					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAI	RRANTY UPGRADE	NET PRICE		1
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	MIFD-CLT0001	SEL myInsight CLIENT 1-50 USERS PER SEAT	\$91.00	К	31%	\$62.79	\$0.00	\$0.00					AMPLEXOR
5 5	MIFD-CLT0051 MIFD-CLT0201	SEL myInsightCLIENT 51-200 USERS PERSEAT SEL myInsightCLIENT 201-500USERS PERSEAT	\$62.00 \$56.00	K K	31% 31%	\$42.78 \$38.64	\$0.00 \$0.00	\$0.00 \$0.00) AMPLEXOR) AMPLEXOR
5	MIFD-CLT0501	SEL myInsightCLIENT501-1250USERS PERSEAT			31%	\$33.81	\$0.00	\$0.00					AMPLEXOR
5	MIFD-CLT1251	SEL myInsight CLIENT 1250+USERS PER SEAT	\$38.00	ĸ	31%	\$26.22	\$0.00	\$0.00					AMPLEXOR
5	MIFD-FLT00001	SEL myInsight 1-50 USR FLOAT 1YR LEASE	\$41.00	к	31%	\$28.29	\$0.00	\$0.00	\$0.00				AMPLEXOR
5	MIFD-FLT00051	SEL myInsight 51-200USR FLOAT 1YRLEASE	\$28.00	к	31%	\$19.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	AMPLEXOR
5	MIFD-FLT00201	SEL myInsight 201-500 USR FLOAT 1YRLEASE	\$25.00	к	31%	\$17.25	\$0.00	\$0.00					AMPLEXOR
5	MIFD-FLT00501	SEL myInsight 501-1250USR FLOAT 1YRLEASE	\$22.00		31%	\$15.18	\$0.00	\$0.00					AMPLEXOR
5	MIFD-FLT01251 MIFDLS-CSM	SEL myInsight 1251+ USR FLOAT 1YR LEASE SEL myInsight for DCTM LS ConsumerASL=UA	\$17.00 \$38.00	K K	31% 31%	\$11.73 \$26.22	\$0.00 \$0.00	\$0.00 \$0.00) AMPLEXOR) AMPLEXOR
5	MIFDLS-CTB	SEL myInsight for DCTM LS ConstituerASE=0A	\$150.00	ĸ	31%	\$103.50	\$0.00	\$0.00	\$0.00				AMPLEXOR
5	CS1000HA-ISLN	SEL Aspera Cnct Svr-1 Gbps-HA-ISLN	\$144,000.00	ĸ	31%	\$99,360.00	\$0.00	\$0.00					ASPERA
5	CS100HA-ISLN	SEL Aspera Cnct Svr-100 Mbps-HA-ISLN	\$48,000.00	к	31%	\$33,120.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ASPERA
5	CS155HA-ISLN	SEL Aspera Cnct Svr-155 Mbps-HA-ISLN	\$66,000.00	к	31%	\$45,540.00	\$0.00	\$0.00					ASPERA
5	CS2400HA-ISLN	SEL Aspera Cnct Svr-2.4 Gbps-HA-ISLN	\$192,000.00		31%	\$132,480.00	\$0.00	\$0.00					ASPERA
5	CS450HA-ISLN CS45HA-ISLN	SEL Aspera Cnct Svr-450 Mbps-HA-ISLN SEL Aspera Cnct Svr-45 Mbps-HA-ISLN	\$108,000.00 \$30,000.00	к к	31% 31%	\$74,520.00 \$20,700.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) ASPERA) ASPERA
5	CS5000HA-ISLN	SEL Aspera Chicl Svi-45 Mbps-HA-ISEN	\$240,000.00		31%	\$165,600.00	\$0.00	\$0.00	\$0.00				ASPERA
5	ES1000HA-ISLN	SEL Aspera Entrp Svr-1 Gbps-HA-ISLN	\$96,000.00	ĸ	31%	\$66,240.00	\$0.00	\$0.00					ASPERA
5	ES100HA-ISLN	SEL Aspera Entrp Svr-100 Mbps-HA-ISLN	\$32,000.00	ĸ	31%	\$22,080.00	\$0.00	\$0.00					ASPERA
5	ES155HA-ISLN	SEL Aspera Entrp Svr-155 Mbps-HA-ISLN	\$44,000.00	к	31%	\$30,360.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ASPERA
5	ES2400HA-ISLN	SEL Aspera Entrp Svr-2.4 Gbps-HA-ISLN	\$128,000.00	к	31%	\$88,320.00	\$0.00	\$0.00					ASPERA
5	ES450HA-ISLN	SEL Aspera Entrp Svr-450 Mbps-HA-ISLN	\$72,000.00	к	31%	\$49,680.00	\$0.00	\$0.00					ASPERA
5 5	ES45HA-ISLN	SEL Aspera Entrp Svr-45 Mbps-HA-ISLN	\$20,000.00	K K	31%	\$13,800.00	\$0.00	\$0.00	\$0.00				ASPERA
5	ES5000HA-ISLN EMC-SEL-BTPE-1YR	SEL Aspera Entrp Svr-5 Gbps-HA-ISLN SEL BlueTalon Policy Engine AIM Only 1Y	\$160,000.00 \$346,154.00	ĸ	31% 31%	\$110,400.00 \$238,846.26	\$0.00 \$0.00	\$0.00 \$0.00) ASPERA) BLUE TALON
5		SEL BlueTalon Policy Engine AIM Only 2Y	\$641,026.00		31%	\$442,307.94	\$0.00	\$0.00					BLUE TALON
5		SEL BlueTalon Policy Engine AIM Only 3Y	\$769,231.00		31%	\$530,769.39	\$0.00	\$0.00					BLUE TALON
5	EM-815-0010	SEL 815 FC HBA SINGLE PORT 8GBPS	\$1,450.00	к	31%	\$1,000.50	\$0.00	\$0.00					BROCADE
5	XBR-R000294	SEL 2 POST MID MOUNT KIT/FLUSH MOUNT KI		к	31%	\$217.35	\$0.00	\$0.00	\$0.00				BROCADE
5		SEL-10GE SFP+ TwinAx Active Optic Cbl,7m	\$360.00	к	31%	\$248.40	\$0.00	\$0.00					BROCADE ETHERNET
5 5	10GE-SFPPAOC1001 10G-SFPP-LR	SEL-10GE SFP+ TwinAx Optical Cable, 10m SEL 10GBASE-LR SFP+ (LC) <=10km/SMF	\$410.00 \$2,745.00	к к	31% 31%	\$282.90 \$1,894.05	\$0.00 \$0.00	\$0.00 \$0.00) BROCADE ETHERNET) BROCADE ETHERNET
5	10G-SFPP-LR-8	SEL 10GBASE-LR SFPP SMF LC CONNECTOR 8			31%	\$10,460.40	\$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					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	\$0.00	\$0.00	BROCADE ETHERNET
5	10G-SFPP-SR-8	SEL 10GBASE-SR SFPP MMF LC CONNECTOR	\$5,160.00		31%	\$3,560.40	\$0.00	\$0.00					BROCADE ETHERNET
5		SEL DIRECT ATTACH SFPP COPPER1M1-PACK		ĸ	31%	\$103.50	\$0.00	\$0.00					BROCADE ETHERNET
5		SEL DIRECT ATTACH SFPP COPPER1M8-PACK			31%	\$745.20	\$0.00	\$0.00					BROCADE ETHERNET
5		SEL DIRECT ATTACH SFPP COPPER3M1-PACK SEL DIRECT ATTACH SFPP COPPER3M8-PACK		K K	31% 31%	\$144.90 \$1,043.28	\$0.00 \$0.00	\$0.00 \$0.00) BROCADE ETHERNET) BROCADE ETHERNET
5		SEL DIRECT ATTACH SFPP COPPER5M1-PACK		ĸ	31%	\$179.40	\$0.00	\$0.00	\$0.00				BROCADE ETHERNET
5		SEL DIRECT ATTACH SFPP COPPER5M8-PACK		к	31%	\$1,291.68	\$0.00	\$0.00					BROCADE ETHERNET
5	10G-SFPP-USR-8	SEL 10GE USR SFP+ (LC)<=100m/MMF qty8	\$5,400.00	к	31%	\$3,726.00	\$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					BROCADE ETHERNET
5	10GSFP-TWX-11	SEL DIRECT ATTACH SFPP COPPER1M1-PACK			31%	\$93.84	\$0.00	\$0.00					BROCADE ETHERNET
5	10GSFP-TWX-18	SEL DIRECT ATTACH SFPP COPPER1M8-PACK		K K	31% 31%	\$675.51	\$0.00	\$0.00					BROCADE ETHERNET
5	10GSFP-TWX-31 10GSFP-TWX-38	SEL DIRECT ATTACH SFPP COPPER3M1-PACK SEL DIRECT ATTACH SFPP COPPER3M8-PACK			31%	\$131.10 \$945.30	\$0.00 \$0.00	\$0.00 \$0.00) BROCADE ETHERNET) BROCADE ETHERNET
5	10GSFP-TWX-50	SEL DIRECT ATTACH SFPP COPPER5M1-PACK		ĸ	31%	\$162.84	\$0.00	\$0.00					BROCADE ETHERNET
5	10GSFP-TWX-58	SEL DIRECT ATTACH SFPP COPPER5M8-PACK			31%	\$1,170.93	\$0.00	\$0.00					BROCADE ETHERNET
5	1G-SFP-TWX-0101	SEL D-ATTACH 1G SFP COPPER 1M S-CABLE	\$150.00	к	31%	\$103.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5	1G-SFP-TWX-0501	SEL 5M DIR ATTACH 1G SFP COPPER STCK CE			31%	\$179.40	\$0.00	\$0.00					BROCADE ETHERNET
5	40G-QSFP-4C-0101	SEL-4x10G D-ATTACH QSFP/4 SFP CBL1M 1PK			31%	\$448.50	\$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					
5		SEL-4x10G D-ATTACH QSFP/4 SFP CBL5M 1PK SEL-40GE QSFP TwinAx Cable, 0.5m	\$950.00 \$150.00		31% 31%	\$655.50 \$103.50	\$0.00 \$0.00	\$0.00 \$0.00) BROCADE ETHERNET) BROCADE ETHERNET
5		SEL-40GE QSFP TwinAx Cable, 0.5m SEL-40GE QSFP TwinAx 0.5M, 8-PACK,	\$1,080.00		31%	\$745.20	\$0.00	\$0.00					BROCADE ETHERNET
5	40G-QSFP-C-0101	SEL 1x40GE QSFP D/A Copper Cbl 1m	\$288.00		31%	\$198.72	\$0.00	\$0.00					BROCADE ETHERNET
5	40G-QSFP-Q-0101	SEL-40GE TWINAX QSFP+ cable, 1m	\$500.00	к	31%	\$345.00	\$0.00	\$0.00					BROCADE ETHERNET
5		SEL-40GE TWINAX QSFP+ cable, 3m	\$650.00	к	31%	\$448.50	\$0.00	\$0.00	\$0.00			\$0.00	BROCADE ETHERNET
5		SEL-40GE TWINAX QSFP+ cable, 5m	\$800.00	к	31%	\$552.00	\$0.00	\$0.00					BROCADE ETHERNET
5	BR-5410-PERP-1C	SEL-Perp(1 License), Bare Mtt 1-4 Cores	\$3,365.00	ĸ	31%	\$2,321.85	\$0.00	\$0.00	\$0.00				BROCADE ETHERNET
5 5		SEL-Perp(1 License), Bare Metal 5+ Cores SEL-Perp(1 License), Virtual Machine	\$6,585.00 \$2,375.00	к к	31% 31%	\$4,543.65 \$1,638.75	\$0.00 \$0.00	\$0.00 \$0.00) BROCADE ETHERNET) BROCADE ETHERNET
5	BR-5415-PERP-VM BR-5600P-1V	SEL-Perp(1 License), Virtual Machine SEL-5600 vRTR Perp(1 Lic)w/1 vCPU DP Lic	\$2,375.00 \$1,049.00		31%	\$1,638.75 \$723.81	\$0.00	\$0.00					BROCADE ETHERNET
5		SEL-AMP FABRIC INSIGHT ADV ANA MGMT SW			31%	\$172,431.00	\$0.00	\$0.00					BROCADE ETHERNET
5		SEL-ANALYTICS MONITORING PL MAXCAP 245			31%	\$241,431.00	\$0.00	\$0.00					BROCADE ETHERNET
5	BR-BFO-SML	SEL Flow Optimize-Lic 20G traffic mgmt	\$5,000.00	к	31%	\$3,450.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5		SEL-Cons cable, male mini-USB/male RJ-45	\$75.00		31%	\$51.75	\$0.00	\$0.00					BROCADE ETHERNET
5	E1MG100FXIROM	SEL 100Base-FX IR 15km SMF LC SFP OMC	\$345.00		31%	\$238.05	\$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					BROCADE ETHERNET
5 5	E1MG-100FX-OM E1MG-100FX-OM-8	SEL 100Base-FX SFP optic MMF LC OMC SEL 8x100Base-FX SFP optic MMF(LC)(OMC)	\$195.00 \$1,404.00		31% 31%	\$134.55 \$968.76	\$0.00 \$0.00	\$0.00 \$0.00) BROCADE ETHERNET) BROCADE ETHERNET
5	E1MG-BXD	SEL 1000Base-BXD SFP SMF to E1MG-BXU	\$1,315.00		31%	\$908.70	\$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					BROCADE ETHERNET

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAI	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	E1MG-FX-IR-OM	SEL 100Base-FX IR 15km SMF LC SFP OMC	\$313.00	К	31%	\$215.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	E1MG-FX-LR-OM	SEL 100Base-FX 40km LR SMF SFP optic OMC SEL 100Base-FX SFP optic MMF LC OMC	\$412.00	ĸ	31%	\$284.28	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
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	к к	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
5	E1MG-LHA-OM	SEL 1000Base-LHA SFP optic SMF LC OMC	\$3,995.00	ĸ	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	к	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	к	31%	\$3,791.55	\$0.00	\$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	ĸ	31%	\$759.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	E1MG-LX-OM-8 E1MG-SX-OM	SEL 1000Base-LX SFP optic 8PK SMF LC OMC SEL 1000Base-SX SFP optic MMF LC OMC	\$8,280.00 \$525.00	K K	31% 31%	\$5,713.20 \$362.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$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	к	31%	\$2,608.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	E1MG-TX	SEL 1000BASE-TX SFP Copper RJ-45Conn	\$325.00	ĸ	31%	\$224.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	ICX6400-C12-MGNT	SEL-6430/-C12 Magnet Mount Kit	\$40.00	к	31%	\$27.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	ICX6400-C12-RMK	SEL-6430/-C12 2-Post Mount Kit	\$40.00	ĸ	31%	\$27.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5 5	ICX6400-EPS1500 ICX6400-RMK	SEL ICX6430/50 1500W Ext Pwr-RPS/EPS SEL ICX6430/6450 2 Post Rck Kit Spare	\$1,500.00 \$50.00	K K	31% 31%	\$1,035.00 \$34.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$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	ĸ	31%	\$893.55	\$0.00	\$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	к	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	к	31%	\$1,928.55	\$0.00	\$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	ĸ	31%	\$2,825.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	ICX6430-C12	SEL-12-port 1G Compact Switch (4 PoE+) SEL 6450 CapLic UPG 1G U/S Prts(+1G/10G)	\$1,095.00 \$1,000.00	к К	31% 31%	\$755.55 \$690.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET
5	ICX6450-C12-PD	SEL-12-port 1G Compact Switch (4 PoE+)PD	\$1,595.00	ĸ	31%	\$1,100.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	ICX6450-PREM-LIC	SEL ICX 6450 PREMIUM SOFTWARE LICENSE	\$800.00	ĸ	31%	\$552.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	ICX7000-RMK	SEL-RACK MOUNT KIT,2 POST,ICX7750/7450	\$85.00	к	31%	\$58.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	ICX7250-24	SEL-24-port 1 GbE switch with 8x1GbE SFP	\$2,100.00	ĸ	31%	\$1,449.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5 5	ICX7250-24-2X10G ICX7250-24G	SEL-24prt 1 G bundle 2x1GbE/10GbE+6x1GbE SEL-24-port 1 GbE 4x1GbE SFP	\$2,650.00 \$2,000.00	к к	31% 31%	\$1,828.50 \$1,380.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET
5	ICX7250-24G	SEL-24-port 1 GbE 4x1GbE SFP SEL-24-prt 1 GbE switch PoE+ 360W	\$2,650.00	ĸ	31%	\$1,828.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5		SEL-24-prt 1 GbE switch PoE+ 360W bundle	\$3,200.00	ĸ	31%	\$2,208.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5		SEL-7250 Upgrd uplnk prts to 2x1GE/10GE	\$1,400.00	к	31%	\$966.00	\$0.00	\$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	к	31%	\$2,208.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5 5	ICX7250-48-2X10G	SEL-48-prt 1 GbE switch bundle	\$3,900.00	K K	31%	\$2,691.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	ICX7250-48P	SEL-48-prt 1 GbE switch PoE+ 720W SEL-48-prt 1 GbE switch PoE+ 720W bundle	\$4,600.00 \$5,300.00	ĸ	31% 31%	\$3,174.00 \$3,657.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET
5		SEL-ICX7250 Upgrd to 8x1GbE/10GbE uplnk	\$1,000.00	к	31%	\$690.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	ICX7250-PREM-LIC	SEL-ICX7250 Layer 3 Premium Software	\$1,000.00	к	31%	\$690.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	ICX7400-1X40GQ	SEL-ICX 7450 1-port 40GbE QSFP+ Module	\$800.00	К	31%	\$552.00	\$0.00	\$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	ĸ	31%	\$828.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5 5	ICX7400-4X10GF ICX7400-4X1GF	SEL-ICX 7450 4-port 1/10GbE SFP+ Module SEL-ICX 7450 4-port 100M/1GbE SFP Module	\$1,000.00 \$400.00	K K	31% 31%	\$690.00 \$276.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$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	ĸ	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	к	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	к	31%	\$2,411.55	\$0.00	\$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	ĸ	31%	\$4,550.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	ICX7450-48 ICX7450-48-E	SEL-48-port 1 GbE switch, 3 mod slots SEL-48-port 1 GbE switch bundle	\$5,295.00 \$7,995.00	к к	31% 31%	\$3,653.55 \$5,516.55	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$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	ĸ	31%	\$6,896.55	\$0.00	\$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	ĸ	31%	\$8,276.55	\$0.00	\$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	к	31%	\$4,688.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	ICX7450-48P-E	SEL-48-port 1 GbE switch PoE+ bundle	\$9,995.00	ĸ	31%	\$6,896.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5 5	ICX7450-48PSTK-E ICX7450-PREM-LIC	SEL-48-port 1 GbE switch PoE+ bundle SEL-ICX 7450 LAYER 3 PREM SOFTWARE LIC	\$9,195.00 \$1,200.00	К К	31% 31%	\$6,344.55 \$828.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$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	ĸ	31%	\$14,835.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	ICX7750-48C	SEL-7750 w/48 40GbE prts 1 mod slot.	\$23,900.00	к	31%	\$16,491.00	\$0.00	\$0.00	\$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	К	31%	\$14,835.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	ICX7750-6Q	SEL-ICX7750 six port 40GbE QSFP+ module	\$5,995.00	ĸ	31%	\$4,136.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	ICX7750-FAN-E ICX7750-FAN-E-1	SEL-(4) 7750 Fans prt side air intake SEL-(1) 7750 Fan prt side air intake	\$1,495.00 \$575.00	K K	31% 31%	\$1,031.55 \$396.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET
5	ICX7750-FAN-I	SEL-(4) 7750 Fan assys prt side air intake	\$1,495.00	ĸ	31%	\$1,031.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	ICX7750-FAN-I-1	SEL- (1) 7750 Fan assy port side air exh	\$575.00	к	31%	\$396.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	ICX7750-L3-COE	SEL-7750 PREMIUM LAYER3 FEATURES	\$6,495.00	к	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	ĸ	31%	\$58.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	ICX-EPS4000CBL01	SEL-EPS4000 Cable Direct; 1 EPS4000 SEL-EPS4000 Cble Spli; 1 EPS4000 to 2	\$150.00 \$300.00	к К	31% 31%	\$103.50 \$207.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET
5		SEL-EPS4000 Che Spli, 1 EPS4000 to 2 SEL-EPS4000 Shelf with 4 bays	\$2,000.00	ĸ	31%	\$207.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	ICX-FAN10-E	SEL-7450 exhaust airflow fan, FTB	\$250.00	к	31%	\$172.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	ICX-FAN10-I	SEL-7450 intake airflow fan, BTF	\$250.00	к	31%	\$172.50	\$0.00	\$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	ĸ	31%	\$33.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5 5	PCAUS-EPS PC-C13C14	SEL Pwrcrd AUSTRALIA 16A/250V SEL-C13/C14 15A Power Cord	\$75.00 \$75.00	K K	31% 31%	\$51.75 \$51.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET
5	PCEURO	SEL Pwrcrd for RPS2/3/5/9 EU version	\$17.00	ĸ	31%	\$51.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	PCEURO-EPS	SEL 16A250VCEE 7/7 EUROP-C191.8MR6	\$75.00	ĸ	31%	\$51.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	PCINDIA	SEL Pwrcrd for RPS2/3/5/9 India version	\$40.00	к	31%	\$27.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5	PCINDIA-EPS	SEL Pwrcrd INDIA 16A/250V	\$75.00	ĸ	31%	\$51.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5 5	PCJAPAN PCJAPAN-EPS	SEL Pwrcrd for RPS2/3/5/9 Japan version SEL Pwrcrd JAPAN 15A 250V	\$17.00 \$75.00	K K	31% 31%	\$11.73 \$51.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET
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					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAR	RRANTY UPGRADE	NET PRICE		l
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	PCSWISS-C1312GHP	SEL-PWR CRD, SWISS TO C13,10A,250V	\$48.00	К	31%	\$33.12	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5	PCTAIWAN-EPS	SEL Pwrcrd TAIWAN 16A 250V	\$68.00		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		31%	\$11.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5 5	PCUK-EPS PCUSA	SEL Pwrcrd UK 13A 250V SEL-PWR CRD-RPS2/3/5/9 USA vers 9'10"	\$75.00 \$11.00		31% 31%	\$51.75 \$7.59	\$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	PCUSA2	SEL-PWR CRD.USA.NEMA5-15/C13, 13A, 125V	\$34.00	ĸ	31%	\$23.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		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	\$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	\$0.00		BROCADE ETHERNET
5 5	RPS15-I RPS16DC-E	SEL 6610/50 NON-POE 250W PSU p-side exh SEL 510W DC Pwr forICX6610/50-EXHAUSTair	\$500.00 \$1,100.00	K K	31% 31%	\$345.00 \$759.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET
5	RPS16DC-I	SEL 510W DC Pwr forICX6610/50-Intakeair	\$1,100.00		31%	\$759.00	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5	RPS16-E	SEL 1000W Pwr-ICX6610 PoE-Exhaustairflow	\$1,000.00		31%	\$690.00	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5	RPS16-I	SEL 6610 POE 1000W PSU PORT SIDE EXHAUS	\$1,000.00	к	31%	\$690.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5	RPS17	SEL-1 Pwr Supp for EPS4000 Shelf; 920W	\$1,500.00	к	31%	\$1,035.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5	RPS9+E	SEL-500W AC pwr supp w/ exhaust airflow	\$995.00		31%	\$686.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	RPS9+I	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 RPS9DC+I	SEL-500W DC pwr supp w/ exhaust airflow	\$1,250.00		31%	\$862.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			BROCADE ETHERNET
5	SAF-1000	SEL-FRU,500WDCPS,INTAKE,ICX7750 SEL-Web App Firewall Mod(for VTM Std Ed)	\$1,250.00 \$8,400.00		31% 31%	\$862.50 \$5,796.00	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5	SAF-2000	SEL-Web App Firewall Mod(for VTM Std Ed)	\$12,400.00		31%	\$8,556.00	\$0.00	\$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	\$0.00			BROCADE ETHERNET
5	SAFPX-1000-L	SEL-WAF Proxy - 200 Mbps	\$9,160.00	к	31%	\$6,320.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5	SAFPX-1000-M	SEL-WAF Proxy - 1Gbps	\$14,120.00		31%	\$9,742.80	\$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 5	SPTM-1000-L SPTM-1000-M	SEL-UPG-WAP(10Mbps)>VTM Std Ed(10Mbps)	\$2,000.00 \$2,800.00	K K	31% 31%	\$1,380.00 \$1,932.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$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)	\$9,200.00		31%	\$6,348.00	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5	SPTM-2000-L SPTM-2000-M	SEL-UPG-WAP(1Gbps)>VTM ENT Ed(1Gbps) SEL-UPG-WAP(2Gbps)>VTM ENT Ed(2Gbps)	\$9,200.00		31%	\$8,556.00	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5	SPTM-4000-H	SEL-UPG-WAP(20Gbps)>VTM ENT Ed(20Gbps)	\$20,400.00		31%	\$14,076.00	\$0.00	\$0.00	\$0.00	\$0.00			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			BROCADE ETHERNET
5	SPTM-4000-M	SEL-UPG-WAP(10Gbps)>VTM ENT Ed(10Gbps)	\$19,600.00	к	31%	\$13,524.00	\$0.00	\$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	к	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			BROCADE ETHERNET
5	STM-1000-L	SEL-Virtual Traffic Mgr Std Ed-10 Mbps SEL-Virtual Traffic Mgr Std Ed-200 Mbps	\$4,400.00		31% 31%	\$3,036.00	\$0.00	\$0.00	\$0.00	\$0.00			
5	STM-1000-M STM-2000-L	SEL-VIRUAL TRAFFIC Mgr Std Ed-200 Mbps SEL-Virtual Traffic Mgr Ent Ed - 1Gbps	\$7,600.00 \$17,200.00		31%	\$5,244.00 \$11,868.00	\$0.00 \$0.00	\$0.00 \$0.00	\$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		31%	\$16,284.00	\$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		31%	\$31,188.00	\$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		31%	\$22,356.00	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5	STM-4000-M	SEL-Virtual Traffic Mgr Ent Ed - 10Gbps	\$39,600.00		31%	\$27,324.00	\$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			BROCADE ETHERNET
5 5	STM-B-300	SEL-vTM Standard Edition for SD - 5Gbps	\$55,500.00		31% 31%	\$38,295.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		
5	STM-B-300-L STM-B-400	SEL-vTM Standard Edition for SD - 2Gbps SEL-vTM EntEd for SD - 5Gbps	\$38,850.00 \$75,500.00		31%	\$26,806.50 \$52,095.00	\$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			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			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			BROCADE ETHERNET
5		CSEL-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			
5	STM-B-WAFPROXY STM-FIPS-1000	SEL-vWeb Appl Firewall Proxy SD - 5Gbps SEL-FIPS Add-On Mod (for VTM Std Ed)	\$61,100.00 \$1,160.00		31% 31%	\$42,159.00 \$800.40	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			BROCADE ETHERNET
5	STM-FIPS-2000	SEL-FIPS Add-On Mod (for VTM Std Ed)	\$2,360.00		31%	\$1,628.40	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
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	SEL-Web Accel EXP Add-On Mod (for VTM)	\$3,200.00	ĸ	31%	\$2,208.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	STX-STD	SEL-Web Accel Std Add-On Mod (for VTM)	\$14,800.00		31%	\$10,212.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5	UPG-SAF-1K-2K	SEL-UPG Web App Firewall-VTM (STD>ENT)	\$4,600.00		31%	\$3,174.00	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5	UPG-SAF-1K-4K	SEL-UPG Web App Firewall-VTM(STD>ENT5gb)	\$13,800.00	ĸ	31%	\$9,522.00	\$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	К	31%	\$6,348.00	\$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			
5		SEL-UPG-WAF Proxy SAFPX-1K-H>SAFPX-1K-V SEL-UPG-WAF Proxy SAFPX-1K-L>SAFPX-1K-H			31% 31%	\$6,919.32 \$11,489.88	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			BROCADE ETHERNET
5		SEL-UPG-WAF Proxy SAFPX-1K-L>SAFPX-1K-M SEL-UPG-WAF Proxy SAFPX-1K-L>SAFPX-1K-M			31%	\$3,935.76	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5		SEL-UPG-WAF Proxy SAFPX-1K-L>SAFPX-1K-VI			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			BROCADE ETHERNET
5		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	UPG-STM-1KH1-4KH	SEL-UPG-VTM Std Ed(5Gbps)>Ent(20Gbps)	\$30,360.00	к	31%	\$20,948.40	\$0.00	\$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			BROCADE ETHERNET
5		I SEL-UPG-VTM Std Ed(5Gbps)>Ent(10Gbps)	\$23,920.00		31%	\$16,504.80	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5	0FG-311011KH1-4KVF	I SEL-UPG-VTM Std Ed(5Gbps)>Ent Unlimited	\$36,800.00	n	31%	\$25,392.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	φ 0. 00	BROCADE ETHERNET

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAI	RRANTY UPGRADE	NET PRICE		l
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-UPG-VTM Std Ed(1Gbps)>Ent(1Gbps)	\$6,440.00	К	31%	\$4,443.60	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5	UPG-STM-1KH-2KM		\$13,800.00		31%	\$9,522.00	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5 5	UPG-STM-1KH-4KH UPG-STM-1KH-4KL		\$38,640.00 \$23,920.00	к к	31% 31%	\$26,661.60 \$16,504.80	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			BROCADE ETHERNET
5		SEL-UPG-VTM Std Ed(1Gbps)>Ent(5Gbps) SEL-UPG-VTM Std Ed(1Gbps)>Ent(10Gbps)	\$23,920.00		31%	\$10,504.80	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5		SEL-UPG-VTM Std Ed(16bps)>Ent(166bps)	\$45,080.00		31%	\$31,105.20	\$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	UPG-STM-1KL-2KL	SEL-UPG-VTM Std Ed(10Mbps)>Ent Ed(1Gbps)	\$14,720.00		31%	\$10,156.80	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5	UPG-STM-1KL-2KM		\$22,080.00		31%	\$15,235.20	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5	UPG-STM-1KL-4KH		\$46,920.00		31%	\$32,374.80	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5		SEL-UPG-VTM Std Ed(10Mbps)>Ent Ed(5Gbps)	\$32,200.00	K K	31%	\$22,218.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5 5		SEL-UPG-VTM Std Ed(10Mbp)>Ent Ed(10Gbps) SEL-UPG-VTM Std Ed(10Mbps)>Ent Unlimited	\$40,480.00 \$53,360.00	ĸ	31% 31%	\$27,931.20 \$36,818.40	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET
5	UPG-STM-1K-L-H	SEL-UPG-VTM Std Ed(10Mbps)/Efit Offinitied 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	UPG-STM-1K-L-H1	SEL-UPG-VTM Std Ed(10Mbps)up to(5Gbps)	\$16,560.00		31%	\$11,426.40	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5	UPG-STM-1K-L-M	SEL-UPG-VTM Std Ed(10Mbps)up to(200Mbps)	\$3,680.00		31%	\$2,539.20	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5	UPG-STM-1KM-2KL		\$11,040.00	к	31%	\$7,617.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5		SEL-UPG-VTM Std Ed(200Mbps)>Ent(2Gbps)	\$18,400.00	К	31%	\$12,696.00	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5		SEL-UPG-VTM Std Ed(200Mbps)>Ent(20Gbps)	\$43,240.00	к	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 5	UPG-STM-1KM-4KVF UPG-STM-1K-M-H	H SEL-UPG-VTM Std Ed(200Mbps)>Ent Unlimitd SEL-UPG-VTM Std Ed(200Mbps)up to(1Gbps)	\$49,680.00 \$4,600.00	к к	31% 31%	\$34,279.20 \$3,174.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			BROCADE ETHERNET
5			\$4,600.00		31%	\$8,887.20	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5		SEL-UPG-VTM ENT Ed(1Gbps)>Ent(20Gbps)	\$32,200.00	ĸ	31%	\$22,218.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	UPG-STM-2KL-4KL	SEL-UPG-VTM ENT Ed(1Gbps)>Ent(5Gbps)	\$17,480.00	ĸ	31%	\$12,061.20	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5		SEL-UPG-VTM ENT Ed(1Gbps)>Ent(10Gbps)	\$25,760.00		31%	\$17,774.40	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5	UPG-STM-2KL-4KVH	SEL-UPG-VTM ENT Ed(1Gbps)>Ent Unlimited	\$38,640.00	к	31%	\$26,661.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5	UPG-STM-2K-L-M	SEL-UPG-VTM ENT Ed(1Gbps)up to(2Gbps)	\$7,360.00	к	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	к	31%	\$17,139.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5		SEL-UPG-VTM ENT Ed(2Gbps)>Ent(5Gbps)	\$10,120.00		31%	\$6,982.80	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5 5		SEL-UPG-VTM ENT Ed(2Gbps)>Ent(10Gbps)	\$18,400.00		31%	\$12,696.00	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5		H SEL-UPG-VTM ENT Ed(2Gbps)>Ent Unlimited SEL-UPG-VTM ENT Ed(20Gbps)up to unlimitd	\$31,280.00 \$6,440.00		31% 31%	\$21,583.20 \$4,443.60	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			BROCADE ETHERNET
5	UPG-STM-4K-L-H	SEL-UPG-VTM ENT Ed(5Gbps)up to(20Gbps)	\$14,720.00		31%	\$4,443.00	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5	UPG-STM-4K-L-M	SEL-UPG-VTM ENT Ed(5Gbps)up to(10Gbps)	\$8,280.00	к	31%	\$5,713.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	UPG-STM-4K-L-VH	SEL-UPG-VTM ENT Ed(5Gbps)up to unlimited	\$21,160.00	ĸ	31%	\$14,600.40	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5	UPG-STM-4K-M-H	SEL-UPG-VTM ENT Ed(10Gbps)up to(20Gbps)	\$6,440.00	к	31%	\$4,443.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	UPG-STM-4K-M-VH	SEL-UPG-VTM ENT Ed(10Gbps)up to unlimitd	\$12,880.00	к	31%	\$8,887.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5			\$50,000.00		31%	\$34,500.00	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5		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			BROCADE ETHERNET
5		SEL-Upg - vTM Std Ed to EntEd SD-5Gbps	\$25,000.00	к	31%	\$17,250.00	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5 5		SEL-Upg - vTM Std Ed to EntEd SD-2Gbps SEL-UPG-FIPS for VTM(Std Ed>ENT Ed)	\$17,500.00 \$1,200.00	K K	31% 31%	\$12,075.00 \$828.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			BROCADE ETHERNET
5		SEL-UPG-FIPS for VTM(Std Ed>ENT 5Gb)	\$3,920.00	ĸ	31%	\$2,704.80	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5		SEL-UPG-FIPS for VTM(ENT Ed>ENT 5Gb)	\$2,720.00		31%	\$1,876.80	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5		SEL-UPG-Web Accel Exp Mod > Std Mod	\$14,500.00	к	31%	\$10,005.00	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5	UPG-ZAFM-A>SAF2h	SEL-UPG-App Firewall(ZeusTM 1GB)>SAF-2K	\$0.00	к	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5		K SEL-UPG-App Firewall(ZeusTM 2GB)>SAF-2K	\$0.00	к	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5		K SEL-UPG-App Firewall(ZeusTM 5GB)>SAF-4K	\$0.00	к	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5		K SEL-UPG-App Firewall(ZeusTM UnL)>SAF-4K	\$0.00	К	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5 5		SEL-UPG-Zeus Load Balancer > STM-1000-H L SEL-UPG-Zeus TM (1 Gbits) > STM-2000-L	\$2,400.00 \$4,000.00		31% 31%	\$1,656.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			BROCADE ETHERNET
5		NSEL-UPG-Zeus TM (2 Gbits) > STM-2000-L	\$4,000.00		31%	\$2,760.00 \$2,760.00	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5		L SEL-UPG-Zeus TM (5 Gbits) > STM-4000-L	\$4,000.00		31%	\$2,760.00	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5		/ISEL-UPG-Zeus TM (unlimtd) > STM-4000-VH	\$4,000.00		31%	\$2,760.00	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5	UPG-ZXTM>STM2KL	SEL-UPG-Zeus TM(purch<=09/09)>STM-2000-L	\$4,000.00	к	31%	\$2,760.00	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	BROCADE ETHERNET
5	XBR-000195	SEL-FIPS SECURITY SEAL FOR SYSTEM	\$499.00		31%	\$344.31	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5	XBR-R000030	SEL-Serial Cable (RJ-45 Connector)	\$50.00		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	К	31%	\$120.75	\$0.00	\$0.00	\$0.00	\$0.00			
5 5	XBR-R000292	SEL-6510-6505-6710-6740 MID-MOUNT KIT	\$175.00	K K	31% 31%	\$120.75 \$103.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET
5	XBR-R000293 XBR-R000295	SEL-FLUSH MOUNT KIT 6710 6740 SEL-FRU,UNIV RCK MNT,4 POST 24"-32	\$150.00 \$430.00	ĸ	31%	\$103.50 \$296.70	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5	XBR-R000295 XBR-R000296	SEL FRU, UNIVERSAL RACK MOUNT KIT, 4 POST 24 - 52			31%	\$296.70	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5	11-1433-LIC-L1	SEL: VF-DD2-25VM-F-L1	\$19,593.75		31%	\$13,519.69	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1433-LIC-L2	SEL: VF-DD2-25VM-F-L2	\$19,181.25	ĸ	31%	\$13,235.06	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1433-LIC-L3	SEL: VF-DD2-25VM-F-L3	\$18,562.50	к	31%	\$12,808.13	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	CARAHSOFT
5	11-1433-LIC-L4	SEL: VF-DD2-25VM-F-L4	\$17,943.75	к	31%	\$12,381.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-1433-LIC-L5	SEL: VF-DD2-25VM-F-L5	\$17,118.75		31%	\$11,811.94	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1568-LIC	SEL: VF-HYPM5-F	\$396.00		31%	\$273.24	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1568-LIC-L1	SEL: VF-HYPM5-F-L1	\$376.20		31%	\$259.58	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1568-LIC-L2	SEL: VF-HYPM5-F-L2	\$368.28	ĸ	31%	\$254.11	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5 5	11-1568-LIC-L3 11-1568-LIC-L4	SEL: VF-HYPM5-F-L3 SEL: VF-HYPM5-F-L4	\$356.40 \$344.52		31% 31%	\$245.92 \$237.72	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CARAHSOFT
5	11-1568-LIC-L4 11-1568-LIC-L5	SEL: VF-HYPM5-F-L5	\$328.68	ĸ	31%	\$237.72 \$226.79	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1594-LIC	SEL: CA-DEVK-LIC-F	\$328.08		31%	\$220.79	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1786-LIC	SEL: CA6-DEVK-F	\$22,000.00		31%	\$15,180.00	\$0.00	\$0.00	\$0.00				CARAHSOFT

