.00	K K	31%	\$8,625.00 \$10,091.25	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE
5	ST6RB25VMC-K	SEL ST6-RB-25VM-C)	\$14,059.15	ĸ	31%	\$9,700.81	\$0.00	\$0.00	\$0.00		\$0.00		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	VMWARE
5	ST6RB25VPRO2-I	SEL ST6-RB-25VM-PRO)	\$13,162.50	K	31%	\$9,082.13	\$0.00	\$0.00			\$0.00		VMWARE
5 5	ST6RB25VPRO2-K ST6RBAD25C	SEL ST6-RB-25VM-PRO) SEL ST6-RBAD-25-C)	\$12,680.05	K K	31% 31%	\$8,749.23	\$0.00 \$0.00	\$0.00					VMWARE
5	ST6RBAD25C-I	SEL ST6-RBAD-25-C) SEL ST6-RBAD-25-C)	\$20,000.00 \$23,400.00	K K	31% 31%	\$13,800.00 \$16,146.00	\$0.00 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
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					NVP LEVEL 1 NVP MAINTENANCE AND WARRANTY UPGRADE NET PRICE								
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	ST6RBAD25C-K	SEL ST6-RBAD-25-C)	\$22,486.98	K	31%	\$15,516.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	ST6SDT10PRO2 ST6SDT10PRO2-I	SEL ST6-VSDT10-PRO) SEL ST6-VSDT10-PRO)	\$450.00 \$526.50	K K	31% 31%	\$310.50 \$363.29	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	ST6SDT10PRO2-K	SEL ST6-VSDT10-PRO)	\$506.05	K	31%	\$349.17	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	ST6STADD10UC	SEL ST6-STAD-D10-UG-C)	\$550.00	K	31%	\$379.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	ST6STADD10UC-I	SEL ST6-STAD-D10-UG-C)	\$643.50	K	31%	\$444.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	ST6STADD10UC-K	SEL ST6-STAD-D10-UG-C)	\$617.91	K	31%	\$426.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	ST6STADUC ST6STADUC-I	SEL ST6-ST-AD-UG-C) SEL ST6-ST-AD-UG-C)	\$1,650.00 \$1,930.50	K K	31% 31%	\$1,138.50 \$1,332.05	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	ST6STADUC-K	SEL ST6-ST-AD-UG-C)	\$1,857.95	K	31%	\$1,281.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	ST6STENUC	SEL ST6-ST-EN-UG-C)	\$3,300.00	K	31%	\$2,277.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	ST6STENUC-I	SEL ST6-ST-EN-UG-C)	\$3,861.00	K	31%	\$2,664.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	,	VMWARE
5 5	ST6STENUC-K ST6VSANBNC	SEL ST6-ST-EN-UG-C)	\$3,712.07	K	31%	\$2,561.33	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	ST6VSANBNC-I	SEL ST6-VSAN-BN-C) SEL ST6-VSAN-BN-C)	\$14,970.00 \$17,514.90	K K	31% 31%	\$10,329.30 \$12,085.28	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	ST6VSANBNC-K	SEL ST6-VSAN-BN-C)	\$16,817.35	ĸ	31%	\$11,603.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	,	VMWARE
5	ST6VSANC	SEL ST6-VSAN-C)	\$2,495.00	K	31%	\$1,721.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	ST6VSANC-I	SEL ST6-VSAN-C)	\$2,919.15	K	31%	\$2,014.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	ST6VSANC-K ST6VSAPRO2	SEL ST6-VSAN-C)	\$2,808.00 \$2,245.50	K K	31% 31%	\$1,937.52 \$1,549.40	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	ST6VSAPRO2-I	SEL ST6-VSAN-PRO) SEL ST6-VSAN-PRO)	\$2,627.24	K	31%	\$1,812.80	\$0.00	\$0.00	\$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	\$0.00	\$0.00		VMWARE
5	ST6VSAVSANUGC	SEL ST6-VSA-VSAN-UG-C)	\$11,475.00	K	31%	\$7,917.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5		SEL ST6-VSA-VSAN-UG-C)	\$13,425.75	K	31%	\$9,263.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5		(SEL ST6-VSA-VSAN-UG-C) SEL ST6-VSDT100-PRO)	\$12,909.90 \$4,500.00	K K	31% 31%	\$8,907.83 \$3,105.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5		SEL ST6-VSDT100-PRO)	\$5,265.00	ĸ	31%	\$3,632.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	,	VMWARE
5	ST6VSD100PRO2-K	SEL ST6-VSDT100-PRO)	\$5,060.53	K	31%	\$3,491.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	ST6VSDT100C	SEL ST6-VSDT100-C)	\$5,000.00	K	31%	\$3,450.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	ST6VSDT100C-I ST6VSDT100C-K	SEL ST6-VSDT100-C) SEL ST6-VSDT100-C)	\$5,850.00 \$5,619.83	K K	31% 31%	\$4,036.50 \$3,877.68	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	ST6VSDT100C-K	SEL ST6-VSDT100-C)	\$500.00	K	31%	\$3,677.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	ST6VSDT10C-I	SEL ST6-VSDT10-C)	\$585.00	K	31%	\$403.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	ST6VSDT10C-K	SEL ST6-VSDT10-C)	\$561.98	K	31%	\$387.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	STRBAD25UC STRBAD25UC-I	SEL ST6-RB-ADV-25-UG-C)	\$8,250.00 \$9,652.50	K K	31% 31%	\$5,692.50 \$6,660.23	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	STRBAD25UC-K	SEL ST6-RB-ADV-25-UG-C) SEL ST6-RB-ADV-25-UG-C)	\$9,308.92	K	31%	\$6,423.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	THIN5100PKC	SEL THIN5-100PK-C)	\$1,900.00	K	31%	\$1,311.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	,	VMWARE
5	THIN5100PKC-I	SEL THIN5-100PK-C)	\$1,985.50	K	31%	\$1,370.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5		SEL THIN5-100PK-C)	\$2,034.17	K	31%	\$1,403.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	THIN5-STE-C THIN5-STE-C-I	SEL THIN5-STE-C) SEL THIN5-STE-C)	\$5,000.00 \$5,225.00	K K	31% 31%	\$3,450.00 \$3,605.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	THIN5STECV2-K	SEL THIN5-STE-C)	\$5,359.33	ĸ	31%	\$3,697.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	UEMCCU100C	SEL UEM-CCU-100-C)	\$5,000.00	K	31%	\$3,450.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	UEMCCU100C-I	SEL UEM-CCU-100-C)	\$5,500.00	K	31%	\$3,795.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	UEMCCU100C-K UEMCCU10C	SEL UEM-CCU-100-C) SEL UEM-CCU-10-C)	\$5,412.96 \$500.00	K K	31% 31%	\$3,734.94 \$345.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	UEMCCU10C-I	SEL UEM-CCU-10-C)	\$550.00	ĸ	31%	\$379.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	UEMCCU10C-K	SEL UEM-CCU-10-C)	\$541.30	K	31%	\$373.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	UEMNU100C	SEL UEM-NU-100-C)	\$3,000.00	K	31%	\$2,070.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	UEMNU100C-I UEMNU100C-K	SEL UEM-NU-100-C) SEL UEM-NU-100-C)	\$3,300.00 \$3,244.71	K K	31% 31%	\$2,277.00 \$2,238.85	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	UEMNU10C	SEL UEM-NU-10-C)	\$300.00	K	31%	\$207.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	UEMNU10C-I	SEL UEM-NU-10-C)	\$330.00	K	31%	\$227.70	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	UEMNU10C-K	SEL UEM-NU-10-C)	\$324.47	K	31%	\$223.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	V6EEPLAUGC V6EEPLAUGC-I	SEL VS6-ES-EPL-AK-UG-C) SEL VS6-ES-EPL-AK-UG-C)	\$22,750.00 \$26,617.50	K K	31% 31%	\$15,697.50 \$18,366.08	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	V6EEPLAUGC-K	SEL VS6-ES-EPL-AK-UG-C)	\$26,777.51	K	31%	\$18,476.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	V6ENEPLUPO	SEL VS6-ENT-EPL-UG-PRO)	\$340.00	K	31%	\$234.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V6ENEPLUPO-I	SEL VS6-ENT-EPL-UG-PRO)	\$397.80	K	31%	\$274.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	V6ENEPLUPO-K V6ENOEPLUC	SEL VS6-ENT-EPL-UG-PRO) SEL VS6-ENT-OEPL-UG-C)	\$400.32 \$1,675.00	K K	31% 31%	\$276.22 \$1,155.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	V6ENOEPLUC-I	SEL VS6-ENT-OEPL-UG-C)	\$1,959.75	K	31%	\$1,352.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	,	VMWARE
5	V6ENOEPLUC-K	SEL VS6-ENT-OEPL-UG-C)	\$1,880.94	ĸ	31%	\$1,297.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	1	VMWARE
5	V6ENTEPLUC	SEL VS6-ENT-EPL-UG-C)	\$682.00	K	31%	\$470.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	V6ENTEPLUC-I V6ENTEPLUC-K	SEL VS6-ENT-EPL-UG-C) SEL VS6-ENT-EPL-UG-C)	\$797.94	K	31%	\$550.58 \$552.44	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE VMWARE
5 5	V6EOEPUPRV2	SEL VS6-ENT-EPL-UG-C) SEL VS6-EN-OEPL-UG-PRO)	\$800.64 \$837.50	K K	31% 31%	\$552.44 \$577.88	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			VMWARE VMWARE
5	V6EOEPUPRV2-I	SEL VS6-EN-OEPL-UG-PRO)	\$979.88	ĸ	31%	\$676.12	\$0.00	\$0.00		\$0.00			VMWARE
5	V6EOEPUPRV2-K	SEL VS6-EN-OEPL-UG-PRO)	\$938.55	K	31%	\$647.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	V6EPLOELUC	SEL VS6-EPL-OEPL-UG-C)	\$990.00	K	31%	\$683.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	V6EPLOELUC-I V6EPLOELUC-K	SEL VS6-EPL-OEPL-UG-C) SEL VS6-EPL-OEPL-UG-C)	\$1,158.30 \$1,114.77	K K	31% 31%	\$799.23 \$769.19	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	V6EPOPLAKUC	SEL VS6-ESP-OEPL-AK-UG-C)	\$22,550.00	K	31%	\$15,559.50	\$0.00	\$0.00		\$0.00			VMWARE
5	V6EPOPLAKUC-I	SEL VS6-ESP-OEPL-AK-UG-C)	\$26,383.50	K	31%	\$18,204.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V6EPOPLAKUC-K	SEL VS6-ESP-OEPL-AK-UG-C)	\$25,321.79	K	31%	\$17,472.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE