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAI	RRANTY UPGRADE	NET PRICE		1
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	11-1786-LIC-L1	SEL: CA6-DEVK-F-L1	\$20,900.00	к	31%	\$14,421.00	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5 5	11-1786-LIC-L2 11-1786-LIC-L3	SEL: CA6-DEVK-F-L2 SEL: CA6-DEVK-F-L3	\$20,460.00 \$19,800.00	K K	31% 31%	\$14,117.40 \$13,662.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) CARAHSOFT) CARAHSOFT
5	11-1786-LIC-L3	SEL: CA6-DEVK-F-L4	\$19,140.00		31%	\$13,206.60	\$0.00	\$0.00	\$0.00	\$0.00) CARAHSOFT
5	11-1786-LIC-L5	SEL: CA6-DEVK-F-L5	\$18,260.00	ĸ	31%	\$12,599.40	\$0.00	\$0.00	\$0.00	\$0.00) CARAHSOFT
5	11-1790-LIC	SEL: THIN5-STE-F	\$5,500.00	ĸ	31%	\$3,795.00	\$0.00	\$0.00	\$0.00	\$0.00) CARAHSOFT
5	11-1790-LIC-L1	SEL: THIN5-STE-F-L1	\$5,225.00	к	31%	\$3,605.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00) CARAHSOFT
5	11-1790-LIC-L2	SEL: THIN5-STE-F-L2	\$5,115.00	к	31%	\$3,529.35	\$0.00	\$0.00	\$0.00	\$0.00) CARAHSOFT
5	11-1790-LIC-L3	SEL: THIN5-STE-F-L3	\$4,950.00	к	31%	\$3,415.50	\$0.00	\$0.00	\$0.00	\$0.00) CARAHSOFT
5	11-1790-LIC-L4 11-1790-LIC-L5	SEL: THIN5-STE-F-L4 SEL: THIN5-STE-F-L5	\$4,785.00 \$4,565.00		31% 31%	\$3,301.65 \$3,149.85	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) CARAHSOFT) CARAHSOFT
5	11-1791-LIC	SEL: THIN5-3TE-F-L5 SEL: THIN5-100PK-F	\$2,090.00	ĸ	31%	\$1,442.10	\$0.00	\$0.00	\$0.00	\$0.00) CARAHSOFT
5	11-1791-LIC-L1	SEL: THIN5-100PK-F-L1	\$1,985.50	ĸ	31%	\$1,370.00	\$0.00	\$0.00	\$0.00	\$0.00) CARAHSOFT
5	11-1791-LIC-L2	SEL: THIN5-100PK-F-L2	\$1,943.70	к	31%	\$1,341.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00) CARAHSOFT
5	11-1791-LIC-L3	SEL: THIN5-100PK-F-L3	\$1,881.00	К	31%	\$1,297.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00) CARAHSOFT
5	11-1791-LIC-L4	SEL: THIN5-100PK-F-L4	\$1,818.30	K	31%	\$1,254.63	\$0.00	\$0.00	\$0.00	\$0.00) CARAHSOFT
5	11-1791-LIC-L5	SEL: THIN5-100PK-F-L5	\$1,734.70		31%	\$1,196.94	\$0.00	\$0.00	\$0.00	\$0.00) CARAHSOFT
5 5	11-1909-LIC 11-1980-LIC	SEL Mrg Win/ Hw Mig 1 Dev TI 6M Min 10 SEL: VR6-OSTD25-F	\$55.00 \$3,438.00	K K	31% 31%	\$37.95 \$2,372.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) CARAHSOFT) CARAHSOFT
5	11-1980-LIC-L1	SEL: VR6-OSTD25-F-L1	\$3,266.00	ĸ	31%	\$2,253.54	\$0.00	\$0.00	\$0.00	\$0.00) CARAHSOFT
5	11-1980-LIC-L2	SEL: VR6-OSTD25-F-L2	\$3,197.00		31%	\$2,205.93	\$0.00	\$0.00	\$0.00	\$0.00) CARAHSOFT
5	11-1980-LIC-L3	SEL: VR6-OSTD25-F-L3	\$3,094.00		31%	\$2,134.86	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1980-LIC-L4	SEL: VR6-OSTD25-F-L4	\$2,991.00		31%	\$2,063.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00) CARAHSOFT
5	11-1980-LIC-L5	SEL: VR6-OSTD25-F-L5	\$2,853.00		31%	\$1,968.57	\$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	11-1981-LIC-L1	SEL: VR6-OADV25-F-L1	\$7,184.00	ĸ	31%	\$4,956.96	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5 5	11-1981-LIC-L2 11-1981-LIC-L3	SEL: VR6-OADV25-F-L2 SEL: VR6-OADV25-F-L3	\$7,033.00 \$6,806.00		31% 31%	\$4,852.77 \$4,696.14	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) CARAHSOFT) CARAHSOFT
5	11-1981-LIC-L3	SEL: VR6-OADV25-F-L3 SEL: VR6-OADV25-F-L4	\$6,579.00		31%	\$4,539.51	\$0.00	\$0.00	\$0.00	\$0.00) CARAHSOFT
5	11-1981-LIC-L5	SEL: VR6-OADV25-F-L5	\$6,277.00	ĸ	31%	\$4,331.13	\$0.00	\$0.00	\$0.00	\$0.00) CARAHSOFT
5	11-1982-LIC	SEL: VR6-OENT25-F	\$19,113.00	ĸ	31%	\$13,187.97	\$0.00	\$0.00	\$0.00	\$0.00) CARAHSOFT
5	11-1982-LIC-L1	SEL: VR6-OENT25-F-L1	\$18,157.00	к	31%	\$12,528.33	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00) CARAHSOFT
5	11-1982-LIC-L2	SEL: VR6-OENT25-F-L2	\$17,775.00	к	31%	\$12,264.75	\$0.00	\$0.00	\$0.00	\$0.00) CARAHSOFT
5	11-1982-LIC-L3	SEL: VR6-OENT25-F-L3	\$17,201.00	к	31%	\$11,868.69	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1982-LIC-L4 11-1982-LIC-L5	SEL: VR6-OENT25-F-L4	\$16,628.00		31% 31%	\$11,473.32	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1982-LIC-L5 11-1983-LIC	SEL: VR6-OENT25-F-L5 SEL: VR6-OSTD-OADV-UG-F	\$15,863.00 \$4,538.00	K K	31%	\$10,945.47 \$3,131.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) CARAHSOFT) CARAHSOFT
5	11-1983-LIC-L1	SEL: VR6-OSTDOADV-UG-F-L1	\$4,311.00	ĸ	31%	\$2,974.59	\$0.00	\$0.00	\$0.00	\$0.00) CARAHSOFT
5	11-1983-LIC-L2	SEL: VR6-OSTDOADV-UG-F-L2	\$4,220.00	ĸ	31%	\$2,911.80	\$0.00	\$0.00	\$0.00	\$0.00) CARAHSOFT
5	11-1983-LIC-L3	SEL: VR6-OSTDOADV-UG-F-L3	\$4,084.00	к	31%	\$2,817.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00) CARAHSOFT
5	11-1983-LIC-L4	SEL: VR6-OSTDOADV-UG-F-L4	\$3,948.00	к	31%	\$2,724.12	\$0.00	\$0.00	\$0.00	\$0.00) CARAHSOFT
5	11-1984-LIC	SEL: VR6-OSTD-OENT-UG-F	\$17,243.00	К	31%	\$11,897.67	\$0.00	\$0.00	\$0.00	\$0.00) CARAHSOFT
5	11-1984-LIC-L1	SEL: VR6-OSTDOENT-UG-F-L1	\$16,380.00	к	31%	\$11,302.20	\$0.00	\$0.00	\$0.00	\$0.00) CARAHSOFT
5 5	11-1984-LIC-L2 11-1984-LIC-L3	SEL: VR6-OSTDOENT-UG-F-L2 SEL: VR6-OSTDOENT-UG-F-L3	\$16,036.00 \$15,518.00	к к	31% 31%	\$11,064.84 \$10,707.42	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) CARAHSOFT) CARAHSOFT
5	11-1984-LIC-L4	SEL: VR6-OSTDOENT-UG-F-L4	\$15,001.00		31%	\$10,350.69	\$0.00	\$0.00	\$0.00	\$0.00) CARAHSOFT
5	11-1985-LIC	SEL: VR6-OADV-OENT-UG-F	\$12,705.00	ĸ	31%	\$8,766.45	\$0.00	\$0.00	\$0.00	\$0.00) CARAHSOFT
5	11-1985-LIC-L1	SEL: VR6-OADVOENT-UG-F-L1	\$12,070.00	к	31%	\$8,328.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00) CARAHSOFT
5	11-1985-LIC-L2	SEL: VR6-OADVOENT-UG-F-L2	\$11,816.00		31%	\$8,153.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00) CARAHSOFT
5	11-1985-LIC-L3	SEL: VR6-OADVOENT-UG-F-L3	\$11,435.00	к	31%	\$7,890.15	\$0.00	\$0.00	\$0.00	\$0.00) CARAHSOFT
5 5	11-1985-LIC-L4	SEL: VR6-OADVOENT-UG-F-L4	\$11,053.00	ĸ	31% 31%	\$7,626.57	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1998-LIC 11-1998-LIC-L1	SEL: VR6-VU10-F SEL: VR6-VU10-F-L1	\$825.00 \$784.00		31%	\$569.25 \$540.96	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) CARAHSOFT) CARAHSOFT
5	11-1998-LIC-L2	SEL: VR6-VU10-F-L2	\$767.00		31%	\$529.23	\$0.00	\$0.00	\$0.00	\$0.00) CARAHSOFT
5	11-1998-LIC-L3	SEL: VR6-VU10-F-L3	\$743.00		31%	\$512.67	\$0.00	\$0.00	\$0.00	\$0.00) CARAHSOFT
5	11-1998-LIC-L4	SEL: VR6-VU10-F-L4	\$718.00	к	31%	\$495.42	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1998-LIC-L5	SEL: VR6-VU10-F-L5	\$685.00	к	31%	\$472.65	\$0.00	\$0.00	\$0.00	\$0.00) CARAHSOFT
5	11-1999-LIC	SEL: VR6-VU100-F	\$8,250.00		31%	\$5,692.50	\$0.00	\$0.00	\$0.00	\$0.00) CARAHSOFT
5	11-1999-LIC-L1	SEL: VR6-VU100-F-L1	\$7,838.00 \$7,673.00		31%	\$5,408.22	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1999-LIC-L2 11-1999-LIC-L3	SEL: VR6-VU100-F-L2 SEL: VR6-VU100-F-L3	\$7,673.00 \$7,425.00	к к	31% 31%	\$5,294.37 \$5,123.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) CARAHSOFT) CARAHSOFT
5	11-1999-LIC-L3	SEL: VR6-VU100-F-L3	\$7,178.00	ĸ	31%	\$4,952.82	\$0.00	\$0.00	\$0.00	\$0.00) CARAHSOFT
5	11-1999-LIC-L5	SEL: VR6-VU100-F-L5	\$6,848.00	ĸ	31%	\$4,725.12	\$0.00	\$0.00	\$0.00	\$0.00) CARAHSOFT
5	11-2015-LIC	SEL: HZ-FLX-10-F	\$2,750.00		31%	\$1,897.50	\$0.00	\$0.00	\$0.00	\$0.00) CARAHSOFT
5	11-2015-LIC-L1	SEL: HZ-FLX-10-F-L1	\$2,613.00		31%	\$1,802.97	\$0.00	\$0.00	\$0.00) CARAHSOFT
5	11-2015-LIC-L2	SEL: HZ-FLX-10-F-L2	\$2,558.00		31%	\$1,765.02	\$0.00	\$0.00	\$0.00	\$0.00) CARAHSOFT
5	11-2015-LIC-L3	SEL: HZ-FLX-10-F-L3	\$2,475.00		31%	\$1,707.75	\$0.00	\$0.00	\$0.00	\$0.00) CARAHSOFT
5	11-2015-LIC-L4	SEL: HZ-FLX-10-F-L4	\$2,393.00		31%	\$1,651.17	\$0.00	\$0.00	\$0.00	\$0.00) CARAHSOFT
5 5	11-2015-LIC-L5 11-2064-LIC	SEL: HZ-FLX-10-F-L5 SEL: EDU-VCOPICM6-OS-F	\$2,283.00 \$41,525.00		31% 31%	\$1,575.27 \$28,652.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) CARAHSOFT) CARAHSOFT
5	11-2064-LIC 11-2065-LIC	SEL: EDU-VCOPICM6-OS-F SEL: EDU-VCOPICM6-OE-F	\$41,525.00		31%	\$28,652.25 \$3,412.05	\$0.00	\$0.00	\$0.00	\$0.00) CARAHSOFT
5	11-2066-LIC	SEL: EDU-VCOPICM6-XP-F	\$4,153.00		31%	\$2,865.57	\$0.00	\$0.00	\$0.00	\$0.00) CARAHSOFT
5	11-2067-LIC	SEL: MGP-10-F	\$1,650.00		31%	\$1,138.50	\$0.00	\$0.00	\$0.00	\$0.00) CARAHSOFT
5	11-2067-LIC-L1	SEL: MGP-10-F-L1	\$1,568.00		31%	\$1,081.92	\$0.00	\$0.00	\$0.00	\$0.00) CARAHSOFT
5	11-2067-LIC-L2	SEL: MGP-10-F-L2	\$1,535.00		31%	\$1,059.15	\$0.00	\$0.00	\$0.00	\$0.00) CARAHSOFT
5	11-2067-LIC-L3	SEL: MGP-10-F-L3	\$1,485.00		31%	\$1,024.65	\$0.00	\$0.00	\$0.00	\$0.00) CARAHSOFT
5	11-2067-LIC-L4	SEL: MGP-10-F-L4	\$1,436.00	К	31%	\$990.84	\$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	11-2067-LIC-L5	SEL: MGP-10-F-L5	\$1,370.00	К	31%	\$945.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2068-LIC	SEL: MGP-100-F	\$16,500.00	ĸ	31%	\$11,385.00	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2068-LIC-L1 11-2068-LIC-L2	SEL: MGP-100-F-L1 SEL: MGP-100-F-L2	\$15,675.00 \$15,345.00	к к	31% 31%	\$10,815.75 \$10,588.05	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2068-LIC-L2	SEL: MGP-100-F-L2 SEL: MGP-100-F-L3	\$14,850.00	ĸ	31%	\$10,588.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2068-LIC-L4	SEL: MGP-100-F-L4	\$14,355.00	ĸ	31%	\$9,904.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2068-LIC-L5	SEL: MGP-100-F-L5	\$13,695.00	к	31%	\$9,449.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2069-LIC	SEL: MW-MGP-10-F	\$1,210.00	к	31%	\$834.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2069-LIC-L1	SEL: MW-MGP-10-F-L1	\$1,150.00	к	31%	\$793.50	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2069-LIC-L2	SEL: MW-MGP-10-F-L2	\$1,125.00	К	31%	\$776.25	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2069-LIC-L3 11-2069-LIC-L4	SEL: MW-MGP-10-F-L3 SEL: MW-MGP-10-F-L4	\$1,089.00 \$1,053.00	K K	31% 31%	\$751.41 \$726.57	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CARAHSOFT CARAHSOFT
5	11-2069-LIC-L5	SEL: MW-MGP-10-F-L5	\$1,004.00	ĸ	31%	\$692.76	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2070-LIC	SEL: MW-MGP-100-F	\$11,616.00	ĸ	31%	\$8,015.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2070-LIC-L1	SEL: MW-MGP-100-F-L1	\$11,035.00	к	31%	\$7,614.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2070-LIC-L2	SEL: MW-MGP-100-F-L2	\$10,803.00	к	31%	\$7,454.07	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2070-LIC-L3	SEL: MW-MGP-100-F-L3	\$10,454.00	K	31%	\$7,213.26	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2070-LIC-L4	SEL: MW-MGP-100-F-L4	\$10,106.00	K K	31%	\$6,973.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2070-LIC-L5 11-2112-LIC	SEL: MW-MGP-100-F-L5 SEL: ST6-VSAN-F	\$9,641.00 \$2,745.00	ĸ	31% 31%	\$6,652.29 \$1,894.05	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2112-LIC-L1	SEL: ST6-VSAN-F-L1	\$2,607.00	ĸ	31%	\$1,798.83	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2112-LIC-L2	SEL: ST6-VSAN-F-L2	\$2,552.00	ĸ	31%	\$1,760.88	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2112-LIC-L3	SEL: ST6-VSAN-F-L3	\$2,470.00	к	31%	\$1,704.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2112-LIC-L4	SEL: ST6-VSAN-F-L4	\$2,388.00	к	31%	\$1,647.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2112-LIC-L5	SEL: ST6-VSAN-F-L5	\$2,277.94	к	31%	\$1,571.78	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2113-LIC 11-2113-LIC-L1	SEL: ST6-VSA-VSAN-UG-F SEL: ST6-VSA-VSAN-UG-F-L1	\$12,623.00	K K	31% 31%	\$8,709.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2113-LIC-L1	SEL: ST6-VSA-VSAN-UG-F-LT SEL: ST6-VSA-VSAN-UG-F-L2	\$11,991.00 \$11,739.00	ĸ	31%	\$8,273.79 \$8,099.91	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2113-LIC-L3	SEL: ST6-VSA-VSAN-UG-F-L3	\$11,360.00	к	31%	\$7,838.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2113-LIC-L4	SEL: ST6-VSA-VSAN-UG-F-L4	\$10,982.00	ĸ	31%	\$7,577.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2113-LIC-L5	SEL: ST6-VSA-VSAN-UG-F-L5	\$10,476.68	К	31%	\$7,228.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2114-LIC	SEL: ST6-VSDT100-F	\$5,500.00	к	31%	\$3,795.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2114-LIC-L1	SEL: ST6-VSDT100-F-L1	\$5,225.00	ĸ	31%	\$3,605.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2114-LIC-L2 11-2114-LIC-L3	SEL: ST6-VSDT100-F-L2 SEL: ST6-VSDT100-F-L3	\$5,115.00 \$4,950.00	к к	31% 31%	\$3,529.35 \$3,415.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CARAHSOFT CARAHSOFT
5	11-2114-LIC-L3	SEL: ST6-VSDT100-F-L4	\$4,950.00	ĸ	31%	\$3,301.65	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2114-LIC-L5	SEL: ST6-VSDT100-F-L5	\$4,565.00	ĸ	31%	\$3,149.85	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2115-LIC	SEL: ST6-VSDT10-F	\$550.00	к	31%	\$379.50	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2115-LIC-L1	SEL: ST6-VSDT10-F-L1	\$523.00	к	31%	\$360.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2115-LIC-L2	SEL: ST6-VSDT10-F-L2	\$512.00	K	31%	\$353.28	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2115-LIC-L3	SEL: ST6-VSDT10-F-L3	\$495.00	К	31%	\$341.55	\$0.00	\$0.00		\$0.00			CARAHSOFT
5	11-2115-LIC-L4 11-2115-LIC-L5	SEL: ST6-VSDT10-F-L4 SEL: ST6-VSDT10-F-L5	\$479.00 \$456.50	к к	31% 31%	\$330.51 \$314.99	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2116-LIC	SEL: VCS6-FND-F	\$1,645.00	ĸ	31%	\$1,135.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2116-LIC-L1	SEL: VCS6-FND-F-L1	\$1,562.00	ĸ	31%	\$1,077.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2116-LIC-L2	SEL: VCS6-FND-F-L2	\$1,529.00	к	31%	\$1,055.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2116-LIC-L3	SEL: VCS6-FND-F-L3	\$1,480.00	к	31%	\$1,021.20	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2116-LIC-L4	SEL: VCS6-FND-F-L4	\$1,431.00	K	31%	\$987.39	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2116-LIC-L5	SEL: VCS6-FND-F-L5	\$1,364.94	К	31%	\$941.81	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5 5	11-2117-LIC 11-2117-LIC-L1	SEL: VCS6-FND-STD-UG-F SEL: VCS6-FND-STD-UG-F-L1	\$4,235.00 \$4,023.00	K K	31% 31%	\$2,922.15 \$2,775.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2117-LIC-L2	SEL: VCS6-FND-STD-UG-F-L2	\$3,939.00	ĸ	31%	\$2,717.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2117-LIC-L3	SEL: VCS6-FND-STD-UG-F-L3	\$3,812.00	ĸ	31%	\$2,630.28	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2117-LIC-L4	SEL: VCS6-FND-STD-UG-F-L4	\$3,684.00	к	31%	\$2,541.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2117-LIC-L5	SEL: VCS6-FND-STD-UG-F-L5	\$4,519.35	к	31%	\$3,118.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2118-LIC	SEL: VCS6-STD-F	\$5,495.00	к	31%	\$3,791.55	\$0.00	\$0.00		\$0.00	\$0.00		CARAHSOFT
5	11-2118-LIC-L1	SEL: VCS6-STD-F-L1	\$5,220.00	ĸ	31%	\$3,601.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2118-LIC-L2 11-2118-LIC-L3	SEL: VCS6-STD-F-L2 SEL: VCS6-STD-F-L3	\$5,110.00 \$4,945.00	к к	31% 31%	\$3,525.90 \$3,412.05	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CARAHSOFT CARAHSOFT
5	11-2118-LIC-L3	SEL: VCS6-STD-F-L3 SEL: VCS6-STD-F-L4	\$4,945.00	ĸ	31%	\$3,298.20	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2118-LIC-L5	SEL: VCS6-STD-F-L5	\$5,473.44	ĸ	31%	\$3,776.67	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2119-LIC	SEL: VC-SRM6-25E-F	\$13,613.00	ĸ	31%	\$9,392.97	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2119-LIC-L1	SEL: VC-SRM6-25E-F-L1	\$12,932.00	к	31%	\$8,923.08	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	CARAHSOFT
5	11-2119-LIC-L2	SEL: VC-SRM6-25E-F-L2	\$12,660.00	к	31%	\$8,735.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2119-LIC-L3	SEL: VC-SRM6-25E-F-L3	\$12,251.00	ĸ	31%	\$8,453.19		\$0.00					CARAHSOFT
5 5	11-2119-LIC-L4 11-2119-LIC-L5	SEL: VC-SRM6-25E-F-L4 SEL: VC-SRM6-25E-F-L5	\$11,843.00 \$11,298.38	K K	31% 31%	\$8,171.67 \$7,795.88	\$0.00 \$0.00	\$0.00 \$0.00					CARAHSOFT CARAHSOFT
5	11-2120-LIC	SEL: VC-SRM6-25E-UG-F	\$11,296.36 \$9,075.00	ĸ	31%	\$6,261.75	\$0.00	\$0.00		\$0.00			CARAHSOFT
5	11-2120-LIC-L1	SEL: VC-SRM6-25E-UG-F-L1	\$8,621.00	ĸ	31%	\$5,948.49	\$0.00	\$0.00		\$0.00			CARAHSOFT
5	11-2120-LIC-L2	SEL: VC-SRM6-25E-UG-F-L2	\$8,440.00	к	31%	\$5,823.60	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	CARAHSOFT
5	11-2120-LIC-L3	SEL: VC-SRM6-25E-UG-F-L3	\$8,168.00		31%	\$5,635.92	\$0.00	\$0.00				\$0.00	CARAHSOFT
5	11-2120-LIC-L4	SEL: VC-SRM6-25E-UG-F-L4	\$7,895.00		31%	\$5,447.55		\$0.00					CARAHSOFT
5	11-2120-LIC-L5	SEL: VC-SRM6-25E-UG-F-L5	\$7,532.25		31%	\$5,197.25		\$0.00					CARAHSOFT
5	11-2121-LIC	SEL: VC-SRM6-25S-F	\$5,363.00	к к	31%	\$3,700.47	\$0.00	\$0.00					CARAHSOFT
5 5	11-2121-LIC-L1 11-2121-LIC-L2	SEL: VC-SRM6-25S-F-L1 SEL: VC-SRM6-25S-F-L2	\$5,094.00 \$4,987.00		31% 31%	\$3,514.86 \$3,441.03	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			CARAHSOFT CARAHSOFT
5	11-2121-LIC-L2	SEL: VC-SRM6-25S-F-L2 SEL: VC-SRM6-25S-F-L3	\$4,826.00		31%	\$3,329.94	\$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	11-2121-LIC-L4	SEL: VC-SRM6-25S-F-L4	\$4,665.00		31%	\$3,218.85	\$0.00	\$0.00		\$0.00	\$0.00		CARAHSOFT
5	11-2121-LIC-L5 11-2200-LIC	SEL: VC-SRM6-25S-F-L5 SEL: V-PS-AWT-SP-F	\$4,450.88 \$550.00		31% 31%	\$3,071.11 \$379.50	\$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT
5 5	11-2202-LIC	SEL: UEM-CCU-10-F	\$550.00		31%	\$379.50	\$0.00 \$0.00	\$0.00		\$0.00	\$0.00		CARAHSOFT
5	11-2202-LIC-L1	SEL: UEM-CCU-10-F-L1	\$523.00		31%	\$360.87	\$0.00	\$0.00		\$0.00	\$0.00		CARAHSOFT
5	11-2202-LIC-L2	SEL: UEM-CCU-10-F-L2	\$512.00		31%	\$353.28	\$0.00	\$0.00		\$0.00	\$0.00		CARAHSOFT
5	11-2202-LIC-L3	SEL: UEM-CCU-10-F-L3	\$495.00	К	31%	\$341.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2202-LIC-L4	SEL: UEM-CCU-10-F-L4	\$479.00		31%	\$330.51	\$0.00	\$0.00		\$0.00	\$0.00		CARAHSOFT
5	11-2203-LIC	SEL: UEM-CCU-100-F	\$5,500.00		31%	\$3,795.00	\$0.00	\$0.00		\$0.00			CARAHSOFT
5	11-2203-LIC-L1 11-2203-LIC-L2	SEL: UEM-CCU-100-F-L1 SEL: UEM-CCU-100-F-L2	\$5,225.00 \$5,115.00		31% 31%	\$3,605.25 \$3,529.35	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT
5	11-2203-LIC-L2	SEL: UEM-CCU-100-F-L2 SEL: UEM-CCU-100-F-L3	\$4,950.00		31%	\$3,415.50	\$0.00	\$0.00		\$0.00			CARAHSOFT
5	11-2203-LIC-L4	SEL: UEM-CCU-100-F-L4	\$4,785.00		31%	\$3,301.65	\$0.00	\$0.00		\$0.00	\$0.00		CARAHSOFT
5	11-2204-LIC	SEL: UEM-NU-10-F	\$330.00		31%	\$227.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2204-LIC-L1	SEL: UEM-NU-10-F-L1	\$314.00	K	31%	\$216.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2204-LIC-L2	SEL: UEM-NU-10-F-L2	\$307.00		31%	\$211.83	\$0.00	\$0.00		\$0.00			CARAHSOFT
5	11-2204-LIC-L3	SEL: UEM-NU-10-F-L3	\$297.00		31%	\$204.93	\$0.00	\$0.00		\$0.00	\$0.00		CARAHSOFT
5 5	11-2204-LIC-L4 11-2205-LIC	SEL: UEM-NU-10-F-L4 SEL: UEM-NU-100-F	\$287.00 \$3,300.00		31% 31%	\$198.03 \$2,277.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT
5	11-2205-LIC-L1	SEL: UEM-NU-100-F-L1	\$3,135.00		31%	\$2,163.15	\$0.00	\$0.00		\$0.00	\$0.00		CARAHSOFT
5	11-2205-LIC-L2	SEL: UEM-NU-100-F-L2	\$3,069.00		31%	\$2,117.61	\$0.00	\$0.00		\$0.00	\$0.00		CARAHSOFT
5	11-2205-LIC-L3	SEL: UEM-NU-100-F-L3	\$2,970.00		31%	\$2,049.30	\$0.00	\$0.00		\$0.00			CARAHSOFT
5	11-2205-LIC-L4	SEL: UEM-NU-100-F-L4	\$2,871.00		31%	\$1,980.99	\$0.00	\$0.00		\$0.00			CARAHSOFT
5	11-2231-LIC	SEL: CON-HZN-PILOT-F	\$81,818.00		31%	\$56,454.42	\$0.00	\$0.00		\$0.00	\$0.00		CARAHSOFT
5	11-2248-LIC	SEL: VR6-MEDI-F	\$66,000.00		31%	\$45,540.00	\$0.00	\$0.00		\$0.00	\$0.00		CARAHSOFT
5	11-2248-LIC-L1 11-2248-LIC-L2	SEL: VR6-MEDI-F-L1	\$62,700.00		31%	\$43,263.00	\$0.00	\$0.00		\$0.00	\$0.00		CARAHSOFT
5 5	11-2248-LIC-L2 11-2248-LIC-L3	SEL: VR6-MEDI-F-L2 SEL: VR6-MEDI-F-L3	\$61,380.00 \$59,400.00		31% 31%	\$42,352.20 \$40,986.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT
5	11-2248-LIC-L4	SEL: VR6-MEDI-F-L4	\$57,420.00		31%	\$39,619.80	\$0.00	\$0.00		\$0.00	\$0.00		CARAHSOFT
5	11-2248-LIC-L5	SEL: VR6-MEDI-F-L5	\$54,780.00		31%	\$37,798.20	\$0.00	\$0.00		\$0.00	\$0.00		CARAHSOFT
5	11-2253-LIC	SEL: WS12-LW-FE	\$274.99		31%	\$189.74	\$0.00	\$0.00		\$0.00	\$0.00		CARAHSOFT
5	11-2254-LIC	SEL: WS12-LW-UG-FE	\$164.99	К	31%	\$113.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2285-LIC-L5	SEL: ST6-RB-25VM-F-L5	\$11,412.50		31%	\$7,874.63	\$0.00	\$0.00		\$0.00	\$0.00		CARAHSOFT
5	11-2288-LIC	SEL: HZ-FLX-AD10-F	\$1,650.00		31%	\$1,138.50	\$0.00	\$0.00		\$0.00			CARAHSOFT
5	11-2288-LIC-L1	SEL: HZ-FLX-AD10-F-L1	\$1,567.50		31%	\$1,081.58	\$0.00	\$0.00		\$0.00			CARAHSOFT
5 5	11-2288-LIC-L2 11-2288-LIC-L3	SEL: HZ-FLX-AD10-F-L2 SEL: HZ-FLX-AD10-F-L3	\$1,534.50 \$1,485.00		31% 31%	\$1,058.81	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT
5	11-2288-LIC-L4	SEL: HZ-FLX-AD10-F-L3	\$1,485.00		31%	\$1,024.65 \$990.50	\$0.00	\$0.00		\$0.00	\$0.00		CARAHSOFT
5	11-2288-LIC-L5	SEL: HZ-FLX-AD10-F-L5	\$1,369.50		31%	\$944.96	\$0.00	\$0.00		\$0.00	\$0.00		CARAHSOFT
5	11-2313-LIC	SEL: HZ-F7WS11-FLX-UG-F	\$165.00		31%	\$113.85	\$0.00	\$0.00		\$0.00			CARAHSOFT
5	11-2313-LIC-L1	SEL: HZ-F7WS11-FLX-UG-FL1	\$156.75		31%	\$108.16	\$0.00	\$0.00		\$0.00	\$0.00		CARAHSOFT
5	11-2313-LIC-L2	SEL: HZ-F7WS11-FLX-UG-FL2	\$153.45		31%	\$105.88	\$0.00	\$0.00		\$0.00	\$0.00		CARAHSOFT
5	11-2313-LIC-L3	SEL: HZ-F7WS11-FLX-UG-FL3	\$148.50		31%	\$102.47	\$0.00	\$0.00		\$0.00	\$0.00		CARAHSOFT
5	11-2313-LIC-L4	SEL: HZ-F7WS11-FLX-UG-FL4	\$143.55		31%	\$99.05	\$0.00	\$0.00		\$0.00	\$0.00		CARAHSOFT
5 5	11-2314-LIC 11-2314-LIC-L1	SEL: HZ-F8WS12-FLX-UG-F SEL: HZ-F8WS12-FLX-UG-FL1	\$110.00 \$104.50		31% 31%	\$75.90 \$72.11	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT
5	11-2314-LIC-L2	SEL: HZ-F8WS12-FLX-UG-FL2	\$102.30		31%	\$70.59	\$0.00	\$0.00		\$0.00	\$0.00		CARAHSOFT
5	11-2314-LIC-L3	SEL: HZ-F8WS12-FLX-UG-FL3	\$99.00		31%	\$68.31	\$0.00	\$0.00		\$0.00	\$0.00		CARAHSOFT
5	11-2314-LIC-L4	SEL: HZ-F8WS12-FLX-UG-FL4	\$95.70	К	31%	\$66.03	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2317-LIC	SEL: VR7-ATAD25-F	\$7,562.50		31%	\$5,218.13	\$0.00	\$0.00		\$0.00	\$0.00		CARAHSOFT
5	11-2317-LIC-L1	SEL: VR7-ATAD25-F-L1	\$7,184.38		31%	\$4,957.22	\$0.00	\$0.00		\$0.00	\$0.00		CARAHSOFT
5	11-2317-LIC-L2	SEL: VR7-ATAD25-F-L2	\$7,033.13		31%	\$4,852.86	\$0.00	\$0.00		\$0.00	\$0.00		CARAHSOFT
5 5	11-2317-LIC-L3 11-2317-LIC-L4	SEL: VR7-ATAD25-F-L3 SEL: VR7-ATAD25-F-L4	\$6,806.25 \$6,579.38		31% 31%	\$4,696.31 \$4,539.77	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT
5	11-2317-LIC-L4	SEL: VR7-ATAD25-F-L4 SEL: VR7-ATAD25-F-L5	\$6,276.88		31%	\$4,539.77 \$4,331.05	\$0.00	\$0.00		\$0.00	\$0.00		CARAHSOFT
5	11-2318-LIC	SEL: VR7-ATEN25-F	\$13,062.50		31%	\$9,013.13	\$0.00	\$0.00		\$0.00	\$0.00		CARAHSOFT
5	11-2318-LIC-L1	SEL: VR7-ATEN25-F-L1	\$12,409.38		31%	\$8,562.47	\$0.00	\$0.00		\$0.00	\$0.00		CARAHSOFT
5	11-2318-LIC-L2	SEL: VR7-ATEN25-F-L2	\$12,148.13		31%	\$8,382.21	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2318-LIC-L3	SEL: VR7-ATEN25-F-L3	\$11,756.25		31%	\$8,111.81	\$0.00	\$0.00		\$0.00			CARAHSOFT
5	11-2318-LIC-L4	SEL: VR7-ATEN25-F-L4	\$11,364.38		31%	\$7,841.42	\$0.00	\$0.00		\$0.00			CARAHSOFT
5	11-2318-LIC-L5	SEL: VR7-ATEN25-F-L5	\$10,841.88		31%	\$7,480.90	\$0.00	\$0.00		\$0.00	\$0.00		CARAHSOFT
5 5	11-2321-LIC	SEL: VR7-AUTDT25-F SEL: VR7-AUTDT25-F-L1	\$3,657.50 \$3,474.63		31% 31%	\$2,523.68 \$2,397.49	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT
5	11-2321-LIC-L1 11-2321-LIC-L2	SEL: VR7-AUTD125-F-L1 SEL: VR7-AUTDT25-F-L2	\$3,474.63 \$3.401.48		31%	\$2,397.49 \$2.347.02	\$0.00	\$0.00		\$0.00	\$0.00		CARAHSOFT
5	11-2321-LIC-L2	SEL: VR7-AUTDT25-F-L2 SEL: VR7-AUTDT25-F-L3	\$3,401.46		31%	\$2,347.02	\$0.00	\$0.00	+	\$0.00	+		CARAHSOFT
5	11-2321-LIC-L4	SEL: VR7-AUTDT25-F-L4	\$3,182.03		31%	\$2,195.60	\$0.00	\$0.00		\$0.00			CARAHSOFT
5	11-2321-LIC-L5	SEL: VR7-AUTDT25-F-L5	\$3,035.73		31%	\$2,094.65	\$0.00	\$0.00		\$0.00	\$0.00		CARAHSOFT
5	11-2322-LIC	SEL: VR7-ATAD-ATEN-UG-F	\$6,050.00		31%	\$4,174.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2322-LIC-L1	SEL: VR7-ATAD-ATENUG-F-L1	\$5,747.50		31%	\$3,965.78	\$0.00	\$0.00		\$0.00	\$0.00		CARAHSOFT
5	11-2322-LIC-L2	SEL: VR7-ATAD-ATENUG-F-L2	\$5,626.50		31%	\$3,882.29	\$0.00	\$0.00		\$0.00	\$0.00		CARAHSOFT
5	11-2322-LIC-L3	SEL: VR7-ATAD-ATENUG-F-L3	\$5,445.00		31%	\$3,757.05	\$0.00	\$0.00		\$0.00	\$0.00		CARAHSOFT
5 5	11-2322-LIC-L4	SEL: VR7-ATAD-ATENUG-F-L4 SEL: HZ7-TCL-STA10-UG-F	\$5,263.50		31% 31%	\$3,631.82	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			CARAHSOFT
5	11-2325-LIC 11-2325-LIC-L1	SEL: HZ7-TCL-STA10-UG-F SEL: HZ7-TCL-STA10-UG-F-L1	\$1,870.00 \$1,776.50		31%	\$1,290.30 \$1,225.79	\$0.00	\$0.00		\$0.00			CARAHSOFT
5	11-2325-LIC-L1	SEL: HZ7-TCL-STA10-UG-F-L1 SEL: HZ7-TCL-STA10-UG-F-L2	\$1,739.10		31%	\$1,225.79	\$0.00	\$0.00		\$0.00			CARAHSOFT
5	11-2325-LIC-L3	SEL: HZ7-TCL-STA10-UG-F-L3	\$1,683.00		31%	\$1,161.27	\$0.00	\$0.00		\$0.00			CARAHSOFT
5	11-2325-LIC-L4	SEL: HZ7-TCL-STA10-UG-F-L4	\$1,626.90		31%	\$1,122.56	\$0.00	\$0.00		\$0.00			CARAHSOFT

					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	11-2325-LIC-L5	SEL: HZ7-TCL-STA10-UG-F-L5	\$1,552.10		31%	\$1,070.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2358-LIC 11-2358-LIC-L1	SEL: HZ7-ADC-10-F SEL: HZ7-ADC-10-F-L1	\$4,400.00 \$4,180.00		31% 31%	\$3,036.00 \$2,884.20	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2358-LIC-L2	SEL: HZ7-ADC-10-F-L2	\$4,092.00		31%	\$2,823.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2358-LIC-L3	SEL: HZ7-ADC-10-F-L3	\$3,960.00		31%	\$2,732.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2358-LIC-L4	SEL: HZ7-ADC-10-F-L4	\$3,828.00	K	31%	\$2,641.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2358-LIC-L5	SEL: HZ7-ADC-10-F-L5	\$3,652.00		31%	\$2,519.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2359-LIC	SEL: HZ7-ADC-100-F	\$44,000.00		31%	\$30,360.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2359-LIC-L1	SEL: HZ7-ADC-100-F-L1	\$41,800.00		31%	\$28,842.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2359-LIC-L2 11-2359-LIC-L3	SEL: HZ7-ADC-100-F-L2 SEL: HZ7-ADC-100-F-L3	\$40,920.00 \$39,600.00		31% 31%	\$28,234.80 \$27,324.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT
5	11-2359-LIC-L4	SEL: HZ7-ADC-100-F-L4	\$38,280.00		31%	\$26,413.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2359-LIC-L5	SEL: HZ7-ADC-100-F-L5	\$36,520.00		31%	\$25,198.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2360-LIC	SEL: HZ7-ADC-ENC-10-UG-F	\$2,117.50		31%	\$1,461.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2360-LIC-L1	SEL: HZ7-ADC-ENC-10-UGF-L1	\$2,011.63		31%	\$1,388.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2360-LIC-L2	SEL: HZ7-ADC-ENC-10-UGF-L2	\$1,969.28		31%	\$1,358.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2360-LIC-L3	SEL: HZ7-ADC-ENC-10-UGF-L3	\$1,905.75		31%	\$1,314.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2360-LIC-L4 11-2360-LIC-L5	SEL: HZ7-ADC-ENC-10-UGF-L4 SEL: HZ7-ADC-ENC-10-UG-F-L5	\$1,842.23 \$1,757.53		31% 31%	\$1,271.14 \$1,212.70	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT
5	11-2361-LIC	SEL: HZ7-ADC-ENC-100-UG-F	\$21,175.00		31%	\$14,610.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2361-LIC-L1	SEL: HZ7-ADC-ENC100-UGF-L1	\$20,116.25		31%	\$13,880.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2361-LIC-L2	SEL: HZ7-ADC-ENC100-UGF-L2	\$19,692.75		31%	\$13,588.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2361-LIC-L3	SEL: HZ7-ADC-ENC100-UGF-L3	\$19,057.50		31%	\$13,149.68	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2361-LIC-L4	SEL: HZ7-ADC-ENC100-UGF-L4	\$18,422.25		31%	\$12,711.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2361-LIC-L5	SEL: HZ7-ADC-ENC-100-UG-F-L5	\$17,575.25		31%	\$12,126.92	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2362-LIC	SEL: HZ7-ADN-10-F SEL: HZ7-ADN-10-F-L1	\$2,750.00		31% 31%	\$1,897.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT
5	11-2362-LIC-L1 11-2362-LIC-L2	SEL: HZ7-ADN-10-F-L1 SEL: HZ7-ADN-10-F-L2	\$2,612.50 \$2,557.50		31%	\$1,802.63 \$1,764.68	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT CARAHSOFT
5	11-2362-LIC-L3	SEL: HZ7-ADN-10-F-L3	\$2,475.00		31%	\$1,707.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2362-LIC-L4	SEL: HZ7-ADN-10-F-L4	\$2,392.50		31%	\$1,650.83	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2362-LIC-L5	SEL: HZ7-ADN-10-F-L5	\$2,282.50	K	31%	\$1,574.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2363-LIC	SEL: HZ7-ADN-100-F	\$27,500.00		31%	\$18,975.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2363-LIC-L1	SEL: HZ7-ADN-100-F-L1	\$26,125.00		31%	\$18,026.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2363-LIC-L2	SEL: HZ7-ADN-100-F-L2	\$25,575.00		31%	\$17,646.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2363-LIC-L3 11-2363-LIC-L4	SEL: HZ7-ADN-100-F-L3 SEL: HZ7-ADN-100-F-L4	\$24,750.00 \$23,925.00		31% 31%	\$17,077.50 \$16,508.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT
5	11-2363-LIC-L4 11-2363-LIC-L5	SEL: HZ7-ADN-100-F-L5	\$23,925.00		31%	\$15,749.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2364-LIC	SEL: HZ7-ADN-ENN-10-UG-F	\$1,210.00		31%	\$834.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2364-LIC-L1	SEL: HZ7-ADN-ENN-10-UGF-L1	\$1,149.50		31%	\$793.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2364-LIC-L2	SEL: HZ7-ADN-ENN-10-UGF-L2	\$1,125.30	K	31%	\$776.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2364-LIC-L3	SEL: HZ7-ADN-ENN-10-UGF-L3	\$1,089.00		31%	\$751.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2364-LIC-L4	SEL: HZ7-ADN-ENN-10-UGF-L4	\$1,052.70		31%	\$726.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2364-LIC-L5 11-2365-LIC	SEL: HZ7-ADN-ENN-10-UG-F-L5 SEL: HZ7-ADN-ENN-100-UG-F	\$1,004.30		31% 31%	\$692.97 \$8,349.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT
5	11-2365-LIC-L1	SEL: HZ7-ADN-ENN100-UGF-L1	\$12,100.00 \$11,495.00		31%	\$7,931.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2365-LIC-L2	SEL: HZ7-ADN-ENN100-UGF-L2	\$11,253.00		31%	\$7,764.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2365-LIC-L3	SEL: HZ7-ADN-ENN100-UGF-L3	\$10,890.00		31%	\$7,514.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2365-LIC-L4	SEL: HZ7-ADN-ENN100-UGF-L4	\$10,527.00		31%	\$7,263.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2365-LIC-L5	SEL: HZ7-ADN-ENN-100-UG-F-L5	\$10,043.00		31%	\$6,929.67	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2366-LIC	SEL: HZ7-AVA-ENC10-UG-F	\$5,142.50		31%	\$3,548.33	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2366-LIC-L1 11-2366-LIC-L2	SEL: HZ7-AVA-ENC10-UGF-L1 SEL: HZ7-AVA-ENC10-UGF-L2	\$4,885.38 \$4,782.53		31% 31%	\$3,370.91 \$3,299.95	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT
5	11-2366-LIC-L2 11-2366-LIC-L3	SEL: HZ7-AVA-ENC10-UGF-L2 SEL: HZ7-AVA-ENC10-UGF-L3	\$4,782.53 \$4,628.25		31%	\$3,193.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2366-LIC-L4	SEL: HZ7-AVA-ENC10-UGF-L4	\$4,473.98		31%	\$3,087.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2366-LIC-L5	SEL: HZ7-AVA-ENC10-UG-F-L5	\$4,268.28	К	31%	\$2,945.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2367-LIC	SEL: HZ7-AVA-ENC100-UG-F	\$51,425.00	K	31%	\$35,483.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2367-LIC-L1	SEL: HZ7-AVA-ENC100-UGF-L1	\$48,853.75		31%	\$33,709.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2367-LIC-L2	SEL: HZ7-AVA-ENC100-UGF-L2	\$47,825.25		31%	\$32,999.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2367-LIC-L3 11-2367-LIC-L4	SEL: HZ7-AVA-ENC100-UGF-L3 SEL: HZ7-AVA-ENC100-UGF-L4	\$46,282.50 \$44,739.75		31% 31%	\$31,934.93 \$30,870.43	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT
5	11-2367-LIC-L4	SEL: HZ7-AVA-ENC100-UG-F-L4	\$42,682.75		31%	\$29,451.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2368-LIC	SEL: HZ7-AVA-ENN10-UG-F	\$3,025.00		31%	\$2,087.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2368-LIC-L1	SEL: HZ7-AVA-ENN10-UGF-L1	\$2,873.75	К	31%	\$1,982.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2368-LIC-L2	SEL: HZ7-AVA-ENN10-UGF-L2	\$2,813.25		31%	\$1,941.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2368-LIC-L3	SEL: HZ7-AVA-ENN10-UGF-L3	\$2,722.50		31%	\$1,878.53	\$0.00	\$0.00		\$0.00	\$0.00		CARAHSOFT
5	11-2368-LIC-L4	SEL: HZ7-AVA-ENN10-UGF-L4	\$2,631.75		31%	\$1,815.91	\$0.00	\$0.00		\$0.00	\$0.00		CARAHSOFT
5	11-2368-LIC-L5 11-2369-LIC	SEL: HZ7-AVA-ENN10-UG-F-L5 SEL: HZ7-AVA-ENN100-UG-F	\$2,510.75 \$30,250.00		31% 31%	\$1,732.42 \$20,872.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2369-LIC 11-2369-LIC-L1	SEL: HZ7-AVA-ENN100-UG-F SEL: HZ7-AVA-ENN100-UGF-L1	\$30,250.00 \$28,737.50		31%	\$20,872.50 \$19,828.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2369-LIC-L2	SEL: HZ7-AVA-ENN100-UGF-L1	\$28,132.50		31%	\$19,828.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2369-LIC-L3	SEL: HZ7-AVA-ENN100-UGF-L3	\$27,225.00		31%	\$18,785.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2369-LIC-L4	SEL: HZ7-AVA-ENN100-UGF-L4	\$26,317.50		31%	\$18,159.08	\$0.00	\$0.00		\$0.00	\$0.00		CARAHSOFT
5	11-2369-LIC-L5	SEL: HZ7-AVA-ENN100-UG-F-L5	\$25,107.50	K	31%	\$17,324.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2370-LIC	SEL: HZ7-AVE-ENC10-UG-F	\$4,779.50		31%	\$3,297.86	\$0.00	\$0.00		\$0.00	\$0.00		CARAHSOFT
5	11-2370-LIC-L1	SEL: HZ7-AVE-ENC10-UGF-L1	\$4,540.53		31%	\$3,132.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2370-LIC-L2 11-2370-LIC-L3	SEL: HZ7-AVE-ENC10-UGF-L2 SEL: HZ7-AVE-ENC10-UGF-L3	\$4,444.94 \$4,301.55		31% 31%	\$3,067.01 \$2,968.07	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT
5	2010-210 - 20	522. HZI-WE-LIKO 10-001-L0	φ4,001.00	IX.	0170	φ2,500.07	φ0.00	φ0.00	ψ0.00	φ0.00	φ0.00	φ0.00	0.11110011

					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	11-2370-LIC-L4	SEL: HZ7-AVE-ENC10-UGF-L4	\$4,158.17	ĸ	31%	\$2,869.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2370-LIC-L5	SEL: HZ7-AVE-ENC10-UG-F-L5	\$3,966.99		31%	\$2,737.22	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2371-LIC 11-2371-LIC-L1	SEL: HZ7-AVE-ENC100-UG-F SEL: HZ7-AVE-ENC100-UGF-L1	\$47,795.00 \$45,405.25		31% 31%	\$32,978.55 \$31,329.62	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2371-LIC-L2	SEL: HZ7-AVE-ENC100-UGF-L1	\$44,449.35		31%	\$30,670.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2371-LIC-L3	SEL: HZ7-AVE-ENC100-UGF-L3	\$43,015.50		31%	\$29,680.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2371-LIC-L4	SEL: HZ7-AVE-ENC100-UGF-L4	\$41,581.65		31%	\$28,691.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2371-LIC-L5	SEL: HZ7-AVE-ENC100-UG-F-L5	\$39,669.85		31%	\$27,372.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2372-LIC	SEL: HZ7-AVE-ENN10-UG-F	\$2,783.00		31%	\$1,920.27	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2372-LIC-L1	SEL: HZ7-AVE-ENN10-UGF-L1	\$2,643.85		31%	\$1,824.26	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5 5	11-2372-LIC-L2 11-2372-LIC-L3	SEL: HZ7-AVE-ENN10-UGF-L2 SEL: HZ7-AVE-ENN10-UGF-L3	\$2,588.19 \$2,504.70		31% 31%	\$1,785.85 \$1,728.24	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CARAHSOFT CARAHSOFT
5	11-2372-LIC-L4	SEL: HZ7-AVE-ENN10-UGF-L4	\$2,421.21		31%	\$1,670.63	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2372-LIC-L5	SEL: HZ7-AVE-ENN10-UG-F-L5	\$2,309.89		31%	\$1,593.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2373-LIC	SEL: HZ7-AVE-ENN100-UG-F	\$27,830.00	к	31%	\$19,202.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2373-LIC-L1	SEL: HZ7-AVE-ENN100-UGF-L1	\$26,438.50		31%	\$18,242.57	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2373-LIC-L2	SEL: HZ7-AVE-ENN100-UGF-L2	\$25,881.90		31%	\$17,858.51	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2373-LIC-L3	SEL: HZ7-AVE-ENN100-UGF-L3	\$25,047.00		31%	\$17,282.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2373-LIC-L4 11-2373-LIC-L5	SEL: HZ7-AVE-ENN100-UGF-L4 SEL: HZ7-AVE-ENN100-UG-F-L5	\$24,212.10 \$23,098.90		31% 31%	\$16,706.35 \$15,938.24	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2374-LIC	SEL: HZ7-AVS-ENC10-UG-F	\$5,868.50		31%	\$4,049.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2374-LIC-L1	SEL: HZ7-AVS-ENC10-UGF-L1	\$5,575.08		31%	\$3,846.81	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2374-LIC-L2	SEL: HZ7-AVS-ENC10-UGF-L2	\$5,457.71	к	31%	\$3,765.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2374-LIC-L3	SEL: HZ7-AVS-ENC10-UGF-L3	\$5,281.65	к	31%	\$3,644.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2374-LIC-L4	SEL: HZ7-AVS-ENC10-UGF-L4	\$5,105.60		31%	\$3,522.86	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2374-LIC-L5	SEL: HZ7-AVS-ENC10-UG-F-L5	\$4,870.86		31%	\$3,360.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2375-LIC 11-2375-LIC-L1	SEL: HZ7-AVS-ENC100-UG-F SEL: HZ7-AVS-ENC100-UGF-L1	\$58,685.00 \$55,750.75		31% 31%	\$40,492.65 \$38,468.02	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2375-LIC-L2	SEL: HZ7-AVS-ENC100-UGF-L1	\$54,577.05		31%	\$37,658.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2375-LIC-L3	SEL: HZ7-AVS-ENC100-UGF-L3	\$52,816.50		31%	\$36,443.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2375-LIC-L4	SEL: HZ7-AVS-ENC100-UGF-L4	\$51,055.95		31%	\$35,228.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2375-LIC-L5	SEL: HZ7-AVS-ENC100-UG-F-L5	\$48,708.55		31%	\$33,608.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2376-LIC	SEL: HZ7-AVS-ENN10-UG-F	\$3,509.00		31%	\$2,421.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2376-LIC-L1	SEL: HZ7-AVS-ENN10-UGF-L1	\$3,333.55		31%	\$2,300.15	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2376-LIC-L2	SEL: HZ7-AVS-ENN10-UGF-L2	\$3,263.37		31% 31%	\$2,251.73	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2376-LIC-L3 11-2376-LIC-L4	SEL: HZ7-AVS-ENN10-UGF-L3 SEL: HZ7-AVS-ENN10-UGF-L4	\$3,158.10 \$3,052.83		31%	\$2,179.09 \$2,106.45	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CARAHSOFT CARAHSOFT
5	11-2376-LIC-L5	SEL: HZ7-AVS-ENN10-UG-F-L5	\$2,912.47		31%	\$2,009.60	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2377-LIC	SEL: HZ7-AVS-ENN100-UG-F	\$35,090.00		31%	\$24,212.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2377-LIC-L1	SEL: HZ7-AVS-ENN100-UGF-L1	\$33,335.50	к	31%	\$23,001.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2377-LIC-L2	SEL: HZ7-AVS-ENN100-UGF-L2	\$32,633.70		31%	\$22,517.25	\$0.00	\$0.00		\$0.00			CARAHSOFT
5	11-2377-LIC-L3	SEL: HZ7-AVS-ENN100-UGF-L3	\$31,581.00		31%	\$21,790.89	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2377-LIC-L4	SEL: HZ7-AVS-ENN100-UGF-L4	\$30,528.30		31%	\$21,064.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2377-LIC-L5 11-2378-LIC	SEL: HZ7-AVS-ENN100-UG-F-L5 SEL: HZ7-EAD-STD10-UG-F	\$29,124.70 \$1,925.00		31% 31%	\$20,096.04 \$1,328.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2378-LIC-L1	SEL: HZ7-EAD-STD10-UG-F-L1	\$1,828.75		31%	\$1,261.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2378-LIC-L2	SEL: HZ7-EAD-STD10-UG-F-L2	\$1,790.25		31%	\$1,235.27	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2378-LIC-L3	SEL: HZ7-EAD-STD10-UG-F-L3	\$1,732.50	к	31%	\$1,195.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2378-LIC-L4	SEL: HZ7-EAD-STD10-UG-F-L4	\$1,674.75		31%	\$1,155.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2378-LIC-L5	SEL: HZ7-EAD-STD10-UG-F-L5	\$1,597.75		31%	\$1,102.45	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2379-LIC	SEL: HZ7-EAD-STD100-UG-F	\$19,250.00		31%	\$13,282.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2379-LIC-L1 11-2379-LIC-L2	SEL: HZ7-EAD-STD100-UGF-L1 SEL: HZ7-EAD-STD100-UGF-L2	\$18,287.50 \$17,902.50		31% 31%	\$12,618.38 \$12,352.73	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2379-LIC-L2	SEL: HZ7-EAD-STD100-UGF-L2 SEL: HZ7-EAD-STD100-UGF-L3	\$17,325.00		31%	\$11,954.25	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2379-LIC-L4	SEL: HZ7-EAD-STD100-UGF-L4	\$16,747.50		31%	\$11,555.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2379-LIC-L5	SEL: HZ7-EAD-STD100-UG-F-L5	\$15,977.50		31%	\$11,024.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2380-LIC	SEL: HZ7-ENC-10-F	\$6,325.00		31%	\$4,364.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2380-LIC-L1	SEL: HZ7-ENC-10-F-L1	\$6,008.75		31%	\$4,146.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2380-LIC-L2	SEL: HZ7-ENC-10-F-L2	\$5,882.25		31%	\$4,058.75	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2380-LIC-L3 11-2380-LIC-L4	SEL: HZ7-ENC-10-F-L3 SEL: HZ7-ENC-10-F-L4	\$5,692.50 \$5,502.75		31% 31%	\$3,927.83 \$3,796.90	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2380-LIC-L4 11-2380-LIC-L5	SEL: HZ7-ENC-10-F-L4 SEL: HZ7-ENC-10-F-L5	\$5,249.75		31%	\$3,622.33	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2381-LIC	SEL: HZ7-ENC-100-F	\$63,250.00		31%	\$43,642.50	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2381-LIC-L1	SEL: HZ7-ENC-100-F-L1	\$60,087.50		31%	\$41,460.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2381-LIC-L2	SEL: HZ7-ENC-100-F-L2	\$58,822.50		31%	\$40,587.53	\$0.00	\$0.00		\$0.00			CARAHSOFT
5	11-2381-LIC-L3	SEL: HZ7-ENC-100-F-L3	\$56,925.00		31%	\$39,278.25	\$0.00	\$0.00		\$0.00			CARAHSOFT
5	11-2381-LIC-L4	SEL: HZ7-ENC-100-F-L4	\$55,027.50		31%	\$37,968.98	\$0.00	\$0.00		\$0.00			CARAHSOFT
5 5	11-2381-LIC-L5	SEL: HZ7-ENC-100-F-L5	\$52,497.50 \$3,850.00		31%	\$36,223.28	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5 5	11-2382-LIC 11-2382-LIC-L1	SEL: HZ7-ENN-10-F SEL: HZ7-ENN-10-F-L1	\$3,850.00 \$3,657.50		31% 31%	\$2,656.50 \$2,523.68	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2382-LIC-L1	SEL: HZ7-ENN-10-F-L2	\$3,580.50		31%	\$2,523.08	\$0.00	\$0.00		\$0.00			CARAHSOFT
5	11-2382-LIC-L3	SEL: HZ7-ENN-10-F-L3	\$3,465.00		31%	\$2,390.85	\$0.00	\$0.00		\$0.00			CARAHSOFT
5	11-2382-LIC-L4	SEL: HZ7-ENN-10-F-L4	\$3,349.50		31%	\$2,311.16	\$0.00	\$0.00		\$0.00			CARAHSOFT
5	11-2382-LIC-L5	SEL: HZ7-ENN-10-F-L5	\$3,195.50		31%	\$2,204.90	\$0.00	\$0.00		\$0.00	\$0.00		CARAHSOFT
5	11-2383-LIC	SEL: HZ7-ENN-100-F	\$38,500.00		31%	\$26,565.00	\$0.00	\$0.00		\$0.00			CARAHSOFT
5	11-2383-LIC-L1	SEL: HZ7-ENN-100-F-L1	\$36,575.00		31%	\$25,236.75	\$0.00	\$0.00		\$0.00			CARAHSOFT
5	11-2383-LIC-L2	SEL: HZ7-ENN-100-F-L2	\$35,805.00	К	31%	\$24,705.45	\$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	11-2383-LIC-L3	SEL: HZ7-ENN-100-F-L3	\$34,650.00	к	31%	\$23,908.50	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5 5	11-2383-LIC-L4 11-2383-LIC-L5	SEL: HZ7-ENN-100-F-L4 SEL: HZ7-ENN-100-F-L5	\$33,495.00 \$31,955.00		31% 31%	\$23,111.55 \$22,048.95	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				CARAHSOFT CARAHSOFT
5	11-2384-LIC	SEL: HZ7-ENN-ENC-10-UG-F	\$2,722.50		31%	\$1,878.53	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2384-LIC-L1	SEL: HZ7-ENN-ENC-10-UGF-L1	\$2,586.38	ĸ	31%	\$1,784.60	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2384-LIC-L2	SEL: HZ7-ENN-ENC-10-UGF-L2	\$2,531.93	к	31%	\$1,747.03	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2384-LIC-L3	SEL: HZ7-ENN-ENC-10-UGF-L3	\$2,450.25		31%	\$1,690.67	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2384-LIC-L4	SEL: HZ7-ENN-ENC-10-UGF-L4	\$2,368.58		31%	\$1,634.32	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5 5	11-2384-LIC-L5 11-2385-LIC	SEL: HZ7-ENN-ENC-10-UG-F-L5 SEL: HZ7-ENN-ENC-100-UG-F	\$2,259.68 \$27,225.00		31% 31%	\$1,559.18 \$18,785.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				CARAHSOFT CARAHSOFT
5	11-2385-LIC-L1	SEL: HZ7-ENN-ENC-100-UGF-L1	\$25,863.75		31%	\$17,845.99	\$0.00	\$0.00	\$0.00				CARAHSOFT
5	11-2385-LIC-L2	SEL: HZ7-ENN-ENC-100-UGF-L2	\$25,319.25		31%	\$17,470.28	\$0.00	\$0.00	\$0.00				CARAHSOFT
5	11-2385-LIC-L3	SEL: HZ7-ENN-ENC-100-UGF-L3	\$24,502.50		31%	\$16,906.73	\$0.00	\$0.00	\$0.00				CARAHSOFT
5	11-2385-LIC-L4	SEL: HZ7-ENN-ENC-100-UGF-L4	\$23,685.75		31%	\$16,343.17	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2385-LIC-L5	SEL: HZ7-ENN-ENC-100-UG-F-L5	\$22,596.75		31%	\$15,591.76	\$0.00	\$0.00	\$0.00				CARAHSOFT
5 5	11-2386-LIC 11-2386-LIC-L1	SEL: HZ7-ENTA-STDA10-UG-F SEL: HZ7-ENTA-STDA10-UGF-L1	\$1,100.00 \$1,045.00		31% 31%	\$759.00 \$721.05	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				CARAHSOFT
5	11-2386-LIC-L1	SEL: HZ7-ENTA-STDA10-0GF-L1 SEL: HZ7-ENTA-STDA10-UGF-L2	\$1,043.00		31%	\$721.03 \$705.87	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2386-LIC-L3	SEL: HZ7-ENTA-STDA10-UGF-L3	\$990.00		31%	\$683.10	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2386-LIC-L4	SEL: HZ7-ENTA-STDA10-UGF-L4	\$957.00	к	31%	\$660.33	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2386-LIC-L5	SEL: HZ7-ENTA-STDA10-UG-F-L5	\$913.00	к	31%	\$629.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2387-LIC	SEL: HZ7-ENTA-STDA100-UG-F	\$11,000.00		31%	\$7,590.00	\$0.00	\$0.00	\$0.00				CARAHSOFT
5	11-2387-LIC-L1	SEL: HZ7-ENTA-STDA100-UGF-L1	\$10,450.00		31%	\$7,210.50	\$0.00	\$0.00	\$0.00				CARAHSOFT
5 5	11-2387-LIC-L2 11-2387-LIC-L3	SEL: HZ7-ENTA-STDA100-UGF-L2 SEL: HZ7-ENTA-STDA100-UGF-L3	\$10,230.00		31% 31%	\$7,058.70 \$6,831.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT
5	11-2387-LIC-L3	SEL: HZ7-ENTA-STDA100-0GF-L3 SEL: HZ7-ENTA-STDA100-UGF-L4	\$9,900.00 \$9,570.00		31%	\$6,603.30	\$0.00	\$0.00 \$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2387-LIC-L5	SEL: HZ7-ENTA-STDA100-UG-F-L5	\$9,130.00		31%	\$6,299.70	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2388-LIC	SEL: HZ7-LXC-10-F	\$1,650.00		31%	\$1,138.50	\$0.00	\$0.00	\$0.00				CARAHSOFT
5	11-2388-LIC-L1	SEL: HZ7-LXC-10-F-L1	\$1,567.50		31%	\$1,081.58	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2388-LIC-L2	SEL: HZ7-LXC-10-F-L2	\$1,534.50		31%	\$1,058.81	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2388-LIC-L3	SEL: HZ7-LXC-10-F-L3	\$1,485.00		31%	\$1,024.65	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2388-LIC-L4 11-2388-LIC-L5	SEL: HZ7-LXC-10-F-L4 SEL: HZ7-LXC-10-F-L5	\$1,435.50 \$1,369.50	K K	31% 31%	\$990.50 \$944.96	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2389-LIC	SEL: HZ7-LXC-100-F	\$16,500.00		31%	\$11,385.00	\$0.00	\$0.00	\$0.00				CARAHSOFT
5	11-2389-LIC-L1	SEL: HZ7-LXC-100-F-L1	\$15,675.00		31%	\$10,815.75	\$0.00	\$0.00	\$0.00				CARAHSOFT
5	11-2389-LIC-L2	SEL: HZ7-LXC-100-F-L2	\$15,345.00		31%	\$10,588.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2389-LIC-L3	SEL: HZ7-LXC-100-F-L3	\$14,850.00		31%	\$10,246.50	\$0.00	\$0.00	\$0.00				CARAHSOFT
5	11-2389-LIC-L4	SEL: HZ7-LXC-100-F-L4	\$14,355.00		31%	\$9,904.95	\$0.00	\$0.00	\$0.00				CARAHSOFT
5 5	11-2389-LIC-L5 11-2390-LIC	SEL: HZ7-LXC-100-F-L5 SEL: HZ7-LXC-ENC-10-UG-F	\$13,695.00 \$5,142.50		31% 31%	\$9,449.55 \$3,548.33	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT
5	11-2390-LIC-L1	SEL: HZ7-LXC-ENC-10-UGF-L1	\$4,885.38		31%	\$3,370.91	\$0.00	\$0.00					CARAHSOFT
5	11-2390-LIC-L2	SEL: HZ7-LXC-ENC-10-UGF-L2	\$4,782.53		31%	\$3,299.95	\$0.00	\$0.00	\$0.00				CARAHSOFT
5	11-2390-LIC-L3	SEL: HZ7-LXC-ENC-10-UGF-L3	\$4,628.25	к	31%	\$3,193.49	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2390-LIC-L4	SEL: HZ7-LXC-ENC-10-UGF-L4	\$4,473.98		31%	\$3,087.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2390-LIC-L5	SEL: HZ7-LXC-ENC-10-UG-F-L5	\$4,268.28		31%	\$2,945.11	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5 5	11-2391-LIC	SEL: HZ7-LXC-ENC-100-UG-F	\$51,425.00		31% 31%	\$35,483.25	\$0.00	\$0.00	\$0.00				CARAHSOFT
5	11-2391-LIC-L1 11-2391-LIC-L2	SEL: HZ7-LXC-ENC100-UGF-L1 SEL: HZ7-LXC-ENC100-UGF-L2	\$48,853.75 \$47,825.25		31%	\$33,709.09 \$32,999.42	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				CARAHSOFT
5	11-2391-LIC-L3	SEL: HZ7-LXC-ENC100-UGF-L3	\$46,282.50		31%	\$31,934.93	\$0.00	\$0.00	\$0.00				CARAHSOFT
5	11-2391-LIC-L4	SEL: HZ7-LXC-ENC100-UGF-L4	\$44,739.75		31%	\$30,870.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2391-LIC-L5	SEL: HZ7-LXC-ENC-100-UG-F-L5	\$42,682.75		31%	\$29,451.10	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2392-LIC	SEL: HZ7-MGP-ADC-10-UG-F	\$3,025.00		31%	\$2,087.25	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2392-LIC-L1 11-2392-LIC-L2	SEL: HZ7-MGP-ADC-10-UGF-L1 SEL: HZ7-MGP-ADC-10-UGF-L2	\$2,873.75 \$2,813.25		31% 31%	\$1,982.89 \$1,941.14	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				CARAHSOFT
5	11-2392-LIC-L2 11-2392-LIC-L3	SEL: HZ7-MGP-ADC-10-UGF-L2 SEL: HZ7-MGP-ADC-10-UGF-L3	\$2,813.25 \$2,722.50		31%	\$1,941.14 \$1,878.53	\$0.00	\$0.00	\$0.00 \$0.00		\$0.00		CARAHSOFT
5	11-2392-LIC-L4	SEL: HZ7-MGP-ADC-10-UGF-L4	\$2,631.75		31%	\$1,815.91	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2392-LIC-L5	SEL: HZ7-MGP-ADC-10-UG-F-L5	\$2,510.75		31%	\$1,732.42	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2393-LIC	SEL: HZ7-MGP-ADC-100-UG-F	\$30,250.00		31%	\$20,872.50	\$0.00	\$0.00	\$0.00				CARAHSOFT
5	11-2393-LIC-L1	SEL: HZ7-MGP-ADC100-UGF-L1	\$28,737.50		31%	\$19,828.88	\$0.00	\$0.00	\$0.00				CARAHSOFT
5	11-2393-LIC-L2	SEL: HZ7-MGP-ADC100-UGF-L2	\$28,132.50		31%	\$19,411.43	\$0.00	\$0.00	\$0.00				CARAHSOFT
5	11-2393-LIC-L3 11-2393-LIC-L4	SEL: HZ7-MGP-ADC100-UGF-L3 SEL: HZ7-MGP-ADC100-UGF-L4	\$27,225.00 \$26,317.50		31% 31%	\$18,785.25 \$18,159.08	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2393-LIC-L4 11-2393-LIC-L5	SEL: HZ7-MGP-ADC-100-UGF-L4 SEL: HZ7-MGP-ADC-100-UG-F-L5	\$25,107.50		31%	\$10,159.00	\$0.00	\$0.00	\$0.00				CARAHSOFT
5	11-2394-LIC	SEL: HZ7-MGP-ADN-10-UG-F	\$1,210.00	ĸ	31%	\$834.90	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2394-LIC-L1	SEL: HZ7-MGP-ADN-10-UGF-L1	\$1,149.50	к	31%	\$793.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2394-LIC-L2	SEL: HZ7-MGP-ADN-10-UGF-L2	\$1,125.30	к	31%	\$776.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2394-LIC-L3	SEL: HZ7-MGP-ADN-10-UGF-L3	\$1,089.00		31%	\$751.41	\$0.00	\$0.00	\$0.00				CARAHSOFT
5	11-2394-LIC-L4	SEL: HZ7-MGP-ADN-10-UGF-L4	\$1,052.70		31%	\$726.36	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5 5	11-2394-LIC-L5	SEL: HZ7-MGP-ADN-10-UG-F-L5 SEL: HZ7-MGP-ADN-100-UG-F	\$1,004.30 \$12,100.00		31% 31%	\$692.97 \$8,349.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT
5	11-2395-LIC 11-2395-LIC-L1	SEL: HZ7-MGP-ADN-100-UG-F SEL: HZ7-MGP-ADN100-UGF-L1	\$12,100.00 \$11,495.00		31%	\$8,349.00 \$7,931.55	\$0.00	\$0.00	\$0.00 \$0.00				CARAHSOFT
5	11-2395-LIC-L2	SEL: HZ7-MGP-ADN100-UGF-L2	\$11,253.00		31%	\$7,764.57	\$0.00	\$0.00					CARAHSOFT
5	11-2395-LIC-L3	SEL: HZ7-MGP-ADN100-UGF-L3	\$10,890.00		31%	\$7,514.10	\$0.00	\$0.00					CARAHSOFT
5	11-2395-LIC-L4	SEL: HZ7-MGP-ADN100-UGF-L4	\$10,527.00		31%	\$7,263.63	\$0.00	\$0.00					CARAHSOFT
5	11-2395-LIC-L5	SEL: HZ7-MGP-ADN-100-UG-F-L5	\$10,043.00		31%	\$6,929.67	\$0.00	\$0.00					CARAHSOFT
5	11-2396-LIC	SEL: HZ7-MRG-ADC-10-UG-F	\$3,025.00		31%	\$2,087.25	\$0.00	\$0.00					CARAHSOFT
5	11-2396-LIC-L1	SEL: HZ7-MRG-ADC-10-UGF-L1	\$2,873.75	К	31%	\$1,982.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT

					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	11-2396-LIC-L2	SEL: HZ7-MRG-ADC-10-UGF-L2	\$2,813.25	к	31%	\$1,941.14	\$0.00	\$0.00	\$0.00				CARAHSOFT
5 5	11-2396-LIC-L3 11-2396-LIC-L4	SEL: HZ7-MRG-ADC-10-UGF-L3 SEL: HZ7-MRG-ADC-10-UGF-L4	\$2,722.50 \$2,631.75	к к	31% 31%	\$1,878.53 \$1,815.91	\$0.00 \$0.00	\$0.00 \$0.00					CARAHSOFT CARAHSOFT
5	11-2396-LIC-L5	SEL: HZ7-MRG-ADC-10-UG-F-L4 SEL: HZ7-MRG-ADC-10-UG-F-L5	\$2,510.75	ĸ	31%	\$1,732.42	\$0.00	\$0.00	\$0.00				CARAHSOFT
5	11-2397-LIC	SEL: HZ7-MRG-ADC-100-UG-F	\$30,250.00	ĸ	31%	\$20,872.50	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2397-LIC-L1	SEL: HZ7-MRG-ADC100-UGF-L1	\$28,737.50	к	31%	\$19,828.88	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2397-LIC-L2	SEL: HZ7-MRG-ADC100-UGF-L2	\$28,132.50	К	31%	\$19,411.43	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2397-LIC-L3	SEL: HZ7-MRG-ADC100-UGF-L3	\$27,225.00	K	31%	\$18,785.25	\$0.00	\$0.00					CARAHSOFT
5	11-2397-LIC-L4	SEL: HZ7-MRG-ADC 100-UGF-L4	\$26,317.50	ĸ	31%	\$18,159.08	\$0.00	\$0.00	\$0.00				CARAHSOFT
5	11-2397-LIC-L5 11-2398-LIC	SEL: HZ7-MRG-ADC-100-UG-F-L5 SEL: HZ7-MRG-ADN-10-UG-F	\$25,107.50 \$1,210.00	к к	31% 31%	\$17,324.18 \$834.90	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				CARAHSOFT CARAHSOFT
5	11-2398-LIC-L1	SEL: HZ7-MRG-ADN-10-UGF-L1	\$1,210.00	ĸ	31%	\$793.16	\$0.00	\$0.00	\$0.00				CARAHSOFT
5	11-2398-LIC-L2	SEL: HZ7-MRG-ADN-10-UGF-L2	\$1,125.30	ĸ	31%	\$776.46	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2398-LIC-L3	SEL: HZ7-MRG-ADN-10-UGF-L3	\$1,089.00	к	31%	\$751.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2398-LIC-L4	SEL: HZ7-MRG-ADN-10-UGF-L4	\$1,052.70	к	31%	\$726.36	\$0.00	\$0.00	\$0.00				CARAHSOFT
5	11-2398-LIC-L5	SEL: HZ7-MRG-ADN-10-UG-F-L5	\$1,004.30	K	31%	\$692.97	\$0.00	\$0.00	\$0.00				CARAHSOFT
5	11-2399-LIC	SEL: HZ7-MRG-ADN-100-UG-F	\$12,100.00	К	31%	\$8,349.00	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2399-LIC-L1 11-2399-LIC-L2	SEL: HZ7-MRG-ADN100-UGF-L1 SEL: HZ7-MRG-ADN100-UGF-L2	\$11,495.00 \$11,253.00	K K	31% 31%	\$7,931.55 \$7,764.57	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2399-LIC-L2	SEL: HZ7-MRG-ADN100-UGF-L2 SEL: HZ7-MRG-ADN100-UGF-L3	\$10,890.00	ĸ	31%	\$7,514.10	\$0.00	\$0.00			\$0.00		CARAHSOFT
5	11-2399-LIC-L4	SEL: HZ7-MRG-ADN100-UGF-L4	\$10,527.00	ĸ	31%	\$7,263.63	\$0.00	\$0.00					CARAHSOFT
5	11-2399-LIC-L5	SEL: HZ7-MRG-ADN-100-UG-F-L5	\$10,043.00	к	31%	\$6,929.67	\$0.00	\$0.00					CARAHSOFT
5	11-2400-LIC	SEL: HZ7-ST-ADC-10-UG-F	\$1,815.00	к	31%	\$1,252.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2400-LIC-L1	SEL: HZ7-ST-ADC-10-UG-F-L1	\$1,724.25	к	31%	\$1,189.73	\$0.00	\$0.00	\$0.00				CARAHSOFT
5	11-2400-LIC-L2	SEL: HZ7-ST-ADC-10-UG-F-L2	\$1,687.95	K	31%	\$1,164.69	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2400-LIC-L3	SEL: HZ7-ST-ADC-10-UG-F-L3	\$1,633.50	К	31%	\$1,127.12	\$0.00	\$0.00	\$0.00				CARAHSOFT
5 5	11-2400-LIC-L4 11-2400-LIC-L5	SEL: HZ7-ST-ADC-10-UG-F-L4 SEL: HZ7-ST-ADC-10-UG-F-L5	\$1,579.05 \$1,506.45	к к	31% 31%	\$1,089.54 \$1,039.45	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				CARAHSOFT CARAHSOFT
5	11-2400-LIC-LS	SEL: HZ7-ST-ADC-10-0G-F-LS SEL: HZ7-ST-ADC-100-UG-F	\$18,150.00	ĸ	31%	\$12,523.50	\$0.00	\$0.00	\$0.00				CARAHSOFT
5	11-2401-LIC-L1	SEL: HZ7-ST-ADC-100-UGF-L1	\$17,242.50	ĸ	31%	\$11,897.33	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2401-LIC-L2	SEL: HZ7-ST-ADC-100-UGF-L2	\$16,879.50	ĸ	31%	\$11,646.86	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2401-LIC-L3	SEL: HZ7-ST-ADC-100-UGF-L3	\$16,335.00	к	31%	\$11,271.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2401-LIC-L4	SEL: HZ7-ST-ADC-100-UGF-L4	\$15,790.50	к	31%	\$10,895.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2401-LIC-L5	SEL: HZ7-ST-ADC-100-UG-F-L5	\$15,064.50	K	31%	\$10,394.51	\$0.00	\$0.00	\$0.00				CARAHSOFT
5	11-2402-LIC	SEL: HZ7-ST-ADC-250-UG-F	\$45,375.00	к	31%	\$31,308.75	\$0.00	\$0.00	\$0.00				CARAHSOFT
5 5	11-2402-LIC-L1	SEL: HZ7-ST-ADC-250-UGF-L1	\$43,106.25	K K	31% 31%	\$29,743.31 \$29,117.14	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				CARAHSOFT CARAHSOFT
5	11-2402-LIC-L2 11-2402-LIC-L3	SEL: HZ7-ST-ADC-250-UGF-L2 SEL: HZ7-ST-ADC-250-UGF-L3	\$42,198.75 \$40,837.50	ĸ	31%	\$28,177.88	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2402-LIC-L4	SEL: HZ7-ST-ADC-250-UGF-L4	\$39,476.25	ĸ	31%	\$27,238.61	\$0.00	\$0.00	\$0.00				CARAHSOFT
5	11-2402-LIC-L5	SEL: HZ7-ST-ADC-250-UG-F-L5	\$37,661.25	к	31%	\$25,986.26	\$0.00	\$0.00	\$0.00				CARAHSOFT
5	11-2403-LIC	SEL: HZ7-ST-ADC-500-UG-F	\$90,750.00	к	31%	\$62,617.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2403-LIC-L1	SEL: HZ7-ST-ADC-500-UGF-L1	\$86,212.50	к	31%	\$59,486.63	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2403-LIC-L2	SEL: HZ7-ST-ADC-500-UGF-L2	\$84,397.50	K	31%	\$58,234.28	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2403-LIC-L3 11-2403-LIC-L4	SEL: HZ7-ST-ADC-500-UGF-L3	\$81,675.00	K K	31% 31%	\$56,355.75 \$54,477.23	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2403-LIC-L5	SEL: HZ7-ST-ADC-500-UGF-L4 SEL: HZ7-ST-ADC-500-UG-F-L5	\$78,952.50 \$75,322.50	ĸ	31%	\$54,477.23 \$51,972.53	\$0.00	\$0.00 \$0.00					CARAHSOFT
5	11-2404-LIC	SEL: HZ7-ST-ADN-1K-UG-F	\$151,250.00	к	31%	\$104,362.50	\$0.00	\$0.00	\$0.00				CARAHSOFT
5	11-2404-LIC-L1	SEL: HZ7-ST-ADN-1K-UG-F-L1	\$143,687.50	ĸ	31%	\$99,144.38	\$0.00	\$0.00	\$0.00				CARAHSOFT
5	11-2404-LIC-L2	SEL: HZ7-ST-ADN-1K-UG-F-L2	\$140,662.50	к	31%	\$97,057.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2404-LIC-L3	SEL: HZ7-ST-ADN-1K-UG-F-L3	\$136,125.00	к	31%	\$93,926.25	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2404-LIC-L4	SEL: HZ7-ST-ADN-1K-UG-F-L4	\$131,587.50	ĸ	31%	\$90,795.38	\$0.00	\$0.00	\$0.00				CARAHSOFT
5 5	11-2404-LIC-L5 11-2405-LIC	SEL: HZ7-ST-ADN-1K-UG-F-L5 SEL: HZ7-ST-ADN-20-UG-F	\$125,537.50 \$3,025.00	к к	31% 31%	\$86,620.88 \$2,087.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				CARAHSOFT CARAHSOFT
5	11-2405-LIC-L1	SEL: HZ7-ST-ADN-20-UG-F SEL: HZ7-ST-ADN-20-UG-F-L1	\$3,025.00	ĸ	31%	\$2,087.25	\$0.00	\$0.00	\$0.00				CARAHSOFT
5	11-2405-LIC-L2	SEL: HZ7-ST-ADN-20-UG-F-L2	\$2,813.25	ĸ	31%	\$1,941.14	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2405-LIC-L3	SEL: HZ7-ST-ADN-20-UG-F-L3	\$2,722.50	к	31%	\$1,878.53	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2405-LIC-L4	SEL: HZ7-ST-ADN-20-UG-F-L4	\$2,631.75	к	31%	\$1,815.91	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	CARAHSOFT
5	11-2405-LIC-L5	SEL: HZ7-ST-ADN-20-UG-F-L5	\$2,510.75	к	31%	\$1,732.42	\$0.00	\$0.00					CARAHSOFT
5	11-2406-LIC	SEL: HZ7-ST-ADN-200-UG-F	\$30,250.00	ĸ	31%	\$20,872.50	\$0.00	\$0.00	\$0.00				CARAHSOFT
5	11-2406-LIC-L1	SEL: HZ7-ST-ADN-200-UGF-L1	\$28,737.50	к К	31% 31%	\$19,828.88	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT
5	11-2406-LIC-L2 11-2406-LIC-L3	SEL: HZ7-ST-ADN-200-UGF-L2 SEL: HZ7-ST-ADN-200-UGF-L3	\$28,132.50 \$27,225.00	ĸ	31%	\$19,411.43 \$18,785.25	\$0.00	\$0.00 \$0.00	\$0.00		\$0.00		CARAHSOFT CARAHSOFT
5	11-2406-LIC-L3	SEL: HZ7-ST-ADN-200-UGF-L3	\$26,317.50	ĸ	31%	\$18,159.08	\$0.00	\$0.00	\$0.00				CARAHSOFT
5	11-2406-LIC-L5	SEL: HZ7-ST-ADN-200-UG-F-L5	\$25,107.50	к	31%	\$17,324.18	\$0.00	\$0.00					CARAHSOFT
5	11-2407-LIC	SEL: HZ7-ST-ADN-500-UG-F	\$75,625.00	к	31%	\$52,181.25	\$0.00	\$0.00					CARAHSOFT
5	11-2407-LIC-L1	SEL: HZ7-ST-ADN-500-UGF-L1	\$71,843.75	к	31%	\$49,572.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2407-LIC-L2	SEL: HZ7-ST-ADN-500-UGF-L2	\$70,331.25	к	31%	\$48,528.56	\$0.00	\$0.00	\$0.00				CARAHSOFT
5	11-2407-LIC-L3	SEL: HZ7-ST-ADN-500-UGF-L3	\$68,062.50	ĸ	31%	\$46,963.13	\$0.00	\$0.00	\$0.00				CARAHSOFT
5	11-2407-LIC-L4	SEL: HZ7-ST-ADN-500-UGF-L4	\$65,793.75	ĸ	31%	\$45,397.69	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5 5	11-2407-LIC-L5 11-2408-LIC	SEL: HZ7-ST-ADN-500-UG-F-L5 SEL: HZ7-ST-ENC-10-UG-F	\$62,768.75 \$3,932.50	к к	31% 31%	\$43,310.44 \$2,713.43	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				CARAHSOFT CARAHSOFT
5	11-2408-LIC-L1	SEL: HZ7-ST-ENC-10-UG-F-L1	\$3,735.88	ĸ	31%	\$2,713.43	\$0.00	\$0.00					CARAHSOFT
5	11-2408-LIC-L1	SEL: HZ7-ST-ENC-10-UG-F-L1 SEL: HZ7-ST-ENC-10-UG-F-L2	\$3,657.23	ĸ	31%	\$2,523.49	\$0.00	\$0.00					CARAHSOFT
5	11-2408-LIC-L3	SEL: HZ7-ST-ENC-10-UG-F-L3	\$3,539.25	ĸ	31%	\$2,442.08	\$0.00	\$0.00					CARAHSOFT
5	11-2408-LIC-L4	SEL: HZ7-ST-ENC-10-UG-F-L4	\$3,421.28	ĸ	31%	\$2,360.68	\$0.00	\$0.00	\$0.00				CARAHSOFT
5	11-2408-LIC-L5	SEL: HZ7-ST-ENC-10-UG-F-L5	\$3,263.98	К	31%	\$2,252.15	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2409-LIC	SEL: HZ7-ST-ENC-100-UG-F	\$39,325.00	к	31%	\$27,134.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT

					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	11-2409-LIC-L1	SEL: HZ7-ST-ENC-100-UGF-L1	\$37,358.75	К	31%	\$25,777.54	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2409-LIC-L2	SEL: HZ7-ST-ENC-100-UGF-L2	\$36,572.25		31%	\$25,234.85	\$0.00	\$0.00					CARAHSOFT
5	11-2409-LIC-L3	SEL: HZ7-ST-ENC-100-UGF-L3	\$35,392.50		31%	\$24,420.83	\$0.00	\$0.00		\$0.00			CARAHSOFT
5	11-2409-LIC-L4	SEL: HZ7-ST-ENC-100-UGF-L4	\$34,212.75		31%	\$23,606.80	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2409-LIC-L5	SEL: HZ7-ST-ENC-100-UG-F-L5	\$32,639.75	к	31%	\$22,521.43	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2410-LIC	SEL: HZ7-ST-ENC-250-UG-F	\$98,312.50	к	31%	\$67,835.63	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2410-LIC-L1	SEL: HZ7-ST-ENC-250-UGF-L1	\$93,396.88	K K	31%	\$64,443.85	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5 5	11-2410-LIC-L2 11-2410-LIC-L3	SEL: HZ7-ST-ENC-250-UGF-L2 SEL: HZ7-ST-ENC-250-UGF-L3	\$91,430.63 \$88,481.25		31% 31%	\$63,087.13 \$61,052.06	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CARAHSOFT
5	11-2410-LIC-L3	SEL: HZ7-ST-ENC-250-UGF-L4	\$85,531.88		31%	\$59,017.00	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2410-LIC-L5	SEL: HZ7-ST-ENC-250-UG-F-L5	\$81,599.38	к	31%	\$56,303.57	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2411-LIC	SEL: HZ7-ST-ENC-500-UG-F	\$196,625.00	ĸ	31%	\$135,671.25	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2411-LIC-L1	SEL: HZ7-ST-ENC-500-UGF-L1	\$186,793.75	к	31%	\$128,887.69	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2411-LIC-L2	SEL: HZ7-ST-ENC-500-UGF-L2	\$182,861.25	ĸ	31%	\$126,174.26	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2411-LIC-L3	SEL: HZ7-ST-ENC-500-UGF-L3	\$176,962.50	к	31%	\$122,104.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2411-LIC-L4	SEL: HZ7-ST-ENC-500-UGF-L4	\$171,063.75	к	31%	\$118,033.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2411-LIC-L5	SEL: HZ7-ST-ENC-500-UG-F-L5	\$163,198.75	к	31%	\$112,607.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2412-LIC	SEL: HZ7-ST-ENN-1K-UG-F	\$272,250.00	к	31%	\$187,852.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2412-LIC-L1	SEL: HZ7-ST-ENN-1K-UG-F-L1	\$258,637.50	К	31%	\$178,459.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2412-LIC-L2	SEL: HZ7-ST-ENN-1K-UG-F-L2	\$253,192.50	к	31%	\$174,702.83	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2412-LIC-L3	SEL: HZ7-ST-ENN-1K-UG-F-L3	\$245,025.00	к	31%	\$169,067.25	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2412-LIC-L4	SEL: HZ7-ST-ENN-1K-UG-F-L4	\$236,857.50		31%	\$163,431.68	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2412-LIC-L5	SEL: HZ7-ST-ENN-1K-UG-F-L5	\$225,967.50	ĸ	31%	\$155,917.58	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2413-LIC	SEL: HZ7-ST-ENN-20-UG-F	\$5,445.00	к	31%	\$3,757.05	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2413-LIC-L1	SEL: HZ7-ST-ENN-20-UG-F-L1	\$5,172.75	K	31%	\$3,569.20	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2413-LIC-L2	SEL: HZ7-ST-ENN-20-UG-F-L2	\$5,063.85	ĸ	31%	\$3,494.06	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2413-LIC-L3	SEL: HZ7-ST-ENN-20-UG-F-L3	\$4,900.50		31%	\$3,381.35	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5 5	11-2413-LIC-L4	SEL: HZ7-ST-ENN-20-UG-F-L4	\$4,737.15		31%	\$3,268.63	\$0.00	\$0.00	\$0.00				CARAHSOFT
5	11-2413-LIC-L5	SEL: HZ7-ST-ENN-20-UG-F-L5	\$4,519.35	K K	31% 31%	\$3,118.35	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			
5	11-2414-LIC 11-2414-LIC-L1	SEL: HZ7-ST-ENN-200-UG-F SEL: HZ7-ST-ENN-200-UGF-L1	\$54,450.00 \$51,727.50	ĸ	31%	\$37,570.50 \$35,691.98	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2414-LIC-L2	SEL: HZ7-ST-ENN-200-UGF-L2	\$50,638.50	ĸ	31%	\$34,940.57	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2414-LIC-L3	SEL: HZ7-ST-ENN-200-UGF-L3	\$49,005.00	ĸ	31%	\$33,813.45	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2414-LIC-L4	SEL: HZ7-ST-ENN-200-UGF-L4	\$47,371.50	ĸ	31%	\$32,686.34	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2414-LIC-L5	SEL: HZ7-ST-ENN-200-UG-F-L5	\$45,193.50	К	31%	\$31,183.52	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2415-LIC	SEL: HZ7-ST-ENN-500-UG-F	\$136,125.00	к	31%	\$93,926.25	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2415-LIC-L1	SEL: HZ7-ST-ENN-500-UGF-L1	\$129,318.75	ĸ	31%	\$89,229.94	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2415-LIC-L2	SEL: HZ7-ST-ENN-500-UGF-L2	\$126,596.25	ĸ	31%	\$87,351.41	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2415-LIC-L3	SEL: HZ7-ST-ENN-500-UGF-L3	\$122,512.50	к	31%	\$84,533.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2415-LIC-L4	SEL: HZ7-ST-ENN-500-UGF-L4	\$118,428.75	к	31%	\$81,715.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2415-LIC-L5	SEL: HZ7-ST-ENN-500-UG-F-L5	\$112,983.75		31%	\$77,958.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2416-LIC	SEL: HZ7-STD-10-F	\$2,750.00	К	31%	\$1,897.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2416-LIC-L1	SEL: HZ7-STD-10-F-L1	\$2,612.50	к	31%	\$1,802.63	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2416-LIC-L2	SEL: HZ7-STD-10-F-L2	\$2,557.50	K	31%	\$1,764.68	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2416-LIC-L3	SEL: HZ7-STD-10-F-L3	\$2,475.00	K	31%	\$1,707.75	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2416-LIC-L4	SEL: HZ7-STD-10-F-L4	\$2,392.50		31%	\$1,650.83	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2416-LIC-L5	SEL: HZ7-STD-10-F-L5	\$2,282.50	K K	31%	\$1,574.93	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5 5	11-2417-LIC 11-2417-LIC-L1	SEL: HZ7-STD-100-F	\$27,500.00	ĸ	31% 31%	\$18,975.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CARAHSOFT
5	11-2417-LIC-L1	SEL: HZ7-STD-100-F-L1 SEL: HZ7-STD-100-F-L2	\$26,125.00 \$25,575.00	ĸ	31%	\$18,026.25 \$17,646.75	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2417-LIC-L2	SEL: HZ7-STD-100-F-L2 SEL: HZ7-STD-100-F-L3	\$23,575.00		31%	\$17,040.75	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2417-LIC-L4	SEL: HZ7-STD-100-F-L4	\$23,925.00		31%	\$16,508.25	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2417-LIC-L5	SEL: HZ7-STD-100-F-L5	\$22,825.00		31%	\$15,749.25	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2418-LIC	SEL: HZ7-STD-A10-F	\$2,090.00		31%	\$1,442.10	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2418-LIC-L1	SEL: HZ7-STD-A10-F-L1	\$1,985.50	ĸ	31%	\$1,370.00	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2418-LIC-L2	SEL: HZ7-STD-A10-F-L2	\$1,943.70	к	31%	\$1,341.15	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2418-LIC-L3	SEL: HZ7-STD-A10-F-L3	\$1,881.00		31%	\$1,297.89	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2418-LIC-L4	SEL: HZ7-STD-A10-F-L4	\$1,818.30		31%	\$1,254.63	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2418-LIC-L5	SEL: HZ7-STD-A10-F-L5	\$1,734.70		31%	\$1,196.94	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2419-LIC	SEL: HZ7-STD-A100-F	\$20,900.00		31%	\$14,421.00	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2419-LIC-L1	SEL: HZ7-STD-A100-F-L1	\$19,855.00	к	31%	\$13,699.95	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2419-LIC-L2	SEL: HZ7-STD-A100-F-L2	\$19,437.00	ĸ	31%	\$13,411.53	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2419-LIC-L3	SEL: HZ7-STD-A100-F-L3	\$18,810.00	ĸ	31%	\$12,978.90	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2419-LIC-L4	SEL: HZ7-STD-A100-F-L4	\$18,183.00		31%	\$12,546.27	\$0.00	\$0.00					CARAHSOFT
5	11-2419-LIC-L5	SEL: HZ7-STD-A100-F-L5	\$17,347.00		31%	\$11,969.43	\$0.00	\$0.00	\$0.00				CARAHSOFT
5 5	11-2420-LIC	SEL: HZ7-STDA-STD10-UG-F	\$770.00		31%	\$531.30	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
-	11-2420-LIC-L1	SEL: HZ7-STDA-STD10-UGF-L1	\$731.50		31%	\$504.74	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2420-LIC-L2	SEL: HZ7-STDA-STD10-UGF-L2	\$716.10		31%	\$494.11	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5 5	11-2420-LIC-L3	SEL: HZ7-STDA-STD10-UGF-L3	\$693.00		31% 31%	\$478.17	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2420-LIC-L4 11-2420-LIC-L5	SEL: HZ7-STDA-STD10-UGF-L4 SEL: HZ7-STDA-STD10-UG-F-L5	\$669.90 \$639.10		31%	\$462.23 \$440.98	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CARAHSOFT CARAHSOFT
5	11-2420-LIC-L5	SEL: HZ7-STDA-STD10-UG-F-L5 SEL: HZ7-STDA-STD100-UG-F	\$039.10		31%	\$440.98	\$0.00	\$0.00		\$0.00			CARAHSOFT
5	11-2421-LIC 11-2421-LIC-L1	SEL: HZ7-STDA-STD100-UGF-L1	\$7,315.00		31%	\$5,047.35	\$0.00	\$0.00		\$0.00			CARAHSOFT
5	11-2421-LIC-L1	SEL: HZ7-STDA-STD100-UGF-L1	\$7,161.00		31%	\$4,941.09	\$0.00	\$0.00		\$0.00			CARAHSOFT
5	11-2421-LIC-L3	SEL: HZ7-STDA-STD100-UGF-L3	\$6,930.00		31%	\$4,781.70	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2421-LIC-L4	SEL: HZ7-STDA-STD100-UGF-L4	\$6,699.00		31%	\$4,622.31	\$0.00	\$0.00					CARAHSOFT
5	11-2421-LIC-L5	SEL: HZ7-STDA-STD100-UG-F-L5	\$6,391.00		31%	\$4,409.79	\$0.00	\$0.00					CARAHSOFT