				NVP LEVEL 1 NVP MAINTENANCE AND WARRANTY UPGRADE NET PRICE]		
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	V6EPSTDAUGC	SEL VS6-ESP-STD-AK-UG-C)	\$7,150.00	K	31%	\$4,933.50 \$5,773.30	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5 5	V6EPSTDAUGC-I V6EPSTDAUGC-K	SEL VS6-ESP-STD-AK-UG-C) SEL VS6-ESP-STD-AK-UG-C)	\$8,365.50 \$8,389.52	K K	31% 31%	\$5,772.20 \$5,788.77	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) VMWARE) VMWARE
5	V6ESEPLAKUC	SEL VS6-ES-OEPL-AK-UG-C)	\$24,750.00	ĸ	31%	\$17,077.50	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	V6ESEPLAKUC-I	SEL VS6-ES-OEPL-AK-UG-C)	\$28,957.50	K	31%	\$19,980.68	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	V6ESEPLAKUC-K	SEL VS6-ES-OEPL-AK-UG-C)	\$27,850.14	K	31%	\$19,216.60	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5 5	V6ESPELAUGC V6ESPELAUGC-I	SEL VS6-ESP-EPL-AK-UG-C) SEL VS6-ESP-EPL-AK-UG-C)	\$20,350.00 \$23,809.50	K K	31% 31%	\$14,041.50 \$16,428.56	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00) VMWARE) VMWARE
5	V6ESPELAUGC-K	SEL VS6-ESP-EPL-AK-UG-C)	\$23,942.69	K	31%	\$16,520.46	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	V6ESTDKUC	SEL VS6-ES-STD-AK-UG-C)	\$10,750.00	K	31%	\$7,417.50	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	V6ESTDKUC-I	SEL VS6-ES-STD-AK-UG-C)	\$12,577.50	K	31%	\$8,678.48	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5 5	V6ESTDKUC-K	SEL VS6-ES-STD-AK-UG-C)	\$12,680.05	K K	31%	\$8,749.23	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	V6HPOELUC V6HPOELUC-I	SEL VS6-HYP-OEPL-UG-C) SEL VS6-HYP-OEPL-UG-C)	\$4,395.00 \$5,142.15	K K	31% 31%	\$3,032.55 \$3,548.08	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00) VMWARE) VMWARE
5	V6HPOELUC-K	SEL VS6-HYP-OEPL-UG-C)	\$4,937.94	ĸ	31%	\$3,407.18	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	V6HPSTUGC	SEL VS6-HYP-STD-UG-C)	\$995.00	K	31%	\$686.55	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	V6HPSTUGC-I	SEL VS6-HYP-STD-UG-C)	\$1,164.15	K	31%	\$803.26	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5 5	V6HPSTUGC-K	SEL VS6-HYP-STD-UG-C)	\$1,168.40 \$3,495.00	K K	31% 31%	\$806.20 \$2,411.55	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00		VMWARE
5 5	V6HYEPLUC V6HYEPLUC-I	SEL VS6-HYP-EPL-UG-C) SEL VS6-HYP-EPL-UG-C)	\$4,089.15	K	31%	\$2,411.55	\$0.00	\$0.00	\$0.00		\$0.00 \$0.00) VMWARE) VMWARE
5	V6HYEPLUC-K	SEL VS6-HYP-EPL-UG-C)	\$4,118.14	ĸ	31%	\$2,841.52	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	V60ENOELUC	SEL VS6-OENT-OEPL-UG-C)	\$850.00	K	31%	\$586.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V60ENOELUC-I	SEL VS6-OENT-OEPL-UG-C)	\$994.50	K	31%	\$686.21	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5 5	V60ENOELUC-K	SEL VS6-OENT-OEPL-UG-C)	\$953.88	K	31%	\$658.18	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5 5	V60ENOELUPO V60ENOELUPO-I	SEL VS6-OENT-OEPL-UG-PRO) SEL VS6-OENT-OEPL-UG-PRO)	\$423.50 \$495.50	K K	31% 31%	\$292.22 \$341.90	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00) VMWARE) VMWARE
5	V60ENOELUPO-K	SEL VS6-OENT-OEPL-UG-PRO)	\$476.17	ĸ	31%	\$328.56	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	V6RBSAD25UC	SEL VS6-RBSTD-ADV25-UG-C)	\$1,650.00	K	31%	\$1,138.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	V6RBSAD25UC-I	SEL VS6-RBSTD-ADV25-UG-C)	\$1,930.50	K	31%	\$1,332.05	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	V6RBSAD25UC-K	SEL VS6-RBSTD-ADV25-UG-C)	\$1,942.23	K	31%	\$1,340.14	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5 5	V6STDEPUGC V6STDEPUGC-I	SEL VS6-STD-OEPL-UG-C) SEL VS6-STD-OEPL-UG-C)	\$3,740.00 \$4,375.80	K K	31% 31%	\$2,580.60 \$3,019.30	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE VMWARE
5	V6STDEPUGC-K	SEL VS6-STD-OEPL-UG-C)	\$4,202.42	ĸ	31%	\$2,899.67	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	V6STEPLUC	SEL VS6-STD-EPL-UG-C)	\$2,750.00	K	31%	\$1,897.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	V6STEPLUC-I	SEL VS6-STD-EPL-UG-C)	\$3,217.50	K	31%	\$2,220.08	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5 5	V6STEPLUC-K V7ADENUC	SEL VS6-STD-EPL-UG-C)	\$3,237.05	K K	31% 31%	\$2,233.56	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE VMWARE
5	V7ADENUC-I	SEL VR7-ADV-ENT-UG-C) SEL VR7-ADV-ENT-UG-C)	\$1,650.00 \$1,930.50	K	31%	\$1,138.50 \$1,332.05	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	V7ADENUC-K	SEL VR7-ADV-ENT-UG-C)	\$1,857.95	ĸ	31%	\$1,281.99	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	V7ATA25CV2-K	SEL VR7-ATAD25-C)	\$7,699.97	K	31%	\$5,312.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	V7ATATEUCV2-K	SEL VR7-ATAD-ATEN-UG-C)	\$6,179.13	K	31%	\$4,263.60	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5 5	V7ATE25CV2-K V7BCCAVUC	SEL VR7-ATEN25-C) SEL VR7-BCLC-ADV-UG-C)	\$13,369.60 \$3,570.00	K K	31% 31%	\$9,225.02 \$2,463.30	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00) VMWARE) VMWARE
5	V7BCCAVUC-I	SEL VR7-BCLC-ADV-UG-C)	\$4,176.90	K	31%	\$2,882.06	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	V7BCCAVUC-K	SEL VR7-BCLC-ADV-UG-C)	\$4,010.88	K	31%	\$2,767.51	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	V7BCCETUC	SEL VR7-BCLC-ENT-UG-C)	\$5,220.00	K	31%	\$3,601.80	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	V7BCCETUC-I	SEL VR7-BCLC-ENT-UG-C)	\$6,107.40	K	31%	\$4,214.11	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5 5	V7BCCETUC-K V7OSTCADUC	SEL VR7-BCLC-ENT-UG-C) SEL VR7-OSTDC-ADV-UG-C)	\$5,865.00 \$6,045.00	K K	31% 31%	\$4,046.85 \$4,171.05	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE VMWARE
5	V7OSTCADUC-I	SEL VR7-OSTDC-ADV-UG-C)	\$7,072.65	K	31%	\$4,880.13	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	V7OSTCADUC-K	SEL VR7-OSTDC-ADV-UG-C)	\$6,792.06	K	31%	\$4,686.52	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	V7OSTCENUC	SEL VR7-OSTDC-ENT-UG-C)	\$6,995.00	K	31%	\$4,826.55	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5 5	V7OSTCENUC-I V7OSTCENUC-K	SEL VR7-OSTDC-ENT-UG-C) SEL VR7-OSTDC-ENT-UG-C)	\$8,184.15 \$7,853.20	K K	31% 31%	\$5,647.06 \$5,418.71	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) VMWARE) VMWARE
5	V7OSTCENUC-K	SEL VR7-OSTDC-ENT-UG-C)	\$3,295.00	K	31%	\$2,273.55	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	V7OSTCSTUC-I	SEL VR7-OSTDC-STD-UG-C)	\$3,855.15	K	31%	\$2,660.05	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	V7OSTCSTUC-K	SEL VR7-OSTDC-STD-UG-C)	\$3,704.41	K	31%	\$2,556.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V7STENUC	SEL VR7-STD-ENT-UG-C)	\$4,400.00	K	31%	\$3,036.00	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5 5	V7STENUC-I V7STENUC-K	SEL VR7-STD-ENT-UG-C) SEL VR7-STD-ENT-UG-C)	\$5,148.00 \$4,945.60	K K	31% 31%	\$3,552.12 \$3,412.46	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00) VMWARE) VMWARE
5	VAWTPLDEVC	SEL V-AWT-PL-DEV-C)	\$20.00	K	31%	\$13.80	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	VAWTPLVCV2-I	SEL V-AWT-PL-DEV-C)	\$20.00	K	31%	\$13.80	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	VC56STD25C	SEL VC56-STD25-C)	\$3,125.00	K	31%	\$2,156.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VC56STD25C-I	SEL VC56-STD25-C)	\$3,438.00	K	31%	\$2,372.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	VC56STD25C-K VC-CMW-C	SEL VC56-STD25-C) SEL VC-CMW-C)	\$4,190.00	K K	31% 31%	\$2,891.10 \$27.60	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00) VMWARE) VMWARE
5	VC-CMW-C-I	SEL VC-CMW-C)	\$40.00 \$44.00	K	31%	\$30.36	\$0.00	\$0.00					VMWARE
5	VC-CMW-C-K	SEL VC-CMS-3P-SSS-C)	\$35.44	ĸ	31%	\$24.45	\$0.00	\$0.00					VMWARE
5	VCEPICC	SEL VC-EPIC-C)	\$60,000.00	K	31%	\$41,400.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VCEPICC-I	SEL VC-EPIC-C)	\$70,200.00	K	31%	\$48,438.00	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5 5	VCEPICC-K VCS6FNDC	SEL VC-EPIC-C) SEL VCS6-FND-C)	\$67,460.93 \$1,495.00	K K	31% 31%	\$46,548.04 \$1,031.55	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00) VMWARE) VMWARE
5	VCS6FNDC-I	SEL VCS6-FND-C)	\$1,749.15	K	31%	\$1,031.55	\$0.00	\$0.00					VMWARE
5	VCS6FNDC-K	SEL VCS6-FND-C)	\$1,758.35	ĸ	31%	\$1,213.26	\$0.00	\$0.00					VMWARE
5	VCS6FNSTUCV2	SEL VCS6-FND-STD-UG-C)	\$4,950.00	K	31%	\$3,415.50	\$0.00	\$0.00					VMWARE
5	VCS6FNSTUCV2-I	SEL VCS6-FND-STD-UG-C)	\$5,791.50	K	31%	\$3,996.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE

					NVP LEVEL 1 NVP MAINTENANCE AND WARRANTY UPGRADE NET PRICE								
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5			\$5,834.35	K	31%	\$4,025.70	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5 5	VCS6STDC-I VCS6STDCV2	SEL VCS6-STD-C) SEL VCS6-STD-C)	\$7,014.15 \$5,995.00	K K	31% 31%	\$4,839.76 \$4,136.55	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VCS6STDCV2-K	SEL VCS6-STD-C)	\$7,060.22	K	31%	\$4,871.55	\$0.00	\$0.00			\$0.00		VMWARE
5	VCSRM625EC	SEL VC-SRM6-25E-C)	\$12,375.00	K	31%	\$8,538.75	\$0.00	\$0.00			\$0.00		VMWARE
5	VCSRM625EC-I	SEL VC-SRM6-25E-C)	\$14,478.75	K	31%	\$9,990.34	\$0.00	\$0.00			\$0.00		VMWARE
5	VCSRM625EC-K	SEL VC-SRM6-25E-C)	\$13,905.91	K	31%	\$9,595.08	\$0.00	\$0.00			\$0.00		VMWARE
5 5	VCSRM625EUGC VCSRM625EUGC-I	SEL VC-SRM6-25E-UG-C) SEL VC-SRM6-25E-UG-C)	\$8,250.00 \$9,652.50	K K	31% 31%	\$5,692.50 \$6,660.23	\$0.00 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	VCSRM625EUGC-K		\$9,308.92	K	31%	\$6,423.15	\$0.00	\$0.00			\$0.00		VMWARE
5	VCSRM625SC	SEL VC-SRM6-25S-C)	\$4,875.00	K	31%	\$3,363.75	\$0.00	\$0.00			\$0.00		VMWARE
5	VCSRM625SC-I	SEL VC-SRM6-25S-C)	\$5,703.75	K	31%	\$3,935.59	\$0.00	\$0.00			\$0.00	,	VMWARE
5	VCSRM625SC-K VFADPR25GSC	SEL VC-SRM6-25S-C)	\$5,481.92	K	31%	\$3,782.52	\$0.00	\$0.00			\$0.00		VMWARE
5 5	VFADPR25GSC-I	SEL VF-ADPRV25-G-SSS-C) SEL VF-ADPRV25-G-SSS-C)	\$1,315.00 \$1,447.00	K K	31% 31%	\$907.35 \$998.43	\$0.00 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	VFADPR25GSC-K	SEL VF-ADPRV25-G-SSS-C)	\$1,507.00	ĸ	31%	\$1,039.83	\$0.00	\$0.00			\$0.00	,	VMWARE
5	VFADPR25PSC	SEL VF-ADPRV25-P-SSS-C)	\$1,565.00	K	31%	\$1,079.85	\$0.00	\$0.00			\$0.00		VMWARE
5	VFADPR25PSC-I	SEL VF-ADPRV25-P-SSS-C)	\$1,722.00	K	31%	\$1,188.18	\$0.00	\$0.00			\$0.00		VMWARE
5 5	VFADPR25PSC-K VFADRA25PSC	SEL VF-ADPRV25-P-SSS-C) SEL VF-ADRAU25-P-SSS-C)	\$1,793.00 \$2,345.00	K K	31% 31%	\$1,237.17 \$1,618.05	\$0.00 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00		VMWARE
5	VFADRA25FSC-I	SEL VF-ADRAU25-F-353-C)	\$2,580.00	K	31%	\$1,780.20	\$0.00	\$0.00			\$0.00		VMWARE VMWARE
5	VFADRA25PSC-K	SEL VF-ADRAU25-P-SSS-C)	\$2,687.00	ĸ	31%	\$1,854.03	\$0.00	\$0.00			\$0.00		VMWARE
5	VFADRAU25GS	SEL VF-ADRAU25-G-SSS-C)	\$1,970.00	K	31%	\$1,359.30	\$0.00	\$0.00			\$0.00	\$0.00	VMWARE
5	VFADRAU25GS-I	SEL VF-ADRAU25-G-SSS-C)	\$2,167.00	K	31%	\$1,495.23	\$0.00	\$0.00			\$0.00		VMWARE
5 5	VFADRAU25GS-K VFD225VCV2-K	SEL VF-ADRAU25-G-SSS-C) SEL VF-DD2-25VM-C)	\$2,257.00 \$21,107.88	K K	31% 31%	\$1,557.33 \$14,564.44	\$0.00 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	VFDD225VMC-I	SEL VF-DD2-25VM-C)	\$21,937.50	ĸ	31%	\$15,136.88	\$0.00	\$0.00			\$0.00		VMWARE
5	VFDEVLICC	SEL VF-DEV-LIC-C)	\$1.00	K	31%	\$0.69	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	VFHYPM5C	SEL VF-HYPM5-C)	\$360.00	K	31%	\$248.40	\$0.00	\$0.00			\$0.00		VMWARE
5 5	VFHYPM5C-I VFHYPM5CV2-K	SEL VF-HYPM5-C) SEL VF-HYPM5-C)	\$421.20 \$404.92	K K	31% 31%	\$290.63 \$279.39	\$0.00 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	VMALSDAWCV2-I	SEL V-HTFM3-C) SEL V-MAM-PL-SD-AW-C)	\$10.00	K	31%	\$6.90	\$0.00	\$0.00			\$0.00		VMWARE
5	VMALSDCV2-I	SEL V-MAM-PL-SD-C)	\$25.00	K	31%	\$17.25	\$0.00	\$0.00			\$0.00		VMWARE
5	VMAMPLSDAWC	SEL V-MAM-PL-SD-AW-C)	\$10.00	K	31%	\$6.90	\$0.00	\$0.00			\$0.00		VMWARE
5 5	VMAMPLSDC VMAPLLDC-K	SEL V-MAM-PL-SD-C) SEL V-MAW-PLL-D-C)	\$25.00 \$10.69	K K	31% 31%	\$17.25 \$7.38	\$0.00	\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	VMAWPLLDC-K VMAWPLLDC	SEL V-MAW-PLL-D-C)	\$10.09	K	31%	\$6.90	\$0.00 \$0.00	\$0.00			\$0.00		VMWARE
5	VMAWPLLDC-I	SEL V-MAW-PLL-D-C)	\$10.00	K	31%	\$6.90	\$0.00	\$0.00			\$0.00	,	VMWARE
5	VMBLAWBCV2-I	SEL V-MBM-PL-AWB-C)	\$20.00	K	31%	\$13.80	\$0.00	\$0.00			\$0.00		VMWARE
5 5	VMBMLLDC-K	SEL V-MBM-PLL-D-C)	\$21.41	K K	31% 31%	\$14.77	\$0.00	\$0.00			\$0.00		VMWARE
5 5	VMBMOPLDGC VMBMOPLDGC-I	SEL V-MBM-OPL-D-G-C) SEL V-MBM-OPL-D-G-C)	\$12.00 \$12.00	K	31%	\$8.28 \$8.28	\$0.00 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	VMBMOPLDPC	SEL V-MBM-OPL-D-P-C)	\$13.00	K	31%	\$8.97	\$0.00	\$0.00			\$0.00		VMWARE
5	VMBMOPLDPC-I	SEL V-MBM-OPL-D-P-C)	\$13.00	K	31%	\$8.97	\$0.00	\$0.00			\$0.00		VMWARE
5	VMBMPLAWBC	SEL V-MBM-PL-AWB-C)	\$20.00	K	31%	\$13.80	\$0.00	\$0.00			\$0.00		VMWARE
5 5	VMBMPLLDC VMBMPLLDC-I	SEL V-MBM-PLL-D-C) SEL V-MBM-PLL-D-C)	\$20.00 \$20.00	K K	31% 31%	\$13.80 \$13.80	\$0.00 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	VMBOPLDPC-K	SEL V-MBM-OPL-D-P-C)	\$13.91	K	31%	\$9.60	\$0.00	\$0.00			\$0.00		VMWARE
5	VMBSDCLDE1YC	SEL V-MBSBDCL-DEV1Y-C)	\$36.00	K	31%	\$24.84	\$0.00	\$0.00			\$0.00		VMWARE
5 5	VMMOPLDGC-K	SEL V-MBM-OPL-D-G-C)	\$12.83	K K	31% 31%	\$8.85	\$0.00	\$0.00			\$0.00		VMWARE
5	VMSBSCL1YCV2 VMSBSCL1YCV2-I	SEL V-MASBSCL-DEV1Y-C) SEL V-MASBSCL-DEV1Y-C)	\$6.00 \$6.00	K	31%	\$4.14 \$4.14	\$0.00 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	VMSBSCL1YCV2-K	SEL V-MASBSCL-DEV1Y-C)	\$5.17	ĸ	31%	\$3.57	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5	VMSDCL1YCV2	SEL V-MASBDCL-DEV1Y-C)	\$6.00	K	31%	\$4.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VMSDCL1YCV2-I	SEL V-MASBDCL-DEV1Y-C)	\$6.00	K	31%	\$4.14	\$0.00	\$0.00			\$0.00		VMWARE
5 5	VMSDCL1YCV2-K VMSPLLDC-K	SEL V-MASBDCL-DEV1Y-C) SEL V-OMS-PLL-D-C)	\$5.17 \$75.05	K K	31% 31%	\$3.57 \$51.78	\$0.00 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	VMSSCL1YCV2-I	SEL V-MBSBSCL-DEV1Y-C)	\$24.00	ĸ	31%	\$16.56	\$0.00	\$0.00			\$0.00		VMWARE
5	VMSSCLDE1YC	SEL V-MBSBSCL-DEV1Y-C)	\$24.00	K	31%	\$16.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VNIUGEN100UC	SEL VR-NI-UG-AENX100-UG-C)	\$2,145.00	K	31%	\$1,480.05	\$0.00	\$0.00			\$0.00		VMWARE
5 5	VNIUGEN100UC-I VNIUGEN100UC-K	SEL VR-NI-UG-AENX100-UG-C) SEL VR-NI-UG-AENX100-UG-C)	\$2,509.65 \$2,409.59	K K	31% 31%	\$1,731.66 \$1,662.62	\$0.00 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	VNIUGENX10UC	SEL VR-NI-UG-AENX10-UG-C)	\$2,409.39	K	31%	\$1,002.02	\$0.00	\$0.00			\$0.00	,	VMWARE
5	VNIUGENX10UC-I	SEL VR-NI-UG-AENX10-UG-C)	\$251.55	ĸ	31%	\$173.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	1	VMWARE
5		SEL VR-NI-UG-AENX10-UG-C)	\$241.73	K	31%	\$166.79	\$0.00	\$0.00			\$0.00		VMWARE
5 5	VOMOPLD2PC-K VOMSOPD3GC-K	SEL V-OMS-OPL-D-2P-C) SEL V-OMS-OPL-D-3G-C)	\$105.35 \$139.06	K K	31% 31%	\$72.69 \$95.95	\$0.00 \$0.00	\$0.00 \$0.00					VMWARE VMWARE
5	VOMSOPD3GC-K VOMSOPL3PC-K	SEL V-OMS-OPL-D-3G-C) SEL V-OMS-OPL-D-3P-C)	\$139.06 \$148.25	K	31%	\$95.95 \$102.29	\$0.00	\$0.00					VMWARE
5	VOMSOPLD2GC	SEL V-OMS-OPL-D-2G-C)	\$93.00	ĸ	31%	\$64.17	\$0.00	\$0.00				\$0.00	VMWARE
5	VOMSOPLD2GC-I	SEL V-OMS-OPL-D-2G-C)	\$93.00	K	31%	\$64.17	\$0.00	\$0.00			\$0.00		VMWARE
5 5	VOMSOPLD2PC VOMSOPLD2PC-I	SEL V-OMS-OPL-D-2P-C) SEL V-OMS-OPL-D-2P-C)	\$98.00 \$98.00	K K	31% 31%	\$67.62 \$67.62	\$0.00 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	VOMSOPLD2PC-I	SEL V-OMS-OPL-D-2P-C) SEL V-OMS-OPL-D-3G-C)	\$130.00	K	31%	\$89.70	\$0.00	\$0.00					VMWARE
5	VOMSOPLD3GC-I	SEL V-OMS-OPL-D-3G-C)	\$130.00	K	31%	\$89.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VOMSOPLD3PC	SEL V-OMS-OPL-D-3P-C)	\$138.00	K	31%	\$95.22	\$0.00	\$0.00					VMWARE
5	VOMSOPLD3PC-I	SEL V-OMS-OPL-D-3P-C)	\$138.00	K	31%	\$95.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE

					NVP LEVEL 1 NVP MAINTENANCE AND WARRANTY UPGRADE NET PRICE								
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	VOMSOPLDC-K	SEL V-OMS-OPL-D-G-C)	\$52.52	K	31%	\$36.24	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5 5	VOMSOPLDGC VOMSOPLDGC-I	SEL V-OMS-OPL-D-G-C) SEL V-OMS-OPL-D-G-C)	\$49.00 \$49.00	K K	31% 31%	\$33.81 \$33.81	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VOMSOPLDGC-I	SEL V-OMS-OPL-D-G-C)	\$52.00	K	31%	\$35.88	\$0.00	\$0.00	\$0.00				VMWARE
5	VOMSOPLDPC-I	SEL V-OMS-OPL-D-P-C)	\$52.00	ĸ	31%	\$35.88	\$0.00	\$0.00	\$0.00				VMWARE
5	VOMSOPLDP-K	SEL V-OMS-OPL-D-P-C)	\$55.74	K	31%	\$38.46	\$0.00	\$0.00	\$0.00				VMWARE
5	VOMSPLDEVC	SEL V-OMS-PL-DEV-C)	\$70.00	K	31%	\$48.30	\$0.00	\$0.00	\$0.00				VMWARE
5	VOMSPLLDC	SEL V-OMS-PLL-D-C)	\$70.00	K	31%	\$48.30	\$0.00	\$0.00	\$0.00				VMWARE
5 5	VOMSPLLDC-I VOMSPLLUC	SEL V-OMS-PLL-D-C) SEL V-OMS-PLL-U-C)	\$70.00 \$140.00	K K	31% 31%	\$48.30 \$96.60	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VOMSPLLUC-I	SEL V-OMS-PLL-U-C)	\$140.00	K	31%	\$96.60	\$0.00	\$0.00	\$0.00				VMWARE
5	VOSOPLD2GC-K	SEL V-OMS-OPL-D-2G-C)	\$99.98	ĸ	31%	\$68.99	\$0.00	\$0.00	\$0.00				VMWARE