					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	11-2422-LIC	SEL: HZ7-TAC-STA100-UG-F	\$18,810.00	ĸ	31%	\$12,978.90	\$0.00	\$0.00		\$0.00			CARAHSOFT
5	11-2422-LIC-L1	SEL: HZ7-TAC-STA100-UGF-L1 SEL: HZ7-TAC-STA100-UGF-L2	\$17,869.50		31%	\$12,329.96	\$0.00	\$0.00					CARAHSOFT
5 5	11-2422-LIC-L2 11-2422-LIC-L3	SEL: HZ7-TAC-STA100-UGF-L2 SEL: HZ7-TAC-STA100-UGF-L3	\$17,493.30 \$16,929.00		31% 31%	\$12,070.38 \$11,681.01	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			CARAHSOFT
5	11-2422-LIC-L3	SEL: HZ7-TAC-STA100-UGF-L3	\$16,364.70		31%	\$11,291.64	\$0.00	\$0.00		\$0.00			CARAHSOFT
5	11-2422-LIC-L5	SEL: HZ7-TAC-STA100-UG-F-L5	\$15,612.30		31%	\$10,772.49	\$0.00	\$0.00		\$0.00			CARAHSOFT
5	11-2423-LIC	SEL: HZ7-THIN-ST100-UG-F	\$22,000.00	к	31%	\$15,180.00	\$0.00	\$0.00		\$0.00			CARAHSOFT
5	11-2423-LIC-L1	SEL: HZ7-THIN-ST100-UGF-L1	\$20,900.00		31%	\$14,421.00	\$0.00	\$0.00					CARAHSOFT
5	11-2423-LIC-L2	SEL: HZ7-THIN-ST100-UGF-L2	\$20,460.00		31%	\$14,117.40	\$0.00	\$0.00					CARAHSOFT
5	11-2423-LIC-L3	SEL: HZ7-THIN-ST100-UGF-L3	\$19,800.00		31%	\$13,662.00	\$0.00	\$0.00					CARAHSOFT
5 5	11-2423-LIC-L4 11-2423-LIC-L5	SEL: HZ7-THIN-ST100-UGF-L4 SEL: HZ7-THIN-ST100-UG-F-L5	\$19,140.00 \$18,260.00		31% 31%	\$13,206.60 \$12,599.40	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			CARAHSOFT
5	11-2424-LIC	SEL: HZ7-TPRO-ST10-UG-F	\$2,310.00		31%	\$1,593.90	\$0.00	\$0.00					CARAHSOFT
5	11-2424-LIC-L1	SEL: HZ7-TPRO-ST10-UG-F-L1	\$2,194.50		31%	\$1,514.21	\$0.00	\$0.00		\$0.00			CARAHSOFT
5	11-2424-LIC-L2	SEL: HZ7-TPRO-ST10-UG-F-L2	\$2,148.30	к	31%	\$1,482.33	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2424-LIC-L3	SEL: HZ7-TPRO-ST10-UG-F-L3	\$2,079.00		31%	\$1,434.51	\$0.00	\$0.00					CARAHSOFT
5	11-2424-LIC-L4	SEL: HZ7-TPRO-ST10-UG-F-L4	\$2,009.70		31%	\$1,386.69	\$0.00	\$0.00					CARAHSOFT
5	11-2424-LIC-L5	SEL: HZ7-TPRO-ST10-UG-F-L5	\$1,917.30		31%	\$1,322.94	\$0.00	\$0.00		\$0.00			CARAHSOFT
5 5	11-2425-LIC 11-2425-LIC-L1	SEL: HZ7-VAD-ADC-10-UG-F SEL: HZ7-VAD-ADC-10-UGF-L1	\$2,530.00 \$2,403.50		31% 31%	\$1,745.70 \$1,658.42	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			CARAHSOFT
5	11-2425-LIC-L2	SEL: HZ7-VAD-ADC-10-UGF-L1	\$2,352.90		31%	\$1,623.50	\$0.00	\$0.00					CARAHSOFT
5	11-2425-LIC-L3	SEL: HZ7-VAD-ADC-10-UGF-L3	\$2,277.00		31%	\$1,571.13	\$0.00	\$0.00					CARAHSOFT
5	11-2425-LIC-L4	SEL: HZ7-VAD-ADC-10-UGF-L4	\$2,201.10		31%	\$1,518.76	\$0.00	\$0.00		\$0.00			CARAHSOFT
5	11-2425-LIC-L5	SEL: HZ7-VAD-ADC-10-UG-F-L5	\$2,099.90	к	31%	\$1,448.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2426-LIC	SEL: HZ7-VAD-ADC-100-UG-F	\$25,300.00		31%	\$17,457.00	\$0.00	\$0.00		\$0.00			CARAHSOFT
5	11-2426-LIC-L1	SEL: HZ7-VAD-ADC100-UGF-L1	\$24,035.00		31%	\$16,584.15	\$0.00	\$0.00		\$0.00			CARAHSOFT
5	11-2426-LIC-L2	SEL: HZ7-VAD-ADC100-UGF-L2	\$23,529.00		31%	\$16,235.01	\$0.00	\$0.00					CARAHSOFT
5	11-2426-LIC-L3 11-2426-LIC-L4	SEL: HZ7-VAD-ADC100-UGF-L3 SEL: HZ7-VAD-ADC100-UGF-L4	\$22,770.00 \$22,011.00		31% 31%	\$15,711.30 \$15,187.59	\$0.00 \$0.00	\$0.00 \$0.00					CARAHSOFT
5	11-2426-LIC-L5	SEL: HZ7-VAD-ADC100-UGF-L4 SEL: HZ7-VAD-ADC-100-UG-F-L5	\$20,999.00		31%	\$15,167.59 \$14,489.31	\$0.00	\$0.00		\$0.00			CARAHSOFT
5	11-2427-LIC	SEL: HZ7-VAD-ENC-10-UG-F	\$4,647.50		31%	\$3,206.78	\$0.00	\$0.00		\$0.00			CARAHSOFT
5	11-2427-LIC-L1	SEL: HZ7-VAD-ENC-10-UGF-L1	\$4,415.13		31%	\$3,046.44	\$0.00	\$0.00		\$0.00			CARAHSOFT
5	11-2427-LIC-L2	SEL: HZ7-VAD-ENC-10-UGF-L2	\$4,322.18	к	31%	\$2,982.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2427-LIC-L3	SEL: HZ7-VAD-ENC-10-UGF-L3	\$4,182.75		31%	\$2,886.10	\$0.00	\$0.00					CARAHSOFT
5	11-2427-LIC-L4	SEL: HZ7-VAD-ENC-10-UGF-L4	\$4,043.33		31%	\$2,789.90	\$0.00	\$0.00					CARAHSOFT
5	11-2427-LIC-L5	SEL: HZ7-VAD-ENC-10-UG-F-L5	\$3,857.43		31%	\$2,661.63	\$0.00	\$0.00		\$0.00			CARAHSOFT
5 5	11-2428-LIC 11-2428-LIC-L1	SEL: HZ7-VAD-ENC-100-UG-F SEL: HZ7-VAD-ENC100-UGF-L1	\$46,475.00 \$44,151.25		31% 31%	\$32,067.75 \$30,464.36	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			CARAHSOFT
5	11-2428-LIC-L2	SEL: HZ7-VAD-ENC100-UGF-L1	\$43,221.75		31%	\$29,823.01	\$0.00	\$0.00		\$0.00			CARAHSOFT
5	11-2428-LIC-L3	SEL: HZ7-VAD-ENC100-UGF-L3	\$41,827.50		31%	\$28,860.98	\$0.00	\$0.00					CARAHSOFT
5	11-2428-LIC-L4	SEL: HZ7-VAD-ENC100-UGF-L4	\$40,433.25		31%	\$27,898.94	\$0.00	\$0.00					CARAHSOFT
5	11-2428-LIC-L5	SEL: HZ7-VAD-ENC-100-UG-F-L5	\$38,574.25	к	31%	\$26,616.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2429-LIC	SEL: HZ7-VENT-ST10-UG-F	\$1,100.00		31%	\$759.00	\$0.00	\$0.00		\$0.00			CARAHSOFT
5	11-2429-LIC-L1	SEL: HZ7-VENT-ST10-UG-F-L1	\$1,045.00		31%	\$721.05	\$0.00	\$0.00					CARAHSOFT
5 5	11-2429-LIC-L2 11-2429-LIC-L3	SEL: HZ7-VENT-ST10-UG-F-L2 SEL: HZ7-VENT-ST10-UG-F-L3	\$1,023.00 \$990.00		31% 31%	\$705.87 \$683.10	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			CARAHSOFT
5	11-2429-LIC-L3	SEL: HZ7-VENT-ST10-0G-F-L3 SEL: HZ7-VENT-ST10-UG-F-L4	\$957.00		31%	\$660.33	\$0.00	\$0.00					CARAHSOFT
5	11-2429-LIC-L5	SEL: HZ7-VENT-ST10-UG-F-L5	\$913.00		31%	\$629.97	\$0.00	\$0.00					CARAHSOFT
5	11-2430-LIC	SEL: HZ7-VENT-ST100-UG-F	\$11,000.00		31%	\$7,590.00	\$0.00	\$0.00					CARAHSOFT
5	11-2430-LIC-L1	SEL: HZ7-VENT-ST100-UGF-L1	\$10,450.00	к	31%	\$7,210.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2430-LIC-L2	SEL: HZ7-VENT-ST100-UGF-L2	\$10,230.00		31%	\$7,058.70	\$0.00	\$0.00		\$0.00			CARAHSOFT
5	11-2430-LIC-L3	SEL: HZ7-VENT-ST100-UGF-L3	\$9,900.00		31%	\$6,831.00	\$0.00	\$0.00					CARAHSOFT
5	11-2430-LIC-L4 11-2430-LIC-L5	SEL: HZ7-VENT-ST100-UGF-L4 SEL: HZ7-VENT-ST100-UG-F-L5	\$9,570.00 \$9,130.00		31% 31%	\$6,603.30 \$6,299.70	\$0.00 \$0.00	\$0.00 \$0.00					CARAHSOFT
5	11-2430-LIC-L5 11-2431-LIC	SEL: H27-VENT-ST100-0G-F-L5 SEL: ST6-AD-D10-F	\$9,130.00 \$1,100.00		31%	\$6,299.70 \$759.00	\$0.00	\$0.00					CARAHSOFT
5	11-2431-LIC-L1	SEL: ST6-AD-D10-F-L1	\$1,045.00		31%	\$721.05	\$0.00	\$0.00		\$0.00			CARAHSOFT
5	11-2431-LIC-L2	SEL: ST6-AD-D10-F-L2	\$1,023.00		31%	\$705.87	\$0.00	\$0.00		\$0.00			CARAHSOFT
5	11-2431-LIC-L3	SEL: ST6-AD-D10-F-L3	\$990.00		31%	\$683.10	\$0.00	\$0.00					CARAHSOFT
5	11-2431-LIC-L4	SEL: ST6-AD-D10-F-L4	\$957.00		31%	\$660.33	\$0.00	\$0.00					CARAHSOFT
5	11-2431-LIC-L5	SEL: ST6-AD-D10-F-L5	\$913.00		31%	\$629.97	\$0.00	\$0.00					CARAHSOFT
5 5	11-2432-LIC	SEL: ST6-AD-D100-F SEL: ST6-AD-D100F-L1	\$11,000.00		31% 31%	\$7,590.00	\$0.00 \$0.00	\$0.00 \$0.00					CARAHSOFT
5	11-2432-LIC-L1 11-2432-LIC-L2	SEL: ST6-AD-D100F-L1 SEL: ST6-AD-D100F-L2	\$10,450.00 \$10,230.00		31%	\$7,210.50 \$7,058.70	\$0.00	\$0.00					CARAHSOFT
5	11-2432-LIC-L2	SEL: ST6-AD-D100F-L2 SEL: ST6-AD-D100F-L3	\$9,900.00		31%	\$6.831.00	\$0.00	\$0.00		\$0.00			CARAHSOFT
5	11-2432-LIC-L4	SEL: ST6-AD-D100F-L4	\$9,570.00		31%	\$6,603.30	\$0.00	\$0.00	+	+	+	+	CARAHSOFT
5	11-2432-LIC-L5	SEL: ST6-AD-D100-F-L5	\$9,130.00		31%	\$6,299.70	\$0.00	\$0.00					CARAHSOFT
5	11-2433-LIC	SEL: ST6-AD-EN-UG-F	\$1,815.00	к	31%	\$1,252.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2433-LIC-L1	SEL: ST6-AD-EN-UG-F-L1	\$1,724.25		31%	\$1,189.73	\$0.00	\$0.00		\$0.00			CARAHSOFT
5	11-2433-LIC-L2	SEL: ST6-AD-EN-UG-F-L2	\$1,687.95		31%	\$1,164.69	\$0.00	\$0.00		\$0.00			CARAHSOFT
5	11-2433-LIC-L3	SEL: ST6-AD-EN-UG-F-L3	\$1,633.50		31%	\$1,127.12	\$0.00	\$0.00		\$0.00			CARAHSOFT
5 5	11-2433-LIC-L4 11-2433-LIC-L5	SEL: ST6-AD-EN-UG-F-L4 SEL: ST6-AD-EN-UG-F-L5	\$1,579.05 \$1,506.45		31% 31%	\$1,089.54 \$1,039.45	\$0.00 \$0.00	\$0.00 \$0.00					CARAHSOFT
5	11-2433-LIC-L5	SEL: ST6-AD-EN-UG-F-L5 SEL: ST6-AD-F	\$4,394.50		31%	\$3,032.21	\$0.00	\$0.00					CARAHSOFT
5	11-2434-LIC-L1	SEL: ST6-AD-F-L1	\$4,174.78		31%	\$2,880.60	\$0.00	\$0.00					CARAHSOFT
5	11-2434-LIC-L2	SEL: ST6-AD-F-L2	\$4,086.89		31%	\$2,819.95	\$0.00	\$0.00					CARAHSOFT
5	11-2434-LIC-L3	SEL: ST6-AD-F-L3	\$3,955.05	к	31%	\$2,728.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2434-LIC-L4	SEL: ST6-AD-F-L4	\$3,823.22	к	31%	\$2,638.02	\$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	11-2434-LIC-L5	SEL: ST6-AD-F-L5	\$3,647.44	К	31%	\$2,516.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2435-LIC	SEL: ST6-ADEN-D10-UG-F	\$242.00	ĸ	31%	\$166.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2435-LIC-L1 11-2435-LIC-L2	SEL: ST6-ADEN-D10-UGF-L1 SEL: ST6-ADEN-D10-UGF-L2	\$229.90 \$225.06	K K	31% 31%	\$158.63 \$155.29	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT
5	11-2435-LIC-L2 11-2435-LIC-L3	SEL: ST6-ADEN-D10-UGF-L2 SEL: ST6-ADEN-D10-UGF-L3	\$225.06	ĸ	31%	\$155.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2435-LIC-L4	SEL: ST6-ADEN-D10-UGF-L4	\$210.54	ĸ	31%	\$130.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2435-LIC-L5	SEL: ST6-ADEN-D10-UG-F-L5	\$200.86	к	31%	\$138.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2436-LIC	SEL: ST6-ADEN-D100-UG-F	\$2,420.00	ĸ	31%	\$1,669.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2436-LIC-L1	SEL: ST6-ADEN-D100-UGF-L1	\$2,299.00	к	31%	\$1,586.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2436-LIC-L2	SEL: ST6-ADEN-D100-UGF-L2	\$2,250.60	к	31%	\$1,552.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2436-LIC-L3	SEL: ST6-ADEN-D100-UGF-L3	\$2,178.00	к	31%	\$1,502.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2436-LIC-L4	SEL: ST6-ADEN-D100-UGF-L4	\$2,105.40	к	31%	\$1,452.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2436-LIC-L5 11-2437-LIC	SEL: ST6-ADEN-D100-UG-F-L5	\$2,008.60 \$1,320.00	K K	31% 31%	\$1,385.93 \$910.80	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00 \$0.00		CARAHSOFT
5	11-2437-LIC 11-2437-LIC-L1	SEL: ST6-EN-D10-F SEL: ST6-EN-D10-F-L1	\$1,254.00	ĸ	31%	\$865.26	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00		CARAHSOFT
5	11-2437-LIC-L2	SEL: ST6-EN-D10-F-L1	\$1,227.60	ĸ	31%	\$847.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2437-LIC-L3	SEL: ST6-EN-D10-F-L3	\$1,188.00	к	31%	\$819.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2437-LIC-L4	SEL: ST6-EN-D10-F-L4	\$1,148.40	ĸ	31%	\$792.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2437-LIC-L5	SEL: ST6-EN-D10-F-L5	\$1,095.60	к	31%	\$755.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2438-LIC	SEL: ST6-EN-D100-F	\$13,200.00	к	31%	\$9,108.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2438-LIC-L1	SEL: ST6-EN-D100F-L1	\$12,540.00	к	31%	\$8,652.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2438-LIC-L2	SEL: ST6-EN-D100F-L2	\$12,276.00	к	31%	\$8,470.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2438-LIC-L3	SEL: ST6-EN-D100F-L3	\$11,880.00	ĸ	31%	\$8,197.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
-	11-2438-LIC-L4	SEL: ST6-EN-D100F-L4	\$11,484.00	к к	31%	\$7,923.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2438-LIC-L5 11-2439-LIC	SEL: ST6-EN-D100-F-L5 SEL: ST6-EN-F	\$10,956.00 \$6,044.50	ĸ	31% 31%	\$7,559.64 \$4,170.71	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT
5	11-2439-LIC-L1	SEL: ST6-EN-F-L1	\$5,742.28	ĸ	31%	\$3,962.17	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2439-LIC-L2	SEL: ST6-EN-F-L2	\$5,621.39	ĸ	31%	\$3,878.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2439-LIC-L3	SEL: ST6-EN-F-L3	\$5,440.05	к	31%	\$3,753.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2439-LIC-L4	SEL: ST6-EN-F-L4	\$5,258.72	к	31%	\$3,628.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2439-LIC-L5	SEL: ST6-EN-F-L5	\$5,016.94	к	31%	\$3,461.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2440-LIC	SEL: ST6-ST-AD-UG-F	\$1,815.00	к	31%	\$1,252.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2440-LIC-L1	SEL: ST6-ST-AD-UG-F-L1	\$1,724.25	K	31%	\$1,189.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2440-LIC-L2	SEL: ST6-ST-AD-UG-F-L2	\$1,687.95	ĸ	31%	\$1,164.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2440-LIC-L3 11-2440-LIC-L4	SEL: ST6-ST-AD-UG-F-L3 SEL: ST6-ST-AD-UG-F-L4	\$1,633.50	K K	31% 31%	\$1,127.12 \$1,089.54	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT
5	11-2440-LIC-L4 11-2440-LIC-L5	SEL: ST6-ST-AD-UG-F-L4 SEL: ST6-ST-AD-UG-F-L5	\$1,579.05 \$1,506.45	ĸ	31%	\$1,089.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2441-LIC	SEL: ST6-ST-EN-UG-F	\$3,630.00	ĸ	31%	\$2,504.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2441-LIC-L1	SEL: ST6-ST-EN-UG-F-L1	\$3,448.50	ĸ	31%	\$2,379.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2441-LIC-L2	SEL: ST6-ST-EN-UG-F-L2	\$3,375.90	к	31%	\$2,329.37	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2441-LIC-L3	SEL: ST6-ST-EN-UG-F-L3	\$3,267.00	к	31%	\$2,254.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2441-LIC-L4	SEL: ST6-ST-EN-UG-F-L4	\$3,158.10	к	31%	\$2,179.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2441-LIC-L5	SEL: ST6-ST-EN-UG-F-L5	\$3,012.90	к	31%	\$2,078.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2442-LIC	SEL: ST6-STAD-D10-UG-F	\$605.00	к	31%	\$417.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2442-LIC-L1	SEL: ST6-STAD-D10-UGF-L1 SEL: ST6-STAD-D10-UGF-L2	\$574.75	к к	31% 31%	\$396.58	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00		CARAHSOFT
5	11-2442-LIC-L2 11-2442-LIC-L3	SEL: ST6-STAD-D10-UGF-L2 SEL: ST6-STAD-D10-UGF-L3	\$562.65 \$544.50	ĸ	31%	\$388.23 \$375.71	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00		CARAHSOFT
5	11-2442-LIC-L3	SEL: ST6-STAD-D10-UGF-L3	\$526.35	ĸ	31%	\$363.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2442-LIC-L5	SEL: ST6-STAD-D10-UG-F-L5	\$502.15	ĸ	31%	\$346.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2443-LIC	SEL: ST6-STAD-D100-UG-F	\$6,050.00	к	31%	\$4,174.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2443-LIC-L1	SEL: ST6-STAD-D100-UGF-L1	\$5,747.50	к	31%	\$3,965.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2443-LIC-L2	SEL: ST6-STAD-D100-UGF-L2	\$5,626.50	к	31%	\$3,882.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2443-LIC-L3	SEL: ST6-STAD-D100-UGF-L3	\$5,445.00	к	31%	\$3,757.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2443-LIC-L4	SEL: ST6-STAD-D100-UGF-L4	\$5,263.50	ĸ	31%	\$3,631.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2443-LIC-L5	SEL: ST6-STAD-D100-UG-F-L5	\$5,021.50 \$847.00	к к	31% 31%	\$3,464.84	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2444-LIC 11-2444-LIC-L1	SEL: ST6-STEN-D10-UG-F SEL: ST6-STEN-D10-UGF-L1	\$847.00 \$804.65	ĸ	31%	\$584.43 \$555.21	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2444-LIC-L2	SEL: ST6-STEN-D10-UGF-L1	\$787.71	ĸ	31%	\$543.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2444-LIC-L3	SEL: ST6-STEN-D10-UGF-L3	\$762.30	ĸ	31%	\$525.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2444-LIC-L4	SEL: ST6-STEN-D10-UGF-L4	\$736.89	ĸ	31%	\$508.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2444-LIC-L5	SEL: ST6-STEN-D10-UG-F-L5	\$703.01	к	31%	\$485.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2445-LIC	SEL: ST6-STEN-D100-UG-F	\$8,470.00	к	31%	\$5,844.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2445-LIC-L1	SEL: ST6-STEN-D100-UGF-L1	\$8,046.50	к	31%	\$5,552.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2445-LIC-L2	SEL: ST6-STEN-D100-UGF-L2	\$7,877.10	ĸ	31%	\$5,435.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2445-LIC-L3	SEL: ST6-STEN-D100-UGF-L3	\$7,623.00		31%	\$5,259.87	\$0.00	\$0.00					CARAHSOFT
5	11-2445-LIC-L4 11-2445-LIC-L5	SEL: ST6-STEN-D100-UGF-L4 SEL: ST6-STEN-D100-UG-F-L5	\$7,368.90 \$7,030.10	K K	31% 31%	\$5,084.54 \$4,850.77	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT
5	11-2445-LIC-L5 11-2446-LIC	SEL: VR-BCLADVC-F	\$3,300.00	ĸ	31%	\$4,850.77 \$2,277.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2446-LIC-L1	SEL: VR-BCLADVC-F-L1	\$3,135.00	ĸ	31%	\$2,163.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2446-LIC-L2	SEL: VR-BCLADVC-F-L2	\$3,069.00	ĸ	31%	\$2,117.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2446-LIC-L3	SEL: VR-BCLADVC-F-L3	\$2,970.00	ĸ	31%	\$2,049.30	\$0.00	\$0.00		\$0.00	\$0.00		CARAHSOFT
5	11-2446-LIC-L4	SEL: VR-BCLADVC-F-L4	\$2,871.00	к	31%	\$1,980.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2446-LIC-L5	SEL: VR-BCLADVC-F-L5	\$2,739.00		31%	\$1,889.91	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	CARAHSOFT
5	11-2447-LIC	SEL: VR-BCLADVO-25-F	\$5,500.00	к	31%	\$3,795.00	\$0.00	\$0.00		\$0.00	\$0.00		CARAHSOFT
5	11-2447-LIC-L1	SEL: VR-BCLADVO-25-F-L1	\$5,225.00	ĸ	31%	\$3,605.25	\$0.00	\$0.00		\$0.00	\$0.00		CARAHSOFT
5 5	11-2447-LIC-L2 11-2447-LIC-L3	SEL: VR-BCLADVO-25-F-L2 SEL: VR-BCLADVO-25-F-L3	\$5,115.00	к к	31% 31%	\$3,529.35	\$0.00 \$0.00	\$0.00 \$0.00					CARAHSOFT
5	11-2441-LIG-LJ	JLL. VIN-DULAD VU-20-F-LO	\$4,950.00	n	5170	\$3,415.50	φ0.00	φ 0. 00	φυ.00	φυ.00	φ 0. 00	φ0.00	

					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	11-2447-LIC-L4	SEL: VR-BCLADVO-25-F-L4	\$4,785.00	К	31%	\$3,301.65	\$0.00	\$0.00	\$0.00				CARAHSOFT
5	11-2447-LIC-L5	SEL: VR-BCLADVO-25-F-L5	\$4,565.00		31%	\$3,149.85	\$0.00	\$0.00					CARAHSOFT
5	11-2448-LIC 11-2448-LIC-L1	SEL: VR-CODE2C-F SEL: VR-CODE2C-F-L1	\$5,995.00 \$5,695.25		31% 31%	\$4,136.55 \$3,929.72	\$0.00 \$0.00	\$0.00 \$0.00) CARAHSOFT) CARAHSOFT
5	11-2448-LIC-L2	SEL: VR-CODE2C-F-L1	\$5,575.35		31%	\$3,846.99	\$0.00	\$0.00) CARAHSOFT
5	11-2448-LIC-L3	SEL: VR-CODE2C-F-L3	\$5,395.50		31%	\$3,722.90	\$0.00	\$0.00) CARAHSOFT
5	11-2448-LIC-L4	SEL: VR-CODE2C-F-L4	\$5,215.65		31%	\$3,598.80	\$0.00	\$0.00	\$0.00) CARAHSOFT
5	11-2448-LIC-L5	SEL: VR-CODE2C-F-L5	\$4,975.85		31%	\$3,433.34	\$0.00	\$0.00) CARAHSOFT
5	11-2449-LIC	SEL: VR-CODE2O-F	\$599.50		31%	\$413.66	\$0.00	\$0.00					CARAHSOFT
5	11-2449-LIC-L1	SEL: VR-CODE2O-F-L1	\$569.53		31%	\$392.98	\$0.00	\$0.00					CARAHSOFT
5 5	11-2449-LIC-L2 11-2449-LIC-L3	SEL: VR-CODE2O-F-L2 SEL: VR-CODE2O-F-L3	\$557.54 \$539.55		31% 31%	\$384.70 \$372.29	\$0.00 \$0.00	\$0.00 \$0.00) CARAHSOFT) CARAHSOFT
5	11-2449-LIC-L4	SEL: VR-CODE2O-F-L4	\$521.57		31%	\$359.88	\$0.00	\$0.00) CARAHSOFT
5	11-2449-LIC-L5	SEL: VR-CODE2O-F-L5	\$497.59		31%	\$343.34	\$0.00	\$0.00) CARAHSOFT
5	11-2450-LIC	SEL: VR-OAMAD-F	\$1,650.00	к	31%	\$1,138.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00) CARAHSOFT
5	11-2450-LIC-L1	SEL: VR-OAMAD-F-L1	\$1,567.50		31%	\$1,081.58	\$0.00	\$0.00) CARAHSOFT
5	11-2450-LIC-L2	SEL: VR-OAMAD-F-L2	\$1,534.50		31%	\$1,058.81	\$0.00	\$0.00) CARAHSOFT
5	11-2450-LIC-L3	SEL: VR-OAMAD-F-L3	\$1,485.00		31%	\$1,024.65	\$0.00	\$0.00					CARAHSOFT
5 5	11-2450-LIC-L4 11-2450-LIC-L5	SEL: VR-OAMAD-F-L4 SEL: VR-OAMAD-F-L5	\$1,435.50 \$1,369.50		31% 31%	\$990.50 \$944.96	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) CARAHSOFT) CARAHSOFT
5	11-2451-LIC	SEL: VR7-AADV-ADV-UG-F	\$6,798.00		31%	\$4,690.62	\$0.00	\$0.00) CARAHSOFT
5	11-2451-LIC-L1	SEL: VR7-AADV-ADV-UG-F-L1	\$6,458.10		31%	\$4,456.09	\$0.00	\$0.00) CARAHSOFT
5	11-2451-LIC-L2	SEL: VR7-AADV-ADV-UG-F-L2	\$6,322.14	к	31%	\$4,362.28	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00) CARAHSOFT
5	11-2451-LIC-L3	SEL: VR7-AADV-ADV-UG-F-L3	\$6,118.20		31%	\$4,221.56	\$0.00	\$0.00) CARAHSOFT
5	11-2451-LIC-L4	SEL: VR7-AADV-ADV-UG-F-L4	\$5,914.26	ĸ	31%	\$4,080.84	\$0.00	\$0.00					CARAHSOFT
5 5	11-2451-LIC-L5	SEL: VR7-AADV-ADV-UG-F-L5 SEL: VR7-AADV-ENT-UG-F	\$5,642.34		31% 31%	\$3,893.21	\$0.00 \$0.00	\$0.00 \$0.00) CARAHSOFT
5	11-2452-LIC 11-2452-LIC-L1	SEL: VR7-AADV-ENT-UG-F SEL: VR7-AADV-ENT-UG-F-L1	\$1,056.00 \$1,003.20		31%	\$728.64 \$692.21	\$0.00	\$0.00) CARAHSOFT) CARAHSOFT
5	11-2452-LIC-L2	SEL: VR7-AADV-ENT-UG-F-L2	\$982.08		31%	\$677.64	\$0.00	\$0.00) CARAHSOFT
5	11-2452-LIC-L3	SEL: VR7-AADV-ENT-UG-F-L3	\$950.40		31%	\$655.78	\$0.00	\$0.00) CARAHSOFT
5	11-2452-LIC-L4	SEL: VR7-AADV-ENT-UG-F-L4	\$918.72	к	31%	\$633.92	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00) CARAHSOFT
5	11-2452-LIC-L5	SEL: VR7-AADV-ENT-UG-F-L5	\$876.48		31%	\$604.77	\$0.00	\$0.00) CARAHSOFT
5	11-2453-LIC	SEL: VR7-ADV-ENT-UG-F	\$1,815.00		31%	\$1,252.35	\$0.00	\$0.00) CARAHSOFT
5 5	11-2453-LIC-L1 11-2453-LIC-L2	SEL: VR7-ADV-ENT-UG-F-L1 SEL: VR7-ADV-ENT-UG-F-L2	\$1,724.25 \$1,687.95		31% 31%	\$1,189.73 \$1,164.69	\$0.00 \$0.00	\$0.00 \$0.00) CARAHSOFT) CARAHSOFT
5	11-2453-LIC-L2	SEL: VR7-ADV-ENT-UG-F-L2 SEL: VR7-ADV-ENT-UG-F-L3	\$1,633.50		31%	\$1,104.09	\$0.00	\$0.00) CARAHSOFT
5	11-2453-LIC-L4	SEL: VR7-ADV-ENT-UG-F-L4	\$1,579.05		31%	\$1,089.54	\$0.00	\$0.00) CARAHSOFT
5	11-2453-LIC-L5	SEL: VR7-ADV-ENT-UG-F-L5	\$1,506.45		31%	\$1,039.45	\$0.00	\$0.00					CARAHSOFT
5	11-2454-LIC	SEL: VR7-ADV-F	\$6,869.50		31%	\$4,739.96	\$0.00	\$0.00) CARAHSOFT
5	11-2454-LIC-L1	SEL: VR7-ADV-F-L1	\$6,526.03		31%	\$4,502.96	\$0.00	\$0.00) CARAHSOFT
5	11-2454-LIC-L2	SEL: VR7-ADV-F-L2	\$6,388.64		31%	\$4,408.16	\$0.00	\$0.00					CARAHSOFT
5 5	11-2454-LIC-L3 11-2454-LIC-L4	SEL: VR7-ADV-F-L3 SEL: VR7-ADV-F-L4	\$6,182.55 \$5,976.47	к К	31% 31%	\$4,265.96 \$4,123.76	\$0.00 \$0.00	\$0.00 \$0.00) CARAHSOFT) CARAHSOFT
5	11-2454-LIC-L5	SEL: VR7-ADV-F-L5	\$5,701.69		31%	\$3,934.17	\$0.00	\$0.00) CARAHSOFT
5	11-2455-LIC	SEL: VR7-AENT-ENT-UG-F	\$4,378.00		31%	\$3,020.82	\$0.00	\$0.00) CARAHSOFT
5	11-2455-LIC-L1	SEL: VR7-AENT-ENT-UG-F-L1	\$4,159.10	к	31%	\$2,869.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00) CARAHSOFT
5	11-2455-LIC-L2	SEL: VR7-AENT-ENT-UG-F-L2	\$4,071.54		31%	\$2,809.36	\$0.00	\$0.00) CARAHSOFT
5	11-2455-LIC-L3	SEL: VR7-AENT-ENT-UG-F-L3	\$3,940.20		31%	\$2,718.74	\$0.00	\$0.00) CARAHSOFT
5	11-2455-LIC-L4	SEL: VR7-AENT-ENT-UG-F-L4	\$3,808.86		31%	\$2,628.11	\$0.00	\$0.00) CARAHSOFT
5 5	11-2455-LIC-L5 11-2456-LIC	SEL: VR7-AENT-ENT-UG-F-L5 SEL: VR7-BCLC-ADV-UG-F	\$3,633.74 \$3,927.00		31% 31%	\$2,507.28 \$2,709.63	\$0.00 \$0.00	\$0.00 \$0.00) CARAHSOFT) CARAHSOFT
5	11-2456-LIC-L1	SEL: VR7-BCLC-ADV-UG-F-L1	\$3,730.65		31%	\$2,574.15	\$0.00	\$0.00) CARAHSOFT
5	11-2456-LIC-L2	SEL: VR7-BCLC-ADV-UG-F-L2	\$3,652.11		31%	\$2,519.96	\$0.00	\$0.00) CARAHSOFT
5	11-2456-LIC-L3	SEL: VR7-BCLC-ADV-UG-F-L3	\$3,534.30	к	31%	\$2,438.67	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00) CARAHSOFT
5	11-2456-LIC-L4	SEL: VR7-BCLC-ADV-UG-F-L4	\$3,416.49		31%	\$2,357.38	\$0.00	\$0.00) CARAHSOFT
5	11-2456-LIC-L5	SEL: VR7-BCLC-ADV-UG-F-L5	\$3,259.41	к	31%	\$2,248.99	\$0.00	\$0.00) CARAHSOFT
5	11-2457-LIC	SEL: VR7-BCLC-ENT-UG-F	\$5,742.00		31%	\$3,961.98	\$0.00	\$0.00					CARAHSOFT
5 5	11-2457-LIC-L1 11-2457-LIC-L2	SEL: VR7-BCLC-ENT-UG-F-L1 SEL: VR7-BCLC-ENT-UG-F-L2	\$5,454.90 \$5,340.06		31% 31%	\$3,763.88 \$3,684.64	\$0.00 \$0.00	\$0.00 \$0.00) CARAHSOFT) CARAHSOFT
5	11-2457-LIC-L3	SEL: VR7-BCLC-ENT-UG-F-L2 SEL: VR7-BCLC-ENT-UG-F-L3	\$5,167.80		31%	\$3,565.78	\$0.00	\$0.00) CARAHSOFT
5	11-2457-LIC-L4	SEL: VR7-BCLC-ENT-UG-F-L4	\$4,995.54		31%	\$3,446.92	\$0.00	\$0.00) CARAHSOFT
5	11-2457-LIC-L5	SEL: VR7-BCLC-ENT-UG-F-L5	\$4,765.86		31%	\$3,288.44	\$0.00	\$0.00) CARAHSOFT
5	11-2458-LIC	SEL: VR7-BCLO-ADV-UG-F	\$1,507.00		31%	\$1,039.83	\$0.00	\$0.00) CARAHSOFT
5	11-2458-LIC-L1	SEL: VR7-BCLO-ADV-UG-F-L1	\$1,431.65		31%	\$987.84	\$0.00	\$0.00	\$0.00	+	+	+) CARAHSOFT
5	11-2458-LIC-L2	SEL: VR7-BCLO-ADV-UG-F-L2	\$1,401.51		31%	\$967.04	\$0.00	\$0.00					CARAHSOFT
5 5	11-2458-LIC-L3 11-2458-LIC-L4	SEL: VR7-BCLO-ADV-UG-F-L3 SEL: VR7-BCLO-ADV-UG-F-L4	\$1,356.30 \$1,311.09		31% 31%	\$935.85 \$904.65	\$0.00 \$0.00	\$0.00 \$0.00) CARAHSOFT) CARAHSOFT
5	11-2458-LIC-L4	SEL: VR7-BCLO-ADV-UG-F-L4 SEL: VR7-BCLO-ADV-UG-F-L5	\$1,250.81		31%	\$904.05	\$0.00	\$0.00) CARAHSOFT
5	11-2459-LIC	SEL: VR7-BCLO-ENT-UG-F	\$3,322.00		31%	\$2,292.18	\$0.00	\$0.00) CARAHSOFT
5	11-2459-LIC-L1	SEL: VR7-BCLO-ENT-UG-F-L1	\$3,155.90		31%	\$2,177.57	\$0.00	\$0.00) CARAHSOFT
5	11-2459-LIC-L2	SEL: VR7-BCLO-ENT-UG-F-L2	\$3,089.46		31%	\$2,131.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00) CARAHSOFT
5	11-2459-LIC-L3	SEL: VR7-BCLO-ENT-UG-F-L3	\$2,989.80		31%	\$2,062.96	\$0.00	\$0.00) CARAHSOFT
5	11-2459-LIC-L4	SEL: VR7-BCLO-ENT-UG-F-L4	\$2,890.14		31%	\$1,994.20	\$0.00	\$0.00) CARAHSOFT
5 5	11-2459-LIC-L5	SEL: VR7-BCLO-ENT-UG-F-L5	\$2,757.26		31% 31%	\$1,902.51	\$0.00	\$0.00					CARAHSOFT
5	11-2460-LIC 11-2460-LIC-L1	SEL: VR7-ENT-F SEL: VR7-ENT-F-L1	\$8,519.50 \$8,093.53		31%	\$5,878.46 \$5,584.54	\$0.00 \$0.00	\$0.00 \$0.00) CARAHSOFT) CARAHSOFT
5	11-2460-LIC-L2	SEL: VR7-ENT-F-L1 SEL: VR7-ENT-F-L2	\$7,923.14		31%	\$5,466.97	\$0.00	\$0.00) CARAHSOFT

					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	11-2460-LIC-L3	SEL: VR7-ENT-F-L3	\$7,667.55	К	31%	\$5,290.61	\$0.00	\$0.00			\$0.00		CARAHSOFT
5	11-2460-LIC-L4	SEL: VR7-ENT-F-L4	\$7,411.97	ĸ	31%	\$5,114.26	\$0.00	\$0.00					CARAHSOFT
5	11-2460-LIC-L5 11-2467-LIC	SEL: VR7-ENT-F-L5 SEL: VR7-OADV-ADV-UG-F	\$7,071.19 \$6,798.00	к к	31% 31%	\$4,879.12 \$4,690.62	\$0.00 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00		CARAHSOFT
5	11-2467-LIC 11-2467-LIC-L1	SEL: VR7-OADV-ADV-UG-F SEL: VR7-OADV-ADV-UG-F-L1	\$6,458.10		31%	\$4,690.62	\$0.00	\$0.00			\$0.00		CARAHSOFT
5	11-2467-LIC-L2	SEL: VR7-OADV-ADV-UG-F-L2	\$6,322.14	ĸ	31%	\$4,362.28	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2467-LIC-L3	SEL: VR7-OADV-ADV-UG-F-L3	\$6,118.20	к	31%	\$4,221.56	\$0.00	\$0.00			\$0.00		CARAHSOFT
5	11-2467-LIC-L4	SEL: VR7-OADV-ADV-UG-F-L4	\$5,914.26	К	31%	\$4,080.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2467-LIC-L5	SEL: VR7-OADV-ADV-UG-F-L5	\$5,642.34	к	31%	\$3,893.21	\$0.00	\$0.00					CARAHSOFT
5	11-2468-LIC	SEL: VR7-OADV-ENT-UG-F	\$1,056.00		31%	\$728.64	\$0.00	\$0.00					CARAHSOFT
5 5	11-2468-LIC-L1 11-2468-LIC-L2	SEL: VR7-OADV-ENT-UG-F-L1	\$1,003.20 \$982.08	K K	31% 31%	\$692.21 \$677.64	\$0.00 \$0.00	\$0.00			\$0.00 \$0.00		CARAHSOFT
5	11-2468-LIC-L3	SEL: VR7-OADV-ENT-UG-F-L2 SEL: VR7-OADV-ENT-UG-F-L3	\$952.08	ĸ	31%	\$655.78	\$0.00	\$0.00 \$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2468-LIC-L4	SEL: VR7-OADV-ENT-UG-F-L4	\$918.72		31%	\$633.92	\$0.00	\$0.00			\$0.00		CARAHSOFT
5	11-2468-LIC-L5	SEL: VR7-OADV-ENT-UG-F-L5	\$876.48	к	31%	\$604.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2469-LIC	SEL: VR7-OADV-STD-UG-F	\$748.00	к	31%	\$516.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2469-LIC-L1	SEL: VR7-OADV-STD-UG-F-L1	\$710.60		31%	\$490.31	\$0.00	\$0.00			\$0.00		CARAHSOFT
5	11-2469-LIC-L2	SEL: VR7-OADV-STD-UG-F-L2	\$695.64	к	31%	\$479.99	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2469-LIC-L3	SEL: VR7-OADV-STD-UG-F-L3	\$673.20	ĸ	31%	\$464.51	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5 5	11-2469-LIC-L4 11-2469-LIC-L5	SEL: VR7-OADV-STD-UG-F-L4 SEL: VR7-OADV-STD-UG-F-L5	\$650.76 \$620.84	к к	31% 31%	\$449.02 \$428.38	\$0.00 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2470-LIC	SEL: VR7-OENT-ADV-UG-F	\$020.84		31%	\$4,895.55	\$0.00	\$0.00			\$0.00		CARAHSOFT
5	11-2470-LIC-L1	SEL: VR7-OENT-ADV-UG-F-L1	\$6,740.25	ĸ	31%	\$4,650.77	\$0.00	\$0.00			\$0.00		CARAHSOFT
5	11-2470-LIC-L2	SEL: VR7-OENT-ADV-UG-F-L2	\$6,598.35	ĸ	31%	\$4,552.86	\$0.00	\$0.00					CARAHSOFT
5	11-2470-LIC-L3	SEL: VR7-OENT-ADV-UG-F-L3	\$6,385.50	к	31%	\$4,406.00	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2470-LIC-L4	SEL: VR7-OENT-ADV-UG-F-L4	\$6,172.65	к	31%	\$4,259.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2470-LIC-L5	SEL: VR7-OENT-ADV-UG-F-L5	\$5,888.85	к	31%	\$4,063.31	\$0.00	\$0.00					CARAHSOFT
5	11-2471-LIC	SEL: VR7-OENT-ENT-UG-F	\$7,095.00		31%	\$4,895.55	\$0.00	\$0.00					CARAHSOFT
5	11-2471-LIC-L1	SEL: VR7-OENT-ENT-UG-F-L1	\$6,740.25	к	31%	\$4,650.77	\$0.00	\$0.00			\$0.00		CARAHSOFT
5 5	11-2471-LIC-L2 11-2471-LIC-L3	SEL: VR7-OENT-ENT-UG-F-L2	\$6,598.35	K K	31% 31%	\$4,552.86	\$0.00 \$0.00	\$0.00			\$0.00 \$0.00		CARAHSOFT
5	11-2471-LIC-L3	SEL: VR7-OENT-ENT-UG-F-L3 SEL: VR7-OENT-ENT-UG-F-L4	\$6,385.50 \$6,172.65	ĸ	31%	\$4,406.00 \$4,259.13	\$0.00	\$0.00 \$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2471-LIC-L5	SEL: VR7-OENT-ENT-UG-F-L5	\$5,888.85	ĸ	31%	\$4,063.31	\$0.00	\$0.00					CARAHSOFT
5	11-2472-LIC	SEL: VR7-OENT-STD-UG-F	\$4,361.50		31%	\$3,009.44	\$0.00	\$0.00					CARAHSOFT
5	11-2472-LIC-L1	SEL: VR7-OENT-STD-UG-F-L1	\$4,143.43		31%	\$2,858.97	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2472-LIC-L2	SEL: VR7-OENT-STD-UG-F-L2	\$4,056.20	К	31%	\$2,798.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2472-LIC-L3	SEL: VR7-OENT-STD-UG-F-L3	\$3,925.35	к	31%	\$2,708.49	\$0.00	\$0.00			\$0.00		CARAHSOFT
5	11-2472-LIC-L4	SEL: VR7-OENT-STD-UG-F-L4	\$3,794.51	ĸ	31%	\$2,618.21	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2472-LIC-L5	SEL: VR7-OENT-STD-UG-F-L5	\$3,620.05		31%	\$2,497.83	\$0.00	\$0.00			\$0.00		CARAHSOFT
5	11-2473-LIC 11-2473-LIC-L1	SEL: VR7-OIST-ADV-UG-F SEL: VR7-OIST-ADV-UG-F-L1	\$5,137.00 \$4,880.15		31% 31%	\$3,544.53 \$3,367.30	\$0.00 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00		CARAHSOFT
5	11-2473-LIC-L2	SEL: VR7-OIST-ADV-UG-F-L2	\$4,777.41	ĸ	31%	\$3,296.41	\$0.00	\$0.00			\$0.00		CARAHSOFT
5	11-2473-LIC-L3	SEL: VR7-OIST-ADV-UG-F-L3	\$4,623.30	к	31%	\$3,190.08	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2473-LIC-L4	SEL: VR7-OIST-ADV-UG-F-L4	\$4,469.19	ĸ	31%	\$3,083.74	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2473-LIC-L5	SEL: VR7-OIST-ADV-UG-F-L5	\$4,263.71	К	31%	\$2,941.96	\$0.00	\$0.00			\$0.00		CARAHSOFT
5	11-2474-LIC	SEL: VR7-OIST-ENT-UG-F	\$6,952.00	к	31%	\$4,796.88	\$0.00	\$0.00					CARAHSOFT
5	11-2474-LIC-L1	SEL: VR7-OIST-ENT-UG-F-L1	\$6,604.40	к	31%	\$4,557.04	\$0.00	\$0.00			\$0.00		CARAHSOFT
5 5	11-2474-LIC-L2	SEL: VR7-OIST-ENT-UG-F-L2	\$6,465.36 \$6,256.80	K K	31% 31%	\$4,461.10	\$0.00 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00		CARAHSOFT
5	11-2474-LIC-L3 11-2474-LIC-L4	SEL: VR7-OIST-ENT-UG-F-L3 SEL: VR7-OIST-ENT-UG-F-L4	\$6,048.24	ĸ	31%	\$4,317.19 \$4,173.29	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2474-LIC-L5	SEL: VR7-OIST-ENT-UG-F-L4 SEL: VR7-OIST-ENT-UG-F-L5	\$5,770.16		31%	\$3,981.41	\$0.00	\$0.00			\$0.00		CARAHSOFT
5	11-2475-LIC	SEL: VR7-OIST-STD-UG-F	\$2,112.00		31%	\$1,457.28	\$0.00	\$0.00			\$0.00		CARAHSOFT
5	11-2475-LIC-L1	SEL: VR7-OIST-STD-UG-F-L1	\$2,006.40		31%	\$1,384.42	\$0.00	\$0.00			\$0.00		CARAHSOFT
5	11-2475-LIC-L2	SEL: VR7-OIST-STD-UG-F-L2	\$1,964.16		31%	\$1,355.27	\$0.00	\$0.00			\$0.00		CARAHSOFT
5	11-2475-LIC-L3	SEL: VR7-OIST-STD-UG-F-L3	\$1,900.80	к	31%	\$1,311.55	\$0.00	\$0.00					CARAHSOFT
5	11-2475-LIC-L4	SEL: VR7-OIST-STD-UG-F-L4	\$1,837.44	ĸ	31%	\$1,267.83	\$0.00	\$0.00			\$0.00		CARAHSOFT
5	11-2475-LIC-L5 11-2476-LIC	SEL: VR7-OIST-STD-UG-F-L5 SEL: VR7-OSTDC-ADV-UG-F	\$1,752.96 \$6,649.50	к к	31% 31%	\$1,209.54 \$4,588.16	\$0.00 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00		CARAHSOFT
5	11-2476-LIC 11-2476-LIC-L1	SEL: VR7-OSTDC-ADV-UG-F SEL: VR7-OSTDC-ADV-UG-F-L1	\$6,317.03	ĸ	31%	\$4,358.75	\$0.00	\$0.00			\$0.00		CARAHSOFT
5	11-2476-LIC-L2	SEL: VR7-OSTDC-ADV-UG-F-L2	\$6,184.04	ĸ	31%	\$4,266.99	\$0.00	\$0.00			\$0.00		CARAHSOFT
5	11-2476-LIC-L3	SEL: VR7-OSTDC-ADV-UG-F-L3	\$5,984.55	ĸ	31%	\$4,129.34	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2476-LIC-L4	SEL: VR7-OSTDC-ADV-UG-F-L4	\$5,785.07	к	31%	\$3,991.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2476-LIC-L5	SEL: VR7-OSTDC-ADV-UG-F-L5	\$5,519.09	к	31%	\$3,808.17	\$0.00	\$0.00			\$0.00		CARAHSOFT
5	11-2477-LIC	SEL: VR7-OSTDC-ENT-UG-F	\$7,694.50		31%	\$5,309.21	\$0.00	\$0.00					CARAHSOFT
5	11-2477-LIC-L1	SEL: VR7-OSTDC-ENT-UG-F-L1	\$7,309.78		31%	\$5,043.75	\$0.00	\$0.00					CARAHSOFT
5	11-2477-LIC-L2 11-2477-LIC-L3	SEL: VR7-OSTDC-ENT-UG-F-L2 SEL: VR7-OSTDC-ENT-UG-F-L3	\$7,155.89 \$6,925.05		31% 31%	\$4,937.56 \$4,778.28	\$0.00 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5 5	11-2477-LIC-L3 11-2477-LIC-L4	SEL: VR7-OSTDC-ENT-UG-F-L3 SEL: VR7-OSTDC-ENT-UG-F-L4	\$6,925.05 \$6,694.22		31%	\$4,778.28 \$4,619.01	\$0.00	\$0.00			\$0.00		CARAHSOFT
5	11-2477-LIC-L4 11-2477-LIC-L5	SEL: VR7-OSTDC-ENT-UG-F-L4 SEL: VR7-OSTDC-ENT-UG-F-L5	\$6,386.44	ĸ	31%	\$4,619.01	\$0.00	\$0.00			\$0.00		CARAHSOFT
5	11-2478-LIC	SEL: VR7-OSTDC-STD-UG-F	\$3,624.50		31%	\$2,500.91	\$0.00	\$0.00			\$0.00		CARAHSOFT
5	11-2478-LIC-L1	SEL: VR7-OSTDC-STD-UG-F-L1	\$3,443.28		31%	\$2,375.86	\$0.00	\$0.00					CARAHSOFT
5	11-2478-LIC-L2	SEL: VR7-OSTDC-STD-UG-F-L2	\$3,370.79	к	31%	\$2,325.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2478-LIC-L3	SEL: VR7-OSTDC-STD-UG-F-L3	\$3,262.05		31%	\$2,250.81	\$0.00	\$0.00					CARAHSOFT
5	11-2478-LIC-L4	SEL: VR7-OSTDC-STD-UG-F-L4	\$3,153.32		31%	\$2,175.79	\$0.00	\$0.00					CARAHSOFT
5	11-2478-LIC-L5	SEL: VR7-OSTDC-STD-UG-F-L5	\$3,008.34	ĸ	31%	\$2,075.75	\$0.00	\$0.00					CARAHSOFT
5 5	11-2479-LIC 11-2479-LIC-L1	SEL: VR7-OSTDO-ADV-UG-F SEL: VR7-OSTDO-ADV-UG-F-L1	\$3,778.50 \$3,589.58		31% 31%	\$2,607.17 \$2,476.81	\$0.00 \$0.00	\$0.00 \$0.00					CARAHSOFT CARAHSOFT
5		522. VIII-00100-001-00-1-01	ψ0,009.00	~	01/0	ψ2,410.01	φ0.00	φ0.00	φ0.00	φ0.00	φ0.00	φ0.00	0.1010011