5	VOSPLLUC-K	SEL V-OMS-PLL-U-C)	\$149.79	K	31%	\$103.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VPSAWTSPC	SEL V-PS-AWT-SP-C)	\$500.00	K	31%	\$345.00	\$0.00	\$0.00	\$0.00				VMWARE
5	VPSMCCSP	SEL V-PS-MCC-SP)	\$1,750.00	K	31%	\$1,207.50	\$0.00	\$0.00	\$0.00				VMWARE
5 5	VPSMCCSP-I VPSMCCSP-K	SEL V-PS-MCC-SP) SEL V-PS-MCC-SP)	\$1,750.00 \$1,504.21	K K	31% 31%	\$1,207.50 \$1,037.90	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	VPSPMGMADDON	SEL V-PS-PMGM-ADDON)	\$3,500.00	K	31%	\$2,415.00	\$0.00	\$0.00	\$0.00				VMWARE
5		SEL V-PS-PMGM-ADDON)	\$3,500.00	K	31%	\$2,415.00	\$0.00	\$0.00	\$0.00				VMWARE
5	VPSPMGMADO-K	SEL V-PS-PMGM-ADDON)	\$3,750.38	K	31%	\$2,587.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VPSVIDMAPPINT	SEL V-PS-VIDM-APPINT)	\$3,000.00	K	31%	\$2,070.00	\$0.00	\$0.00	\$0.00				VMWARE
5		SEL V-PS-VIDM-APPINT)	\$3,000.00	K	31%	\$2,070.00	\$0.00	\$0.00	\$0.00				VMWARE
5 5	VPSVIDMAPPINT-K VR6OADVCC	SEL V-PS-VIDM-APPINT) SEL VR6-OADVC-C)	\$2,580.17 \$2,750.00	K K	31% 31%	\$1,780.32 \$1,897.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	VR6OADVCC-I	SEL VR6-OADVC-C)	\$3,217.50	ĸ	31%	\$2,220.08	\$0.00	\$0.00	\$0.00				VMWARE
5	VR6OADVCC-K	SEL VR6-OADVC-C)	\$3,091.48	K	31%	\$2,133.12	\$0.00	\$0.00	\$0.00				VMWARE
5	VR6OSCOADCUC	SEL VR6-OSTC-OADVC-UG-C)	\$1,650.00	K	31%	\$1,138.50	\$0.00	\$0.00	\$0.00				VMWARE
5		SEL VR6-OSTC-OADVC-UG-C)	\$1,930.50	K	31%	\$1,332.05	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5		SEL VR6-OSTC-OADVC-UG-C)	\$1,857.95	K	31%	\$1,281.99	\$0.00	\$0.00	\$0.00				VMWARE
5 5	VR6OSTCC VR6OSTCC-I	SEL VR6-OSTC-C) SEL VR6-OSTC-C)	\$1,250.00 \$1,462.50	K K	31% 31%	\$862.50 \$1,009.13	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	VR6OSTCC-K	SEL VR6-OSTC-C)	\$1,405.91	ĸ	31%	\$970.08	\$0.00	\$0.00	\$0.00				VMWARE
5		SEL VR6-OSTDC-OADVC-UG-C)	\$2,200.00	K	31%	\$1,518.00	\$0.00	\$0.00	\$0.00				VMWARE
5		SEL VR6-OSTDC-OADVC-UG-C)	\$2,574.00	K	31%	\$1,776.06	\$0.00	\$0.00	\$0.00				VMWARE
5		(SEL VR6-OSTDC-OADVC-UG-C)	\$2,470.89	K	31%	\$1,704.91	\$0.00	\$0.00	\$0.00				VMWARE
5 5	VR6VU100C VR6VU100C-I	SEL VR6-VU100-C) SEL VR6-VU100-C)	\$7,500.00 \$8,775.00	K K	31% 31%	\$5,175.00 \$6,054.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	VR6VU100C-K	SEL VR6-VU100-C)	\$8,466.14	ĸ	31%	\$5,841.64	\$0.00	\$0.00	\$0.00				VMWARE
5	VR6VU10C	SEL VR6-VU10-C)	\$750.00	K	31%	\$517.50	\$0.00	\$0.00	\$0.00				VMWARE
5	VR6VU10C-I	SEL VR6-VU10-C)	\$877.50	K	31%	\$605.48	\$0.00	\$0.00	\$0.00				VMWARE
5	VR6VU10C-K	SEL VR6-VU10-C)	\$846.61	K	31%	\$584.16	\$0.00	\$0.00	\$0.00				VMWARE
5 5	VR7AAVENTUC VR7AAVENTUC-I	SEL VR7-AADV-ENT-UG-C) SEL VR7-AADV-ENT-UG-C)	\$960.00 \$1,123.20	K K	31% 31%	\$662.40 \$775.01	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	VR7AAVENTUC-K	SEL VR7-AADV-ENT-UG-C)	\$1,076.46	K	31%	\$742.76	\$0.00	\$0.00	\$0.00				VMWARE
5	VR7ADVC	SEL VR7-ADV-C)	\$6,245.00	K	31%	\$4,309.05	\$0.00	\$0.00	\$0.00				VMWARE
5	VR7ADVC-I	SEL VR7-ADV-C)	\$7,306.65	K	31%	\$5,041.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VR7ADVC-K	SEL VR7-ADV-C)	\$7,021.91	K	31%	\$4,845.12	\$0.00	\$0.00	\$0.00				VMWARE
5	VR7ATAD25CV2 VR7ATAD25CV2-I	SEL VR7-ATAD25-C)	\$6,875.00	K K	31% 31%	\$4,743.75	\$0.00	\$0.00	\$0.00 \$0.00				VMWARE
5 5	VR7ATAD25CV2-I VR7ATATENUCV2	SEL VR7-ATAD25-C) SEL VR7-ATAD-ATEN-UG-C)	\$8,043.75 \$5,500.00	K	31%	\$5,550.19 \$3,795.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00				VMWARE VMWARE
5		SEL VR7-ATAD-ATEN-UG-C)	\$6,435.00	ĸ	31%	\$4,440.15	\$0.00	\$0.00	\$0.00				VMWARE
5	VR7ATEN25CV2	SEL VR7-ATEN25-C)	\$11,875.00	K	31%	\$8,193.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7ATEN25CV2-I	SEL VR7-ATEN25-C)	\$13,893.75	K	31%	\$9,586.69	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	VR7AUTDT25C	SEL VR7-AUTDT25-C)	\$3,325.00	K	31%	\$2,294.25	\$0.00	\$0.00					VMWARE
5 5	VR7AUTDT25C-I VR7AUTDT25C-K	SEL VR7-AUTDT25-C) SEL VR7-AUTDT25-C)	\$3,890.25 \$3,735.06	K K	31% 31%	\$2,684.27 \$2,577.19	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	VR7BCLOAVUC	SEL VR7-BCLO-ADV-UG-C)	\$1,370.00	ĸ	31%	\$945.30	\$0.00	\$0.00	\$0.00				VMWARE
5	VR7BCLOAVUC-I	SEL VR7-BCLO-ADV-UG-C)	\$1,602.90	K	31%	\$1,106.00	\$0.00	\$0.00	\$0.00				VMWARE
5	VR7BCLOAVUC-K	SEL VR7-BCLO-ADV-UG-C)	\$1,543.82	K	31%	\$1,065.24	\$0.00	\$0.00	\$0.00				VMWARE
5		SEL VR7-BCLO-ENT-UG-C)	\$3,020.00	K	31%	\$2,083.80	\$0.00	\$0.00	\$0.00				VMWARE
5 5		SEL VR7-BCLO-ENT-UG-C) (SEL VR7-BCLO-ENT-UG-C)	\$3,533.40 \$3,397.95	K K	31% 31%	\$2,438.05 \$2,344.59	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	VR7ENTC	SEL VR7-ENT-C)	\$7,745.00	K	31%	\$5,344.05	\$0.00	\$0.00	\$0.00				VMWARE
5	VR7ENTC-I	SEL VR7-ENT-C)	\$9,061.65	ĸ	31%	\$6,252.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	1	VMWARE
5	VR7ENTC-K	SEL VR7-ENT-C)	\$8,695.99	K	31%	\$6,000.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7LI4CAVUC	SEL VR7-LIS4C-ADV-UG-C)	\$5,220.00	K	31%	\$3,601.80	\$0.00	\$0.00					VMWARE
5	VR7LI4CAVUC-I	SEL VR7-LIS4C ADV LIC C	\$6,107.40	K	31%	\$4,214.11	\$0.00	\$0.00					VMWARE
5 5	VR7LI4CAVUC-K VR7LI4CENUC	SEL VR7-LIS4C-ADV-UG-C) SEL VR7-LIS4C-ENT-UG-C)	\$5,865.00 \$6,870.00	K K	31% 31%	\$4,046.85 \$4,740.30	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	VR7LI4CENUC-I	SEL VR7-LIS4C-ENT-UG-C)	\$8,037.90	K	31%	\$5,546.15	\$0.00	\$0.00	\$0.00				VMWARE
5	VR7LI4CENUC-K	SEL VR7-LIS4C-ENT-UG-C)	\$7,699.97	K	31%	\$5,312.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7LI4CSTUC	SEL VR7-LIS4C-STD-UG-C)	\$2,470.00	K	31%	\$1,704.30	\$0.00	\$0.00	\$0.00				VMWARE
5	VR7LI4CSTUC-I	SEL VR7-LIS4C-STD-UG-C)	\$2,889.90	K	31%	\$1,994.03	\$0.00	\$0.00					VMWARE
5 5	VR7LI4CSTUC-K VR7LI4OAVUC	SEL VR7-LIS4C-STD-UG-C) SEL VR7-LIS4O-ADV-UG-C)	\$2,777.35 \$1,370.00	K K	31% 31%	\$1,916.37 \$945.30	\$0.00 \$0.00	\$0.00 \$0.00					VMWARE VMWARE
5	VR7LI4OAVUC-I	SEL VR7-LIS4O-ADV-UG-C)	\$1,602.90	K	31%	\$1,106.00	\$0.00	\$0.00					VMWARE
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					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAI	RRANTY UPGRADE	NET PRICE		
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	VR7LI4OAVUC-K	SEL VR7-LIS4O-ADV-UG-C)	\$1,543.82	K	31%	\$1,065.24	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	VR7LI4OENUC	SEL VR7-LIS4O-ENT-UG-C)	\$3,020.00	K	31%	\$2,083.80	\$0.00	\$0.00		\$0.00			VMWARE
5 5	VR7LI4OENUC-I VR7LI4OENUC-K	SEL VR7-LIS4O-ENT-UG-C) SEL VR7-LIS4O-ENT-UG-C)	\$3,533.40 \$3,397.95	K K	31% 31%	\$2,438.05 \$2,344.59	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VR7OADCADUC	SEL VR7-OADVC-ADV-UG-C)	\$3,845.00	ĸ	31%	\$2,653.05	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	VR7OADCADUC-I	SEL VR7-OADVC-ADV-UG-C)	\$4,498.65	ĸ	31%	\$3,104.07	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	VR7OADCADUC-K	SEL VR7-OADVC-ADV-UG-C)	\$4,325.01	K	31%	\$2,984.26	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	VR70ADCENUC	SEL VR7-OADVC-ENT-UG-C)	\$5,495.00	K	31%	\$3,791.55	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	VR7OADCENUC-I	SEL VR7-OADVC-ENT-UG-C)	\$6,429.15	K	31%	\$4,436.11	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5 5	VR7OADCENUC-K VR7OADCSTUC	SEL VR7-OADVC-ENT-UG-C) SEL VR7-OADVC-STD-UG-C)	\$6,179.13 \$1,095.00	K K	31% 31%	\$4,263.60 \$755.55	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VR7OADCSTUC-I	SEL VR7-OADVC-STD-UG-C)	\$1,281.15	K	31%	\$883.99	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	VR7OADCSTUC-K	SEL VR7-OADVC-STD-UG-C)	\$1,229.70	K	31%	\$848.49	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	VR7OADVENUC	SEL VR7-OADV-ENT-UG-C)	\$960.00	K	31%	\$662.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7OADVENUC-I	SEL VR7-OADV-ENT-UG-C)	\$1,123.20	K	31%	\$775.01	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5 5	VR7OADVENUC-K	SEL VR7-OADV-ENT-UG-C)	\$1,076.46	K K	31% 31%	\$742.76	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	VR70ISENTUC VR70ISENTUC-I	SEL VR7-OIST-ENT-UG-C) SEL VR7-OIST-ENT-UG-C)	\$6,320.00 \$7,394.40	K	31%	\$4,360.80 \$5,102.14	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VR70ISENTUC-K	SEL VR7-OIST-ENT-UG-C)	\$7,106.19	ĸ	31%	\$4,903.27	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	VR70ISSTUC	SEL VR7-OIST-STD-UG-C)	\$1,920.00	K	31%	\$1,324.80	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	VR70ISSTUC-I	SEL VR7-OIST-STD-UG-C)	\$2,246.40	K	31%	\$1,550.