					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	11-2479-LIC-L2	SEL: VR7-OSTDO-ADV-UG-F-L2	\$3,514.01	К	31%	\$2,424.67	\$0.00	\$0.00			\$0.00		CARAHSOFT
5	11-2479-LIC-L3	SEL: VR7-OSTDO-ADV-UG-F-L3	\$3,400.65		31%	\$2,346.45	\$0.00	\$0.00					CARAHSOFT
5	11-2479-LIC-L4 11-2479-LIC-L5	SEL: VR7-OSTDO-ADV-UG-F-L4 SEL: VR7-OSTDO-ADV-UG-F-L5	\$3,287.30 \$3,136.16		31% 31%	\$2,268.24 \$2,163.95	\$0.00 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2480-LIC	SEL: VR7-OSTDO-ADV-0G-F-L5 SEL: VR7-OSTDO-ENT-UG-F	\$5,593.50		31%	\$3,859.52	\$0.00	\$0.00			\$0.00		CARAHSOFT
5	11-2480-LIC-L1	SEL: VR7-OSTDO-ENT-UG-F-L1	\$5,313.83	ĸ	31%	\$3,666.54	\$0.00	\$0.00			\$0.00		CARAHSOFT
5	11-2480-LIC-L2	SEL: VR7-OSTDO-ENT-UG-F-L2	\$5,201.96		31%	\$3,589.35	\$0.00	\$0.00			\$0.00		CARAHSOFT
5	11-2480-LIC-L3	SEL: VR7-OSTDO-ENT-UG-F-L3	\$5,034.15		31%	\$3,473.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2480-LIC-L4	SEL: VR7-OSTDO-ENT-UG-F-L4	\$4,866.35		31%	\$3,357.78	\$0.00	\$0.00					CARAHSOFT
5	11-2480-LIC-L5	SEL: VR7-OSTDO-ENT-UG-F-L5	\$4,642.61	к	31%	\$3,203.40	\$0.00	\$0.00			\$0.00		CARAHSOFT
5 5	11-2481-LIC 11-2481-LIC-L1	SEL: VR7-OSTDO-STD-UG-F SEL: VR7-OSTDO-STD-UG-F-L1	\$753.50 \$715.83	к к	31% 31%	\$519.92 \$493.92	\$0.00 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2481-LIC-L1	SEL: VR7-OSTDO-STD-UG-F-L1	\$700.76		31%	\$483.52	\$0.00	\$0.00			\$0.00		CARAHSOFT
5	11-2481-LIC-L3	SEL: VR7-OSTDO-STD-UG-F-L3	\$678.15		31%	\$467.92	\$0.00	\$0.00			\$0.00		CARAHSOFT
5	11-2481-LIC-L4	SEL: VR7-OSTDO-STD-UG-F-L4	\$655.55	к	31%	\$452.33	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2481-LIC-L5	SEL: VR7-OSTDO-STD-UG-F-L5	\$625.41	к	31%	\$431.53	\$0.00	\$0.00			\$0.00		CARAHSOFT
5	11-2482-LIC	SEL: VR7-STD-ADV-UG-F	\$3,025.00		31%	\$2,087.25	\$0.00	\$0.00			\$0.00		CARAHSOFT
5	11-2482-LIC-L1	SEL: VR7-STD-ADV-UG-F-L1	\$2,873.75	к	31%	\$1,982.89	\$0.00	\$0.00			\$0.00		CARAHSOFT
5	11-2482-LIC-L2	SEL: VR7-STD-ADV-UG-F-L2	\$2,813.25		31%	\$1,941.14	\$0.00	\$0.00			\$0.00		CARAHSOFT
5	11-2482-LIC-L3	SEL: VR7-STD-ADV-UG-F-L3	\$2,722.50		31%	\$1,878.53	\$0.00	\$0.00			\$0.00		CARAHSOFT
5	11-2482-LIC-L4 11-2482-LIC-L5	SEL: VR7-STD-ADV-UG-F-L4 SEL: VR7-STD-ADV-UG-F-L5	\$2,631.75 \$2,510.75		31% 31%	\$1,815.91 \$1,732.42	\$0.00 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2483-LIC	SEL: VR7-STD-ADV-0G-F-LS	\$4,840.00		31%	\$3,339.60	\$0.00	\$0.00			\$0.00		CARAHSOFT
5	11-2483-LIC-L1	SEL: VR7-STD-ENT-UG-F-L1	\$4,598.00		31%	\$3,172.62	\$0.00	\$0.00			\$0.00		CARAHSOFT
5	11-2483-LIC-L2	SEL: VR7-STD-ENT-UG-F-L2	\$4,501.20	ĸ	31%	\$3,105.83	\$0.00	\$0.00			\$0.00		CARAHSOFT
5	11-2483-LIC-L3	SEL: VR7-STD-ENT-UG-F-L3	\$4,356.00	к	31%	\$3,005.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2483-LIC-L4	SEL: VR7-STD-ENT-UG-F-L4	\$4,210.80		31%	\$2,905.45	\$0.00	\$0.00			\$0.00		CARAHSOFT
5	11-2483-LIC-L5	SEL: VR7-STD-ENT-UG-F-L5	\$4,017.20		31%	\$2,771.87	\$0.00	\$0.00			\$0.00		CARAHSOFT
5	11-2484-LIC	SEL: VR7-STD-F	\$4,119.50		31%	\$2,842.46	\$0.00	\$0.00			\$0.00		CARAHSOFT
5 5	11-2484-LIC-L1	SEL: VR7-STD-F-L1	\$3,913.53	к к	31%	\$2,700.34	\$0.00	\$0.00			\$0.00		CARAHSOFT
5	11-2484-LIC-L2 11-2484-LIC-L3	SEL: VR7-STD-F-L2 SEL: VR7-STD-F-L3	\$3,831.14 \$3,707.55		31% 31%	\$2,643.49 \$2,558.21	\$0.00 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2484-LIC-L4	SEL: VR7-STD-F-L4	\$3,583.97	ĸ	31%	\$2,472.94	\$0.00	\$0.00			\$0.00		CARAHSOFT
5	11-2484-LIC-L5	SEL: VR7-STD-F-L5	\$3,419.19		31%	\$2,359.24	\$0.00	\$0.00			\$0.00		CARAHSOFT
5	11-2493-LIC	SEL: HZ7-PA50-STA100-UG-F	\$13,750.00		31%	\$9,487.50	\$0.00	\$0.00			\$0.00		CARAHSOFT
5	11-2493-LIC-L1	SEL: HZ7-PA50-STA100-UGF-L1	\$13,062.50	к	31%	\$9,013.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2493-LIC-L2	SEL: HZ7-PA50-STA100-UGF-L2	\$12,787.50	к	31%	\$8,823.38	\$0.00	\$0.00			\$0.00		CARAHSOFT
5	11-2493-LIC-L3	SEL: HZ7-PA50-STA100-UGF-L3	\$12,375.00	K	31%	\$8,538.75	\$0.00	\$0.00			\$0.00		CARAHSOFT
5	11-2493-LIC-L4	SEL: HZ7-PA50-STA100-UGF-L4	\$11,962.50		31%	\$8,254.13	\$0.00	\$0.00			\$0.00		CARAHSOFT
5	11-2493-LIC-L5	SEL: HZ7-PA50-STA100-UGF-L5 SEL: HZ7-PRA50-ST100-UG-F	\$11,412.50 \$13,750.00		31% 31%	\$7,874.63 \$9,487.50	\$0.00 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2494-LIC 11-2494-LIC-L1	SEL: HZ7-PRA50-ST100-UGF-L1	\$13,062.50	ĸ	31%	\$9,487.50 \$9,013.13	\$0.00	\$0.00			\$0.00		CARAHSOFT
5	11-2494-LIC-L2	SEL: HZ7-PRA50-ST100-UGF-L2	\$12,787.50	ĸ	31%	\$8,823.38	\$0.00	\$0.00			\$0.00		CARAHSOFT
5	11-2494-LIC-L3	SEL: HZ7-PRA50-ST100-UGF-L3	\$12,375.00	ĸ	31%	\$8,538.75	\$0.00	\$0.00			\$0.00		CARAHSOFT
5	11-2494-LIC-L4	SEL: HZ7-PRA50-ST100-UGF-L4	\$11,962.50	к	31%	\$8,254.13	\$0.00	\$0.00			\$0.00		CARAHSOFT
5	11-2494-LIC-L5	SEL: HZ7-PRA50-ST100-UGF-L5	\$11,412.50	к	31%	\$7,874.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2495-LIC	SEL: HZ7-UEM-ENC-100-UG-F	\$57,750.00		31%	\$39,847.50	\$0.00	\$0.00			\$0.00		CARAHSOFT
5	11-2495-LIC-L1	SEL: HZ7-UEM-ENC100-UGF-L1	\$54,862.50		31%	\$37,855.13	\$0.00	\$0.00			\$0.00		CARAHSOFT
5	11-2495-LIC-L2	SEL: HZ7-UEM-ENC100-UGF-L2	\$53,707.50	ĸ	31%	\$37,058.18	\$0.00	\$0.00			\$0.00		CARAHSOFT
5 5	11-2495-LIC-L3 11-2495-LIC-L4	SEL: HZ7-UEM-ENC100-UGF-L3 SEL: HZ7-UEM-ENC100-UGF-L4	\$51,975.00 \$50,242.50	к к	31% 31%	\$35,862.75 \$34,667.33	\$0.00 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2495-LIC-L4 11-2495-LIC-L5	SEL: HZ7-UEM-ENC100-UGF-L4 SEL: HZ7-UEM-ENC100-UGF-L5	\$50,242.50 \$47,932.50		31%	\$33,073.43	\$0.00	\$0.00			\$0.00		CARAHSOFT
5	11-2496-LIC	SEL: HZ7-UEM-ENC-10-UG-F	\$5,775.00		31%	\$3,984.75	\$0.00	\$0.00			\$0.00		CARAHSOFT
5	11-2496-LIC-L1	SEL: HZ7-UEM-ENC-10-UGF-L1	\$5,486.25	к	31%	\$3,785.51	\$0.00	\$0.00			\$0.00		CARAHSOFT
5	11-2496-LIC-L2	SEL: HZ7-UEM-ENC-10-UGF-L2	\$5,370.75	к	31%	\$3,705.82	\$0.00	\$0.00			\$0.00		CARAHSOFT
5	11-2496-LIC-L3	SEL: HZ7-UEM-ENC-10-UGF-L3	\$5,197.50	к	31%	\$3,586.28	\$0.00	\$0.00			\$0.00		CARAHSOFT
5	11-2496-LIC-L4	SEL: HZ7-UEM-ENC-10-UGF-L4	\$5,024.25		31%	\$3,466.73	\$0.00	\$0.00			\$0.00		CARAHSOFT
5	11-2496-LIC-L5	SEL: HZ7-UEM-ENC-10-UGF-L5	\$4,793.25	к к	31%	\$3,307.34	\$0.00	\$0.00					CARAHSOFT
5	11-2497-LIC 11-2497-LIC-L1	SEL: HZ7-UEM-ENN-100-UG-F SEL: HZ7-UEM-ENN100-UGF-L1	\$35,200.00 \$33,440.00		31% 31%	\$24,288.00 \$23,073.60	\$0.00 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2497-LIC-L1	SEL: HZ7-UEM-ENN100-UGF-L1	\$33,440.00	ĸ	31%	\$23,073.00	\$0.00	\$0.00			\$0.00		CARAHSOFT
5	11-2497-LIC-L4	SEL: HZ7-UEM-ENN100-UGF-L4	\$30,624.00	ĸ	31%	\$21,130.56	\$0.00	\$0.00			\$0.00		CARAHSOFT
5	11-2497-LIC-L5	SEL: HZ7-UEM-ENN100-UGF-L5	\$29,216.00	к	31%	\$20,159.04	\$0.00	\$0.00			\$0.00		CARAHSOFT
5	11-2498-LIC	SEL: HZ7-UEM-ENN-10-UG-F	\$3,520.00		31%	\$2,428.80	\$0.00	\$0.00				\$0.00	CARAHSOFT
5	11-2498-LIC-L1	SEL: HZ7-UEM-ENN-10-UGF-L1	\$3,344.00	к	31%	\$2,307.36	\$0.00	\$0.00					CARAHSOFT
5	11-2498-LIC-L2	SEL: HZ7-UEM-ENN-10-UGF-L2	\$3,273.60		31%	\$2,258.78	\$0.00	\$0.00			\$0.00		CARAHSOFT
5	11-2498-LIC-L3	SEL: HZ7-UEM-ENN-10-UGF-L3	\$3,168.00		31%	\$2,185.92	\$0.00	\$0.00			\$0.00		CARAHSOFT
5	11-2498-LIC-L4	SEL: HZ7-UEM-ENN-10-UGF-L4	\$3,062.40		31%	\$2,113.06	\$0.00	\$0.00			\$0.00		CARAHSOFT
5 5	11-2498-LIC-L5 11-2499-LIC	SEL: HZ7-UEM-ENN-10-UGF-L5 SEL: HZ7-WSP-ADN-100-UG-F	\$2,921.60 \$12,100.00		31% 31%	\$2,015.90 \$8,349.00	\$0.00 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2499-LIC 11-2499-LIC-L1	SEL: HZ7-WSP-ADN-100-UGF- SEL: HZ7-WSP-ADN100-UGF-L1	\$12,100.00 \$11,495.00		31%	\$8,349.00 \$7,931.55	\$0.00	\$0.00					CARAHSOFT
5	11-2499-LIC-L1	SEL: HZ7-WSP-ADN100-UGF-L1	\$11,253.00		31%	\$7,931.55	\$0.00	\$0.00					CARAHSOFT
5	11-2499-LIC-L3	SEL: HZ7-WSP-ADN100-UGF-L3	\$10,890.00		31%	\$7,514.10	\$0.00	\$0.00			\$0.00		CARAHSOFT
5	11-2499-LIC-L4	SEL: HZ7-WSP-ADN100-UGF-L4	\$10,527.00		31%	\$7,263.63	\$0.00	\$0.00			\$0.00		CARAHSOFT
5	11-2499-LIC-L5	SEL: HZ7-WSP-ADN100-UGF-L5	\$10,043.00		31%	\$6,929.67	\$0.00	\$0.00			\$0.00		CARAHSOFT
5	11-2500-LIC	SEL: HZ7-WSP-ADN-10-UG-F	\$1,210.00		31%	\$834.90	\$0.00	\$0.00					CARAHSOFT
5	11-2500-LIC-L1	SEL: HZ7-WSP-ADN-10-UGF-L1	\$1,149.50	к	31%	\$793.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT

					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	11-2500-LIC-L2	SEL: HZ7-WSP-ADN-10-UGF-L2	\$1,125.30	К	31%	\$776.46	\$0.00	\$0.00		\$0.00	\$0.00		CARAHSOFT
5	11-2500-LIC-L3	SEL: HZ7-WSP-ADN-10-UGF-L3	\$1,089.00		31%	\$751.41	\$0.00	\$0.00					CARAHSOFT
5	11-2500-LIC-L4 11-2500-LIC-L5	SEL: HZ7-WSP-ADN-10-UGF-L4 SEL: HZ7-WSP-ADN-10-UGF-L5	\$1,052.70 \$1,004.30		31% 31%	\$726.36 \$692.97	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT
5	11-2505-LIC	SEL: HZ7-ADN-ADN-10-0GF-L5 SEL: HZ7-ADN-A10-F	\$2,200.00		31%	\$092.97 \$1,518.00	\$0.00	\$0.00		\$0.00	\$0.00		CARAHSOFT
5	11-2505-LIC-L1	SEL: HZ7-ADN-A10-F-L1	\$2,090.00		31%	\$1,442.10	\$0.00	\$0.00		\$0.00	\$0.00		CARAHSOFT
5	11-2505-LIC-L2	SEL: HZ7-ADN-A10-F-L2	\$2,046.00		31%	\$1,411.74	\$0.00	\$0.00		\$0.00	\$0.00		CARAHSOFT
5	11-2505-LIC-L3	SEL: HZ7-ADN-A10-F-L3	\$1,980.00		31%	\$1,366.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2505-LIC-L4	SEL: HZ7-ADN-A10-F-L4	\$1,914.00		31%	\$1,320.66	\$0.00	\$0.00					CARAHSOFT
5	11-2505-LIC-L5	SEL: HZ7-ADN-A10-F-L5	\$1,826.00		31%	\$1,259.94	\$0.00	\$0.00		\$0.00			CARAHSOFT
5 5	11-2506-LIC 11-2506-LIC-L1	SEL: HZ7-ADN-A100-F SEL: HZ7-ADN-A100-F-L1	\$22,000.00 \$20,900.00		31% 31%	\$15,180.00 \$14,421.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			CARAHSOFT
5	11-2506-LIC-L1	SEL: HZ7-ADN-A100-F-L1 SEL: HZ7-ADN-A100-F-L2	\$20,900.00		31%	\$14,421.00	\$0.00	\$0.00		\$0.00	\$0.00		CARAHSOFT
5	11-2506-LIC-L3	SEL: HZ7-ADN-A100-F-L3	\$19,800.00		31%	\$13,662.00	\$0.00	\$0.00			\$0.00		CARAHSOFT
5	11-2506-LIC-L4	SEL: HZ7-ADN-A100-F-L4	\$19,140.00		31%	\$13,206.60	\$0.00	\$0.00			\$0.00		CARAHSOFT
5	11-2506-LIC-L5	SEL: HZ7-ADN-A100-F-L5	\$18,260.00		31%	\$12,599.40	\$0.00	\$0.00					CARAHSOFT
5	11-2507-LIC	SEL: HZ7-A100-AERC-F	\$33,000.00		31%	\$22,770.00	\$0.00	\$0.00		\$0.00	\$0.00		CARAHSOFT
5	11-2507-LIC-L1	SEL: HZ7-A100-AERC-F-L1	\$31,350.00	к	31%	\$21,631.50	\$0.00	\$0.00		\$0.00	\$0.00		CARAHSOFT
5 5	11-2507-LIC-L2 11-2507-LIC-L3	SEL: HZ7-A100-AERC-F-L2 SEL: HZ7-A100-AERC-F-L3	\$30,690.00 \$29,700.00	к к	31% 31%	\$21,176.10 \$20,493.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT
5	11-2507-LIC-L3	SEL: HZ7-A100-AERC-F-L3 SEL: HZ7-A100-AERC-F-L4	\$29,700.00		31%	\$20,493.00	\$0.00	\$0.00					CARAHSOFT
5	11-2507-LIC-L5	SEL: HZ7-A100-AERC-F-L5	\$27,390.00		31%	\$18,899.10	\$0.00	\$0.00		\$0.00			CARAHSOFT
5	11-2508-LIC	SEL: HZ7-A10-AERC-F	\$3,300.00		31%	\$2,277.00	\$0.00	\$0.00		\$0.00			CARAHSOFT
5	11-2508-LIC-L1	SEL: HZ7-A10-AERC-F-L1	\$3,135.00		31%	\$2,163.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2508-LIC-L2	SEL: HZ7-A10-AERC-F-L2	\$3,069.00		31%	\$2,117.61	\$0.00	\$0.00		\$0.00	\$0.00		CARAHSOFT
5	11-2508-LIC-L3	SEL: HZ7-A10-AERC-F-L3	\$2,970.00		31%	\$2,049.30	\$0.00	\$0.00					CARAHSOFT
5	11-2508-LIC-L4	SEL: HZ7-A10-AERC-F-L4	\$2,871.00		31%	\$1,980.99	\$0.00	\$0.00					CARAHSOFT
5	11-2508-LIC-L5	SEL: HZ7-A10-AERC-F-L5	\$2,739.00		31% 31%	\$1,889.91	\$0.00	\$0.00					CARAHSOFT
5	11-2509-LIC 11-2509-LIC-L1	SEL: HZ7-E100-AERC-F SEL: HZ7-E100-AERC-F-L1	\$46,750.00 \$44,412.50	ĸ	31%	\$32,257.50 \$30,644.63	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2509-LIC-L2	SEL: HZ7-E100-AERC-F-L2	\$43,477.50	ĸ	31%	\$29,999.48	\$0.00	\$0.00		\$0.00	\$0.00		CARAHSOFT
5	11-2509-LIC-L3	SEL: HZ7-E100-AERC-F-L3	\$42,075.00	ĸ	31%	\$29,031.75	\$0.00	\$0.00		\$0.00	\$0.00		CARAHSOFT
5	11-2509-LIC-L4	SEL: HZ7-E100-AERC-F-L4	\$40,672.50	к	31%	\$28,064.03	\$0.00	\$0.00					CARAHSOFT
5	11-2509-LIC-L5	SEL: HZ7-E100-AERC-F-L5	\$38,802.50		31%	\$26,773.73	\$0.00	\$0.00					CARAHSOFT
5	11-2510-LIC	SEL: HZ7-E100-AERC-UG-F	\$15,125.00		31%	\$10,436.25	\$0.00	\$0.00		\$0.00			CARAHSOFT
5	11-2510-LIC-L1	SEL: HZ7-E100-AERC-UG-F-L1	\$14,368.75		31%	\$9,914.44	\$0.00	\$0.00		\$0.00			CARAHSOFT
5 5	11-2510-LIC-L2 11-2510-LIC-L3	SEL: HZ7-E100-AERC-UG-F-L2 SEL: HZ7-E100-AERC-UG-F-L3	\$14,066.25 \$13,612.50	K K	31% 31%	\$9,705.71 \$9,392.63	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT
5	11-2510-LIC-L4	SEL: HZ7-E100-AERC-UG-F-L3	\$13,158.75		31%	\$9,079.54	\$0.00	\$0.00			\$0.00		CARAHSOFT
5	11-2510-LIC-L5	SEL: HZ7-E100-AERC-UG-F-L5	\$12,553.75		31%	\$8,662.09	\$0.00	\$0.00					CARAHSOFT
5	11-2511-LIC	SEL: HZ7-E10-AERC-F	\$4,675.00	к	31%	\$3,225.75	\$0.00	\$0.00		\$0.00	\$0.00		CARAHSOFT
5	11-2511-LIC-L1	SEL: HZ7-E10-AERC-F-L1	\$4,441.25	к	31%	\$3,064.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2511-LIC-L2	SEL: HZ7-E10-AERC-F-L2	\$4,347.75	к	31%	\$2,999.95	\$0.00	\$0.00		\$0.00	\$0.00		CARAHSOFT
5	11-2511-LIC-L3	SEL: HZ7-E10-AERC-F-L3	\$4,207.50	к	31%	\$2,903.18	\$0.00	\$0.00		\$0.00	\$0.00		CARAHSOFT
5	11-2511-LIC-L4	SEL: HZ7-E10-AERC-F-L4	\$4,067.25		31% 31%	\$2,806.40	\$0.00	\$0.00			\$0.00		CARAHSOFT
5	11-2511-LIC-L5 11-2512-LIC	SEL: HZ7-E10-AERC-F-L5 SEL: HZ7-E10-AERC-UG-F	\$3,880.25 \$1,512.50		31%	\$2,677.37 \$1,043.63	\$0.00 \$0.00	\$0.00 \$0.00					CARAHSOFT
5	11-2512-LIC-L1	SEL: HZ7-E10-AERC-UG-F-L1	\$1,436.88		31%	\$991.45	\$0.00	\$0.00		\$0.00			CARAHSOFT
5	11-2512-LIC-L2	SEL: HZ7-E10-AERC-UG-F-L2	\$1,406.63		31%	\$970.57	\$0.00	\$0.00		\$0.00			CARAHSOFT
5	11-2512-LIC-L3	SEL: HZ7-E10-AERC-UG-F-L3	\$1,361.25	к	31%	\$939.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2512-LIC-L4	SEL: HZ7-E10-AERC-UG-F-L4	\$1,315.88		31%	\$907.96	\$0.00	\$0.00			\$0.00		CARAHSOFT
5	11-2512-LIC-L5	SEL: HZ7-E10-AERC-UG-F-L5	\$1,255.38		31%	\$866.21	\$0.00	\$0.00					CARAHSOFT
5	11-2513-LIC	SEL: HZ7-ENN-A100-F	\$31,350.00		31% 31%	\$21,631.50	\$0.00	\$0.00					CARAHSOFT
5	11-2513-LIC-L1 11-2513-LIC-L2	SEL: HZ7-ENN-A100-F-L1 SEL: HZ7-ENN-A100-F-L2	\$29,782.50 \$29,155.50	к к	31%	\$20,549.93 \$20,117.30	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2513-LIC-L3	SEL: HZ7-ENN-A100-F-L3	\$28,215.00	ĸ	31%	\$19,468.35	\$0.00	\$0.00		\$0.00	\$0.00		CARAHSOFT
5	11-2513-LIC-L4	SEL: HZ7-ENN-A100-F-L4	\$27,274.50		31%	\$18,819.41	\$0.00	\$0.00		\$0.00	\$0.00		CARAHSOFT
5	11-2513-LIC-L5	SEL: HZ7-ENN-A100-F-L5	\$26,020.50	к	31%	\$17,954.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2514-LIC	SEL: HZ7-ENN-A100-UG-F	\$10,285.00		31%	\$7,096.65	\$0.00	\$0.00					CARAHSOFT
5	11-2514-LIC-L1	SEL: HZ7-ENN-A100-UGF-L1	\$9,770.75		31%	\$6,741.82	\$0.00	\$0.00		\$0.00			CARAHSOFT
5	11-2514-LIC-L2	SEL: HZ7-ENN-A100-UGF-L2	\$9,565.05		31%	\$6,599.88	\$0.00	\$0.00		\$0.00	\$0.00		CARAHSOFT
5	11-2514-LIC-L3 11-2514-LIC-L4	SEL: HZ7-ENN-A100-UGF-L3 SEL: HZ7-ENN-A100-UGF-L4	\$9,256.50 \$8,947.95	K K	31% 31%	\$6,386.99 \$6,174.09	\$0.00 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00		CARAHSOFT
5	11-2514-LIC-L5	SEL: HZ7-ENN-A100-UGF-L4 SEL: HZ7-ENN-A100-UGF-L5	\$8,536.55		31%	\$5,890.22	\$0.00	\$0.00					CARAHSOFT
5	11-2515-LIC	SEL: HZ7-ENN-A10-F	\$3,135.00		31%	\$2,163.15		\$0.00					CARAHSOFT
5	11-2515-LIC-L1	SEL: HZ7-ENN-A10-F-L1	\$2,978.25	к	31%	\$2,054.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2515-LIC-L2	SEL: HZ7-ENN-A10-F-L2	\$2,915.55		31%	\$2,011.73	\$0.00	\$0.00		\$0.00	\$0.00		CARAHSOFT
5	11-2515-LIC-L3	SEL: HZ7-ENN-A10-F-L3	\$2,821.50		31%	\$1,946.84	\$0.00	\$0.00		\$0.00	\$0.00		CARAHSOFT
5	11-2515-LIC-L4	SEL: HZ7-ENN-A10-F-L4	\$2,727.45		31%	\$1,881.94	\$0.00	\$0.00		\$0.00	\$0.00		CARAHSOFT
5	11-2515-LIC-L5	SEL: HZ7-ENN-A10-F-L5 SEL: HZ7-ENN-A10-UG-F	\$2,602.05		31%	\$1,795.41	\$0.00	\$0.00		\$0.00			CARAHSOFT CARAHSOFT
5	11-2516-LIC 11-2516-LIC-L1	SEL: HZ7-ENN-A10-UGF-L1	\$1,028.50 \$977.08		31% 31%	\$709.67 \$674.19	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			CARAHSOFT
5	11-2516-LIC-L1	SEL: HZ7-ENN-A10-UGF-L1 SEL: HZ7-ENN-A10-UGF-L2	\$977.08	ĸ	31%	\$659.99	\$0.00	\$0.00		\$0.00			CARAHSOFT
5	11-2516-LIC-L3	SEL: HZ7-ENN-A10-UGF-L3	\$925.65		31%	\$638.70	\$0.00	\$0.00		\$0.00			CARAHSOFT
5	11-2516-LIC-L4	SEL: HZ7-ENN-A10-UGF-L4	\$894.80	ĸ	31%	\$617.41	\$0.00	\$0.00		\$0.00			CARAHSOFT
5	11-2516-LIC-L5	SEL: HZ7-ENN-A10-UGF-L5	\$853.66	к	31%	\$589.03	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2530-LIC	SEL: VR6-OSTC-F	\$1,375.00	к	31%	\$948.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT

					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	11-2530-LIC-L1	SEL: VR6-OSTC-F-L1	\$1,306.25	К	31%	\$901.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2530-LIC-L2	SEL: VR6-OSTC-F-L2	\$1,278.75	ĸ	31%	\$882.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2530-LIC-L3 11-2530-LIC-L4	SEL: VR6-OSTC-F-L3 SEL: VR6-OSTC-F-L4	\$1,237.50 \$1,196.25	к К	31% 31%	\$853.88 \$825.41	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT
5	11-2530-LIC-L4 11-2531-LIC	SEL: VR0-USTC-F-L4 SEL: VR7-OSTC-STD-UG-F	\$3,019.50	ĸ	31%	\$2,083.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2531-LIC-L1	SEL: VR7-OSTC-STD-UG-F-L1	\$2,868.53	ĸ	31%	\$1,979.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2531-LIC-L2	SEL: VR7-OSTC-STD-UG-F-L2	\$2,808.14	к	31%	\$1,937.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2531-LIC-L3	SEL: VR7-OSTC-STD-UG-F-L3	\$2,717.55	ĸ	31%	\$1,875.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2531-LIC-L4	SEL: VR7-OSTC-STD-UG-F-L4	\$2,626.97	ĸ	31%	\$1,812.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2532-LIC	SEL: VR7-OSTC-ADV-UG-F	\$6,044.50	к	31%	\$4,170.71	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2532-LIC-L1	SEL: VR7-OSTC-ADV-UG-F-L1	\$5,742.28	к	31%	\$3,962.17	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2532-LIC-L2	SEL: VR7-OSTC-ADV-UG-F-L2	\$5,621.39	к	31%	\$3,878.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2532-LIC-L3	SEL: VR7-OSTC-ADV-UG-F-L3	\$5,440.05	К	31%	\$3,753.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2532-LIC-L4	SEL: VR7-OSTC-ADV-UG-F-L4	\$5,258.72	К	31%	\$3,628.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2533-LIC	SEL: VR7-OSTC-ENT-UG-F	\$7,859.50	К	31%	\$5,423.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2533-LIC-L1	SEL: VR7-OSTC-ENT-UG-F-L1	\$7,466.53	K	31%	\$5,151.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2533-LIC-L2	SEL: VR7-OSTC-ENT-UG-F-L2	\$7,309.34	K	31%	\$5,043.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2533-LIC-L3	SEL: VR7-OSTC-ENT-UG-F-L3	\$7,073.55	ĸ	31%	\$4,880.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2533-LIC-L4	SEL: VR7-OSTC-ENT-UG-F-L4	\$6,837.77	K	31%	\$4,718.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2535-LIC 11-2535-LIC-L1	SEL: VR-NI-ANXC-F SEL: VR-NI-ANXC-F-L1	\$1,369.50 \$1,301.03	K K	31% 31%	\$944.96 \$897.71	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT
-													
5	11-2535-LIC-L2 11-2535-LIC-L3	SEL: VR-NI-ANXC-F-L2 SEL: VR-NI-ANXC-F-L3	\$1,273.64 \$1,232.55	K K	31% 31%	\$878.81 \$850.46	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT
5	11-2535-LIC-L3 11-2535-LIC-L4	SEL: VR-NI-ANXC-F-L3 SEL: VR-NI-ANXC-F-L4	\$1,232.55 \$1,191.47	ĸ	31%	\$850.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2535-LIC-L5	SEL: VR-NI-ANXC-F-L5		ĸ	31%	\$784.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2535-LIC-L5 11-619-LIC	SEL: VC-SRM1-4EPL-UG-F	\$1,136.69 \$4,028.20	ĸ	31%	\$764.32 \$2,779.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	ST6-RB-25VM-F	SEL: ST6-RB-25VM-F	\$13,750.00	ĸ	31%	\$9,487.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5		SEL: ST6-RB-25VM-F-L1	\$13,063.00	ĸ	31%	\$9,013.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5		SEL: ST6-RB-25VM-F-L2	\$12,788.00	ĸ	31%	\$8,823.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5		SEL: ST6-RB-25VM-F-L3	\$12,375.00	ĸ	31%	\$8,538.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5		SEL: ST6-RB-25VM-F-L4	\$11,963.00	к	31%	\$8,254.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	VC-CM-F	SELECT: VC CFG MGR INST	\$22,000.00	к	31%	\$15,180.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	VC-CMSL-F	SELECT: VC CFG MGR SRV-L	\$875.00	к	31%	\$603.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	VC-CMSW-F	SELECT: VC CFG MGR SRV-W	\$875.00	к	31%	\$603.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	VC-CMWW-F	SELECT: VC CFG MGR WS-W	\$44.00	к	31%	\$30.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	VGSOMSBDCLDEV1	YSEL: V-GS-OMSBDCL-DEV1Y-F	\$109.00	к	31%	\$75.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	V-OMS-PLL-D-F	SEL: V-OMS-PLL-D-F	\$77.00	К	31%	\$53.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	V-OMS-PLL-U-F	SEL: V-OMS-PLL-U-F	\$154.00	К	31%	\$106.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5		SEL: V-PS-GLD-CLD-SP-F	\$41,250.00	K	31%	\$28,462.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5		SEL: V-PS-GLD-OP-SP-F	\$55,000.00	K	31%	\$37,950.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5		ISEL: V-PS-GSOMDCL-OS-SP-F	\$5,060.00	ĸ	31%	\$3,491.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5		SEL: V-PS-GS-OMS-DCL-SP-F	\$3,025.00	ĸ	31%	\$2,087.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5		SEL: V-PS-MBM-SP-F SEL: V-PS-MIG-ADV-SP-F	\$1,100.00	к к	31%	\$759.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5		SEL: V-PS-MIG-ADV-SP-F SEL: V-PS-MIG-BASIC-SP-F	\$3,300.00 \$1,650.00	ĸ	31% 31%	\$2,277.00 \$1,138.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT
5		SEL: V-PS-SLV-CLD-SP-F	\$22,000.00	ĸ	31%	\$15,180.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5		SEL: V-PS-SLV-OP-SP-F	\$27,500.00	к	31%	\$18,975.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5		SEL: V-PS-SUPP-INC-F	\$1,100.00	К	31%	\$759.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5		SEL V-PS-UPG-GM-OM-SP-F	\$550.00	ĸ	31%	\$379.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5		FSEL: VR7-OADV-ADV-UG-FPRO	\$5,098.50	к	31%	\$3,517.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5		RSEL: VR7-OADV-ENT-UG-FPRO	\$792.00	к	31%	\$546.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	VR70ADVSTDUGFPI	RSEL: VR7-OADV-STD-UG-FPRO	\$561.00	к	31%	\$387.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	VR70ENTADVUGFPI	RSEL: VR7-OENT-ADV-UG-FPRO	\$5,324.00	к	31%	\$3,673.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5		RSEL: VR7-OENT-ENT-UG-FPRO	\$5,324.00	к	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	к	31%	\$2,258.03	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5		(SEL: VR7-OIST-STD-UG-FPRO	\$1,584.00	К	31%	\$1,092.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5		RSEL: VR7-OSTC-ADV-UG-FPRO	\$4,537.50	ĸ	31%	\$3,130.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5		RSEL: VR7-OSTC-ENT-UG-FPRO	\$5,896.00	ĸ	31%	\$4,068.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5		RSEL: VR7-OSTC-STD-UG-FPRO	\$2,266.00	ĸ	31%	\$1,563.54	\$0.00	\$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	\$0.00		CARAHSOFT
5		FSEL: VR7-OSTDC-STD-UG-FPRO	\$2,722.50	K	31%	\$1,878.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5		FSEL: VR7-OSTDO-ADV-UG-FPRO	\$2,838.00 \$4,196.50	ĸ	31% 31%	\$1,958.22 \$2,895.59	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT
5		FSEL: VR7-OSTDO-ENT-UG-FPRO		ĸ	31%	1 1			+	+	+		
5		FSEL: VR7-OSTDO-STD-UG-FPRO SEL: WS12-PLAY6-7-UGF	\$566.50 \$88.00		31%	\$390.89 \$60.72	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00			CARAHSOFT CARAHSOFT
5	WS12-PLAY6-7-UGF WS12-PLAY-F	SEL: WS12-PLAY6-7-UGF SEL: WS12-PLAY-F	\$66.00		31%	\$113.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5		SEL: WS12-PLAT-P SEL: WS12-PLAY-UG-FE	\$105.00		31%	\$75.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5		SEL: WST2-PLAT-UG-FE	\$33.00		31%	\$22.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5		SEL: WS-PLAT-SUP-TPAK	\$88.00		31%	\$22.77 \$60.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5		SEL: WS-PLAY-SUP-5PAK	\$134.00		31%	\$92.46	\$0.00	\$0.00		\$0.00			CARAHSOFT
5	VFDD225VMC	SEL VF-DD2-25VM-C)	\$18,750.00		31%	\$12,937.50	\$0.00	\$0.00		\$0.00			CIENA
5	CEADC-BRNZ	SEL Cloudera Analytic Brnz TB (100 min)	\$787.69		31%	\$543.51	\$0.00	\$0.00		\$0.00			CLOUDERA
5	CEADC-GOLD	SEL Cloudera Analytic Gold TB (100 min)	\$984.62		31%	\$679.39	\$0.00	\$0.00		\$0.00			CLOUDERA
5	CEADN-BRNZ	SEL Cloudera Analytic Brnz Node (10 min)	\$7,876.92		31%	\$5,435.07	\$0.00	\$0.00		\$0.00			CLOUDERA
5	CEADN-GOLD	SEL Cloudera Analytic Gold Node (10 min)	\$9,846.15		31%	\$6,793.84	\$0.00	\$0.00	\$0.00	\$0.00			CLOUDERA
5	CEBC-BRNZ-I	SEL Cloudera Basic Bronze TB (100 min)	\$196.92		31%	\$135.87	\$0.00	\$0.00					CLOUDERA

					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	CEBC-GOLD-I	SEL Cloudera Basic Gold TB (100 min)	\$246.15		31%	\$169.84	\$0.00	\$0.00		\$0.00			CLOUDERA
5 5	CEBN-BRNZ-I	SEL Cloudera Basic Bronze Node (10 min)	\$1,969.23		31% 31%	\$1,358.77	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			CLOUDERA
5	CEBN-GOLD-I CEDEC-BRNZ	SEL Cloudera Basic Gold Node (10 min) SEL Cloudera Data Eng Brnz TB (100 min)	\$2,461.54 \$393.85		31%	\$1,698.46 \$271.76	\$0.00	\$0.00		\$0.00			CLOUDERA CLOUDERA
5	CEDEC-GOLD	SEL Cloudera Data Eng Gold TB (100 min)	\$492.31	ĸ	31%	\$339.69	\$0.00	\$0.00		\$0.00			CLOUDERA
5	CEDEN-BRNZ	SEL Cloudera Data Eng Brnz Node (10 min)	\$3,938.46		31%	\$2,717.54	\$0.00	\$0.00		\$0.00			CLOUDERA
5	CEDEN-GOLD	SEL Cloudera Data Eng Gold Node (10 min)	\$4,923.08	к	31%	\$3,396.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CLOUDERA
5	CEDHC-BRNZ	SEL Cloudera EDHub Bronze TB (100 min)	\$984.62		31%	\$679.39	\$0.00	\$0.00		\$0.00			CLOUDERA
5	CEDHC-GOLD	SEL Cloudera EDHub Gold TB (100 min)	\$1,230.77	к	31%	\$849.23	\$0.00	\$0.00		\$0.00			CLOUDERA
5 5	CEDHN-BRNZ CEDHN-GOLD	SEL Cloudera EDHub Bronze Node (10 min)	\$9,846.15		31% 31%	\$6,793.84	\$0.00	\$0.00 \$0.00		\$0.00 \$0.00			CLOUDERA
5	CEODC-BRNZ	SEL Cloudera EDHub Gold Node (10 min) SEL Cloudera Operatnl Brnz TB (100 min)	\$12,307.69 \$590.77		31%	\$8,492.31 \$407.63	\$0.00 \$0.00	\$0.00		\$0.00			CLOUDERA CLOUDERA
5	CEODC-GOLD	SEL Cloudera Operatril Gold TB (100 min)	\$738.46	ĸ	31%	\$509.54	\$0.00	\$0.00		\$0.00			CLOUDERA
5	CEODN-BRNZ	SEL Cloudera Operatnl Brnz Node (10 min)	\$5,907.69		31%	\$4,076.31	\$0.00	\$0.00		\$0.00			CLOUDERA
5	CEODN-GOLD	SEL Cloudera Operatnl Gold Node (10 min)	\$7,384.62		31%	\$5,095.39	\$0.00	\$0.00		\$0.00			CLOUDERA
5	456-112-181	Secure VM KMIP Client Perpetual=IA	\$8,000.00		31%	\$5,520.00	\$1,840.00	\$0.00		\$0.00			CLOUDLINK
5	456-112-284	Secure VM SecVM Perpetual 25-99=IB	\$1,425.00		31%	\$983.25	\$327.75	\$0.00		\$0.00			CLOUDLINK
5 5	456-112-285 456-112-286	Secure VM SecVM Perpetual 100-499=IB Secure VM SecVM Perpetual 500-999=IB	\$1,175.00 \$1,010.00		31% 31%	\$810.75 \$696.90	\$270.25 \$232.30	\$0.00 \$0.00		\$0.00 \$0.00			CLOUDLINK CLOUDLINK
5	456-112-287	Secure VM SecVM Perpetual 500-999=IB Secure VM SecVM Perpetual 1000+=IB	\$775.00		31%	\$534.75	\$232.30	\$0.00		\$0.00			CLOUDLINK
5	456-112-288	Secure VM SVM for CPSD HW per VM=IB	\$500.00		31%	\$345.00	\$115.00	\$0.00		\$0.00			CLOUDLINK
5	456-112-289	Secure VM SVM for CPSD HW per socket=ZC	\$5,000.00		31%	\$3,450.00	\$1,150.00	\$0.00		\$0.00			CLOUDLINK
5	456-112-290	Secure VM SecVM Sub 25-99=IB	\$59.00		31%	\$40.71	\$0.00	\$0.00		\$0.00			CLOUDLINK
5	456-112-291	Secure VM SecVM Sub 100-499=IB	\$48.00	к	31%	\$33.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CLOUDLINK
5	456-112-292	Secure VM SecVM Sub 500-999=IB	\$42.00	к	31%	\$28.98	\$0.00	\$0.00		\$0.00			CLOUDLINK
5	456-112-293	Secure VM SecVM Sub 1000+=IB	\$32.00		31%	\$22.08	\$0.00	\$0.00		\$0.00			CLOUDLINK
5	458-001-000	Secure VM SecVM Perpetual	\$0.00		31%	\$0.00	\$0.00	\$0.00		\$0.00			CLOUDLINK
5	458-001-880 458-002-010	Secure VM SecVM for CPD HW Perpetual Secure VM KMIP Client Perpetual	\$0.00 \$0.00	к к	31% 31%	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			CLOUDLINK
5	458-002-012	Secure VM SecVM Perp HCP Bundle	\$0.00	ĸ	31%	\$0.00	\$0.00	\$0.00		\$0.00			CLOUDLINK
5	SH-458-000-168	Secure VM SecVM Sub	\$0.00	ĸ	31%	\$0.00	\$0.00	\$0.00		\$0.00			CLOUDLINK
5	DBMC-LIC-007	SEL DOBIMINER LICENSE COMMERCIAL EDITI			31%	\$159.39	\$0.00	\$0.00		\$0.00			DATA DOBI
5	DBMC-LIC-008	SEL DOBIMINER LICENSE DR EDITION	\$308.00	к	31%	\$212.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DATA DOBI
5	DBMC-LIC-009	SEL DOBIMINER LICENSE COMPLIANCE EDITIO			31%	\$318.78	\$0.00	\$0.00		\$0.00			DATA DOBI
5	DBMC-LIC-010	SEL DOBIMINER LICENSE ENTERPRISE EDITIO			31%	\$371.22	\$0.00	\$0.00		\$0.00			DATA DOBI
5 5	DBMI-MCD-020 DBMI-MCD-021	SEL Migrate NAS-to-Isilon Initial 50	\$42,348.00	к к	31%	\$29,220.12	\$0.00	\$0.00		\$0.00			DATA DOBI
5	DBMVNX-MCD-020	SEL Migrate NAS-to-Isilon Addl 10 SEL Migrate NAS-to-VNX/Unity Initial 50	\$6,489.00 \$42,348.00	ĸ	31% 31%	\$4,477.41 \$29,220.12	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			DATA DOBI DATA DOBI
5	DBMVNX-MCD-020	SEL Migrate NAS-to-VNX/Unity Addl 10	\$6,489.00		31%	\$4,477.41	\$0.00	\$0.00		\$0.00			DATA DOBI
5	LPE12000-E	SELECT SINGLE-PORT 8GB FC PCI EXPRESS	\$1,245.00		31%	\$859.05	\$0.00	\$0.00		\$0.00			EMULEX
5	LPE12002-E	SELECT DUAL-PORT 8GB FC PCI EXPRESS	\$1,660.00		31%	\$1,145.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMULEX
5	LPE16000B-E	SEL SINGLE-PORT 16GB FC PCI EXPRESS	\$1,670.00		31%	\$1,152.30	\$0.00	\$0.00		\$0.00			EMULEX
5	LPE16002B-E	SEL DUAL-PORT 16GB FC PCI EXPRESS	\$2,199.00		31%	\$1,517.31	\$0.00	\$0.00		\$0.00			EMULEX
5	LPE31000-M6-E	SEL SINGLE-PORT 16GB FC PCI EXPRESS - G6			31%	\$1,152.30	\$0.00	\$0.00		\$0.00			EMULEX
5	LPE31002-M6-E OCE14102B-UM-E	SEL DUAL-PORT 16GB FC PCI EXPRESS - G6 SEL DualPort 10Gb Universal CNA/NIC wOpt	\$2,199.00 \$2,054.00		31% 31%	\$1,517.31 \$1,417.26	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			EMULEX EMULEX
5	OCE14102B-UX-E	SEL DualPort 10Gb Universal CNA/NIC No Opt	\$1,344.00		31%	\$927.36	\$0.00	\$0.00		\$0.00			EMULEX
5	CYASRFN-DIM1	SEL CYA FN Data Integrity Module	\$5,000.00		31%	\$3,450.00	\$0.00	\$0.00		\$0.00			ENCHOICE
5	CYASRFN-EXT1	SEL CYA FN Extender	\$10,000.00		31%	\$6,900.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		ENCHOICE
5		AISEL CYA SmartRecovery FileNet Granular	\$12,500.00		31%	\$8,625.00	\$0.00	\$0.00		\$0.00			ENCHOICE
5	CYASRFN-HBOS	SEL CYA SR HOT Point-N-Time Bkup OS Db	\$12,500.00		31%	\$8,625.00	\$0.00	\$0.00		\$0.00			ENCHOICE
5 5	CYASRFN-HBPE CYASRFN-RRM1	SEL CYA SR HOT Point-N-Time Bkup PE Db	\$20,000.00		31% 31%	\$13,800.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			ENCHOICE
5	CYASREN-RRM1 CYASREN-TBR1	SEL CYA FN Records Retention Module SEL CYA FN Time Based Recovery Module	\$5,000.00 \$12,500.00		31%	\$3,450.00 \$8,625.00	\$0.00	\$0.00		\$0.00			ENCHOICE
5		SEL CYA HOTBackup DCTM Repository Lic	\$12,500.00		31%	\$8,625.00	\$0.00	\$0.00		\$0.00			ENCHOICE
5	CYHB-SRV	SEL CYA HOTBackup Server	\$18,750.00		31%	\$12,937.50	\$0.00	\$0.00		\$0.00			ENCHOICE
5	CYHB-SRVDEV	SEL CYA HOTBackup Server for Development	\$5,000.00	к	31%	\$3,450.00	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	ENCHOICE
5	CYSR-CONN2	SEL CYA Connector for DCTM	\$10,000.00		31%	\$6,900.00	\$0.00	\$0.00		\$0.00			ENCHOICE
5	CYSR-DIM2	SEL CYA Data Integrity Module	\$5,000.00		31%	\$3,450.00	\$0.00	\$0.00		\$0.00			ENCHOICE
5	CYSR-EXT2	SEL CYA Extender	\$10,000.00		31% 31%	\$6,900.00	\$0.00	\$0.00 \$0.00		\$0.00			ENCHOICE
5	CYSR-GRANULAR CYSR-RRM2	SEL CYA SmartRecovery DCTM Granular SEL CYA Records Retention Module	\$12,500.00 \$5,000.00		31% 31%	\$8,625.00 \$3,450.00	\$0.00 \$0.00	\$0.00		\$0.00 \$0.00			ENCHOICE
5		SEL CYA SmartRecovery SMB Repository	\$2,500.00		31%	\$1,725.00	\$0.00	\$0.00		\$0.00			ENCHOICE
5	CYSR-SRV100-1	SEL CYA SmartRecovery Server 100U/50GB	\$15,000.00		31%	\$10,350.00	\$0.00	\$0.00					ENCHOICE
5	CYSR-SRV250-1	SEL CYA SmartRecovery Server 250U/100GB	\$25,000.00		31%	\$17,250.00	\$0.00	\$0.00					ENCHOICE
5	CYSR-SRV-4	SEL CYA SMARTRECOVERY SERVER (1-4 CPU	\$50,000.00	к	31%	\$34,500.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ENCHOICE
5	CYSR-SRV-4PLUS	SEL CYA SmartRec SRV Stand-alone >4 CPU	\$90,000.00		31%	\$62,100.00	\$0.00	\$0.00		\$0.00			ENCHOICE
5	CYSR-SRV500-1	SEL CYA SmartRecovery Server 500U/50GB	\$30,000.00		31%	\$20,700.00	\$0.00	\$0.00		\$0.00			ENCHOICE
5	CYSR-SRVHA-4	SEL CYA SmartRec SRV HA/Cluster <4CPU	\$45,000.00		31%	\$31,050.00	\$0.00	\$0.00		\$0.00			ENCHOICE
5 5		S SEL CYA SmartRec SRV HA/Cluster >4CPU	\$65,000.00 \$12,500.00		31%	\$44,850.00	\$0.00 \$0.00	\$0.00		\$0.00			ENCHOICE
5	CYSR-TBR2 HDF-EDG-1Y	SEL CYA Time Based Recovery Module SEL HWX DataFlow Edge Pack 100 Devices	\$12,500.00 \$230,769.00		31% 31%	\$8,625.00 \$159,230.61	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			ENCHOICE HORTONWORKS
5	HDF-EDG-11 HDF-ENT-1Y	SEL HWX DataFlow Edge Pack Too Devices SEL- HWX DataFlow Ent 16 cores	\$55,385.00		31%	\$38,215.65	\$0.00	\$0.00		\$0.00			HORTONWORKS
5	HDF-JSS-6M	SEL HDF Jumpstart Sub 32Cores-10 Edge 6M	\$46,154.00		31%	\$31,846.26	\$0.00	\$0.00		\$0.00			HORTONWORKS
5	HDP-ENT-1Y	SEL HDP Ent. 4 Nodes or 50TB Raw Stor	\$12,308.00		31%	\$8,492.52	\$0.00	\$0.00		\$0.00			HORTONWORKS
5	HDP-EPL-1Y	SEL HDP Ent.+ 4 Nodes or 50TB Raw Stor	\$22,154.00	к	31%	\$15,286.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	HORTONWORKS
5	HDP-JSS-6M	SEL HDP Jumpstart Sub. 200TB- 6M sub.	\$46,154.00	к	31%	\$31,846.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	HORTONWORKS

					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	BLEDTM	SEL BLAZON ENTERPRISE	\$7,500.00	К	31%	\$5,175.00	\$0.00	\$0.00					IGC BRAVA
5	BP-AOC-A	SEL BRAVA FOR CAD ASSET OPS 25-499	\$180.00	ĸ	31%	\$124.20	\$0.00	\$0.00					IGC BRAVA
5	BP-AOC-B BP-AOC-C	SEL BRAVA FOR CAD ASSET OPS 500-999 SEL BRAVA FOR CAD ASSET OPS 1000-1499	\$171.00	K K	31% 31%	\$117.99 \$111.78	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		IGC BRAVA IGC BRAVA
5	BP-AOC-D	SEL BRAVA FOR CAD ASSET OPS 1000-1499 SEL BRAVA FOR CAD ASSET OPS 1500-1999	\$162.00 \$153.00	ĸ	31%	\$111.78 \$105.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		IGC BRAVA
5	BP-AOC-E	SEL BRAVA FOR CAD ASSET OF S 1500-1999 SEL BRAVA FOR CAD ASSET OF S 2000-4999	\$133.00	ĸ	31%	\$99.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		IGC BRAVA
5	BP-AOC-F	SEL BRAVA FOR CAD ASSET OPS 5000+	\$126.00	к	31%	\$86.94	\$0.00	\$0.00	\$0.00		\$0.00		IGC BRAVA
5	BP-AOI-A	SEL BRAVA FOR DOCS ASSET OPS 25-499	\$75.00	ĸ	31%	\$51.75	\$0.00	\$0.00	\$0.00		\$0.00		IGC BRAVA
5	BP-AOI-B	SEL BRAVA FOR DOCS ASSET OPS 500-999	\$71.00	к	31%	\$48.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		IGC BRAVA
5	BP-AOI-C	SEL BRAVA FOR DOCS ASSET OPS 1000-1499	\$68.00	к	31%	\$46.92	\$0.00	\$0.00	\$0.00		\$0.00		IGC BRAVA
5	BP-AOI-D	SEL BRAVA FOR DOCS ASSET OPS 1500-1999	\$64.00	К	31%	\$44.16	\$0.00	\$0.00	\$0.00		\$0.00		IGC BRAVA
5	BP-AOI-E	SEL BRAVA FOR DOCS ASSET OPS 2000-4999	\$60.00	ĸ	31%	\$41.40	\$0.00	\$0.00	\$0.00		\$0.00		IGC BRAVA
5 5	BP-AOI-F BP-CPC-A	SEL BRAVA FOR DOCS ASSET OPS 5000+ SEL BRAVA FOR CAD CAPITAL PRJ 25-499	\$53.00 \$180.00	K K	31% 31%	\$36.57 \$124.20	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		IGC BRAVA
5 5	BP-CPC-A BP-CPC-B	SEL BRAVA FOR CAD CAPITAL PRJ 25-499 SEL BRAVA FOR CAD CAPITAL PRJ 500-999	\$171.00	ĸ	31%	\$124.20	\$0.00	\$0.00	\$0.00		\$0.00		IGC BRAVA IGC BRAVA
5	BP-CPC-C	SEL BRAVA FOR CAD CAPITAL PRJ 500-5959 SEL BRAVA FOR CAD CAPITAL PRJ 1000-1499	\$162.00	ĸ	31%	\$111.78	\$0.00	\$0.00	\$0.00		\$0.00		IGC BRAVA
5	BP-CPC-D	SEL BRAVA FOR CAD CAPITAL PRJ1500-1999	\$153.00	к	31%	\$105.57	\$0.00	\$0.00	\$0.00		\$0.00		IGC BRAVA
5	BP-CPC-E	SEL BRAVA FOR CAD CAPITAL PRJ 2000-4999	\$144.00	ĸ	31%	\$99.36	\$0.00	\$0.00	\$0.00		\$0.00		IGC BRAVA
5	BP-CPC-F	SEL BRAVA FOR CAD CAPITAL PRJ 5000+	\$126.00	к	31%	\$86.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	IGC BRAVA
5	BP-CPI-A	SEL BRAVA FOR DOCS CAPITAL PRJ 25-499	\$75.00	к	31%	\$51.75	\$0.00	\$0.00	\$0.00		\$0.00		IGC BRAVA
5	BP-CPI-B	SEL BRAVA FOR DOCS CAPITAL PRJ 500-999	\$71.00	К	31%	\$48.99	\$0.00	\$0.00	\$0.00		\$0.00		IGC BRAVA
5	BP-CPI-C	SEL BRAVA FOR DOCS CAPITAL PRJ 1000-149		K	31%	\$46.92	\$0.00	\$0.00	\$0.00		\$0.00		IGC BRAVA
5	BP-CPI-D BP-CPI-E	SEL BRAVA FOR DOCS CAPITAL PRJ 1500-199		K K	31% 31%	\$44.16 \$41.40	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		IGC BRAVA
5	BP-CPI-E BP-CPI-F	SEL BRAVA FOR DOCS CAPITAL PRJ 2000-499! SEL BRAVA FOR DOCS CAPITAL PRJ 5000+	\$53.00	ĸ	31%	\$41.40 \$36.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		IGC BRAVA IGC BRAVA
5	BP-D2C-A	SEL BRAVA FOR CAD D2 25-499	\$180.00	ĸ	31%	\$124.20	\$0.00	\$0.00	\$0.00		\$0.00		IGC BRAVA
5	BP-D2C-B	SEL BRAVA FOR CAD D2 500-999	\$171.00	ĸ	31%	\$117.99	\$0.00	\$0.00	\$0.00		\$0.00		IGC BRAVA
5	BP-D2C-C	SEL BRAVA FOR CAD D2 1000-1499	\$162.00	к	31%	\$111.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		IGC BRAVA
5	BP-D2C-D	SEL BRAVA FOR CAD D2 1500-1999	\$153.00	к	31%	\$105.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		IGC BRAVA
5	BP-D2C-E	SEL BRAVA FOR CAD D2 2000-4999	\$144.00	К	31%	\$99.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		IGC BRAVA
5	BP-D2C-F	SEL BRAVA FOR CAD D2 5000PLUS	\$126.00	K	31%	\$86.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		IGC BRAVA
5	BP-D2I-A	SEL BRAVA FOR DOCS D2 25-499	\$75.00	ĸ	31%	\$51.75	\$0.00	\$0.00	\$0.00		\$0.00		IGC BRAVA
5	BP-D2I-B BP-D2I-C	SEL BRAVA FOR DOCS D2 500-999 SEL BRAVA FOR DOCS D2 1000-1499	\$71.00 \$68.00	K K	31% 31%	\$48.99 \$46.92	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		IGC BRAVA IGC BRAVA
5	BP-D2I-D	SEL BRAVA FOR DOCS D2 1000-1499 SEL BRAVA FOR DOCS D2 1500-1999	\$64.00	ĸ	31%	\$44.16	\$0.00	\$0.00	\$0.00		\$0.00		IGC BRAVA
5	BP-D2I-E	SEL BRAVA FOR DOCS D2 2000-4999	\$60.00	к	31%	\$41.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		IGC BRAVA
5	BP-D2I-F	SEL BRAVA FOR DOCS D2 5000PLUS	\$53.00	ĸ	31%	\$36.57	\$0.00	\$0.00	\$0.00		\$0.00		IGC BRAVA
5	BP-DCTMC-A	SEL Brava for CAD Webtop 25-499	\$180.00	к	31%	\$124.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		IGC BRAVA
5	BP-DCTMC-B	SEL Brava for CAD Webtop 500-999	\$171.00	к	31%	\$117.99	\$0.00	\$0.00	\$0.00		\$0.00		IGC BRAVA
5	BP-DCTMC-C	SEL Brava for CAD Webtop 1000-1499	\$162.00	K	31%	\$111.78	\$0.00	\$0.00	\$0.00		\$0.00		IGC BRAVA
5	BP-DCTMC-D	SEL Brava for CAD Webtop 1500-1999	\$153.00	ĸ	31%	\$105.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		IGC BRAVA
5	BP-DCTMC-E BP-DCTMC-F	SEL Brava for CAD Webtop 2000-4999 SEL Brava for CAD Webtop 5000+	\$144.00 \$126.00	K K	31% 31%	\$99.36	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		IGC BRAVA IGC BRAVA
5	BP-DCTMC-F BP-DCTMI-A	SEL Brava for Docs Webtop 25-499	\$126.00	ĸ	31%	\$86.94 \$51.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		IGC BRAVA
5	BP-DCTMI-B	SEL Brava for Docs Webtop 500-999	\$73.00	ĸ	31%	\$48.99	\$0.00	\$0.00	\$0.00		\$0.00		IGC BRAVA
5	BP-DCTMI-C	SEL Brava for Docs Webtop 1000-1499	\$68.00	ĸ	31%	\$46.92	\$0.00	\$0.00	\$0.00		\$0.00		IGC BRAVA
5	BP-DCTMI-D	SEL Brava for Docs Webtop 1500-1999	\$64.00	к	31%	\$44.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		IGC BRAVA
5	BP-DCTMI-E	SEL Brava for Docs Webtop 2000-4999	\$60.00	к	31%	\$41.40	\$0.00	\$0.00	\$0.00		\$0.00		IGC BRAVA
5	BP-DCTMI-F	SEL Brava for Documents Webtop 5000+	\$53.00	к	31%	\$36.57	\$0.00	\$0.00	\$0.00		\$0.00		IGC BRAVA
5	BP-DCTMS	SELECT ADDITIONAL BRAVA SERVER	\$3,750.00	K	31%	\$2,587.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		IGC BRAVA
5	BP-SPDTMC-A BP-SPDTMC-B	SEL Brava for CAD SharePoint25-499 SEL Brava for CAD SharePoint 500-999	\$180.00 \$171.00	к к	31% 31%	\$124.20	\$0.00	\$0.00	\$0.00 \$0.00		\$0.00 \$0.00		IGC BRAVA
5	BP-SPDTMC-B BP-SPDTMC-C	SEL Brava for CAD SharePoint 500-999 SEL Brava for CAD SharePoint 1000-1499	\$171.00	ĸ	31%	\$117.99 \$111.78	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00		\$0.00		IGC BRAVA IGC BRAVA
5	BP-SPDTMC-D	SEL Brava for CAD SharePoint 1500-1999	\$153.00	к	31%	\$105.57	\$0.00	\$0.00	\$0.00		\$0.00		IGC BRAVA
5	BP-SPDTMC-E	SEL Brava for CAD SharePoint 2000-4999	\$144.00	ĸ	31%	\$99.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		IGC BRAVA
5	BP-SPDTMC-F	SEL Brava for CAD SharePoint 5000+	\$126.00	к	31%	\$86.94	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	IGC BRAVA
5	BP-SPDTMI-A	SEL Brava for Docs SharePoint 25-499	\$75.00	к	31%	\$51.75	\$0.00	\$0.00	\$0.00		\$0.00		IGC BRAVA
5	BP-SPDTMI-B	SEL Brava for Docs SharePoint 500-999	\$71.00	ĸ	31%	\$48.99	\$0.00	\$0.00	\$0.00		\$0.00		IGC BRAVA
5	BP-SPDTMI-C BP-SPDTMI-D	SEL Brava for Docs SharePoint 1000-1499 SEL Brava for Docs SharePoint 1500-1999	\$68.00 \$64.00	K K	31% 31%	\$46.92 \$44.16	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		IGC BRAVA
5	BP-SPDTMI-D BP-SPDTMI-E	SEL Brava for Docs SharePoint 1500-1999 SEL Brava for Docs SharePoint 2000-4999	\$60.00	ĸ	31%	\$44.16 \$41.40	\$0.00	\$0.00	\$0.00		\$0.00		IGC BRAVA IGC BRAVA
5	BP-SPDTMI-E	SEL Brava for Docs SharePoint 2000-4999 SEL Brava for Docs SharePoint 5000+	\$53.00	ĸ	31%	\$36.57	\$0.00	\$0.00	\$0.00		\$0.00		IGC BRAVA
5	BP-XCPC-A	SEL Brava for CAD xCP 25-499	\$180.00	ĸ	31%	\$124.20	\$0.00	\$0.00	\$0.00		\$0.00		IGC BRAVA
5	BP-XCPC-B	SEL Brava for CAD xCP 500-999	\$171.00	к	31%	\$117.99	\$0.00	\$0.00					IGC BRAVA
5	BP-XCPC-C	SEL Brava for CAD xCP 1000-1499	\$162.00	к	31%	\$111.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	IGC BRAVA
5	BP-XCPC-D	SEL Brava for CAD xCP 1500-1999	\$153.00	к	31%	\$105.57	\$0.00	\$0.00	\$0.00		\$0.00		IGC BRAVA
5	BP-XCPC-E	SEL Brava for CAD xCP 2000-4999	\$144.00	к	31%	\$99.36	\$0.00	\$0.00	\$0.00		\$0.00		IGC BRAVA
5	BP-XCPC-F	SEL Brava for CAD xCP 5000+	\$126.00	ĸ	31%	\$86.94	\$0.00	\$0.00	\$0.00		\$0.00		IGC BRAVA
5	BP-XCPI-A	SEL Brava for Docs xCP 25-499	\$75.00	K K	31%	\$51.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		IGC BRAVA
5 5	BP-XCPI-B BP-XCPI-C	SEL Brava for Docs xCP 500-999 SEL Brava for Docs xCP 1000-1499	\$71.00 \$68.00		31% 31%	\$48.99 \$46.92	\$0.00 \$0.00	\$0.00 \$0.00					IGC BRAVA IGC BRAVA
5	BP-XCPI-D	SEL Brava for Docs XCP 1500-1499	\$64.00	ĸ	31%	\$40.92	\$0.00	\$0.00					IGC BRAVA
5	BP-XCPI-E	SEL Brava for Docs xCP 2000-4999	\$60.00	ĸ	31%	\$41.40	\$0.00	\$0.00	\$0.00		\$0.00		IGC BRAVA
5	BP-XCPI-F	SEL Brava for Docs xCP 5000+	\$53.00	ĸ	31%	\$36.57	\$0.00	\$0.00	\$0.00		\$0.00		IGC BRAVA
5	OCRDTM	Select OCR for Blazon or Redact-It	\$12,500.00	к	31%	\$8,625.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	IGC BRAVA
5	PDFSCH	SEL PDF SCHEDULER	\$6,250.00	к	31%	\$4,312.50	\$0.00	\$0.00					IGC BRAVA
5	RIEDTM	SELECT REDACT-IT ENTERPRISE	\$34,125.00	К	31%	\$23,546.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	IGC BRAVA

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAI	RRANTY UPGRADE	NET PRICE		I
			EMC	CATEGORY	NVP LEVEL 1		LP MNT	LP MNT ANNUAL	LP MNT	LP WARR UPG	LP WARR UPG		
BAND	SKU	DESCRIPTION	LIST PRICE USD	CODE	DISCOUNT %	NVP LEVEL 1 NET PRICE	ANNUAL (PREMIUM)	(STANDARD)	ANNUAL (BASIC)	(PREMIUM)	(STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	SUB-AOC	SEL Subscription Brava for Asset Ops	\$74.00	ĸ	31%	\$51.06	\$0.00	\$0.00	\$0.00				IGC BRAVA
5	SUB-BLEDTM SUB-CPC	SEL Subsription BLAZON SEL Subscription Brava for Capital Prj	\$3,075.00 \$74.00	K K	31% 31%	\$2,121.75 \$51.06	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				IGC BRAVA
5	SUB-D2C	SEL Subscription Brava for D2	\$74.00	ĸ	31%	\$51.06	\$0.00	\$0.00	\$0.00				IGC BRAVA
5	SUB-DCTMC	SEL Subscription Brava for Webtop	\$74.00	к	31%	\$51.06	\$0.00	\$0.00	\$0.00				IGC BRAVA
5	SUB-DCTMS	SEL Subscription Add'l Brava Server	\$1,538.00	к	31%	\$1,061.22	\$0.00	\$0.00	\$0.00				IGC BRAVA
5	SUB-RIEDTM	SEL Subscription REDACT-IT	\$14,350.00	к	31%	\$9,901.50	\$0.00	\$0.00	\$0.00				IGC BRAVA
5	SUB-XCPC 1YR-ENT-BUNDLE	SEL Subscription Brava for xCP SEL Catalog/Data Mgmt Starter for ENT	\$74.00 \$38,461.54	K K	31% 31%	\$51.06 \$26,538.46	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				IGC BRAVA
5	1YR-MM-BUNDLE	SEL Catalog/Data Mgmt Starter for MM	\$15,384.62	ĸ	31%	\$10,615.39	\$0.00	\$0.00	\$0.00				INDEX ENGINES
5		SEL IE Workshop 30 Day Single Server	\$0.00	ĸ	31%	\$0.00	\$0.00	\$0.00	\$0.00				INDEX ENGINES
5		OSEL IE Workshop Promo Single Server	\$15,385.00	К	31%	\$10,615.65	\$0.00	\$0.00	\$0.00				INDEX ENGINES
5		SEL 1YR 1-9 Admin User Login	\$2,307.69	к	31%	\$1,592.31	\$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	к к	31% 31%	\$1,326.93 \$4,299.23	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				INDEX ENGINES
5		SEL 3YR 1-9 Admin User Login SEL 3YR 10-99 Admin User Login	\$5,192.31	ĸ	31%	\$4,299.23	\$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				INDEX ENGINES
5		SEL 5YR 10-99 Admin User Login	\$7,692.31	к	31%	\$5,307.69	\$0.00	\$0.00	\$0.00				INDEX ENGINES
5	FMI-1YR-00000025	SEL 1YR 25-49TB File MetaData Index	\$769.23	к	31%	\$530.77	\$0.00	\$0.00	\$0.00				INDEX ENGINES
5	FMI-1YR-00000050	SEL 1YR 50-99TB File MetaData Index	\$634.62	ĸ	31%	\$437.89	\$0.00	\$0.00	\$0.00				
5	FMI-1YR-00000100 FMI-1YR-00000250	SEL 1YR 100-249TB File MetaData Index SEL 1YR 250-499TB File MetaData Index	\$519.23 \$384.62	ĸ	31% 31%	\$358.27 \$265.39	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				INDEX ENGINES
5	FMI-1YR-00000250	SEL 1YR 500-999TB File MetaData Index	\$326.92		31%	\$205.39 \$225.57	\$0.00	\$0.00	\$0.00				INDEX ENGINES
5	FMI-1YR-00001000	SEL 1YR 1000-1999TB File MetaData Index	\$269.23	ĸ	31%	\$185.77	\$0.00	\$0.00	\$0.00				INDEX ENGINES
5	FMI-3YR-00000025	SEL 3YR 25-49TB File MetaData Index	\$2,076.92	к	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		31%	\$1,182.29	\$0.00	\$0.00	\$0.00				INDEX ENGINES
5	FMI-3YR-00000100 FMI-3YR-00000250	SEL 3YR 100-249TB File MetaData Index	\$1,401.92		31%	\$967.32	\$0.00	\$0.00	\$0.00				
5	FMI-3YR-00000250	SEL 3YR 250-499TB File MetaData Index SEL 3YR 500-999TB File MetaData Index	\$1,038.46 \$882.69	K K	31% 31%	\$716.54 \$609.06	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				INDEX ENGINES
5	FMI-3YR-00001000	SEL 3YR 1000-1999TB File MetaData Index	\$726.92	ĸ	31%	\$501.57	\$0.00	\$0.00	\$0.00				INDEX ENGINES
5	FMI-5YR-00000025	SEL 5YR 25-49TB File MetaData Index	\$3,076.92	ĸ	31%	\$2,123.07	\$0.00	\$0.00	\$0.00				INDEX ENGINES
5	FMI-5YR-00000050	SEL 5YR 50-99TB File MetaData Index	\$2,538.46		31%	\$1,751.54	\$0.00	\$0.00	\$0.00				INDEX ENGINES
5	FMI-5YR-00000100	SEL 5YR 100-249TB File MetaData Index	\$2,076.92	K	31%	\$1,433.07	\$0.00	\$0.00	\$0.00				INDEX ENGINES
5	FMI-5YR-00000250 FMI-5YR-00000500	SEL 5YR 250-499TB File MetaData Index SEL 5YR 500-999TB File MetaData Index	\$1,538.46 \$1,307.69	к к	31% 31%	\$1,061.54 \$902.31	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				INDEX ENGINES
5	FMI-5YR-00001000	SEL 5YR 1000-1999TB File MetaData Index	\$1,076.92		31%	\$743.07	\$0.00	\$0.00	\$0.00				INDEX ENGINES
5	TCI-1YR-00001000	SEL 1YR 1000-1999 Tape Catalog Ingest	\$12.08	ĸ	31%	\$8.34	\$0.00	\$0.00	\$0.00				INDEX ENGINES
5	TCI-1YR-00002000	SEL 1YR 2000-4999 Tape Catalog Ingest	\$9.77	к	31%	\$6.74	\$0.00	\$0.00	\$0.00				INDEX ENGINES
5	TCI-1YR-00005000	SEL 1YR 5000-9999 Tape Catalog Ingest	\$7.46	к	31%	\$5.15	\$0.00	\$0.00	\$0.00				INDEX ENGINES
5	TCI-1YR-00010000	SEL 1YR 10000-19999 Tape Catalog Inges	\$6.08	ĸ	31%	\$4.20	\$0.00	\$0.00	\$0.00				INDEX ENGINES
5 5	TCI-1YR-00020000 TCI-1YR-00050000	SEL 1YR 20000-49999 Tape Catalog Inges SEL 1YR 50000-99999 Tape Catalog Inges	\$4.92 \$3.77	к к	31% 31%	\$3.39 \$2.60	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				INDEX ENGINES
5	TCI-3YR-00001000	SEL 3YR 1000-1999 Tape Catalog Ingest	\$24.15		31%	\$16.66	\$0.00	\$0.00	\$0.00				INDEX ENGINES
5	TCI-3YR-00002000	SEL 3YR 2000-4999 Tape Catalog Ingest	\$19.54	ĸ	31%	\$13.48	\$0.00	\$0.00	\$0.00				INDEX ENGINES
5	TCI-3YR-00005000	SEL 3YR 5000-9999 Tape Catalog Ingest	\$14.92	К	31%	\$10.29	\$0.00	\$0.00	\$0.00				INDEX ENGINES
5	TCI-3YR-00010000	SEL 3YR 10000-19999 Tape Catalog Inges	\$12.15		31%	\$8.38	\$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				
5	TCI-5YR-00001000	SEL 5YR 1000-1999 Tape Catalog Ingest	\$36.23	ĸ	31%	\$25.00	\$0.00	\$0.00	\$0.00				INDEX ENGINES
5	TCI-5YR-00002000	SEL 5YR 2000-4999 Tape Catalog Ingest	\$29.31	к	31%	\$20.22	\$0.00	\$0.00	\$0.00				INDEX ENGINES
5	TCI-5YR-00005000	SEL 5YR 5000-9999 Tape Catalog Ingest	\$22.38	к	31%	\$15.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5	TCI-5YR-00010000	SEL 5YR 10000-19999 Tape Catalog Inges	\$18.23	к	31%	\$12.58	\$0.00	\$0.00	\$0.00				INDEX ENGINES
5	TCI-5YR-00020000	SEL 5YR 20000-49999 Tape Catalog Inges	\$14.77	ĸ	31% 31%	\$10.19	\$0.00	\$0.00	\$0.00				
5	TCI-5YR-00050000 TCR-1YR-00000010	SEL 5YR 50000-99999 Tape Catalog Inges SEL 1YR 10-49 Tape Catalog Rebuild	\$11.31 \$96.15	K K	31% 31%	\$7.80 \$66.34	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				INDEX ENGINES
5	TCR-1YR-00000050		\$62.54	ĸ	31%	\$43.15	\$0.00	\$0.00	\$0.00				INDEX ENGINES
5	TCR-1YR-00000100		\$48.08	к	31%	\$33.18	\$0.00	\$0.00	\$0.00				INDEX ENGINES
5		SEL 1YR 250-499 Tape Catalog Rebuild	\$38.46	к	31%	\$26.54	\$0.00	\$0.00	\$0.00				INDEX ENGINES
5		SEL 1YR 500-999 Tape Catalog Rebuild	\$33.69	ĸ	31%	\$23.25	\$0.00	\$0.00	\$0.00				
5		SEL 1YR 1000-1999 Tape Catalog Rebuild SEL 1YR 2000-4999 Tape Catalog Rebuild	\$24.15 \$19.54	к к	31% 31%	\$16.66 \$13.48	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				
5		SEL 1YR 5000-9999 Tape Catalog Rebuild SEL 1YR 5000-9999 Tape Catalog Rebuild	\$19.54	ĸ	31%	\$13.48	\$0.00	\$0.00	\$0.00				INDEX ENGINES
5		SEL 1YR 10000-24999 Tape Catalog Rebui	\$12.15		31%	\$8.38	\$0.00	\$0.00	\$0.00				INDEX ENGINES
5		SEL 1YR 25000-49999 Tape Catalog Rebui	\$9.23	к	31%	\$6.37	\$0.00	\$0.00	\$0.00			\$0.00	INDEX ENGINES
5		SEL 3YR 10-49 Tape Catalog Rebuild	\$144.23	к	31%	\$99.52	\$0.00	\$0.00	\$0.00				INDEX ENGINES
5		SEL 3YR 50-99 Tape Catalog Rebuild	\$93.81	К	31%	\$64.73	\$0.00	\$0.00	\$0.00				INDEX ENGINES
5 5		SEL 3YR 100-249 Tape Catalog Rebuild SEL 3YR 250-499 Tape Catalog Rebuild	\$72.12 \$57.69		31% 31%	\$49.76 \$39.81	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				INDEX ENGINES
5		SEL 3YR 250-499 Tape Catalog Rebuild SEL 3YR 500-999 Tape Catalog Rebuild	\$57.69 \$50.54	ĸ	31%	\$39.81 \$34.87	\$0.00	\$0.00	\$0.00				INDEX ENGINES
5		SEL 3YR 1000-1999 Tape Catalog Rebuild	\$36.23	ĸ	31%	\$25.00	\$0.00	\$0.00	\$0.00				INDEX ENGINES
5	TCR-3YR-00002000	SEL 3YR 2000-4999 Tape Catalog Rebuild	\$29.31	к	31%	\$20.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5		SEL 3YR 5000-9999 Tape Catalog Rebuild	\$22.38	к	31%	\$15.44	\$0.00	\$0.00	\$0.00				INDEX ENGINES
5			\$18.23	К	31%	\$12.58	\$0.00	\$0.00	\$0.00				
5 5		SEL 3YR 25000-49999 Tape Catalog Rebui SEL 5YR 10-49 Tape Catalog Rebuild	\$13.85 \$192.31	к к	31% 31%	\$9.56 \$132.69	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				INDEX ENGINES
5	TCR-5YR-00000010 TCR-5YR-00000050		\$192.31 \$125.08	ĸ	31%	\$132.69 \$86.31	\$0.00	\$0.00	\$0.00 \$0.00				INDEX ENGINES
5		SEL 5YR 100-249 Tape Catalog Rebuild	\$96.15		31%	\$66.34	\$0.00	\$0.00	\$0.00				INDEX ENGINES

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WA	RRANTY UPGRADE	NET PRICE		I
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	TCR-5YR-00000250	SEL 5YR 250-499 Tape Catalog Rebuild	\$76.92	К	31%	\$53.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5	TCR-5YR-00000500	SEL 5YR 500-999 Tape Catalog Rebuild	\$67.38	К	31%	\$46.49	\$0.00	\$0.00	\$0.00	\$0.00			INDEX ENGINES
5	TCR-5YR-00001000	SEL 5YR 1000-1999 Tape Catalog Rebuild	\$48.31	к	31%	\$33.33	\$0.00	\$0.00	\$0.00	\$0.00			INDEX ENGINES
5 5	TCR-5YR-00002000 TCR-5YR-00005000		\$39.08 \$29.85	к к	31% 31%	\$26.97 \$20.60	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			INDEX ENGINES
5		SEL 5YR 10000-24999 Tape Catalog Rebui	\$29.85	ĸ	31%	\$16.77	\$0.00	\$0.00	\$0.00	\$0.00			INDEX ENGINES
5	TCR-5YR-00025000	SEL 5YR 25000-49999 Tape Catalog Rebui	\$18.46		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		31%	\$265.39	\$0.00	\$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		31%	\$172.50	\$0.00	\$0.00	\$0.00	\$0.00			INDEX ENGINES
5 5	TMI-1YR-00000100	SEL 1YR 100-249 Tape MetaData Index	\$192.31	ĸ	31%	\$132.69	\$0.00	\$0.00	\$0.00	\$0.00			INDEX ENGINES
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		31% 31%	\$100.84 \$82.27	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			INDEX ENGINES
5	TMI-1YR-00001000	SEL 1YR 1000-1999 Tape MetaData Index	\$96.62		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		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	к	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		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		31%	\$224.25	\$0.00	\$0.00	\$0.00	\$0.00			INDEX ENGINES
5 5	TMI-3YR-00000100 TMI-3YR-00000250	SEL 3YR 100-249 Tape MetaData Index SEL 3YR 250-499 Tape MetaData Index	\$250.00 \$190.00	к к	31% 31%	\$172.50 \$131.10	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			INDEX ENGINES
5	TMI-3YR-00000250	SEL 3YR 500-999 Tape MetaData Index	\$155.00		31%	\$106.95	\$0.00	\$0.00	\$0.00	\$0.00			INDEX ENGINES
5	TMI-3YR-00001000	SEL 3YR 1000-1999 Tape MetaData Index	\$125.60		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		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		31%	\$53.54	\$0.00	\$0.00	\$0.00	\$0.00			INDEX ENGINES
5	TMI-5YR-00000010	SEL 5YR 10-49 Tape MetaData Index	\$596.15		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	ĸ	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
5	TMI-5YR-00000250	SEL 5YR 500-999 Tape MetaData Index	\$184.81	ĸ	31%	\$127.52	\$0.00	\$0.00	\$0.00	\$0.00			INDEX ENGINES
5	TMI-5YR-00001000	SEL 5YR 1000-1999 Tape MetaData Index	\$149.75		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	к	31%	\$83.59	\$0.00	\$0.00	\$0.00	\$0.00			INDEX ENGINES
5	TMI-5YR-00005000	SEL 5YR 5000-9999 Tape MetaData Index	\$92.52		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		31%	\$371.22	\$0.00	\$0.00	\$0.00	\$0.00			IOMART
5	IOM-SW1Y-1001+	SEL IOMART SW 1Y 1001+	\$183.00		31%	\$126.27	\$0.00	\$0.00	\$0.00	\$0.00			IOMART
5	IOM-SW1Y-11-50 IOM-SW1Y-151-250	SEL IOMART SW 1Y 11-50 SEL IOMART SW 1Y 151-250	\$431.00 \$323.00		31% 31%	\$297.39 \$222.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			IOMART IOMART
5	IOM-SW1Y-251-400	SEL IOMART SW 1Y 251-400	\$269.00	к	31%	\$185.61	\$0.00	\$0.00	\$0.00	\$0.00			IOMART
5	IOM-SW1Y-401-600	SEL IOMART SW 1Y 401-600	\$215.00	ĸ	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	к	31%	\$260.13	\$0.00	\$0.00	\$0.00	\$0.00			IOMART
5	IOM-SW1Y-601-1K	SEL IOMART SW 1Y 601-1000	\$194.00		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		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% 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	SEL IOMART SW 2Y 251-400	\$458.00	ĸ	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		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		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		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	\$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
5	IOM-SW3Y-11-50	SEL IOMART SW 3Y 1001+ SEL IOMART SW 3Y 11-50	\$439.00	ĸ	31%	\$713.46	\$0.00	\$0.00	\$0.00	\$0.00			IOMART IOMART
5	IOM-SW3Y-151-250	SEL IOMART SW 3Y 151-250	\$775.00		31%	\$534.75	\$0.00	\$0.00	\$0.00	\$0.00			IOMART
5	IOM-SW3Y-251-400	SEL IOMART SW 3Y 251-400	\$646.00	к	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		31%	\$356.73	\$0.00	\$0.00	\$0.00	\$0.00			IOMART
5	IOM-SW3Y-51-150	SEL IOMART SW 3Y 51-150	\$905.00		31%	\$624.45	\$0.00	\$0.00	\$0.00	\$0.00			IOMART
5 5	IOM-SW3Y-601-1K 34585	SEL IOMART SW 3Y 601-1000	\$465.00 \$1,875.00	к к	31% 31%	\$320.85	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			IOMART
5	34585 HCC-FT-B-C1	STORCENTER IX4-100 6TB SEL Blended Fill the Tank LIC 5	\$1,875.00 \$5.00		31%	\$1,293.75 \$3.45	\$0.00	\$0.00	\$0.00	\$0.00			IOMEGA J4CARE
5	HCC-FT-B-C2	SEL Blended Fill the Tank LIC 100	\$75.00		31%	\$51.75	\$0.00	\$0.00	\$0.00	\$0.00			J4CARE
5	HCC-FT-B-C3	SEL Blended Fill the Tank LIC 1k	\$750.00	ĸ	31%	\$517.50	\$0.00	\$0.00	\$0.00	\$0.00			J4CARE
5	HCC-FT-B-C4	SEL Blended Fill the Tank LIC 10k	\$7,500.00	к	31%	\$5,175.00	\$0.00	\$0.00	\$0.00	\$0.00			J4CARE
5	HCC-FT-L-C1	SEL FILL THE TANK LIC 50K STY	\$103,655.00	К	31%	\$71,521.95	\$0.00	\$0.00	\$0.00	\$0.00			J4CARE
5	HCC-FT-L-C2	SEL FILL THE TANK LIC 100K STY SEL FILL THE TANK LIC 250K STY	\$185,098.00	K K	31% 31%	\$127,717.62	\$0.00	\$0.00	\$0.00	\$0.00			J4CARE
5 5	HCC-FT-L-C3 HCC-FT-L-C4	SEL FILL THE TANK LIC 250K STY SEL FILL THE TANK LIC 500K STY	\$362,791.00 \$603,418.00		31%	\$250,325.79 \$416,358.42	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			J4CARE
5	HCC-FT-L-C5	SEL FILL THE TANK LIC 500K STY	\$807,026.00		31%	\$556,847.94	\$0.00	\$0.00					J4CARE
5	HCC-FT-L-C6	SEL FILL THE TANK LIC 1M STY	\$973,614.00		31%	\$671,793.66	\$0.00	\$0.00	\$0.00	\$0.00			J4CARE
5	HCC-FT-L-C7	SEL FILL THE TANK LIC 2M STY	\$1,380,829.00		31%	\$952,772.01	\$0.00	\$0.00	\$0.00	\$0.00			J4CARE
5	HCC-FT-L-C8	SEL FILL THE TANK LIC 5M STY	\$2,491,414.00	к	31%	\$1,719,075.66	\$0.00	\$0.00	\$0.00	\$0.00			J4CARE
5	HCC-OTC-L-C1	SEL OTC LIC UP TO 50K STY P.A.	\$79,734.00		31%	\$55,016.46	\$0.00	\$0.00	\$0.00	\$0.00			J4CARE
5	HCC-OTC-L-C2	SEL OTC LIC UP TO 100K STY P.A.	\$142,383.00		31%	\$98,244.27	\$0.00	\$0.00	\$0.00	\$0.00			J4CARE
5	HCC-OTC-L-C3 HCC-OTC-L-C4	SEL OTC LIC UP TO 250K STY P.A. SEL OTC LIC UP TO 500K STY P.A.	\$279,070.00 \$464,168.00		31% 31%	\$192,558.30 \$320,275.92	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			J4CARE
5	HCC-OTC-L-C4 HCC-OTC-L-C5	SEL OTC LIC UP TO 500K STY P.A. SEL OTC LIC UP TO 750K STY P.A.	\$464,168.00 \$620,789.00		31%	\$320,275.92 \$428,344.41	\$0.00	\$0.00	\$0.00	\$0.00			J4CARE
5	HCC-OTC-L-C6	SEL OTC LIC UP TO 1M STY P.A.	\$748,934.00		31%	\$516,764.46	\$0.00	\$0.00	\$0.00	\$0.00			J4CARE
5	HCC-OTC-L-C7	SEL OTC LIC UP TO 2M STY P.A.	\$1,062,176.00		31%	\$732,901.44	\$0.00	\$0.00	\$0.00	\$0.00			J4CARE
5	HCC-OTC-L-C8	SEL OTC LIC UP TO 5M STY P.A.	\$1,916,473.00		31%	\$1,322,366.37	\$0.00	\$0.00	\$0.00				J4CARE
5	HCC-PS-C1	SEL APA LIC P1KSTY UP TO 50K STY P.A.	\$600.00	К	31%	\$414.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	J4CARE