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR70ISSTUC-K	SEL VR7-OIST-STD-UG-C)	\$2,156.76	K	31%	\$1,488.16	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5 5	VR70ISTADVUGC	SEL VR7-OIST-ADV-UG-C)	\$4,670.00	K	31% 31%	\$3,222.30	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5		SEL VR7-OIST-ADV-UG-C) (SEL VR7-OIST-ADV-UG-C)	\$5,463.90 \$5,252.07	K K	31%	\$3,770.09 \$3,623.93	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VR7OSTADUC	SEL VR7-OSTC-ADV-UG-C)	\$5,495.00	ĸ	31%	\$3,791.55	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	VR7OSTADUC-I	SEL VR7-OSTC-ADV-UG-C)	\$6,429.15	K	31%	\$4,436.11	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	VR7OSTADUC-K	SEL VR7-OSTC-ADV-UG-C)	\$6,179.13	K	31%	\$4,263.60	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	VR7OSTDADUC	SEL VR7-OSTDO-ADV-UG-C)	\$3,435.00	K	31%	\$2,370.15	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	VR7OSTDADUC-I	SEL VR7-OSTDO-ADV-UG-C)	\$4,018.95	K	31%	\$2,773.08	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5 5	VR7OSTDADUC-K VR7OSTENUC	SEL VR7-OSTDO-ADV-UG-C) SEL VR7-OSTC-ENT-UG-C)	\$3,857.65 \$7,145.00	K K	31% 31%	\$2,661.78 \$4,930.05	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VR7OSTENUC-I	SEL VR7-OSTC-ENT-UG-C)	\$8,359.65	K	31%	\$5,768.16	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	VR7OSTENUC-K	SEL VR7-OSTC-ENT-UG-C)	\$8,006.44	K	31%	\$5,524.44	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	VR7OSTOENUC	SEL VR7-OSTDO-ENT-UG-C)	\$5,085.00	K	31%	\$3,508.65	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	VR7OSTOENUC-I	SEL VR7-OSTDO-ENT-UG-C)	\$5,949.45	K	31%	\$4,105.12	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5 5	VR7OSTOENUC-K VR7OSTOSTUC	SEL VR7-OSTDO-ENT-UG-C)	\$5,719.43	K	31%	\$3,946.41	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE VMWARE
5 5	VR7OSTOSTUC-I	SEL VR7-OSTDO-STD-UG-C) SEL VR7-OSTDO-STD-UG-C)	\$685.00 \$801.45	K K	31% 31%	\$472.65 \$553.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VR7OSTOSTUC-K	SEL VR7-OSTDO-STD-UG-C)	\$770.00	ĸ	31%	\$531.30	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	VR7OSTSTUC	SEL VR7-OSTC-STD-UG-C)	\$2,745.00	K	31%	\$1,894.05	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	VR7OSTSTUC-I	SEL VR7-OSTC-STD-UG-C)	\$3,211.65	K	31%	\$2,216.04	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	VR7OSTSTUC-K	SEL VR7-OSTC-STD-UG-C)	\$3,083.82	K	31%	\$2,127.84	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5 5	VR7STDADVUGC VR7STDADVUGC-I	SEL VR7-STD-ADV-UG-C) SEL VR7-STD-ADV-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	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5 5		SEL VR7-STD-ADV-UG-C) SEL VR7-STD-ADV-UG-C)	\$3,217.50 \$3,091.48	K	31%	\$2,220.06	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE VMWARE
5	VR7STDC	SEL VR7-STD-C)	\$3,745.00	ĸ	31%	\$2,584.05	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	VR7STDC-I	SEL VR7-STD-C)	\$4,381.65	K	31%	\$3,023.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7STDC-K	SEL VR7-STD-C)	\$4,210.08	K	31%	\$2,904.96	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	VRBCLADVCC	SEL VR-BCLADVC-C)	\$3,000.00	K	31%	\$2,070.00	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5 5	VRBCLADVCC-I VRBCLADVCC-K	SEL VR-BCLADVC-C) SEL VR-BCLADVC-C)	\$3,510.00 \$3,374.96	K K	31% 31%	\$2,421.90 \$2,328.72	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VRBCLADVO25C	SEL VR-BCLADVO-25-C)	\$5,000.00	K	31%	\$3,450.00	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	VRBCLADVO25C-I	SEL VR-BCLADVO-25-C)	\$5,850.00	K	31%	\$4,036.50	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	VRBCLADVO25C-K	SEL VR-BCLADVO-25-C)	\$5,619.83	K	31%	\$3,877.68	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VRCODE2CC	SEL VR-CODE2C-C)	\$5,450.00	K	31%	\$3,760.50	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5 5	VRCODE2CC-I VRCODE2CC-K	SEL VR-CODE2C-C)	\$6,376.50	K	31% 31%	\$4,399.79	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE
5	VRCODE2CC-K	SEL VR-CODE2C-C) SEL VR-CODE2O-C)	\$6,125.50 \$545.00	K K	31%	\$4,226.60 \$376.05	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE VMWARE
5	VRCODE2OC-I	SEL VR-CODE2O-C)	\$637.65	K	31%	\$439.98	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	VRCODE2OC-K	SEL VR-CODE2O-C)	\$612.55	K	31%	\$422.66	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	VRLIS4CPUC	SEL VR-LIS4-CPU-C)	\$1,500.00	K	31%	\$1,035.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VRLIS4CPUC-I	SEL VR-LIS4-CPU-C)	\$1,755.00	K	31%	\$1,210.95	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	VRLIS4CPUC-K	SEL VR-LIS4-CPU-C)	\$1,689.40	K	31%	\$1,165.69	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5 5	VRLIS4O25C VRLIS4O25C-I	SEL VR-LIS4O-25-C) SEL VR-LIS4O-25-C)	\$5,000.00 \$5,850.00	K K	31% 31%	\$3,450.00 \$4,036.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VRLIS4025C-I VRLIS4025C-K	SEL VR-LIS40-25-C) SEL VR-LIS40-25-C)	\$5,650.00 \$5,619.83	K	31%	\$4,036.50 \$3,877.68	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE VMWARE
5	VRNIANX100C	SEL VR-NI-ANX100-C)	\$2,500.00	ĸ	31%	\$1,725.00	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	VRNIANX100C-I	SEL VR-NI-ANX100-C)	\$2,925.00	K	31%	\$2,018.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VRNIANX100C-K	SEL VR-NI-ANX100-C)	\$2,808.00	K	31%	\$1,937.52	\$0.00	\$0.00		\$0.00			VMWARE
5	VRNIANX10C	SEL VR-NI-ANX10-C)	\$250.00	K	31%	\$172.50	\$0.00	\$0.00		\$0.00			VMWARE
5 5	VRNIANX10C-I VRNIANX10C-K	SEL VR-NI-ANX10-C) SEL VR-NI-ANX10-C)	\$292.50 \$280.80	K K	31% 31%	\$201.83 \$193.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VRNIANXCC	SEL VR-NI-ANXC-C)	\$1,245.00	K	31%	\$859.05	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	VRNIANXCC-I	SEL VR-NI-ANXC-C)	\$1,456.65	K	31%	\$1,005.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VRNIANXCC-K	SEL VR-NI-ANXC-C)	\$1,398.25	K	31%	\$964.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE

					NVP LEVEL 1 NVP MAINTENANCE AND WARRANTY UPGRADE NET PRICE								
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	VRNIENX100C	SEL VR-NI-ENX100-C)	\$4,450.00	K	31%	\$3,070.50	\$0.00	\$0.00			\$0.00		VMWARE
5 5	VRNIENX100C-I VRNIENX100C-K	SEL VR-NI-ENX100-C) SEL VR-NI-ENX100-C)	\$5,206.50 \$4,999.23	K K	31% 31%	\$3,592.49 \$3,449.47	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VRNIENX10C	SEL VR-NI-ENX10-C)	\$445.00	ĸ	31%	\$307.05	\$0.00	\$0.00			\$0.00		VMWARE
5	VRNIENX10C-I	SEL VR-NI-ENX10-C)	\$520.65	K	31%	\$359.25	\$0.00	\$0.00			\$0.00		VMWARE
5	VRNIENX10C-K	SEL VR-NI-ENX10-C)	\$499.92	K	31%	\$344.94	\$0.00	\$0.00			\$0.00		VMWARE
5 5	VRNIENXCC VRNIENXCC-I	SEL VR-NI-ENXC-C) SEL VR-NI-ENXC-C)	\$2,195.00 \$2,568.15	K K	31% 31%	\$1,514.55 \$1,772.02	\$0.00 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	VRNIENXCC-K	SEL VR-NI-ENXC-C)	\$2,470.89	K	31%	\$1,704.91	\$0.00	\$0.00			\$0.00		VMWARE
5	VRNIUAEXCUC	SEL VR-NI-UG-AENXC-UG-C)	\$1,045.00	K	31%	\$721.05	\$0.00	\$0.00			\$0.00		VMWARE
5	VRNIUAEXCUC-I	SEL VR-NI-UG-AENXC-UG-C)	\$1,222.65	K	31%	\$843.63	\$0.00	\$0.00			\$0.00		VMWARE
5 5	VRNIUAEXCUC-K	SEL VR-NI-UG-AENXC-UG-C)	\$1,176.06	K K	31%	\$811.48	\$0.00	\$0.00			\$0.00		VMWARE
5	VROADV25C VROADV25C-I	SEL VR6-OADV25-C) SEL VR6-OADV25-C)	\$6,875.00 \$8,043.75	K K	31% 31%	\$4,743.75 \$5,550.19	\$0.00 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	VROADV25C-K	SEL VR6-OADV25-C)	\$7,699.97	ĸ	31%	\$5,312.98	\$0.00	\$0.00			\$0.00		VMWARE
5	VROADVOENTUGC	SEL VR6-OADV-OENT-UG-C)	\$11,550.00	K	31%	\$7,969.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5		I SEL VR6-OADV-OENT-UG-C)	\$13,513.50	K	31%	\$9,324.32	\$0.00	\$0.00			\$0.00		VMWARE
5 5	VROADVOENTUGC-F VROAMADC	KSEL VR6-OADV-OENT-UG-C) SEL VR-OAMAD-C)	\$12,986.52 \$1,500.00	K K	31% 31%	\$8,960.70 \$1,035.00	\$0.00 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	VROAMADC-I	SEL VR-OAMAD-C)	\$1,755.00	K	31%	\$1,210.95	\$0.00	\$0.00			\$0.00		VMWARE
5	VROAMADC-K	SEL VR-OAMAD-C)	\$1,689.40	ĸ	31%	\$1,165.69	\$0.00	\$0.00			\$0.00		VMWARE
5	VROENT25C	SEL VR6-OENT25-C)	\$17,375.00	K	31%	\$11,988.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VROENT25C-I	SEL VR6-OENT25-C)	\$20,328.75	K	31%	\$14,026.84	\$0.00	\$0.00			\$0.00		VMWARE
5 5	VROENT25C-K VROSTD25C	SEL VR6-OENT25-C) SEL VR6-OSTD25-C)	\$19,498.93 \$3,125.00	K K	31% 31%	\$13,454.26 \$2,156.25	\$0.00 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5 5	VROSTD25C-I	SEL VR6-OSTD25-C) SEL VR6-OSTD25-C)	\$3,656.25	K	31%	\$2,150.25	\$0.00	\$0.00			\$0.00		VMWARE
5	VROSTD25C-K	SEL VR6-OSTD25-C)	\$3,512.87	K	31%	\$2,423.88	\$0.00	\$0.00			\$0.00		VMWARE