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WA	RRANTY UPGRADE	NET PRICE		1
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	HCC-PS-C2	SEL apa LIC p1kSTY 51k to 100k STY p.a.	\$475.00	К	31%	\$327.75	\$0.00	\$0.00	\$0.00				J4CARE
5	HCC-PS-C3	SEL apa LIC p1kSTY 101k to 250k STY p.a.	\$350.00		31%	\$241.50	\$0.00	\$0.00					J4CARE
5	HCC-PS-C4	SEL apa LIC p1kSTY 251k to 500k STY p.a.	\$275.00		31%	\$189.75	\$0.00	\$0.00					J4CARE
5 5	HCC-PS-C5 HCC-PS-C6	SEL apa LIC p1kSTY 501k to 750k STY p.a. SEL apa LIC p1kSTY 751k to 1m STY p.a.	\$225.00 \$200.00	K K	31% 31%	\$155.25 \$138.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			J4CARE J4CARE
5	HCC-PS-C6 HCC-PS-C7	SEL apa LIC p1kSTY 1.001m-1.25m STY p.a.	\$200.00		31%	\$138.00	\$0.00	\$0.00					J4CARE
5	HCC-PS-C8	SEL apa LIC p1kSTY above 1.251m STY p.a.	\$100.00		31%	\$69.00	\$0.00	\$0.00					J4CARE
5	90PCPSQLL1001	SEL PC Perp SQL License 1 Unit	\$882.00		31%	\$608.58	\$0.00	\$0.00					KROLL
5	90PCPSQLL1002	SEL PC Perp SQL License 2-5 Units	\$815.00		31%	\$562.35	\$0.00	\$0.00					KROLL
5	90PCPSQLL1003	SEL PC Perp SQL License 6-10 Units	\$681.00		31%	\$469.89	\$0.00	\$0.00					KROLL
5	90PCPSQLL1004	SEL PC Perp SQL License 11-20 Units	\$513.00	к	31%	\$353.97	\$0.00	\$0.00		\$0.00			KROLL
5 5	90PCPSQLL1005 90PCPSQLL1006	SEL PC Perp SQL License 21-35 Units SEL PC Perp SQL License 36-50 Units	\$373.00 \$301.00	K K	31% 31%	\$257.37 \$207.69	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			KROLL KROLL
5	90PCPSQLL1007	SEL PC Perp SQL License 51-100 Units	\$196.00		31%	\$135.24	\$0.00	\$0.00					KROLL
5		SEL PC Perp SQL License 101-200 Units	\$147.00		31%	\$101.43	\$0.00	\$0.00					KROLL
5	90PCPSQLL1009	SEL PC Perp SQL License 201-300 Units	\$121.00	к	31%	\$83.49	\$0.00	\$0.00					KROLL
5	90PCPSQLL1010	SEL PC Perp SQL License 301-400 Units	\$105.00		31%	\$72.45	\$0.00	\$0.00					KROLL
5	90PCPSQLL1011	SEL PC Perp SQL License 401-500 Units	\$96.00	К	31%	\$66.24	\$0.00	\$0.00					KROLL
5	90PCPSQLL1012	SEL PC Perp SQL License 501-600 Units	\$87.00	ĸ	31%	\$60.03	\$0.00	\$0.00	\$0.00	\$0.00			KROLL
5 5	90PCPSQLL1013 90PCPSQLL1014	SEL PC Perp SQL License 601-700 Units SEL PC Perp SQL License 701-800 Units	\$81.00 \$77.00		31% 31%	\$55.89 \$53.13	\$0.00 \$0.00	\$0.00 \$0.00					KROLL KROLL
5	90PCPSQLL1014 90PCPSQLL1015	SEL PC Perp SQL License 801-900 Units	\$71.00	ĸ	31%	\$48.99	\$0.00	\$0.00					KROLL
5	90PCPSQLL1016	SEL PC Perp SQL License 901-1000 Units	\$67.00		31%	\$46.23	\$0.00	\$0.00		\$0.00			KROLL
5		SEL PC Perp SQL License 1001+ Units	\$58.00	ĸ	31%	\$40.02	\$0.00	\$0.00		\$0.00			KROLL
5	90PCREX1035U	SEL PC Perp EXPP License 11-35 Units	\$691.00	к	31%	\$476.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	KROLL
5	90PCREX1U	SEL PC Perp EXPP License 1 Unit	\$1,797.00	к	31%	\$1,239.93	\$0.00	\$0.00					KROLL
5	90PCREX210U	SEL PC Perp EXPP License 2-10 Units	\$1,048.00		31%	\$723.12	\$0.00	\$0.00					KROLL
5		SEL PC Perp EXPP License 36-50 Units	\$520.00		31%	\$358.80	\$0.00	\$0.00					KROLL
5 5	90PCREX51U	SEL PC Perp EXPP License 51+ Units SEL PC Perp SP+RBS Lic 11-35 TBs	\$439.00	K K	31% 31%	\$302.91	\$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 1 TB	\$1,988.00 \$4,055.00	ĸ	31%	\$1,371.72 \$2,797.95	\$0.00	\$0.00					KROLL
5		SEL PC Perp SP+RBS Lic 2-10 TBs	\$2,839.00	к	31%	\$1,958.91	\$0.00	\$0.00	\$0.00				KROLL
5		SEL PC Perp SP+RBS Lic 36-50 TBs	\$1,391.00	ĸ	31%	\$959.79	\$0.00	\$0.00					KROLL
5		SEL PC Perp SP+RBS Lic 51+ TBs	\$1,113.00	к	31%	\$767.97	\$0.00	\$0.00					KROLL
5	90PCRTRIAL	SEL Kroll PC Trial License	\$0.00		31%	\$0.00	\$0.00	\$0.00					KROLL
5	NSS-AC-L	SEL ADDED CAPACITY 5TB	\$5,077.00	К	31%	\$3,503.13	\$0.00	\$0.00		\$0.00			NORTHERN PARKLIFE
5 5	NSS-AC-YF	SEL ADDED CAPACITY 5TB YRLY FEE LIC &SU SEL Added Site 1		K K	31%	\$1,592.52	\$0.00	\$0.00					NORTHERN PARKLIFE
5	NSS-AS-L NSS-AS-YF	SEL Added Site 1 SEL Added Site 1 1yr Lic & Sup	\$5,385.00 \$2,046.00	ĸ	31% 31%	\$3,715.65 \$1,411.74	\$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		31%	\$1,061.22	\$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				NORTHERN PARKLIFE
5	NSS-BL-YF	SEL BASE LIC-YRLY FEE LIC & SUP	\$15,385.00	к	31%	\$10,615.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NORTHERN PARKLIFE
5	NSS-MC-L	SEL MULTI-COMPANY LIC	\$156,250.00	к	31%	\$107,812.50	\$0.00	\$0.00	\$0.00				NORTHERN PARKLIFE
5	NSS-MC-YF	SEL MULTI-COMPANY LIC-YRLY FEE LIC & SUF		К	31%	\$64,687.50	\$0.00	\$0.00	\$0.00	\$0.00			NORTHERN PARKLIFE
5	NSS-TRIAL	SELECT NSS Trial Software	\$0.00	K K	31%	\$0.00	\$0.00	\$0.00					NORTHERN PARKLIFE
5 5	NSS-UC-L EMCMAEVAL	SEL Added Users 1K SEL 30Day Free Trial of NTP Software M-A	\$3,692.00 \$0.00	ĸ	31% 31%	\$2,547.48 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00					NORTHERN PARKLIFE NTP SOFTWARE
5	EMCQFSEVAL	SEL 30Day Free Trial of NTP Software QFS	\$0.00	ĸ	31%	\$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			NTP SOFTWARE
5	NTPSECSB12TB	SELECT ECS Archiving Svc 81-240TB Lic	\$466.67	к	31%	\$322.00	\$0.00	\$0.00		\$0.00	\$0.00		NTP SOFTWARE
5	NTPSECSB13TB	SELECT ECS Archiving Svc 241-500TB Lic	\$436.00	к	31%	\$300.84	\$0.00	\$0.00					NTP SOFTWARE
5	NTPSECSB14TB	SELECT ECS Archiving Svc 501-750TB Lic	\$404.00		31%	\$278.76	\$0.00	\$0.00					NTP SOFTWARE
5		SELECT ECS Archiving Svc 751-1024TB Lic	\$372.00		31%	\$256.68	\$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	NTPSECSB17TB	SELECT Archiver for ECS 241-500TB Lic	\$436.00	ĸ	31%	\$300.84	\$0.00	\$0.00					NTP SOFTWARE
5	NTPSECSB19TB	SELECT Archiver for ECS 501-750TB Lic	\$404.00		31%	\$278.76	\$0.00	\$0.00					NTP SOFTWARE
5	NTPSECSB20TB	SELECT Archiver for ECS 751-1024TB Lic	\$372.00	к	31%	\$256.68	\$0.00	\$0.00					NTP SOFTWARE
5	NTPSECSB21TB	SELECT Archiver for ECS 1025-1500TB Lic	\$340.00		31%	\$234.60	\$0.00	\$0.00					NTP SOFTWARE
5	NTPSECSB22TB	SELECT Archiver for ECS 1501-2024TB Lic	\$308.00		31%	\$212.52	\$0.00	\$0.00					NTP SOFTWARE
5	NTPSECSB23TB	SELECT Archiver for ECS 2025-2500TB Lic	\$279.00	ĸ	31%	\$192.51	\$0.00	\$0.00		\$0.00			NTP SOFTWARE
5	NTPSECSB24TB NTPSFAB1TB	SELECT Archiver for ECS 2501-3024TB Lic SELECT NTPS FA 10-80TB License	\$245.00 \$601.33	K K	31% 31%	\$169.05 \$414.92	\$0.00 \$0.00	\$0.00 \$0.00					NTP SOFTWARE NTP SOFTWARE
5	NTPSFAB1TB	SELECT NTPS FA 10-80TB License SELECT NTPS FA 81-240TB License	\$570.67	ĸ	31%	\$393.76	\$0.00	\$0.00					NTP SOFTWARE
5	NTPSFAB3TB	SELECT NTPS FA 241-500TB License	\$540.00	к	31%	\$372.60	\$0.00	\$0.00					NTP SOFTWARE
5	NTPSFAB4TB	SELECT NTPS FA 501-750TB License	\$509.33	ĸ	31%	\$351.44	\$0.00	\$0.00					NTP SOFTWARE
5	NTPSFAB5TB	SELECT NTPS FA 751-1024TB License	\$476.00		31%	\$328.44	\$0.00	\$0.00		\$0.00	\$0.00		NTP SOFTWARE
5		SELECT NTPS FILE MGNT PROD	\$120.00		31%	\$82.80	\$0.00	\$0.00		\$0.00			NTP SOFTWARE
5	NTPSFRB1TB	SELECT NTPS FR 10-80TB License	\$601.33	к	31%	\$414.92	\$0.00	\$0.00	\$0.00	\$0.00			NTP SOFTWARE
5	NTPSFRB2TB	SELECT NTPS FR 81-240TB License	\$570.67	K	31%	\$393.76	\$0.00	\$0.00					NTP SOFTWARE
5	NTPSFRB3TB NTPSFRB4TB	SELECT NTPS FR 241-500TB License	\$540.00		31%	\$372.60	\$0.00	\$0.00					NTP SOFTWARE
5	NTPSFRB4TB NTPSFRB5TB	SELECT NTPS FR 501-750TB License SELECT NTPS FR 751-1024TB License	\$509.33 \$476.00		31% 31%	\$351.44 \$328.44	\$0.00 \$0.00	\$0.00 \$0.00					NTP SOFTWARE NTP SOFTWARE
5		SELECT NTPS PR 751-1024TB License	\$601.33		31%	\$328.44 \$414.92	\$0.00	\$0.00					NTP SOFTWARE
5	NTPSQFSB2TB	SELECT NTPS QFS 81-240TB License	\$570.67	ĸ	31%	\$393.76	\$0.00	\$0.00		\$0.00			NTP SOFTWARE
5	NTPSQFSB3TB	SELECT NTPS QFS 241-500TB License	\$540.00	к	31%	\$372.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NTP SOFTWARE
5	NTPSQFSB4TB	SELECT NTPS QFS 501-750TB License	\$509.33	к	31%	\$351.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NTP SOFTWARE

					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	NTPSQFSB5TB	SELECT NTPS QFS 751-1024TB License	\$476.00	к	31%	\$328.44	\$0.00	\$0.00	\$0.00	\$0.00			NTP SOFTWARE
5	NTPSVFMB10TB	SELECT NTPS VFM 751-1024TB License	\$616.00		31%	\$425.04	\$0.00	\$0.00	\$0.00	\$0.00			NTP SOFTWARE
5	NTPSVFMB6TB NTPSVFMB7TB	SELECT NTPS VFM 10-80TB License SELECT NTPS VFM 81-240TB License	\$741.33 \$710.67		31% 31%	\$511.52	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00			NTP SOFTWARE
5	NTPSVFMB7TB	SELECT NTPS VFM 81-2401B License SELECT NTPS VFM 241-500TB License	\$710.67 \$680.00	K K	31%	\$490.36 \$469.20	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00			NTP SOFTWARE NTP SOFTWARE
5	NTPSVFMB9TB	SELECT NTPS VFM 241-500TB License	\$646.67	ĸ	31%	\$446.20	\$0.00	\$0.00	\$0.00	\$0.00			NTP SOFTWARE
5	CQBEMC679	SEL VSPEX Branded Dyn Cab 600x1200	\$3,569.00		31%	\$2,462.61	\$0.00	\$0.00	\$0.00	\$0.00			PANDUIT
5	CQSBEMC679	SEL VSPEX Branded Dyn Cab 600x1200	\$4,496.00		31%	\$3,102.24	\$0.00	\$0.00	\$0.00	\$0.00			PANDUIT
5	CQSE1679	SEL VSPEX Branded 300VM 1 Dyn600x1200 1	\$11,545.00		31%	\$7,966.05	\$0.00	\$0.00	\$0.00	\$0.00			PANDUIT
5	CQSE1G679	SEL VSPEX Branded 300VM 1 Dyn600x1200 G	\$11,596.00	к	31%	\$8,001.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PANDUIT
5	CQSE1GM679	SEL VSPEX Branded 300VM 1 Dyn600x1200 M	\$11,099.00	к	31%	\$7,658.31	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	PANDUIT
5	CQSE22679	SEL VSPEX Branded 600VM 2 Dyn600x1200 2	\$19,695.00	к	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	к	31%	\$8,848.56	\$0.00	\$0.00	\$0.00	\$0.00			PANDUIT
5	CQSE2G679	SEL VSPEX Branded 600VM 2 Dyn600x1200 G	\$19,807.00		31%	\$13,666.83	\$0.00	\$0.00	\$0.00	\$0.00			PANDUIT
5 5	CQSE4679	SEL VSPEX Branded 1000VM 2 Dyn600x1200	\$21,830.00		31%	\$15,062.70	\$0.00	\$0.00	\$0.00	\$0.00			PANDUIT
5	CQSEMCLB679 CQSEMCLB679I	SEL VSPEX Branded 250VM BH 600x1200 Dyn SEL VSPEX 250VM BROCADEIBM 600X1200 DY	\$7,582.00 \$7,582.00		31% 31%	\$5,231.58 \$5,231.58	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			PANDUIT PANDUIT
5	CQSEMCLC679	SEL VSPEX Branded 250VM CH 600x1200 Dyn	\$10,648.00	ĸ	31%	\$7,347.12	\$0.00	\$0.00	\$0.00	\$0.00			PANDUIT
5	CQSEMCLDBH679	SEL VSPEX 2000VDI BROCADEHP 600X1200 D		ĸ	31%	\$9,172.17	\$0.00	\$0.00	\$0.00	\$0.00			PANDUIT
5	CQSEMCLDCC679	SEL VSPEX CISCO 2000VDI 600X1200 DYN SOL			31%	\$8,225.49	\$0.00	\$0.00	\$0.00	\$0.00			PANDUIT
5	CQSEMCM679	SEL VSPEX Branded 100VM 600x1200 Dyn Sol	\$8,226.00		31%	\$5,675.94	\$0.00	\$0.00	\$0.00	\$0.00			PANDUIT
5	CQSEMCMB679	SEL VSPEX Branded 100VM BH 600x1200 Dyn	\$7,345.00		31%	\$5,068.05	\$0.00	\$0.00	\$0.00	\$0.00			PANDUIT
5	CQSEMCMB679I	SEL VSPEX 100VM BROCADEIBM 600X1200 DY	\$7,345.00	к	31%	\$5,068.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PANDUIT
5	CQSEMCMC679	SEL VSPEX Branded 100VM CH 600x1200 Dyn	\$8,942.00	К	31%	\$6,169.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PANDUIT
5	CQSEMCMDBH679	SEL VSPEX 1000VDI BROCADEHP 600X1200 D'		к	31%	\$8,406.27	\$0.00	\$0.00	\$0.00	\$0.00			PANDUIT
5	CQSEMCMDCC679	SEL VSPEX CISCO 1000VDI 600X1200 DYN SOL			31%	\$7,685.91	\$0.00	\$0.00	\$0.00	\$0.00			PANDUIT
5	CQSEMCMP679	SEL VSPEX Branded 125VM 600x1200 Dyn Sol	\$8,867.00		31%	\$6,118.23	\$0.00	\$0.00	\$0.00	\$0.00			PANDUIT
5	CQSEMCMPB679	SEL VSPEX Branded 125VM BH 600x1200 Dyn	\$7,493.00		31%	\$5,170.17	\$0.00	\$0.00	\$0.00	\$0.00			PANDUIT
5	CQSEMCMPB679I	SEL VSPEX 125VM BROCADEIBM 600X1200 DY			31%	\$5,170.17	\$0.00	\$0.00	\$0.00	\$0.00			PANDUIT
5	CQSEMCMPC679	SEL VSPEX Branded 125VM CH 600x1200 Dyn	\$9,207.00		31%	\$6,352.83	\$0.00	\$0.00	\$0.00	\$0.00			PANDUIT
5	CQSEMCS6079 CQSEMCSC6079	SEL VSPEX Branded 50VM 600x1070 Dyn Sol SEL VSPEX Branded 50VM CH 600x1070 Dyn	\$7,631.00 \$7,775.00		31% 31%	\$5,265.39 \$5,364.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			PANDUIT PANDUIT
5	CQSEMCSC6079 CQSEMCSDBH679	SEL VSPEX Blanded SOVM CH 600X1070 Dyn SEL VSPEX 500VDI BROCADEHP 600X1200 DYI			31%	\$7,480.98	\$0.00	\$0.00	\$0.00	\$0.00			PANDUIT
5		SEL VSPEX CISCO 500VDI 600X1200 DYN SOL	\$9,417.00		31%	\$6,497.73	\$0.00	\$0.00	\$0.00	\$0.00			PANDUIT
5	CVPDUB	SEL SERVER CABINET PDU BRACKET KIT	\$150.00		31%	\$103.50	\$0.00	\$0.00	\$0.00	\$0.00			PANDUIT
5		SEL NType 42RU SIDE PNLS POU BKT CSTRS	\$8,576.00		31%	\$5,917.44	\$0.00	\$0.00	\$0.00	\$0.00			PANDUIT
5	PEV12	SEL 12 PATCHRUNNER ENHANCED VERTICAL	\$843.00		31%	\$581.67	\$0.00	\$0.00	\$0.00	\$0.00			PANDUIT
5	PEV8	SEL 8 PATCHRUNNER ENHANCED VERTICAL M	\$741.00	к	31%	\$511.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PANDUIT
5	PRD12	SEL PATCHRNR 12 DUAL HINGE DR FOR 84 RH			31%	\$298.77	\$0.00	\$0.00	\$0.00	\$0.00			PANDUIT
5		SEL Network PDU, VERT, 30A, 1P, 208V, L6-30P	\$1,717.00		31%	\$1,184.73	\$0.00	\$0.00	\$0.00	\$0.00			PANDUIT
5		SEL POU Vert 30A 3-Delta L15-30P 208V	\$1,832.00		31%	\$1,264.08	\$0.00	\$0.00	\$0.00	\$0.00			PANDUIT
5		SEL Network PDU, VERT, 30A, 3P, 208V, L21-30P	\$1,858.00		31%	\$1,282.02	\$0.00	\$0.00	\$0.00	\$0.00			PANDUIT
5 5		SEL POU Vert 32A 3-WYE IEC60309 SEL Network PDU,VERT,32A,1P,230V,60309	\$3,819.00 \$1,567.00	K K	31% 31%	\$2,635.11 \$1,081.23	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			PANDUIT PANDUIT
5		SEL POU Vert 30A 3-DLTA L15-30P 200V JPN	\$2,626.00		31%	\$1,811.94	\$0.00	\$0.00	\$0.00	\$0.00			PANDUIT
5	R4P36	SEL 36 DEEP 4 POST RACK	\$1,500.00		31%	\$1,035.00	\$0.00	\$0.00	\$0.00	\$0.00			PANDUIT
5		I SEL Puppet Ent 10K- 19999 nodes Prem Sub	\$142.00		31%	\$97.98	\$0.00	\$0.00	\$0.00	\$0.00			PUPPET LABS
5		SEL Puppet Ent 1K-2499 nodes Prem Sub	\$185.00		31%	\$127.65	\$0.00	\$0.00	\$0.00	\$0.00			PUPPET LABS
5	PE100249SPRM	SEL Puppet Ent 100-249 nodes Prem Sub	\$328.00		31%	\$226.32	\$0.00	\$0.00	\$0.00	\$0.00			PUPPET LABS
5		SEL Puppet Ent 20K- 49999 nodes Prem Sub	\$128.00	к	31%	\$88.32	\$0.00	\$0.00	\$0.00	\$0.00			PUPPET LABS
5	PE25004999SPRM	SEL Puppet Ent 2.5K-4999 nodes Prem Sub	\$162.00		31%	\$111.78	\$0.00	\$0.00	\$0.00	\$0.00			PUPPET LABS
5	PE250499SPRM	SEL Puppet Ent 250-499 nodes Prem Sub	\$222.00		31%	\$153.18	\$0.00	\$0.00	\$0.00	\$0.00			PUPPET LABS
5	PE50009999SPRM	SEL Puppet Ent 5K- 9999 nodes Prem Sub	\$157.00		31%	\$108.33	\$0.00	\$0.00	\$0.00	\$0.00			PUPPET LABS
5 5	PE500999SPRM	SEL Puppet Ent 500-999 nodes Prem Sub	\$195.00	K K	31% 31%	\$134.55	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00			PUPPET LABS
5	QLE2560-E-SP	RSEL Puppet Ent Bundled-EHC Min Qty=3000 SEL 8GBSGL PRTFCHBAX4PCIE LCMULTIMOD	\$151.00 \$1,435.00	ĸ	31%	\$104.19 \$990.15	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00			PUPPET LABS QLOGIC
5	QLE2562-E-SP	SEL 8GBDUALPRTFCHBAX4PCIE LCMULTIMOD			31%	\$990.13	\$0.00	\$0.00	\$0.00	\$0.00			QLOGIC
5	AIA-1	SEL STEELCNT APPINT AGENT (QTY 1-24)	\$6,399.00		31%	\$4,415.31	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	AIA-2	SEL STEELCNT APPINT AGENT (QTY 25-49)	\$5,439.00		31%	\$3,752.91	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	AIA-3	SEL STEELCNT APPINT AGENT (QTY 50-99)	\$4,799.00		31%	\$3,311.31	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	AIA-4	SEL STEELCNT APPINT AGENT (QTY 100-249)	\$4,479.00	к	31%	\$3,090.51	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	AIA-5	SEL STEELCNT APPINT AGENT (QTY 250-499)	\$4,159.00	к	31%	\$2,869.71	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	AIA-6	SEL STEELCNT APPINT AGENT (QTY 500-999)	\$3,679.00		31%	\$2,538.51	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	AIA-7	SEL STEELCNT APPINT AGENT (1000-2499)	\$3,519.00		31%	\$2,428.11	\$0.00	\$0.00		\$0.00			RIVERBED
5	AIA-8	SEL STEELCNT APPINT AGENT (2500-4999)	\$3,200.00		31%	\$2,208.00	\$0.00	\$0.00					RIVERBED
5	AIA-9	SEL STEELCNT APPINT AGENT (5000-99999)	\$2,880.00		31%	\$1,987.20	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	AIXBMX-40	SEL AI Xprt BrwsrMetrix 10MPgViews-Month	\$26,332.00		31%	\$18,169.08	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	AIXBMX-50	SEL AI XprtBrwsrMetrix 100MPgViews-Month	\$223,871.00		31%	\$154,470.99	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5 5	AIXBMX-60 AIXBMX-70	SEL AI Xprt BrwsrMetrix 1BPgViews-Month	\$882,332.00 \$1,846,148.00		31% 31%	\$608,809.08 \$1,273,842.12	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00			RIVERBED
5	AIXEMX-70	SEL AI Xprt BrwsrMetrix 10BPgViews-Month SEL AppInternals Xpert Agent	\$1,846,148.00 \$3,932.00		31%	\$1,273,842.12 \$2,713.08	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			RIVERBED RIVERBED
5	AIXCOL	SEL AppInternals Xpert Management Server	\$3,932.00		31%	\$23,773.95	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	ARX-02200-B010	SEL AppResponse 2200	\$42,702.00		31%	\$29,464.38	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	ARX-03300-B010	SEL AppResponse 3300	\$66,455.00		31%	\$45,853.95	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	ARX-03800-B010	SEL AppResponse 3800	\$105,225.00		31%	\$72,605.25	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	ARX-04300-B010	SEL AppResponse 4300	\$138,455.00	к	31%	\$95,533.95	\$0.00	\$0.00				\$0.00	RIVERBED
5	ARX-05100-B010	SEL AppResponse 5100	\$177,225.00		31%	\$122,285.25	\$0.00	\$0.00					RIVERBED

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAI	RRANTY UPGRADE	NET PRICE		1
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	ARX-06000-B010	SEL AppResponse 6000	\$253,532.00	К	31%	\$174,937.08	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	ARXCXT10 ARXCXT100	SEL CX-Tracer - 10 Servers SEL CX-Tracer - 100 Servers	\$19,686.00	ĸ	31% 31%	\$13,583.34	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00) RIVERBED
5 5	ARXCXT500	SEL CX-Tracer - 500 Servers	\$131,686.00 \$329,225.00	к к	31%	\$90,863.34 \$227,165.25	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00) RIVERBED) RIVERBED
5	ARXDB	SEL AppResponse DB Module	\$19,686.00	ĸ	31%	\$13,583.34	\$0.00	\$0.00	\$0.00	\$0.00) RIVERBED
5	ARX-DIR300-B010	SEL AppResponse Director	\$52,055.00	к	31%	\$35,917.95	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	ARX-EXP300-B010	SEL AppResponse Expansion Chassis	\$68,302.00	ĸ	31%	\$47,128.38	\$0.00	\$0.00	\$0.00	\$0.00) RIVERBED
5 5	ARX-SM-3000 ARX-SM-4000	SEL Shark Module for AppResp 3000 series SEL Shark Module for AppResp 4000 series	\$12,302.00 \$22,025.00	K K	31% 31%	\$8,488.38 \$15,197.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) RIVERBED) RIVERBED
5	ARX-SM-5000	SEL Shark Module for AppResp 5000 series	\$26,455.00	ĸ	31%	\$18,253.95	\$0.00	\$0.00	\$0.00	\$0.00) RIVERBED
5	ARX-SM-6000	SEL Shark Module for AppResp 6000 series	\$42,332.00	к	31%	\$29,209.08	\$0.00	\$0.00	\$0.00	\$0.00) RIVERBED
5	ARX-UCMM	SEL AppResponse UC Module	\$39,502.00	К	31%	\$27,256.38	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5 5	ARX-V2000 ARXVMON	SEL AppResponse v2000 SEL AppResponse VMon	\$32,855.00 \$14,517.00	K K	31% 31%	\$22,669.95 \$10,016.73	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) RIVERBED) RIVERBED
5	ARXVIIION ARXVOI1K	SEL AppResp VoIP Module 1-1000 Calls	\$19,686.00	ĸ	31%	\$10,018.73	\$0.00	\$0.00	\$0.00	\$0.00) RIVERBED
5	ARXVOI250	SEL AppResponse VolP Module 1-250 Calls	\$7,871.00	ĸ	31%	\$5,430.99	\$0.00	\$0.00	\$0.00	\$0.00) RIVERBED
5	ARXVOI500	SEL AppResponse VoIP Module 1-500 Calls	\$13,163.00	к	31%	\$9,082.47	\$0.00	\$0.00	\$0.00	\$0.00) RIVERBED
5	ASENX	SEL AppSensor Xpert	\$26,332.00	ĸ	31%	\$18,169.08	\$0.00	\$0.00	\$0.00	\$0.00) RIVERBED
5 5	ASESNMP ATXP	SEL AppSensor SNMP Adapter Pack SEL AppTransaction Plus	\$6,154.00 \$109,286.00	K K	31% 31%	\$4,246.26 \$75,407.34	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) RIVERBED) RIVERBED
5	ATXS	SEL AppTransaction Standard	\$77,655.00	ĸ	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	ĸ	31%	\$2,123.13	\$0.00	\$0.00	\$0.00	\$0.00) RIVERBED
5	CMC-H-10-2	SELECT 10 PACK CMC LICENSES (QTY 5-19)	\$2,462.00	к	31%	\$1,698.78	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	CMC-H-10-3	SELECT 10 PACK CMC LICENSES (QTY 20-44)	\$1,477.00	ĸ	31%	\$1,019.13	\$0.00	\$0.00	\$0.00	\$0.00) RIVERBED
5 5	CMC-H-10-4 CMC-H-10-5	SELECT 10 PACK CMC LICENSES (QTY 45-94) SELECT 10 PACK CMC LICENSES (QTY 95-194)	\$1,108.00 \$923.00	K K	31% 31%	\$764.52 \$636.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) RIVERBED) RIVERBED
5	CMC-H-10-6	SELECT 10 PACK CMC LICENSES (QTY 1951)	\$677.00	ĸ	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	ĸ	31%	\$2,123.13	\$0.00	\$0.00	\$0.00	\$0.00) RIVERBED
5	CMC-S-10-2	SELECT CMC-VE LICENSES (QTY 10-24)	\$2,462.00	к	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	ĸ	31%	\$1,019.13	\$0.00	\$0.00	\$0.00	\$0.00) RIVERBED
5 5	CMC-S-10-4 CMC-S-10-5	SELECT CMC-VE LICENSES (QTY 50-99) SEL CMC-VE Licenses (Qty 100-199)	\$1,108.00 \$923.00	к К	31% 31%	\$764.52 \$636.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) RIVERBED) RIVERBED
5	CMC-S-10-5	SEL CMC-VE Licenses (Qty 100-199) SEL CMC-VE Licenses (Qty 200+)	\$923.00	ĸ	31%	\$467.13	\$0.00	\$0.00	\$0.00	\$0.00) RIVERBED
5	CMC-VE-INST	SEL VIRTUAL CMC LICENSE	\$1,846.00	ĸ	31%	\$1,273.74	\$0.00	\$0.00	\$0.00	\$0.00) RIVERBED
5		SEL SteelCentNetShkPckAnlyz1ConcLic(1-4)	\$5,532.00	к	31%	\$3,817.08	\$0.00	\$0.00	\$0.00	\$0.00) RIVERBED
5 5		SEL SteelCentNetShkPckAnlyz1ConcLic(5-9)	\$4,425.00	K K	31% 31%	\$3,053.25	\$0.00	\$0.00	\$0.00	\$0.00) RIVERBED
5		SEL SteelCentNSharkPackAnaly1CncLic10-24 SEL SteelCentNetSharkPktAnlz1CncLic25 up	\$3,563.00 \$3,071.00	ĸ	31%	\$2,458.47 \$2,118.99	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) RIVERBED) RIVERBED
5		SEL Pilot Concurrent User 1-4	\$5,532.00	ĸ	31%	\$3,817.08	\$0.00	\$0.00	\$0.00	\$0.00) RIVERBED
5		SEL Pilot Concurrent User 5-9	\$4,425.00	к	31%	\$3,053.25	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL Pilot Concurrent User 10-24	\$3,563.00	ĸ	31%	\$2,458.47	\$0.00	\$0.00	\$0.00	\$0.00) RIVERBED
5 5	CSP-CNC-LICUSR-4 CSP-LIC-USR-1	SEL Pilot Concurrent User 25+ SEL CASCADE PILOT 1 USER 1-2	\$3,071.00 \$3,686.00	к к	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	ĸ	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	к	31%	\$1,925.79	\$0.00	\$0.00	\$0.00	\$0.00) RIVERBED
5	CSP-LIC-USR-5	SEL CASCADE PILOT 1 USER 25-49	\$2,651.00	ĸ	31%	\$1,829.19	\$0.00	\$0.00	\$0.00	\$0.00) RIVERBED
5	CSP-LIC-USR-6 CSP-LIC-USR-7	SEL CASCADE PILOT 1 USER 50-99 SEL CASCADE PILOT 1 USER 100-99999	\$2,518.00 \$2,140.00	K K	31% 31%	\$1,737.42 \$1,476.60	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) RIVERBED) RIVERBED
5	CSP-PE-LIC	SEL Cascade Pilot Personal Edition	\$1,594.00	к	31%	\$1,099.86	\$0.00	\$0.00	\$0.00	\$0.00) RIVERBED
5	CX-255-B020	SEL SteelHead CX255B020 with RiOS (TAA)	\$2,209.00	к	31%	\$1,524.21	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	CX-570-B020	SEL Steelhead CX570B20 w RiOS BMC Module	\$8,855.00	ĸ	31%	\$6,109.95	\$0.00	\$0.00	\$0.00	\$0.00) RIVERBED
5 5	CX-770-B020 FPS-003	SEL Steelhead CX770B20 w RiOS BMC Module SEL FIPS License (CX555/570/EX560)	\$14,400.00 \$3,077.00	к к	31% 31%	\$9,936.00 \$2,123.13	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) RIVERBED) RIVERBED
5	FPS-003 FPS-004	SEL FIPS License (CX555/570/EX560) SEL FIPS License (CX755/770/EX760)	\$3,077.00	ĸ	31%	\$2,123.13 \$3,057.39	\$0.00	\$0.00	\$0.00	\$0.00) RIVERBED
5	FPS-005	SELFIPS2050/1555/3070/EX/SFED21/22/3100	\$5,046.00	к	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	к	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	ĸ	31%	\$12,738.78	\$0.00	\$0.00	\$0.00	\$0.00) RIVERBED
5 5	FSYNC-001 FSYNC-002	SEL FusionSync GCA2000 SEL FusionSync GCA 3000	\$3,077.00 \$4,615.00	K K	31% 31%	\$2,123.13 \$3,184.35	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) RIVERBED) RIVERBED
5	FSYNC-002 FSYNC-003	SEL FusionSync VGC1000	\$4,815.00	ĸ	31%	\$1,273.74	\$0.00	\$0.00	\$0.00	\$0.00) RIVERBED
5	FSYNC-004	SEL FusionSync VGC1500	\$3,077.00	к	31%	\$2,123.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	FSYNC-005	SEL FusionSync SFCR3500	\$6,154.00	К	31%	\$4,246.26	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	HA-BUNDLE	SEL High Avail Bundle (25% ea adj LP)	\$0.00 \$55 378 00	ĸ	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	+		
5 5	INT-09600-B010 INT-09600-B010-C	SEL SteelHead Interceptor 9600 Base SEL SteelHead Interceptor 9600 Base-C	\$55,378.00 \$55,378.00	K K	31% 31%	\$38,210.82 \$38,210.82	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) RIVERBED) RIVERBED
5	KIT-MEM1-1260	SEL MEMORY UPGR LIC KIT EX1260 (TO 32GB)		ĸ	31%	\$1,698.78	\$0.00	\$0.00	\$0.00	\$0.00) RIVERBED
5	KIT-MEM2-1260	SEL MEMORY UPGR LIC KIT EX1260 (TO 64GB	\$9,846.00	К	31%	\$6,793.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00) RIVERBED
5	L-CAP2260-CAA	SEL CAS ANALYTICS LIC FOR CAP-2260-B010	\$49,225.00	к	31%	\$33,965.25	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5 5	L-CAP4260-CAA	SEL CAS ANALYTICS LICENSE FOR ENT PROF SEL License 100Mbps add on-VH only		K K	31%	\$59,442.12	\$0.00	\$0.00	\$0.00	\$0.00			
5	LIC-ADD-100MB LIC-ARX2200	SEL License 100mbps add on-VH only SEL AppResponse 2200 licenses	\$4,923.00 \$4,708.00		31% 31%	\$3,396.87 \$3,248.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) RIVERBED) RIVERBED
5	LIC-ARX3300	SEL AppResponse 3300 licenses	\$7,385.00	ĸ	31%	\$5,095.65	\$0.00	\$0.00	\$0.00	\$0.00) RIVERBED
5	LIC-ARX3800	SEL AppResponse 3800 licenses	\$11,692.00	к	31%	\$8,067.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	LIC-ARX4300	SEL AppResponse 4300 licenses	\$15,385.00	К	31%	\$10,615.65	\$0.00	\$0.00	\$0.00	\$0.00) RIVERBED
5 5	LIC-ARX5100 LIC-ARX6000	SEL AppResponse 5100 licenses SEL AppResponse 6000 licenses	\$19,692.00 \$28,314.00	K K	31% 31%	\$13,587.48 \$19,536.66	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) RIVERBED) RIVERBED
5		CEL Approaponae 0000 noenaea	φ20,514.00	IX.	5170	ψ13,030.00	φ0.00	\$0.00	φ 0 .00	φ0.00	\$0.00	φ0.00	

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAI	RRANTY UPGRADE	NET PRICE		1
BAND	sкu	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	LIC-ARXDIR300	SEL AppResponse Director 300 licenses	\$5,785.00	К	31%	\$3,991.65	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5 5	LIC-CAPVE100-SDN LIC-CAX-460-SDN	SEL SDN Feature License for CAP-VE-100 SEL SDN Feature License for CAX-460	\$6,148.00		31% 31%	\$4,242.12	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00			
5	LIC-CXA-255-H	SEL SDN Feature License for CAX-460 SEL License SteelHead CX255-H	\$2,455.00 \$6,400.00		31%	\$1,693.95 \$4,416.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00) RIVERBED) RIVERBED
5	LIC-CXA-255-L	SEL License SteelHead CX255-L	\$1,477.00		31%	\$1,019.13	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	LIC-CXA-255-M	SEL License SteelHead CX255-M	\$3,938.00		31%	\$2,717.22	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	LIC-CXA-255-U	SEL License SteelHead CX255-U	\$246.00		31%	\$169.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	LIC-CXA-570-H	SEL Lic SteelHead CX570H 10Mbps 700conn	\$5,292.00		31%	\$3,651.48	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	LIC-CXA-570-L	SEL Lic SteelHead CX570L 10Mbps 275conn	\$985.00		31%	\$679.65	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	LIC-CXA-570-M	SEL Lic SteelHead CX570M 10Mbps 450conn	\$3,446.00		31% 31%	\$2,377.74	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			
5	LIC-CXA-770-H LIC-CXA-770-L	SEL Lic SteelHead CX770H 30Mbps 2500conn SEL Lic SteelHead CX770L 20Mbps 1000conn	\$10,209.00 \$1,594.00		31%	\$7,044.21 \$1,099.86	\$0.00	\$0.00	\$0.00	\$0.00) RIVERBED) RIVERBED
5	LIC-CXA-770-M	SEL Lic SteelHead CX770M 20Mbps 1500conn	\$4,055.00		31%	\$2,797.95	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	LIC-INT-09600	SEL License Steelhead INT-9600	\$6,154.00		31%	\$4,246.26	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	LIC-SCAN-02170	SEL SteelCentral NetShark 2170 license	\$4,923.00		31%	\$3,396.87	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	LIC-SCAN-04170	SEL SteelCentral NetShark 4170 license	\$9,231.00		31%	\$6,369.39	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	LIC-SCAN-06170	SEL SteelCentral NetShark 6170 license	\$12,308.00		31%	\$8,492.52	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5 5	LIC-SCAN-SFED20 LIC-SCAN-SFED30	SEL NetSharkVE SteelFusionEdge2100, 2200 SEL NetSharkVE SteelFusionEdge3100	\$2,209.00 \$3,194.00		31% 31%	\$1,524.21 \$2,203.86	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) RIVERBED) RIVERBED
5	LIC-SCAN-SFED30	SEL NetSharkVE SteelFusionEdge3200, 5100	\$6,148.00		31%	\$4,242.12	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	LIC-SCC-1000	SELLic SCC1000incl bundled20 Appliances	\$1,108.00		31%	\$764.52	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	LIC-SCFG-2270-F1	SEL SteelCentralFlowGateway Lic 200K FPM	\$6,154.00		31%	\$4,246.26	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	LIC-SCFG-2270-F2	SEL SteelCentralFlowGateway Lic 400K FPM	\$27,077.00	к	31%	\$18,683.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	LIC-SCFG-2270-F3	SEL SteelCentralFlowGateway Lic 600K FPM	\$44,308.00		31%	\$30,572.52	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	LIC-SCFG-2270-F4	SEL SteelCentralFlowGateway Lic 800K FPM	\$59,077.00	к	31%	\$40,763.13	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	LIC-SCFG-2270-F5	SEL SteelCentral Flow Gateway Lic 1M FPM	\$72,615.00	ĸ	31% 31%	\$50,104.35	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5 5	LIC-SCFG-2270-F6 LIC-SCNE-470-F1	SEL SteelCentral Flow Gateway Lic 2M FPM SEL SteelCentral NetExpress Lic 15K FPM	\$121,846.00 \$2,462.00		31%	\$84,073.74 \$1,698.78	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) RIVERBED) RIVERBED
5	LIC-SCNE-470-F2	SEL SteelCentral NetExpress Lic 30K FPM	\$18,462.00		31%	\$12,738.78	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	LIC-SCNE-470-F3	SEL SteelCentral NetExpress Lic 60K FPM	\$45,538.00		31%	\$31,421.22	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	LIC-SCNE-470-F4	SEL SteelCentral NetExpress Lic 90K FPM	\$70,154.00		31%	\$48,406.26	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	LIC-SCNE-470-F5	SEL SteelCentral NetExpress Lic 120K FPM	\$92,308.00	к	31%	\$63,692.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5		SEL SteelCentral SDN License SCNEVE470	\$2,455.00		31%	\$1,693.95	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL SteelCentralNetProfilerEnterprUILic	\$4,923.00		31%	\$3,396.87	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	LIC-SCNP-2270-F1 LIC-SCNP-2270-F2	SEL SteelCentralNetProfiler Lic 200K FPM	\$12,923.00		31% 31%	\$8,916.87	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00			
5	LIC-SCNP-2270-F2 LIC-SCNP-2270-F3	SEL SteelCentralNetProfiler Lic 400K FPM SEL SteelCentralNetProfiler Lic 600K FPM	\$65,846.00 \$105,231.00		31%	\$45,433.74 \$72,609.39	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00) RIVERBED) RIVERBED
5	LIC-SCNP-2270-F4	SEL SteelCentralNetProfiler Lic 800K FPM	\$139,692.00	ĸ	31%	\$96,387.48	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	LIC-SCNP-2270-F5	SEL SteelCentral NetProfiler Lic 1M FPM	\$168,000.00		31%	\$115,920.00	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	LIC-SCNP2270-SDN	SEL SteelCentral SDN Lic SCNP-02270-B010	\$6,148.00		31%	\$4,242.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	LICSCNP4270AN-F1		\$18,831.00		31%	\$12,993.39	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL SteelCentralNetProfilerEnterpr DBLic	\$7,877.00		31%	\$5,435.13	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL SteelCentralNetProfilerEnterpr DPLic	\$6,523.00		31%	\$4,500.87	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL SteelCentrNetProfilerEntEXLic1MFPM SEL SteelCentralNetProfilerEnterprSDNLic	\$18,831.00 \$6,148.00	K K	31% 31%	\$12,993.39 \$4,242.12	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) RIVERBED) RIVERBED
5	LIC-SCNP-VE-SDN	SEL SDN License for SCNP-VE-SDN	\$6,148.00		31%	\$4,242.12	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	LIC-SCPS-002	SEL SCPS LICENSE ON 555 SERIES	\$2,455.00	к	31%	\$1,693.95	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	LIC-SCPS-004	SEL SCPS License on 755/770 Series	\$4,302.00	к	31%	\$2,968.38	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	LIC-SCPS-006	SEL SCPS Lic EX1160/SFED2100/2200	\$10,455.00		31%	\$7,213.95	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	LIC-SCPS-006E	SEL EVAL SCPS LICENSE ON 1160 SERIES	\$0.00	к	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	LIC-SCPS-007	SEL SCPS Lic 1260/1360/SFED3100/3200	\$15,378.00	ĸ	31%	\$10,610.82	\$0.00	\$0.00	\$0.00	\$0.00			
5	LIC-SCPS-008 LIC-SCPS-009	SEL SCPS License on 1555/3070 Series SEL SCPS License on 5055/5070 Series	\$10,455.00 \$15,378.00		31% 31%	\$7,213.95 \$10,610.82	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) RIVERBED) RIVERBED
5	LIC-SCPS-009	SEL SCPS License 7055/7070/DX8000 Series	\$40,609.00		31%	\$28,020.21	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	LIC-SFCR-3500-C1	SEL LIC SFCR3500, C1, 25TB, 150LUNs	\$9,225.00		31%	\$6,365.25	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	LIC-SFCR-3500-C2	SEL LIC SFCR3500, C2, 50TB, 200 LUNs	\$19,071.00		31%	\$13,158.99	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	LIC-SFCR-3500-C3	SEL LIC SFCR3500, C3, 100 TB, 300 LUNs	\$46,148.00	к	31%	\$31,842.12	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	LIC-SFED-2100-W0	SEL SFED2100, BlockStream Only, Lic W0	\$0.00		31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	LIC-SFED-2100-W1 LIC-SFED-2100-W2	SEL LIC SFED2100 W1 1500cxns, 20Mbps SEL LIC SFED2100 W2 2500 cxns, 30Mbps	\$4,923.00 \$14,769.00		31% 31%	\$3,396.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) RIVERBED) RIVERBED
5	LIC-SFED-2100-W2 LIC-SFED-2100-W3	SEL LIC SFED2100 W2 2500 cxns, 30Mbps SEL LIC SFED2100 W3 5000 cxns, 50Mbps	\$14,769.00 \$29,538.00		31%	\$10,190.61 \$20,381.22	\$0.00	\$0.00	\$0.00	\$0.00) RIVERBED
5		SEL SFED2200, BlockStream Only, Lic W0	\$29,538.00		31%	\$20,381.22	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL LIC SFED2200 W1 1500cxns, 20Mbps	\$6,154.00	ĸ	31%	\$4,246.26	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	LIC-SFED-2200-W2		\$12,308.00	к	31%	\$8,492.52	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL LIC SFED2200 W3 5000 cxns, 50Mbps	\$30,769.00	К	31%	\$21,230.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5		SEL LIC SFED3100 W0 BlockStream 30Mbps	\$0.00		31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL LIC SFED3100 W1 2500 cxns, 30Mbps	\$12,308.00		31%	\$8,492.52	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL LIC SFED3100 W2 5000 cxns, 50Mbps SEL LIC SFED3100 W3 10000 cxns, 100Mbps	\$24,615.00		31%	\$16,984.35	\$0.00	\$0.00	\$0.00	\$0.00) RIVERBED) RIVERBED
5 5		SEL LIC SFED3100 W3 10000 cxns, 100Mbps SEL LIC SFED3200 W0 BlockStream 30Mbps	\$33,846.00 \$0.00		31% 31%	\$23,353.74 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) RIVERBED) RIVERBED
5		SEL LIC SFED3200 W0 BlockStream Solvidps SEL LIC SFED3200 W1 2500 cxns, 30Mbps	\$9,846.00		31%	\$6,793.74	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL LIC SFED3200 W 25000 cxns, 50Mbps	\$27,077.00		31%	\$18,683.13	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL LIC SFED3200 W3 10000 cxns, 100Mbps	\$39,385.00		31%	\$27,175.65	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL LIC SFED5100 W0 BlockStream 50Mbps	\$0.00		31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL LIC SFED5100 W1 5000 cxns, 50Mbps	\$18,462.00		31%	\$12,738.78	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL LIC SFED5100 W2 10000 cxns, 100Mbps	\$30,769.00		31%	\$21,230.61	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	WI-LIUSUAN-SFED20	SEL SupprtNSharkVE StFusionEdg2100, 2200	\$317.00	К	31%	\$218.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	۵U.00 کې	RIVERBED