5		SEL VR6-OSTD-OADV-UG-C)	\$4,125.00	K	31%	\$2,846.25	\$0.00	\$0.00			\$0.00	\$0.00	VMWARE
5		I SEL VR6-OSTD-OADV-UG-C)	\$4,826.25	K	31%	\$3,330.11	\$0.00	\$0.00			\$0.00		VMWARE
5		KSEL VR6-OSTD-OADV-UG-C)	\$4,639.14	K	31%	\$3,201.01	\$0.00	\$0.00			\$0.00		VMWARE
5 5		SEL VR6-OSTD-OENT-UG-C) SEL VR6-OSTD-OENT-UG-C)	\$15,675.00 \$18,339.75	K K	31% 31%	\$10,815.75 \$12,654.43	\$0.00 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5		KSEL VR6-OSTD-OENT-UG-C)	\$17,583.51	K	31%	\$12,132.62	\$0.00	\$0.00			\$0.00		VMWARE
5	VS6DT100VMC	SEL VS6-DT100VM-C)	\$8,000.00	K	31%	\$5,520.00	\$0.00	\$0.00			\$0.00		VMWARE
5	VS6DT100VMC-I	SEL VS6-DT100VM-C)	\$9,360.00	K	31%	\$6,458.40	\$0.00	\$0.00			\$0.00		VMWARE
5	VS6DT100VMC-K	SEL VS6-DT100VM-C)	\$9,385.53	K	31%	\$6,476.02	\$0.00	\$0.00			\$0.00		VMWARE
5 5	VS6EPLAKC-I	SEL VS6-EPL-AK-C) SEL VS6-EPL-AK-C)	\$22,995.00 \$26,904.15	K K	31% 31%	\$15,866.55 \$18,563.86	\$0.00 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	VS6EPLAKC-K	SEL VS6-EPL-AK-C)	\$27,083.97	K	31%	\$18,687.94	\$0.00	\$0.00			\$0.00		VMWARE
5	VS6EPLC	SEL VS6-EPL-C)	\$3,495.00	K	31%	\$2,411.55	\$0.00	\$0.00			\$0.00		VMWARE
5	VS6EPLC-I	SEL VS6-EPL-C)	\$4,089.15	K	31%	\$2,821.51	\$0.00	\$0.00			\$0.00		VMWARE
5	VS6EPLC-K	SEL VS6-EPL-C)	\$4,118.14	K	31%	\$2,841.52	\$0.00	\$0.00			\$0.00		VMWARE
5 5	VS6ESESPLUGC VS6ESESPLUGC-I	SEL VS6-ES-ESPL-UG-C) SEL VS6-ES-ESPL-UG-C)	\$4,400.00 \$4,400.00	K K	31% 31%	\$3,036.00 \$3,036.00	\$0.00 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5		SEL VS6-ES-ESPL-UG-C)	\$5,183.11	ĸ	31%	\$3,576.35	\$0.00	\$0.00			\$0.00		VMWARE
5	VS6ESPKITC	SEL VS6-ESP-KIT-C)	\$4,495.00	K	31%	\$3,101.55	\$0.00	\$0.00			\$0.00		VMWARE
5	VS6ESPKITC-I	SEL VS6-ESP-KIT-C)	\$4,495.00	K	31%	\$3,101.55	\$0.00	\$0.00			\$0.00		VMWARE
5	VS6ESPKITC-K	SEL VS6-ESP-KIT-C)	\$5,298.04	K	31%	\$3,655.65	\$0.00	\$0.00			\$0.00		VMWARE
5 5	VS6ESSLKITC VS6ESSLKITC-I	SEL VS6-ESSL-KIT-C) SEL VS6-ESSL-KIT-C)	\$495.00 \$579.15	K K	31% 31%	\$341.55 \$399.61	\$0.00 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	VS6ESSLKITC-K	SEL VS6-ESSL-KIT-C)	\$583.44	ĸ	31%	\$402.57	\$0.00	\$0.00			\$0.00		VMWARE
5	VS60EPLC	SEL VS6-OEPL-C)	\$4,395.00	K	31%	\$3,032.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS60EPLC-I	SEL VS6-OEPL-C)	\$5,142.15	K	31%	\$3,548.08	\$0.00	\$0.00			\$0.00		VMWARE
5	VS60EPLC-K	SEL VS6-OEPL-C)	\$4,937.94	K	31%	\$3,407.18	\$0.00	\$0.00			\$0.00		VMWARE
5 5	VS6RBADV25C VS6RBADV25C-I	SEL VS6-RBADV25-C) SEL VS6-RBADV25-C)	\$4,500.00 \$5,265.00	K K	31% 31%	\$3,105.00 \$3,632.85	\$0.00 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	VS6RBADV25C-K	SEL VS6-RBADV25-C)	\$5,298.04	K	31%	\$3,655.65	\$0.00	\$0.00			\$0.00		VMWARE
5	VS6RBSTD25C	SEL VS6-RBSTD25-C)	\$3,000.00	K	31%	\$2,070.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VMWARE
5	VS6RBSTD25C-I	SEL VS6-RBSTD25-C)	\$3,510.00	K	31%	\$2,421.90	\$0.00	\$0.00			\$0.00		VMWARE
5	VS6RBSTD25C-K	SEL VS6-RBSTD25-C)	\$3,535.86	K	31%	\$2,439.74	\$0.00	\$0.00			\$0.00		VMWARE
5 5	VS6STDAKC VS6STDAKC-I	SEL VS6-STD-AK-C) SEL VS6-STD-AK-C)	\$10,995.00 \$12,864.15	K K	31% 31%	\$7,586.55 \$8,876.26	\$0.00 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	VS6STDAKC-K	SEL VS6-STD-AK-C)	\$12,986.52	K	31%	\$8,960.70	\$0.00	\$0.00			\$0.00		VMWARE
5	VS6STDC	SEL VS6-STD-C)	\$995.00	K	31%	\$686.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS6STDC-I	SEL VS6-STD-C)	\$1,164.15	K	31%	\$803.26	\$0.00	\$0.00			\$0.00		VMWARE
5	VS6STDC-K	SEL VS6-STD-C)	\$1,168.40		31%	\$806.20	\$0.00	\$0.00			\$0.00		VMWARE
5 5	VTELOPDGC-K VTELOPLDGC	SEL V-TEL-OPL-D-G-C) SEL V-TEL-OPL-D-G-C)	\$12.83 \$12.00	K K	31% 31%	\$8.85 \$8.28	\$0.00 \$0.00	\$0.00 \$0.00					VMWARE VMWARE
5	VTELOPLDGC VTELOPLDGC-I	SEL V-TEL-OPL-D-G-C)	\$12.00		31%	\$8.28	\$0.00	\$0.00			\$0.00		VMWARE
5	VTELOPLDPC	SEL V-TEL-OPL-D-P-C)	\$13.00	K	31%	\$8.97	\$0.00	\$0.00			\$0.00		VMWARE
5	VTELOPLDPC-I	SEL V-TEL-OPL-D-P-C)	\$13.00	K	31%	\$8.97	\$0.00	\$0.00			\$0.00		VMWARE
5	VTELOPLPC-K	SEL V-TEL-OPL-D-P-C)	\$13.91	K	31%	\$9.60	\$0.00	\$0.00			\$0.00		VMWARE
5 5	VTELPLLDC VTELPLLDC-I	SEL V-TEL-PLL-D-C) SEL V-TEL-PLL-D-C)	\$20.00 \$20.00	K K	31% 31%	\$13.80 \$13.80	\$0.00 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	VTELPLLDG-I	SEL V-TEL-PLL-D-C)	\$20.00	K	31%	\$13.60	\$0.00	\$0.00					VMWARE
5	VTSDCL1YCV2-I	SEL V-TCSBDCL-DEV1Y-C)	\$24.00		31%	\$16.56	\$0.00	\$0.00			\$0.00		VMWARE

					NVP LEVEL 1			NVP MAINTENA	NCE AND WA	RRANTY UPGRADE	NET PRICE		
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	VTSDCLDE1YC	SEL V-TCSBDCL-DEV1Y-C)	\$24.00	K	31%	\$16.56	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5 5	VTSSCL1YCV2-I VTSSCLDE1YC	SEL V-TCSBSCL-DEV1Y-C) SEL V-TCSBSCL-DEV1Y-C)	\$12.00 \$12.00	K K	31% 31%	\$8.28 \$8.28	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5		SEL V-UG-HEN-WOE100U-PRO)	\$5,500.00	K	31%	\$3,795.00	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	VUGENOE100URO-I	SEL V-UG-HEN-WOE100U-PRO)	\$5,747.50	K	31%	\$3,965.78	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5		(SEL V-UG-HEN-WOE100U-PRO)	\$5,895.65	K	31%	\$4,068.00	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5		SEL V-UG-WESA-PLL-U-C)	\$115.50	K	31%	\$79.70	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5 5		SEL V-UG-WESA-PLL-U-C) SEL V-UG-WESA-PLL-U-C)	\$120.70 \$123.74	K K	31% 31%	\$83.28 \$85.38	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5		SEL V-UG-WESS-PLL-U-C)	\$16.50	K	31%	\$11.39	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5		SEL V-UG-WESS-PLL-U-C)	\$17.24	K	31%	\$11.90	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5		SEL V-UG-WESS-PLL-U-C)	\$17.66	K	31%	\$12.19	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5		SEL V-UG-HEN-WOE10U-PRO) SEL V-UG-HEN-WOE10U-PRO)	\$550.00 \$574.75	K	31% 31%	\$379.50 \$396.58	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00			VMWARE
5 5		SEL V-UG-HEN-WOE10U-PRO)	\$589.56	K K	31%	\$406.80	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00			VMWARE VMWARE
5	VWOAAPLLDC	SEL V-WOAA-PLL-D-C)	\$22.00	K	31%	\$15.18	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	VWOAAPLLDC-I	SEL V-WOAA-PLL-D-C)	\$22.99	K	31%	\$15.86	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	VWOAAPLLDC-K	SEL V-WOAA-PLL-D-C)	\$23.56	K	31%	\$16.26	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5 5	VWOAAPLLUC VWOAAPLLUC-I	SEL V-WOAA-PLL-U-C) SEL V-WOAA-PLL-U-C)	\$36.00 \$37.62	K K	31% 31%	\$24.84 \$25.96	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VWOAAPLLUC-K	SEL V-WOAA-PLL-U-C)	\$38.58	K	31%	\$26.62	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	VWOADPLUCV2	SEL V-WOA-AD-PLL-U-C)	\$126.00	K	31%	\$86.94	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	VWOADPLUCV2-I	SEL V-WOA-AD-PLL-U-C)	\$131.67	K	31%	\$90.85	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	VWOADPLUCV2-K	SEL V-WOA-AD-PLL-U-C)	\$135.23	K	31%	\$93.31	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5 5	VWOAPLLDC VWOAPLLDC-I	SEL V-WOA-PLL-D-C) SEL V-WOA-PLL-D-C)	\$90.00 \$94.05	K K	31% 31%	\$62.10 \$64.89	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VWOAPLLDC-K	SEL V-WOA-PLL-D-C)	\$94.05	K	31%	\$66.34	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	VWOAPUCV2	SEL V-WOA-PLL-U-C)	\$180.00	K	31%	\$124.20	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	VWOAPUCV2-I	SEL V-WOA-PLL-U-C)	\$188.10	K	31%	\$129.79	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	VWOAPUCV2-K	SEL V-WOA-PLL-U-C)	\$192.69	K	31%	\$132.96	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5 5	VWOEPLL10UC VWOEPLL10UC-I	SEL V-WOE-PLL-10U-C) SEL V-WOE-PLL-10U-C)	\$4,000.00 \$4,180.00	K K	31% 31%	\$2,760.00 \$2,884.20	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VWOEPLL10UC-K	SEL V-WOE-PLL-10U-C)	\$4,286.70	K	31%	\$2,957.82	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	VWOEPLLUC	SEL V-WOE-PLL-U-C)	\$40,000.00	K	31%	\$27,600.00	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	VWOEPLLUC-I	SEL V-WOE-PLL-U-C)	\$41,800.00	K	31%	\$28,842.00	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5 5	VWOEPLLUC-K VWOSPLLDC	SEL V-WOS-PLL-U-C)	\$42,866.99 \$50.00	K K	31% 31%	\$29,578.22 \$34.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VWOSPLLDC-I	SEL V-WOS-PLL-D-C) SEL V-WOS-PLL-D-C)	\$50.00 \$52.25	K	31%	\$36.05	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	VWOSPLLDC-K	SEL V-WOS-PLL-D-C)	\$53.59	ĸ	31%	\$36.98	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	VWOSPLLUCV2-K	SEL V-WOS-PLL-U-C)	\$96.15	K	31%	\$66.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VWOSPUCV2	SEL V-WOS-PLL-U-C)	\$90.00	K	31%	\$62.10	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5 5	VWOSPUCV2-I WS12LWCE	SEL V-WOS-PLL-U-C) SEL WS12-LW-CE)	\$94.05 \$249.99	K K	31% 31%	\$64.89 \$172.49	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	WS12LWCE-I	SEL WS12-LW-CE)	\$254.99	K	31%	\$175.94	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	WS12LWCEV2-K	SEL WS12-LW-CE)	\$258.16	K	31%	\$178.13	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5		SEL WS12-LW-UG-CE)	\$155.49	K	31%	\$107.29	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	WS12LWUGCE	SEL WS12-LW-UG-CE)	\$149.99	K	31%	\$103.49	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5 5	WS12LWUGCE-I	SEL WS12-LW-UG-CE) SEL WS12-PLAY6-7-UG-C)	\$152.99 \$82.71	K K	31% 31%	\$105.56 \$57.07	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5		SEL WS12-PLAY-UG-CE)	\$103.39	K	31%	\$71.34	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5		SEL WS12-PLAY6-7-UG-C)	\$79.99	K	31%	\$55.19	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5		SEL WS12-PLAY6-7-UG-C)	\$81.59	K	31%	\$56.30	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5 5	WS12PLAYC WS12PLAYC-I	SEL WS12-PLAY-C) SEL WS12-PLAY-C)	\$149.99 \$152.99	K K	31% 31%	\$103.49 \$105.56	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5		SEL WS12-PLAY-C)	\$155.49	K	31%	\$107.29	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	WS12PLAYUGCE	SEL WS12-PLAY-UG-CE)	\$99.99	ĸ	31%	\$68.99	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5		SEL WS12-PLAY-UG-CE)	\$101.99	K	31%	\$70.37	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5		SEL VTS-OS Prm-IA 24 mo. 1TB	\$614.40	K	31%	\$423.94	\$0.00	\$0.00	\$0.00	\$0.00			VSC CLOUD SOFT
5 5		SEL VTS-OS Prm-IA 36 mo. 1TB SEL VTS-OS Prm 24 mo. 1TB	\$921.60	K K	31% 31%	\$635.90	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VSC CLOUD SOFT
5		SEL VTS-OS Priii 24 iiio. 11B SEL VTS-OS Prm 24 mo. 2-50TB	\$1,449.99 \$1,425.41	K	31%	\$1,000.49 \$983.53	\$0.00	\$0.00	\$0.00	\$0.00			VSC CLOUD SOFT VSC CLOUD SOFT
5		SEL VTS-OS Prm 24 mo. 51-500TB	\$1,400.84	ĸ	31%	\$966.58	\$0.00	\$0.00	\$0.00	\$0.00			VSC CLOUD SOFT
5		SEL VTS-OS Prm 24 mo. 501-1000TB	\$1,376.26	K	31%	\$949.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VSC CLOUD SOFT
5		SEL VTS-OS Prm 24 mo. Over 1000TB	\$1,351.68	K	31%	\$932.66	\$0.00	\$0.00	\$0.00	\$0.00			VSC CLOUD SOFT
5		SEL VTS-OS Prm 36 mo. 1TB	\$2,174.98	K	31%	\$1,500.74	\$0.00	\$0.00	\$0.00				VSC CLOUD SOFT
5 5		SEL VTS-OS Prm 36 mo. 2-50TB SEL VTS-OS Prm 36 mo. 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	\$0.00 \$0.00	\$0.00 \$0.00			VSC CLOUD SOFT VSC CLOUD SOFT
5	VSC-OS-PRM-36-T3	SEL VTS-OS Prm 36 mo. 501-1000TB	\$2,064.39	ĸ	31%	\$1,424.43	\$0.00	\$0.00	\$0.00	\$0.00			VSC CLOUD SOFT
5	VSC-OS-PRM-36-T4	SEL VTS-OS Prm 36 mo. 1001TB+	\$2,027.52	K	31%	\$1,398.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VSC CLOUD SOFT
5		SEL VTS-OS Std-IA 24 mo. 1TB	\$307.20	K	31%	\$211.97	\$0.00	\$0.00	\$0.00	\$0.00			VSC CLOUD SOFT
5		SEL VTS-OS Std-IA 36 mo. 1TB	\$460.80	K	31%	\$317.95	\$0.00	\$0.00	\$0.00	\$0.00			VSC CLOUD SOFT
5 5		SEL VTS-OS Std 24 mo. 1TB SEL VTS-OS Std 24 mo. 2-50TB	\$737.28 \$725.00	K K	31% 31%	\$508.72 \$500.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VSC CLOUD SOFT VSC CLOUD SOFT
5		SEL VTS-OS Std 24 mo. 51-500TB	\$725.00 \$712.71	K	31%	\$491.77	\$0.00	\$0.00	\$0.00	\$0.00			VSC CLOUD SOFT
5	VSC-OS-STD-24-T3	SEL VTS-OS Std 24 mo. 501-1000TB	\$700.42	K	31%	\$483.29	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VSC CLOUD SOFT
5	VSC-OS-STD-24-T4	SEL VTS-OS Std 24 mo. 1001TB+	\$688.13	K	31%	\$474.81	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VSC CLOUD SOFT

				NVP LEVEL 1 NVP MAINTENANCE AND WARRANTY UPGRADE NET PRICE									
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5		SEL VTS-OS Std 36 mo. 1TB	\$1,105.92	K	31%	\$763.08	\$0.00	\$0.00		\$0.00	\$0.00		VSC CLOUD SOFT
5	VSC-OS-STD-36-T1	SEL VTS-OS Std 36 mo. 2-50TB	\$1,087.49	K	31%	\$750.37	\$0.00	\$0.00		\$0.00	\$0.00		VSC CLOUD SOFT
5 5		SEL VTS-OS Std 36 mo. 51-500TB	\$1,069.06	K K	31% 31%	\$737.65	\$0.00	\$0.00		\$0.00	\$0.00 \$0.00		VSC CLOUD SOFT
5 5		SEL VTS-OS Std 36 mo. 501-1000TB SEL VTS-OS Std 36 mo. 1001TB+	\$1,050.63 \$1,032.20	K	31%	\$724.93 \$712.22	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00		VSC CLOUD SOFT VSC CLOUD SOFT
5	456-111-483	HCIA NP UPG VSPH E+ TO VSOM E+ 1CPU=IG	\$961.29	K	31%	\$663.29	\$240.32	\$0.00 \$211.48		\$0.00	\$0.00		VXRAIL SOFTWARE
5	456-111-484	HCIA NP UPG VSPH STD TO VSOM E+ 1CPU=IC		ĸ	31%	\$2,505.76	\$907.89	\$798.94		\$0.00	\$0.00		VXRAIL SOFTWARE
5	456-111-485	HCIA NP UPG VSPH STD TO E+ 1CPU=IG	\$2,670.25	K	31%	\$1,842.47	\$667.56	\$587.46	\$0.00	\$0.00	\$0.00		VXRAIL SOFTWARE
5	456-111-486	HCIA NP UPG VSPH ROBO STD TO ADV 25VM=		K	31%	\$1,105.48	\$400.54	\$352.47		\$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	\$1,067.00	\$938.96		\$0.00	\$0.00		VXRAIL SOFTWARE
5	456-112-414	HCIA NP VSOM E+ 1CPU w/ 2Yr Maint=IG	\$4,268.00	K	31%	\$2,944.92	\$1,067.00	\$938.96		\$0.00	\$0.00		VXRAIL SOFTWARE
5 5	456-112-415 456-112-416	HCIA NP VSOM E+ 1CPU w/ 3Yr Maint=IG HCIA NP VSOM E+ 1CPU w/ 4Yr Maint=IG	\$4,268.00 \$4,268.00	K K	31% 31%	\$2,944.92	\$1,067.00	\$938.96 \$938.96		\$0.00 \$0.00	\$0.00 \$0.00		VXRAIL SOFTWARE
5	456-112-417	HCIA NP VSOM E+ 1CPU w/ 5Yr Maint=IG	\$4,268.00	K	31%	\$2,944.92 \$2,944.92	\$1,067.00 \$1,067.00	\$938.96		\$0.00	\$0.00		VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-112-418	HCIA NP VSPH E+ 1CPU w/ 1Yr Maint=IG	\$3,394.00	ĸ	31%	\$2,341.86	\$848.50	\$746.68		\$0.00	\$0.00		VXRAIL SOFTWARE
5	456-112-419	HCIA NP VSPH E+ 1CPU w/ 2Yr Maint=IG	\$3,394.00	K	31%	\$2,341.86	\$848.50	\$746.68		\$0.00	\$0.00		VXRAIL SOFTWARE
5	456-112-420	HCIA NP VSPH E+ 1CPU w/ 3Yr Maint=IG	\$3,394.00	K	31%	\$2,341.86	\$848.50	\$746.68	\$0.00	\$0.00	\$0.00		VXRAIL SOFTWARE
5	456-112-421	HCIA NP VSPH E+ 1CPU w/ 4Yr Maint=IG	\$3,394.00	K	31%	\$2,341.86	\$848.50	\$746.68		\$0.00	\$0.00		VXRAIL SOFTWARE
5	456-112-422	HCIA NP VSPH E+ 1CPU w/ 5Yr Maint=IG	\$3,394.00	K	31%	\$2,341.86	\$848.50	\$746.68		\$0.00	\$0.00		VXRAIL SOFTWARE
5	456-112-423	HCIA NP VSPH STD 1CPU w/ 1Yr Maint=IG	\$966.00	K	31%	\$666.54	\$241.50	\$212.52		\$0.00	\$0.00		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	\$241.50 \$241.50	\$212.52 \$212.52		\$0.00 \$0.00	\$0.00 \$0.00		VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-112-426	HCIA NP VSPH STD 1CPU w/ 4Yr Maint=IG	\$966.00	K	31%	\$666.54	\$241.50	\$212.52		\$0.00	\$0.00		VXRAIL SOFTWARE
5	456-112-427	HCIA NP VSPH STD 1CPU w/ 5Yr Maint=IG	\$966.00	ĸ	31%	\$666.54	\$241.50	\$212.52		\$0.00	\$0.00		VXRAIL SOFTWARE
5	456-112-428	HCIA NP VSPH ROBO ADV 25VM w/1YrMaint=IB		K	31%	\$3,015.30	\$1,092.50	\$961.40		\$0.00	\$0.00		VXRAIL SOFTWARE
5	456-112-429	HCIA NP VSPH ROBO ADV 25VM w/2YrMaint=IB	\$4,370.00	K	31%	\$3,015.30	\$1,092.50	\$961.40	\$0.00	\$0.00	\$0.00	\$1,092.50	VXRAIL SOFTWARE
5	456-112-430	HCIA NP VSPH ROBO ADV 25VM w/3YrMaint=IB		K	31%	\$3,015.30	\$1,092.50	\$961.40		\$0.00	\$0.00		VXRAIL SOFTWARE
5	456-112-431	HCIA NP VSPH ROBO ADV 25VM w/4YrMaint=IB		K	31%	\$3,015.30	\$1,092.50	\$961.40		\$0.00	\$0.00		VXRAIL SOFTWARE
5 5	456-112-432	HCIA NP VSPH ROBO ADV 25VM w/5YrMaint=IB		K	31%	\$3,015.30	\$1,092.50	\$961.40		\$0.00	\$0.00		VXRAIL SOFTWARE
5 5	456-112-433 456-112-434	HCIA NP VSPH ROBO STD 25VM w/1YrMaint=IB HCIA NP VSPH ROBO STD 25VM w/2YrMaint=IB		K K	31% 31%	\$2,009.97 \$2,009.97	\$728.25 \$728.25	\$640.86 \$640.86		\$0.00 \$0.00	\$0.00 \$0.00		VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-112-435	HCIA NP VSPH ROBO STD 25VM w/3YrMaint=IB		ĸ	31%	\$2,009.97	\$728.25	\$640.86		\$0.00	\$0.00		VXRAIL SOFTWARE
5	456-112-436	HCIA NP VSPH ROBO STD 25VM w/4YrMaint=IB		K	31%	\$2,009.97	\$728.25	\$640.86		\$0.00	\$0.00		VXRAIL SOFTWARE
5	456-112-437	HCIA NP VSPH ROBO STD 25VM w/5YrMaint=IB		K	31%	\$2,009.97	\$728.25	\$640.86	\$0.00	\$0.00	\$0.00		VXRAIL SOFTWARE
5	456-112-438	HCIA NP VSPH DSKTP 100VM w/ 1Yr Maint=IB	\$7,768.00	K	31%	\$5,359.92	\$1,942.00	\$1,708.96		\$0.00	\$0.00		VXRAIL SOFTWARE
5	456-112-439	HCIA NP VSPH DSKTP 100VM w/ 2Yr Maint=IB	\$7,768.00	K	31%	\$5,359.92	\$1,942.00	\$1,708.96		\$0.00	\$0.00		VXRAIL SOFTWARE
5	456-112-440	HCIA NP VSPH DSKTP 100VM w/ 3Yr Maint=IB	\$7,768.00	K	31%	\$5,359.92	\$1,942.00	\$1,708.96		\$0.00	\$0.00		VXRAIL SOFTWARE
5 5	456-112-441 456-112-442	HCIA NP VSPH DSKTP 100VM w/ 4Yr Maint=IB HCIA NP VSPH DSKTP 100VM w/ 5Yr Maint=IB	\$7,768.00 \$7,768.00	K K	31% 31%	\$5,359.92 \$5,359.92	\$1,942.00 \$1,942.00	\$1,708.96 \$1,708.96		\$0.00 \$0.00	\$0.00 \$0.00		VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-112-443	HCIA UP VSOM E+ 1CPU w/ 1Yr Maint=IG	\$4,268.00	K	31%	\$2,944.92	\$1,067.00	\$938.96		\$0.00	\$0.00		VXRAIL SOFTWARE
5	456-112-444	HCIA UP VSOM E+ 1CPU w/ 2Yr Maint=IG	\$4,268.00	ĸ	31%	\$2,944.92	\$1,067.00	\$938.96	\$0.00	\$0.00	\$0.00		VXRAIL SOFTWARE
5	456-112-445	HCIA UP VSOM E+ 1CPU w/ 3Yr Maint=IG	\$4,268.00	K	31%	\$2,944.92	\$1,067.00	\$938.96	\$0.00	\$0.00	\$0.00		VXRAIL SOFTWARE
5	456-112-446	HCIA UP VSOM E+ 1CPU w/ 4Yr Maint=IG	\$4,268.00	K	31%	\$2,944.92	\$1,067.00	\$938.96	\$0.00	\$0.00	\$0.00		VXRAIL SOFTWARE
5	456-112-447	HCIA UP VSOM E+ 1CPU w/ 5Yr Maint=IG	\$4,268.00	K	31%	\$2,944.92	\$1,067.00	\$938.96		\$0.00	\$0.00		VXRAIL SOFTWARE
5	456-112-448	HCIA UP VSPH E+ 1CPU w/ 1Yr Maint=IG	\$3,394.00	K	31%	\$2,341.86	\$848.50	\$746.68		\$0.00	\$0.00		VXRAIL SOFTWARE
5 5	456-112-449	HCIA UP VSPH E+ 1CPU w/ 2Yr Maint=IG	\$3,394.00	K K	31% 31%	\$2,341.86	\$848.50 \$848.50	\$746.68 \$746.68		\$0.00	\$0.00 \$0.00		VXRAIL SOFTWARE
5 5	456-112-450 456-112-451	HCIA UP VSPH E+ 1CPU w/ 3Yr Maint=IG HCIA UP VSPH E+ 1CPU w/ 4Yr Maint=IG	\$3,394.00 \$3,394.00	K	31%	\$2,341.86 \$2,341.86	\$848.50	\$746.68		\$0.00 \$0.00	\$0.00		VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-112-452	HCIA UP VSPH E+ 1CPU w/ 5Yr Maint=IG	\$3,394.00	ĸ	31%	\$2,341.86	\$848.50	\$746.68		\$0.00	\$0.00		VXRAIL SOFTWARE
5	456-112-453	HCIA UP VSPH STD 1CPU w/ 1Yr Maint=IG	\$966.00	ĸ	31%	\$666.54	\$241.50	\$212.52		\$0.00	\$0.00		VXRAIL SOFTWARE
5	456-112-454	HCIA UP VSPH STD 1CPU w/ 2Yr Maint=IG	\$966.00	K	31%	\$666.54	\$241.50	\$212.52	\$0.00	\$0.00	\$0.00	\$241.50	VXRAIL SOFTWARE
5	456-112-455	HCIA UP VSPH STD 1CPU w/ 3Yr Maint=IG	\$966.00	K	31%	\$666.54	\$241.50	\$212.52		\$0.00	\$0.00		VXRAIL SOFTWARE
5	456-112-456	HCIA UP VSPH STD 1CPU w/ 4Yr Maint=IG	\$966.00	K	31%	\$666.54	\$241.50	\$212.52		\$0.00	\$0.00		VXRAIL SOFTWARE
5	456-112-457	HCIA UP VSPH STD 1CPU w/ 5Yr Maint=IG	\$966.00	K	31%	\$666.54	\$241.50	\$212.52		\$0.00	\$0.00		VXRAIL SOFTWARE
5 5	456-112-458 456-112-459	HCIA UP VSPH ROBO ADV 25VM w/1YrMaint=IB HCIA UP VSPH ROBO ADV 25VM w/2YrMaint=IB		K K	31% 31%	\$3,015.30	\$1,092.50 \$1,092.50	\$961.40 \$961.40		\$0.00 \$0.00	\$0.00 \$0.00		VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-112-460	HCIA UP VSPH ROBO ADV 25VM W/211Maint=IB		K	31%	\$3,015.30 \$3,015.30	\$1,092.50	\$961.40		\$0.00	\$0.00		VXRAIL SOFTWARE
5	456-112-461	HCIA UP VSPH ROBO ADV 25VM w/4YrMaint=IB		ĸ	31%	\$3,015.30	\$1,092.50	\$961.40		\$0.00	\$0.00		VXRAIL SOFTWARE
5	456-112-462	HCIA UP VSPH ROBO ADV 25VM w/5YrMaint=IB		K	31%	\$3,015.30	\$1,092.50	\$961.40		\$0.00	\$0.00		VXRAIL SOFTWARE
5	456-112-463	HCIA UP VSPH ROBO STD 25VM w/1YrMaint=IB		K	31%	\$2,009.97	\$728.25	\$640.86	\$0.00	\$0.00	\$0.00	\$728.25	VXRAIL SOFTWARE
5	456-112-464	HCIA UP VSPH ROBO STD 25VM w/2YrMaint=IB		K	31%	\$2,009.97	\$728.25	\$640.86	\$0.00	\$0.00	\$0.00	\$728.25	VXRAIL SOFTWARE
5	456-112-465	HCIA UP VSPH ROBO STD 25VM w/3YrMaint=IB		K	31%	\$2,009.97	\$728.25	\$640.86		\$0.00	\$0.00		VXRAIL SOFTWARE
5	456-112-466	HCIA UP VSPH ROBO STD 25VM w/4YrMaint=IB		K	31%	\$2,009.97	\$728.25	\$640.86		\$0.00	\$0.00		VXRAIL SOFTWARE
5 5	456-112-467	HCIA UP VSPH ROBO STD 25VM w/5YrMaint=IB		K	31%	\$2,009.97	\$728.25	\$640.86		\$0.00	\$0.00		VXRAIL SOFTWARE
5	456-112-468 456-112-469	HCIA UP VSPH DSKTP 100VM w/ 1Yr Maint=IB HCIA UP VSPH DSKTP 100VM w/ 2Yr Maint=IB	\$7,768.00 \$7,768.00	K K	31% 31%	\$5,359.92 \$5,359.92	\$1,942.00 \$1,942.00	\$1,708.96 \$1,708.96		\$0.00 \$0.00	\$0.00 \$0.00		VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-112-469 456-112-470	HCIA UP VSPH DSKTP 100VM w/ 211 Maint=IB	\$7,768.00	K	31%	\$5,359.92 \$5,359.92	\$1,942.00	\$1,708.96		\$0.00	\$0.00		VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-112-471	HCIA UP VSPH DSKTP 100VM w/ 4Yr Maint=IB	\$7,768.00	ĸ	31%	\$5,359.92	\$1,942.00	\$1,708.96		\$0.00	\$0.00		VXRAIL SOFTWARE
5	456-112-472	HCIA UP VSPH DSKTP 100VM w/ 5Yr Maint=IB	\$7,768.00	ĸ	31%	\$5,359.92		\$1,708.96		\$0.00	\$0.00		VXRAIL SOFTWARE
5	456-112-473	UPG VSPH E+ TO VSOM E+ 1CPU w/1Yr Mnt=IG	\$961.00	K	31%	\$663.09	\$240.25	\$211.42	\$0.00	\$0.00	\$0.00	\$240.25	VXRAIL SOFTWARE
5	456-112-474	UPG VSPH E+ TO VSOM E+ 1CPU w/2Yr Mnt=IG		K	31%	\$663.09	\$240.25	\$211.42		\$0.00	\$0.00		VXRAIL SOFTWARE
5	456-112-475	UPG VSPH E+ TO VSOM E+ 1CPU w/3Yr Mnt=IG			31%	\$663.09	\$240.25	\$211.42		\$0.00	\$0.00		VXRAIL SOFTWARE
5	456-112-476	UPG VSPH E+ TO VSOM E+ 1CPU w/4Yr Mnt=IG UPG VSPH E+ TO VSOM E+ 1CPU w/5Yr Mnt=IG		K	31%	\$663.09	\$240.25	\$211.42		\$0.00	\$0.00		VXRAIL SOFTWARE
5 5	456-112-477 456-112-478	UPG VSPH E+ TO VSOM E+ 1CPU w/5Yr Mnt=IG		K K	31% 31%	\$663.09 \$2,506.08	\$240.25 \$908.00	\$211.42 \$799.04		\$0.00 \$0.00	\$0.00 \$0.00		VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-112-479	UPG VSPH STD TO VSOM E+ 1CPUW/2Yr Mnt=I		K	31%	\$2,506.08	\$908.00	\$799.04 \$799.04		\$0.00	\$0.00		VXRAIL SOFTWARE
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					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAR	RRANTY UPGRADE	NET PRICE		
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	456-112-480	UPG VSPH STD TO VSOM E+ 1CPUw/3Yr Mnt=I	\$3,632.00	K	31%	\$2,506.08	\$908.00	\$799.04	\$0.00	\$0.00	\$0.00	\$908.00	VXRAIL SOFTWARE
5	456-112-481	UPG VSPH STD TO VSOM E+ 1CPUw/4Yr Mnt=l			31%	\$2,506.08	\$908.00	\$799.04	\$0.00	\$0.00	\$0.00		VXRAIL SOFTWARE
5	456-112-482	UPG VSPH STD TO VSOM E+ 1CPUw/5Yr Mnt=I	\$3,632.00		31%	\$2,506.08	\$908.00	\$799.04	\$0.00	\$0.00	\$0.00		VXRAIL SOFTWARE
5	456-112-483	UPG VSPH STD TO E+ 1CPU w/ 1Yr Maint=IG	\$2,670.00	K	31%	\$1,842.30	\$667.50	\$587.40	\$0.00	\$0.00	\$0.00	\$667.50	VXRAIL SOFTWARE
5	456-112-484	UPG VSPH STD TO E+ 1CPU w/ 2Yr Maint=IG	\$2,670.00		31%	\$1,842.30	\$667.50	\$587.40	\$0.00	\$0.00	\$0.00	\$667.50	VXRAIL SOFTWARE
5	456-112-485	UPG VSPH STD TO E+ 1CPU w/ 3Yr Maint=IG	\$2,670.00		31%	\$1,842.30	\$667.50	\$587.40	\$0.00	\$0.00	\$0.00	\$667.50	VXRAIL SOFTWARE
5	456-112-486	UPG VSPH STD TO E+ 1CPU w/ 4Yr Maint=IG	\$2,670.00		31%	\$1,842.30	\$667.50	\$587.40		\$0.00	\$0.00		VXRAIL SOFTWARE
5	456-112-487	UPG VSPH STD TO E+ 1CPU w/ 5Yr Maint=IG	\$2,670.00		31%	\$1,842.30	\$667.50	\$587.40	\$0.00	\$0.00	\$0.00		VXRAIL SOFTWARE
5	456-112-488	UPG VSPH ROBO STD TO ADV 25VM-1Yr Mnt=I	\$1,602.00		31%	\$1,105.38	\$400.50	\$352.44	\$0.00	\$0.00	\$0.00		VXRAIL SOFTWARE
5	456-112-489	UPG VSPH ROBO STD TO ADV 25VM-2Yr Mnt=I	\$1,602.00		31%	\$1,105.38	\$400.50	\$352.44	\$0.00	\$0.00	\$0.00		VXRAIL SOFTWARE
5	456-112-490	UPG VSPH ROBO STD TO ADV 25VM-3Yr Mnt=I	\$1,602.00		31%	\$1,105.38	\$400.50	\$352.44	\$0.00	\$0.00	\$0.00		VXRAIL SOFTWARE
5	456-112-491	UPG VSPH ROBO STD TO ADV 25VM-4Yr Mnt=I	\$1,602.00		31%	\$1,105.38	\$400.50	\$352.44	\$0.00	\$0.00	\$0.00		VXRAIL SOFTWARE
5	456-112-492	UPG VSPH ROBO STD TO ADV 25VM-5Yr Mnt=I	\$1,602.00	K	31%	\$1,105.38	\$400.50	\$352.44	\$0.00	\$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		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		VXRAIL SOFTWARE
5	BEDROCK-001	SEL Bedrock Ingest/Mgmt per Core AIM 1Y	\$1,538.00		31%	\$1,061.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		ZALONI
5	BEDROCK-002	SEL Bedrock Ingest/Mgmt Per Core AIM 2Y	\$3,077.00		31%	\$2,123.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		ZALONI
5	BEDROCK-003	SEL Bedrock Ingest/Mgmt per Core AIM 3Y	\$4,615.00		31%	\$3,184.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		ZALONI
5		SEL Bedrock Platform per Core 1Y	\$2,308.00	K	31%	\$1,592.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ZALONI
5		SEL Bedrock Platform per Core 2Y	\$4,615.00		31%	\$3,184.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		ZALONI
5		SEL Bedrock Platform per Core 3Y	\$6,923.00	K	31%	\$4,776.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		ZALONI
5	MICA-PLAT-001	SEL Mica Platform per Core 1Y	\$692.00	K	31%	\$477.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		ZALONI
5	MICA-PLAT-002	SEL Mica Platform per Core 2Y	\$1,385.00	K	31%	\$955.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		ZALONI
5	MICA-PLAT-003	SEL Mica Platform per Core 3Y	\$2,077.00	K	31%	\$1,433.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ZALONI