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAI	RRANTY UPGRADE	NET PRICE		1
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	NIC-001-2TX	SEL 2PORT1GBE TX COPPER NIC-VSH USE ON		К	31%	\$1,268.22	\$0.00	\$0.00	\$0.00				RIVERBED
5 5	NIC-002-4TX NIC-003-4TX	SEL 4PORT1GBE TXCOPPER NIC EX560/760/V SEL 4P 1GBE TX NIC CX;EX (SPARE)	\$3,992.00 \$3,992.00	K K	31% 31%	\$2,754.48 \$2,754.48	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) RIVERBED) RIVERBED
5	NIC-003-4TX-C	SEL 4P1GBE TX COPPER NIC	\$3,992.00	ĸ	31%	\$2,203.86	\$0.00	\$0.00	\$0.00				RIVERBED
5	NIC-003-4TXEC	SEL EVAL 4-PORT 1GBE TX COPPER NIC	\$3,194.00	ĸ	31%	\$2,203.86	\$0.00	\$0.00	\$0.00				RIVERBED
5	NIC-004-4SX	SEL 4P 1GBE SX MULT MDE NIC-CX;EX(SPARE		к	31%	\$13,794.48	\$0.00	\$0.00	\$0.00				RIVERBED
5	NIC-004-4SX-C	SEL 4-PORT 1GBE SX MULTI MODE FIBER NIC	\$15,994.00	к	31%	\$11,035.86	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5 5	NIC-005-4LX NIC-005-4LX-C	SEL 4P 1GBE LX SGLE MDE NIC-CX;EX(SPARE SEL 4-PORT 1GBE LX SINGLE MODE FIBER NIC		к к	31% 31%	\$15,917.61 \$12,733.95	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) RIVERBED) RIVERBED
5	NIC-005-4LX-C	SEL 2-port 10GbE LR Fiber NIC- Gen 2 Spr	\$26,146.00	ĸ	31%	\$12,733.95	\$0.00	\$0.00	\$0.00				RIVERBED
5	NIC-007-2LR-C	SEL 2-port 10GbE LR Fiber NIC- Gen 2	\$20,917.00	к	31%	\$14,432.73	\$0.00	\$0.00	\$0.00				RIVERBED
5	NIC-008-2SR	SEL 2P10GbE SR MultiModeFiberNIC-Gen2Spr	\$20,762.00	к	31%	\$14,325.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	NIC-008-2SR-C	SEL 2P 10GbE SR Mult Mode Fiber NIC-Gen2	\$16,609.00	к	31%	\$11,460.21	\$0.00	\$0.00	\$0.00				RIVERBED
5 5	NIC-009-2XF	SEL 2P 10G FIBER (LR;SR) REQUIRES SFP'S	\$19,992.00	ĸ	31% 31%	\$13,794.48	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00				
5	NIC-009-2XF-C NIC-01G-2LX	SEL 2-PORT 10G FIBER (LR; SR) SFP+ SEL 2-PORT 1GBE LX NIC (XX50) SPARE	\$15,994.00 \$7,495.00	K K	31%	\$11,035.86 \$5,171.55	\$0.00 \$0.00	\$0.00	\$0.00) RIVERBED) RIVERBED
5	NIC-01G-2LX-C	SEL 2-PORT 1GBE LX NIC (XX50) ADD-ON	\$9,954.00	ĸ	31%	\$6,868.26	\$0.00	\$0.00	\$0.00				RIVERBED
5	NIC-01G-2SX	SEL 2-PORT 1GBE SX NIC (XX50) SPARE	\$6,495.00	к	31%	\$4,481.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	NIC-01G-2SX-C	SEL 2-PORT 1GBE SX NIC (XX50) ADD-ON	\$8,626.00	K	31%	\$5,951.94	\$0.00	\$0.00	\$0.00				RIVERBED
5 5	NIC-01G-4LX NIC-01G-4LX-C	SEL 4-PORT 1GBE LX NIC (XX50) SPARE SEL 4-PORT 1GBE LX NIC (XX50) ADD-ON	\$14,995.00 \$19,915.00	к к	31% 31%	\$10,346.55 \$13,741.35	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) RIVERBED) RIVERBED
5	NIC-01G-4SX	SEL 4-PORT 1GBE LX NIC (XX50) ADD-ON	\$12,495.00	ĸ	31%	\$8,621.55	\$0.00	\$0.00	\$0.00				RIVERBED
5	NIC-01G-4SX-C	SEL 4-PORT 1GBE SX NIC (XX50) ADD-ON	\$17,259.00	ĸ	31%	\$11,908.71	\$0.00	\$0.00	\$0.00				RIVERBED
5	NIC-01G-4TX	SEL 4-PORT 1GBE TX NIC (XX50) SPARE	\$2,595.00	к	31%	\$1,790.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	NIC-01G-4TX-C	SEL 4-PORT 1GBE TX NIC (XX50) ADD-ON	\$3,446.00	к	31%	\$2,377.74	\$0.00	\$0.00	\$0.00				RIVERBED
5	NIC04-4SX-E-C	SEL EVAL 4P 1GBE SX MULT MODE FIBER NIC	\$15,994.00	К	31%	\$11,035.86	\$0.00	\$0.00	\$0.00				RIVERBED
5 5	NIC05-4LX-E-C NIC-1-001G-2LXBP	SEL EVAL 4P 1GBE LX SINGLEMODE FIBER NIC SEL Dual 1 GbE Fiber LX	\$18,455.00 \$9,225.00	K K	31% 31%	\$12,733.95 \$6,365.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) RIVERBED) RIVERBED
5	NIC-1-001G-2SXBP	SEL Dual 1 GbE Fiber SX	\$7,994.00	к	31%	\$5,515.86	\$0.00	\$0.00	\$0.00				RIVERBED
5	NIC-1-001G-4LXBP	SEL Quad 1 GbE Fiber LX	\$18,455.00	ĸ	31%	\$12,733.95	\$0.00	\$0.00	\$0.00				RIVERBED
5		SEL Quad 1 GbE Fiber SFP	\$10,455.00	к	31%	\$7,213.95	\$0.00	\$0.00	\$0.00				RIVERBED
5	NIC-1-001G-4TX	SEL Quad 1 GbE Copper Base-T	\$2,086.00	к	31%	\$1,439.34	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5 5	NIC-1-001G-4TXBP NIC-1-001G-4TX-C	SEL Quad 1 GbE Copper Base-T SEL Quad 1 GbE Copper Base-T	\$2,702.00 \$2,086.00	к к	31% 31%	\$1,864.38 \$1,439.34	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) RIVERBED) RIVERBED
5	NIC-1-010G-2LRBP	SEL Dual 10 GbE Fiber LR	\$20,917.00	ĸ	31%	\$14,432.73	\$0.00	\$0.00	\$0.00				RIVERBED
5		SEL Dual 10 GbE Fiber SFP+	\$11,686.00	к	31%	\$8,063.34	\$0.00	\$0.00	\$0.00				RIVERBED
5		SEL Dual 10 GbE Fiber SFP+	\$11,686.00	к	31%	\$8,063.34	\$0.00	\$0.00	\$0.00				RIVERBED
5		SEL Dual 10 GbE Fiber SR	\$16,609.00	К	31%	\$11,460.21	\$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) RIVERBED) RIVERBED
5		SEL Quad 10 GbE Fiber SFP+	\$17,840.00	ĸ	31%	\$12,309.60	\$0.00	\$0.00	\$0.00				RIVERBED
5	NIC-1-010G-4TX	SEL Quad 10 GbE Copper Base-T	\$6,148.00	к	31%	\$4,242.12	\$0.00	\$0.00	\$0.00				RIVERBED
5	NIC-1-010G-4TX-C	SEL Quad 10 GbE Copper Base-T	\$6,148.00	к	31%	\$4,242.12	\$0.00	\$0.00	\$0.00				RIVERBED
5	NIC-10G-2LR-C	SEL 2-PORT 10GBE LR NIC ADD ON	\$22,570.00	К	31%	\$15,573.30	\$0.00	\$0.00	\$0.00				RIVERBED
5 5	NIC-10G-2SR-C NIC-CSK210G-C	SEL 2-PORT 10GBE SR MM NIC ADD ON SEL 2P10GBE FIBER NIC-CSK ADD ON-REQ SF	\$17,922.00 \$15,994.00	K K	31% 31%	\$12,366.18 \$11,035.86	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) RIVERBED) RIVERBED
5	NIC-CSK-2TX-C	SEL 2PORT 1GBE TX CAPTURE NIC-CSK ADD (к	31%	\$1,693.95	\$0.00	\$0.00	\$0.00				RIVERBED
5	NIC-CSK-4TX-C	SEL 4PORT 1GBE TX CAPTURE NIC-CSK ADD (к	31%	\$2,543.34	\$0.00	\$0.00	\$0.00				RIVERBED
5	PWS-001-C	SELECT ADD ON POWER SUPPLY FOR SH1050		к	31%	\$276.00	\$0.00	\$0.00	\$0.00				RIVERBED
5	SAN-001-C	SEL SAN ATTACHED STORAGE CONN (CAP;CA		К	31%	\$12,733.95	\$0.00	\$0.00	\$0.00				RIVERBED
5 5		SEL 1U8TBBaseSteelCentNetSharkappl2170-C SEL 2U32TB,BaseSteelCentNetShark4170cfg	\$25,846.00 \$89,231.00	K K	31% 31%	\$17,833.74 \$61,569.39	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) RIVERBED) RIVERBED
5		SEL 2UBaseStlCentNetShark6170Creq1SCANSU	\$80,000.00	ĸ	31%	\$55,200.00	\$0.00	\$0.00	\$0.00				RIVERBED
5	SCAN-SU-48TB	SEL Storage, 48TB SteelCentral NetShark	\$61,538.00	к	31%	\$42,461.22	\$0.00	\$0.00	\$0.00				RIVERBED
5	SCAN-SU-72TB	SEL Storage, 72TB SteelCentral NetShark	\$123,077.00	к	31%	\$84,923.13	\$0.00	\$0.00	\$0.00				RIVERBED
5 5	SCC-01000-BASE	SELSteelCentral Controller1000 Appliance SEL SCC Add StHd Mont Lic 10-pack (1-4)	\$9,963.00 \$3,077.00	к к	31% 31%	\$6,874.47 \$2,123.13	\$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) SEL SCC Add StHd Mgnt Lic 10-pack (5-19)	\$3,077.00 \$2,462.00	ĸ	31%	\$2,123.13 \$1,698.78	\$0.00	\$0.00	\$0.00				RIVERBED
5		SEL SCC Add StHd Mgnt Lic 10-pt (20-44)	\$1,477.00		31%	\$1,019.13	\$0.00	\$0.00	\$0.00				RIVERBED
5	SCC-HWA-MGT-10-4	SEL SCC Add StHd Mgnt Lic 10-pk (45-94)	\$1,108.00	к	31%	\$764.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5		SEL SCC Add StHd Mgnt Lic 10-pk (95-194)	\$923.00	к	31%	\$636.87	\$0.00	\$0.00	\$0.00				RIVERBED
5 5		SEL SCC Add StHd Mgnt Lic 10-pk (195 up)	\$677.00	к к	31% 31%	\$467.13	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				
5	SCFG-02270-B010 SCFG-VE-F1	SEL SteelCentrl Flow Gatewy SCFG2270B010 SEL SteelCentralFlow GatewayVirEd,15KFPM	\$24,609.00 \$3,686.00	ĸ	31%	\$16,980.21 \$2,543.34	\$0.00	\$0.00	\$0.00) RIVERBED) RIVERBED
5	SCFG-VE-F10	SEL SteelCentrlFlow GatewayVirEdit,2MFPM	\$129,225.00	к	31%	\$89,165.25	\$0.00	\$0.00	\$0.00			+	RIVERBED
5	SCFG-VE-F2	SEL SteelCentralFlow GatewayVirEd,30KFPM	\$7,378.00	к	31%	\$5,090.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	SCFG-VE-F3	SEL SteelCentralFlow GatewayVirEd,60KFPM	\$12,302.00	к	31%	\$8,488.38	\$0.00	\$0.00	\$0.00				RIVERBED
5 5	SCFG-VE-F4	SEL SteelCentralFlow GatewayVirEd,90KFPM SEL SteelCentralFlowGatewayVirEd,200KFPM	\$18,455.00	K K	31% 31%	\$12,733.95 \$15,282,12	\$0.00 \$0.00	\$0.00	\$0.00				
5	SCFG-VE-F5 SCFG-VE-F6	SEL SteelCentralFlowGatewayVirEd,200KFPM SEL SteelCentralFlowGatewayVirEd,400KFPM	\$22,148.00 \$40,609.00		31%	\$15,282.12 \$28,020.21	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) RIVERBED) RIVERBED
5	SCFG-VE-F7	SEL SteelCentralFlowGatewayVirEd,600KFPM	\$59,071.00		31%	\$40,758.99	\$0.00	\$0.00	\$0.00				RIVERBED
5	SCFG-VE-F8	SEL SteelCentralFlowGatewayVirEd,800KFPM	\$73,840.00	к	31%	\$50,949.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	SCFG-VE-F9	SEL SteelCentrlFlow GatewayVirEdit,1MFPM	\$86,148.00		31%	\$59,442.12	\$0.00	\$0.00	\$0.00				RIVERBED
5 5	SCNE-470-B010-C	SEL SteelCentral NetExpress SCNE470-B10C	\$27,071.00		31%	\$18,678.99	\$0.00	\$0.00	\$0.00				
5	SCNE-VE-00470-F1 SCNE-VE-00470-F2	SEL SteelCentralNetExpressVirEdit,15KFPM SEL SteelCentralNetExpressVirEdit,30KFPM	\$24,609.00 \$40,609.00	к к	31% 31%	\$16,980.21 \$28,020.21	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) RIVERBED) RIVERBED
5	SCNE-VE-00470-F3	SEL SteelCentralNetExpressVirEdit,60KFPM	\$66,455.00	к	31%	\$45,853.95	\$0.00	\$0.00	\$0.00				RIVERBED

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAR	RANTY UPGRADE	NET PRICE		1
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	SCNE-VE-00470-F4	SEL SteelCentralNetExpressVirEdit,90KFPM	\$91,071.00	K	31%	\$62,838.99	(PREMIUM) \$0.00	(31ANDARD) \$0.00	(BASIC) \$0.00	(FICEIMION) \$0.00	(STANDARD) \$0.00	00.03	RIVERBED
5		SEL SteelCentralNetExpressVirEd,120KFPM	\$108,302.00	ĸ	31%	\$74,728.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	SCNP-02270-B010	SEL SteelCentrl NetProfiler SCNP2270B010	\$116,302.00	ĸ	31%	\$80,248.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	SCNP-2270-B10-C	SEL SteelCentralNetProfiler SCNP2270B10C	\$116,302.00	к	31%	\$80,248.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5			\$169,471.00	ĸ	31%	\$116,934.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5		SEL SteelCentNetProf Ent AnalysisMod Cfg SEL SteelCentrlNetProfilrEnterprDBModule	\$169,471.00	к к	31% 31%	\$116,934.99	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5		SEL SteelCentriNetProfil Enterprise Profir	\$70,886.00 \$58,702.00	ĸ	31%	\$48,911.34 \$40,504.38	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5		SEL SteelCentNetProfEntSCNP4270 Exp Mod	\$169,471.00	ĸ	31%	\$116,934.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	SCNP4270EX-B40-C	SEL SteelCentNetPrfirEntSCNP4270ExpMdCfg	\$169,471.00	к	31%	\$116,934.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5		SEL SteelCentINetProf Ent UI Module	\$52,917.00	к	31%	\$36,512.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	SCNP-VE-F1	SEL SteelCentrlNetProfilerVirEdit, 15KFPM	\$11,071.00	ĸ	31%	\$7,638.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	SCNP-VE-F10 SCNP-VE-F2	SEL SteelCentralNetProfilerVirEdit,2MFPM SEL SteelCentrlNetProfilerVirEdit,30KFPM	\$406,148.00 \$22,148.00	К К	31% 31%	\$280,242.12 \$15,282.12	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	SCNP-VE-F3	SEL SteelCentrlNetProfilerVirEdit,60KFPM	\$41,840.00	ĸ	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	ĸ	31%	\$41,608.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	SCNP-VE-F5	SEL SteelCentralNetProfilerVirEd,200KFPM	\$92,302.00	к	31%	\$63,688.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	SCNP-VE-F6	SEL SteelCentralNetProfilerVirEd,400KFPM	\$135,378.00	К	31%	\$93,410.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	SCNP-VE-F7	SEL SteelCentralNetProfilerVirEd,600KFPM	\$196,917.00	ĸ	31%	\$135,872.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	SCNP-VE-F8 SCNP-VE-F9	SEL SteelCentralNetProfilerVirEd,800KFPM SEL SteelCentralNetProfilerVirEdit,1MFPM	\$233,840.00 \$270,763.00	K K	31% 31%	\$161,349.60 \$186,826.47	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	SCPRTL-FNDTN	SEL SteelCentral Portal	\$61,532.00	ĸ	31%	\$42,457.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	SCPS-001	SEL SCPS on Steelhead 250 Series	\$1,225.00	ĸ	31%	\$845.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	SCPS-004	SEL SCPS on Steelhead 2050 Series	\$10,455.00	к	31%	\$7,213.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	SCPS-005	SEL SCPS on Steelhead 5050 Series	\$15,378.00	к	31%	\$10,610.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	SCPS-006	SEL SCPS on Steelhead 6050 Series	\$30,148.00	ĸ	31%	\$20,802.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	SCPS-007 SCPS-01A	SEL SCPS on Steelhead 7050 Series SEL SCPS on Steelhead 150 Series	\$40,609.00 \$1,225.00	K K	31% 31%	\$28,020.21 \$845.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	SCPS-VCX-003	SEL SCPS on Virtual Steelhead 555 Series	\$2,455.00	ĸ	31%	\$1,693.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	SCPS-VCX-004	SEL SCPS on Virtual Steelhead 755 Series	\$4,302.00	ĸ	31%	\$2,968.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	SCPS-VCX-005	SEL SCPS on Virtual Steelhd 1555 Series	\$10,455.00	к	31%	\$7,213.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	SCPS-VSH-001	SEL SCPS on Virtual Steelhead 250 Series	\$1,225.00	к	31%	\$845.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	SCPS-VSH-002	SEL SCPS on Virtual Steelhead 550 Series	\$2,455.00	ĸ	31%	\$1,693.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	SCPS-VSH-003 SCPS-VSH-004	SEL SCPS on Virtual Steelhd 1050 Series SEL SCPS on Virtual Steelhd 2050 Series	\$4,302.00 \$10,455.00	K K	31% 31%	\$2,968.38 \$7,213.95	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	SCPS-VSH-01A	SEL SCPS on Virtual Steelhead 150 Series	\$1,225.00	ĸ	31%	\$845.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	SFCR-3500-B010	SEL SteelFusion Core, SFCR3500	\$40,000.00	ĸ	31%	\$27,600.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	SFCR-3500-B010-C	SEL SteelFusion Core, SFCR3500	\$40,000.00	к	31%	\$27,600.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	SFED-2100-B010	SEL SteelFusion Edge SFED 2100	\$19,686.00	к	31%	\$13,583.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	SFED-2100-B010-C	SEL SteelFusion Edge SFED 2100-C	\$19,686.00	ĸ	31%	\$13,583.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	SFED-2200-B010 SFED-2200-B010-C	SEL SteelFusion Edge SFED 2200 SEL SteelFusion Edge SFED 2200-C	\$30,763.00 \$30,763.00	K K	31% 31%	\$21,226.47 \$21,226.47	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	SFED-3100-B010-C	SEL SteelFusion Edge SFED 3100	\$49,225.00	ĸ	31%	\$33,965.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	SFED-3100-B010-C	SEL SteelFusion Edge SFED 3100-C	\$49,225.00	к	31%	\$33,965.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	SFED-3200-B010	SEL SteelFusion Edge SFED 3100	\$73,840.00	к	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 3100-C	\$73,840.00	К	31%	\$50,949.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	SFED-5100-B010	SEL SteelFusion Edge SFED 5100	\$116,917.00	ĸ	31%	\$80,672.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	SFED-5100-B010-C SFP-003-LR	SEL SteelFusion Edge SFED 5100-C SEL Long Reach 10GbE SFP+ module	\$116,917.00 \$1,785.00	K K	31% 31%	\$80,672.73 \$1,231.65	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	SFP-004-SR	SEL Short Reach 10GbE SFP+ module	\$1,046.00	ĸ	31%	\$721.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	SFP-005-TX	SEL Copper 1GbE SFP module	\$615.00	ĸ	31%	\$424.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	SFP-006-LX	SEL Long haul 1GbE fiber SFP module	\$732.00	к	31%	\$505.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	SFP-007-SX	SEL Short haul 1GbE fiber SFP module	\$486.00	к	31%	\$335.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	SMC-U-10-1 SMC-U-10-10	SELECT 10 SH MOBILE USER LIC (0-1)	\$2,449.00	к к	31% 31%	\$1,689.81	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00		RIVERBED
5	SMC-U-10-10 SMC-U-10-11	SELECT 10 SH MOBILE USER LIC (1001-2000) SELECT 10 SH MOBILE USER LIC (2001-5000)	\$1,452.00 \$1,415.00	ĸ	31%	\$1,001.88 \$976.35	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00		RIVERBED
5	SMC-U-10-2	SELECT 10 SH MOBILE USER LIC (2-3)	\$2,425.00	ĸ	31%	\$1,673.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	SMC-U-10-3	SELECT 10 SH MOBILE USER LIC (4-10)	\$2,400.00	к	31%	\$1,656.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	SMC-U-10-4	SELECT 10 SH MOBILE USER LIC (11-25)	\$2,055.00	к	31%	\$1,417.95	\$0.00	\$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	\$0.00		RIVERBED
5 5	SMC-U-10-6	SELECT 10 SH MOBILE USER LIC (51-100)	\$1,969.00	K K	31%	\$1,358.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	SMC-U-10-7 SMC-U-10-8	SELECT 10 SH MOBILE USER LIC (101-200) SELECT 10 SH MOBILE USER LIC (201-500)	\$1,908.00 \$1,538.00	ĸ	31% 31%	\$1,316.52 \$1,061.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED
5	SMC-U-10-9	SELECT 10 SH MOBILE USER LIC (201-300) SELECT 10 SH MOBILE USER LIC (501-1000)	\$1,477.00	ĸ	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	к	31%	\$5,090.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	TRC-1-SFP-LX-C	SEL SFP - 1GbE LX	\$277.00	К	31%	\$191.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5		SEL 10GbE DAC Twinax	\$302.00	к	31%	\$208.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	TRC-1-SFPP-LR	SEL SFP+ - 10GbE LR	\$1,471.00	ĸ	31%	\$1,014.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	TRC-1-SFPP-LR-C TRC-1-SFPP-SR	SEL SFP+ - 10GbE LR SEL SFP+ - 10GbE SR	\$1,471.00 \$855.00	К К	31% 31%	\$1,014.99 \$589.95	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5		SEL SFP+ - 10GbE SR	\$855.00		31%	\$589.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	TRC-1-SFP-SX-C	SEL SFP - 1GbE SX	\$240.00	ĸ	31%	\$165.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	UCXPL-T-P	SEL STEELCNTRL UCEXPENTPHONELIC-BASE	\$37.00	к	31%	\$25.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5		SEL Upgrade LIC-SFCR-03500-C1 to C2	\$11,323.00	к	31%	\$7,812.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5		SEL Upgrade LIC-SFCR-03500-C1 to C3	\$42,462.00	ĸ	31%	\$29,298.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5		SEL Upgrade LIC-SFCR-03500-C2 to C3 SEL Upgrade LIC-SFED-02100-W0 to W1	\$31,138.00 \$5,662.00	K K	31% 31%	\$21,485.22 \$3,906.78	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
0	2 2. 202.00		<i>40,002.00</i>		01.00	\$0,000.10	\$3.00	φ0.00	\$3.00	\$0.00	\$0.00	\$3.00	

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WA	RRANTY UPGRADE	NET PRICE		I
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 Upgrade LIC-SFED-02100-W0 to W2	\$16,985.00	К	31%	\$11,719.65	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL Upgrade LIC-SFED-02100-W0 to W3	\$33,969.00		31%	\$23,438.61	\$0.00	\$0.00		\$0.00			RIVERBED
5		SEL Upgrade LIC-SFED-02100-W1 to W2 SEL Upgrade LIC-SFED-02100-W1 to W3	\$11,323.00 \$28,308.00		31% 31%	\$7,812.87 \$19,532.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			RIVERBED
5		SEL Upgrade LIC-SFED-02100-W1 to W3 SEL Upgrade LIC-SFED-02100-W2 to W3	\$16,985.00	ĸ	31%	\$19,532.52 \$11,719.65	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL Upgrade LIC-SFED-02200-W0 to W1	\$7,077.00	ĸ	31%	\$4,883.13	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL Upgrade LIC-SFED-02200-W0 to W2	\$14,154.00	к	31%	\$9,766.26	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	U-SFED2200-W0-W3	SEL Upgrade LIC-SFED-02200-W0 to W3	\$35,385.00		31%	\$24,415.65	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL Upgrade LIC-SFED-02200-W1 to W2	\$7,077.00		31%	\$4,883.13	\$0.00	\$0.00		\$0.00			RIVERBED
5		SEL Upgrade LIC-SFED-02200-W1 to W3	\$28,308.00		31%	\$19,532.52	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5 5		SEL Upgrade LIC-SFED-02200-W2 to W3	\$21,231.00	K K	31% 31%	\$14,649.39	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			RIVERBED
5		SEL Upgrade LIC-SFED-03100-W0 to W1 SEL Upgrade LIC-SFED-03100-W0 to W2	\$14,154.00 \$28,308.00	ĸ	31%	\$9,766.26 \$19,532.52	\$0.00	\$0.00	\$0.00	\$0.00			
5		SEL Upgrade LIC-SFED-03100-W0 to W3	\$38,923.00		31%	\$26,856.87	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL Upgrade LIC-SFED-03100-W1 to W2	\$14,154.00		31%	\$9,766.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5		SEL Upgrade LIC-SFED-03100-W1 to W3	\$24,769.00	К	31%	\$17,090.61	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL Upgrade LIC-SFED-03100-W2 to W3	\$10,615.00		31%	\$7,324.35	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL Upgrade LIC-SFED-03200-W0 to W1	\$11,323.00	к	31%	\$7,812.87	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5 5		SEL Upgrade LIC-SFED-03200-W0 to W2 SEL Upgrade LIC-SFED-03200-W0 to W3	\$31,138.00 \$45,292.00	K K	31% 31%	\$21,485.22 \$31,251.48	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			RIVERBED
5		SEL Upgrade LIC-SFED-03200-W0 to W3 SEL Upgrade LIC-SFED-03200-W1 to W2	\$19,815.00		31%	\$13,672.35	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL Upgrade LIC-SFED-03200-W1 to W2	\$33,969.00		31%	\$23,438.61	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL Upgrade LIC-SFED-03200-W2 to W3	\$14,154.00		31%	\$9,766.26	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL Upgrade LIC-SFED-05100-W0 to W1	\$21,231.00		31%	\$14,649.39	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	U-SFED5100-W0-W2	SEL Upgrade LIC-SFED-05100-W0 to W2	\$35,385.00	к	31%	\$24,415.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5		SEL Upgrade LIC-SFED-05100-W1 to W2	\$14,154.00		31%	\$9,766.26	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	VCX-1555-H	SEL Virtual Steelhead 1555 High	\$42,825.00		31%	\$29,549.25	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL Virtual Steelhead 1555 Low	\$29,778.00		31%	\$20,546.82	\$0.00	\$0.00		\$0.00			RIVERBED
5 5	VCX-1555-M VCX-5055-H	SEL Virtual Steelhead 1555 Mid SEL Virtual Steelhead 5055 High	\$38,394.00 \$113,225.00	K K	31% 31%	\$26,491.86 \$78,125.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			RIVERBED
5		SEL Virtual Steelhead 5055 Mid	\$73,594.00	ĸ	31%	\$50,779.86	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	VCX-555-H	SEL Virtual Steelhead 555 High	\$12,917.00	к	31%	\$8,912.73	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL Virtual Steelhead 555 Mid	\$9,348.00	ĸ	31%	\$6,450.12	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	VCX-7055-L	SEL Virtual Steelhead 7055 Low	\$147,194.00	к	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	к	31%	\$140,628.21	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	VCX-755-H	SEL Virtual Steelhead 755 High	\$22,763.00	ĸ	31%	\$15,706.47	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	VCX-755-L	SEL Virtual Steelhead 755 Low	\$14,517.00	ĸ	31%	\$10,016.73	\$0.00	\$0.00	\$0.00	\$0.00			
5 5	VCX-755-M VGC-1000-L	SEL Virtual Steelhead 755 Mid SEL Virtual SteelFusion Core VGC 1000-L	\$16,978.00 \$17,225.00	K K	31% 31%	\$11,714.82 \$11,885.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			
5	VGC-1000-L VGC-1000-M	SEL Virtual SteelFusion Core VGC 1000-E	\$23,378.00		31%	\$16,130.82	\$0.00	\$0.00		\$0.00			RIVERBED
5	VGC-1000-U	SEL Virtual SteelFusion Core VGC 1000-U	\$9,840.00	К	31%	\$6,789.60	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	VGC-1500-L	SEL Virtual SteelFusion Core VGC 1500-L	\$29,532.00	к	31%	\$20,377.08	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	VGC-1500-M	SEL Virtual SteelFusion Core VGC 1500-M	\$40,609.00	к	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	К	31%	\$1,014.99	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	VSK-00200	SEL Virtual Cascade Shark 200-1 TB Disk	\$6,763.00		31%	\$4,666.47	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	VSK-00400	SEL Virtual Cascade Shark 400-2 TB Disk	\$12,302.00		31%	\$8,488.38	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5 5	XFP-001-LR XFP-002-SR	SEL Long Reach 10GbE fiber XFP module SEL Short Reach 10GbE fiber XFP module	\$1,662.00 \$1,169.00		31% 31%	\$1,146.78 \$806.61	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			RIVERBED
5	300068-001R	SEL VX-1000 1 YR SUBSCRIPT RENEW INC MN			31%	\$863.19	\$0.00	\$0.00	\$0.00	\$0.00			SILVER PEAK
5	300069-001R	SEL VX-2000 1 YR SUBSCRIPT RENEW INC MN		ĸ	31%	\$3,458.97	\$0.00	\$0.00	\$0.00	\$0.00			SILVER PEAK
5	300070-001R	SEL VX-3000 1 YR SUBSCRIPT RENEW INC MN	\$10,031.00	к	31%	\$6,921.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SILVER PEAK
5	300071-001R	SEL VX-5000 1 YR SUBSCRIPT RENEW INC MN			31%	\$9,949.80	\$0.00	\$0.00	\$0.00	\$0.00			SILVER PEAK
5	300072-001R	SEL VRX-8 1 YR SUBSCRIPT RENEWAL INC M			31%	\$30,287.55	\$0.00	\$0.00		\$0.00			SILVER PEAK
5	300088-001 200088-001B	SEL VX-500 1 YR SUBSCRIPTION INC MNT	\$624.00		31%	\$430.56	\$0.00	\$0.00	\$0.00	\$0.00			
5 5	300088-001R 300089-001	SEL VX-500 1 YR SUBSCRIPT RENEW INC MNT SEL VX-6000 1 YR SUBSCRIPTION INC MNT	5624.00 \$20,691.00	K K	31% 31%	\$430.56 \$14,276.79	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SILVER PEAK SILVER PEAK
5	300089-001 300089-001R	SEL VX-6000 1 YR SUBSCRIPTION INC MINT SEL VX-6000 1 YR SUBSCRIPT RENEW INC MN			31%	\$14,276.79	\$0.00	\$0.00	\$0.00	\$0.00			SILVER PEAK
5		SEL VX-7000 1 YR SUBSCRIPTION INC MNT	\$30,097.00		31%	\$20,766.93	\$0.00	\$0.00	\$0.00	\$0.00			SILVER PEAK
5	300090-001R	SEL VX-7000 1 YR SUBSCRIPT RENEW INC MN			31%	\$20,766.93	\$0.00	\$0.00	\$0.00	\$0.00			SILVER PEAK
5	300103-001	SEL VX-8000 1 YR SUBSCRIPTTION INC MNT	\$43,895.00	к	31%	\$30,287.55	\$0.00	\$0.00	\$0.00	\$0.00			SILVER PEAK
5	300103-001R	SEL VX-8000 1 YR SUBSCRIPT RENEW INC MN	\$43,895.00	к	31%	\$30,287.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SILVER PEAK
5	300104-001	SEL VX-9000 1 YR SUBSCRIPTION INC MNT	\$62,708.00	к	31%	\$43,268.52	\$0.00	\$0.00	\$0.00	\$0.00			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			SILVER PEAK
5	300105-001 300105-001R	SEL VRX-2 1 YR SUBSCRIPTTION INC MNT SEL VRX-2 1 YR SUBSCRIPT RENEWAL INC MI	\$3,133.00		31%	\$2,161.77	\$0.00	\$0.00					
5	300105-001R 300106-001	SEL VRX-21 YR SUBSCRIPT RENEWAL INC MI SEL VRX-41 YR SUBSCRIPTION INC MNT	\$3,133.00 \$9,403.00		31% 31%	\$2,161.77 \$6,488.07	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SILVER PEAK SILVER PEAK
5	300106-001R	SEL VRX-4 1 YR SUBSCRIPT RENEWAL INC MIN			31%	\$6,488.07	\$0.00	\$0.00	\$0.00	\$0.00			SILVER PEAK
5		SEL VRX-6 1 YR SUBSCRIPTION, INCL MAINT	\$20,691.00		31%	\$14,276.79	\$0.00	\$0.00	\$0.00	\$0.00			SILVER PEAK
5	300121-001R	SEL VRX-6 1 YR SUBSCRIPT RENEWAL INC MI			31%	\$14,276.79	\$0.00	\$0.00	\$0.00	\$0.00			SILVER PEAK
5	5000184-001	SEL USB GIGABIT BYPASS ADAPTER	\$504.00	к	31%	\$347.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SILVER PEAK
5		SELECT NX-1700 4MBPS WAN ACCL	\$3,961.00		31%	\$2,733.09	\$0.00	\$0.00		\$0.00			SILVER PEAK
5	500032-001	SELECT NX-5700 50MBPS WAN ACCEL	\$30,594.00		31%	\$21,109.86	\$0.00	\$0.00		\$0.00			SILVER PEAK
5	500039-001	SELECT NX-8700 500MBPS WAN ACCL	\$147,328.00		31%	\$101,656.32	\$0.00	\$0.00	\$0.00	\$0.00			
5	500040-001	SELECT NX-2700 10MBPS WAN ACCEL SELECT NX-3700 20MBPS WAN ACCEL	\$13,028.00		31%	\$8,989.32	\$0.00	\$0.00		\$0.00			
5 5	500041-001 500042-001	SELECT NX-3700 20MBPS WAN ACCEL SELECT NX-7700 200MBPS WAN ACCEL	\$22,661.00 \$62,328.00		31% 31%	\$15,636.09 \$43,006.32	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SILVER PEAK SILVER PEAK
5	500042-001	SELECT NX-9700 1GBPS WAN ACCEL	\$203,994.00		31%	\$140,755.86	\$0.00	\$0.00					SILVER PEAK
-						,							

					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	500045-001	SELECT VX-5000; VIRTUAL; 50Mbps	\$29,127.00	ĸ	31%	\$20,097.63	\$0.00	\$0.00			\$0.00		SILVER PEAK
5 5	500046-001 500048-001	SELECT VX-1000; VIRTUAL; 4Mbps	\$2,261.00	K	31% 31%	\$1,560.09	\$0.00	\$0.00 \$0.00			\$0.00 \$0.00		
5	500049-001	SELECT VX-3000; VIRTUAL; 20Mbps SELECT GMS-10 VIRTUAL WAN ACCL MNGT	\$20,260.00 \$5,661.00	к К	31%	\$13,979.40 \$3,906.09	\$0.00 \$0.00	\$0.00	\$0.00		\$0.00		SILVER PEAK SILVER PEAK
5	500049-100	SELECT UPGRD VIRTUAL GMS-10 TO GMS-25	\$11,333.00	ĸ	31%	\$7,819.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK
5	500049-101	SELECT UPGRD VIRTUAL GMS-10 TO GMS-50	\$22,667.00	ĸ	31%	\$15,640.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK
5	500070-001	SELECT VRX-8; VIRTUAL; 1GBPS; 1K FLOWS	\$79,328.00	к	31%	\$54,736.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SILVER PEAK
5	500075-001	SEL NX-10700 2.5Gbps SSD 256K FLOWS FIBR	\$339,994.00	К	31%	\$234,595.86	\$0.00	\$0.00	\$0.00		\$0.00		SILVER PEAK
5	500101-001	SEL-FREE TRIAL SP 30-DAY VIRTUAL WAN OP		ĸ	31%	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00		SILVER PEAK
5 5	500113-001	SEL VX-500 VIRTUAL 2000 B 8K FLOWS	\$1,128.00	K K	31% 31%	\$778.32	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		
5	500114-001 500115-001	SEL VX-6000 VIRTUAL 100Mbps 128K FLOWS SEL VX-7000 VIRTUAL 200Mbps 128K FLOWS	\$37,394.00 \$54,394.00	ĸ	31%	\$25,801.86 \$37,531.86	\$0.00	\$0.00	\$0.00		\$0.00		SILVER PEAK SILVER PEAK
5	500137-001	SEL VX-8000 VIRTUAL, 622MBPS, 256K FLOWS		к	31%	\$54,736.32	\$0.00	\$0.00	\$0.00		\$0.00		SILVER PEAK
5	500138-001	SEL VX-9000, VIRTUAL, 1GBPS, 256K FLOWS	\$113,328.00	к	31%	\$78,196.32	\$0.00	\$0.00	\$0.00		\$0.00		SILVER PEAK
5	500139-001	SEL VRX-2, VELOCITY, 60GBPH	\$5,661.00	к	31%	\$3,906.09	\$0.00	\$0.00	\$0.00		\$0.00		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	\$0.00		SILVER PEAK
5	500163-001	SEL NX-11700, 5Gbps SSD 512K FLOWS FIBER		ĸ	31%	\$312,796.32	\$0.00	\$0.00	\$0.00		\$0.00		SILVER PEAK
5 5	500172-001 500180-001	SEL NX-6700, 100Mbps, 128K FLOWS, 4PORT SEL VRX-6, VELOCITY, 300Mbps	\$43,061.00 \$37,394.00	K K	31% 31%	\$29,712.09 \$25,801.86	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SILVER PEAK SILVER PEAK
5	500187-001	SEL UNITY CLOUD INTELLIGENCE	\$5,667.00	ĸ	31%	\$3,910.23	\$0.00	\$0.00	\$0.00		\$0.00		SILVER PEAK
5	GA-10001B	SEL Spanning BU Google Base 10001-25000	\$18.00	к	31%	\$12.42	\$0.00	\$0.00	\$0.00		\$0.00		SPANNING
5	GA-10001B-3Y	SEL Spanning BU 3Y Goog Base 10001-25000	\$45.00	к	31%	\$31.05	\$0.00	\$0.00	\$0.00		\$0.00		SPANNING
5	GA-10001B-3Y-P	SEL Spanning 3Y GgleBase10001-25K PRORTD	\$1.25	к	31%	\$0.86	\$0.00	\$0.00	\$0.00		\$0.00		SPANNING
5	GA-10001B-P	SEL Spanning GoogleBase 10001-25K PRORTD	\$1.50	К	31%	\$1.04	\$0.00	\$0.00	\$0.00		\$0.00		SPANNING
5	GA-10001ES	SEL SPANNING BU GOOGLE EDU STUD 10001-		ĸ	31%	\$2.07	\$0.00	\$0.00	\$0.00		\$0.00		SPANNING
5 5	GA-10001ES-3Y GA-10001ES-3Y-P	SEL Spanning BU 3Y Google EDU Stud 10k+ SEL Spanning 3Y GgleEDUStud 10k+ PRORTD	\$8.00 \$0.22	K K	31% 31%	\$5.52 \$0.15	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPANNING
5	GA-10001ES-P	SEL Spanning GgleEDU Stud 10K+ PRORTD	\$0.22	ĸ	31%	\$0.13	\$0.00	\$0.00			\$0.00		SPANNING SPANNING
5	GA-1001E-S	SEL SPANNING BU GOOGLE EDU STUD 1001-1		к	31%	\$4.14	\$0.00	\$0.00	\$0.00		\$0.00		SPANNING
5	GA-1001E-S-3Y	SEL Spanning BU 3Y Google EDU Std 1k-10k	\$15.00	ĸ	31%	\$10.35	\$0.00	\$0.00	\$0.00		\$0.00		SPANNING
5	GA-1001E-S-3Y-P	SEL Spanning 3Y GgleEDUStd 1k-10k PRORTD	\$0.42	к	31%	\$0.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	GA-1001E-S-P	SEL Spanning GgleEDU Stud 1001-10k PRO	\$0.50	К	31%	\$0.35	\$0.00	\$0.00	\$0.00		\$0.00		SPANNING
5	GA-1B	SEL Spanning BU Google Base 1-500	\$40.00	ĸ	31%	\$27.60	\$0.00	\$0.00	\$0.00		\$0.00		SPANNING
5 5	GA-1B-3Y GA-1B-3Y-P	SEL Spanning BU 3Y Google Base 1-500 SEL Spanning 3Y Ggle Base 1-500 PRORTD	\$95.00 \$2.64	K K	31% 31%	\$65.55 \$1.82	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPANNING SPANNING
5	GA-1B-P	SEL Spanning Google Base 1-500 PRORATED	\$3.33	ĸ	31%	\$2.30	\$0.00	\$0.00	\$0.00		\$0.00		SPANNING
5	GA-1E-A	SEL SPANNING BU GOOGLE EDU ADM 1-500	\$15.00	ĸ	31%	\$10.35	\$0.00	\$0.00	\$0.00		\$0.00		SPANNING
5	GA-1E-A-3Y	SEL Spanning BU 3Y Google EDU Adm 1-500	\$37.00	к	31%	\$25.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	GA-1E-A-3Y-P	SEL Spanning 3Y GgleEDU Adm1-500 PRORTD	\$1.03	к	31%	\$0.71	\$0.00	\$0.00	\$0.00		\$0.00		SPANNING
5	GA-1E-A-P	SEL Spanning Google EDU Adm 1-500 PRORTD	\$1.25	ĸ	31%	\$0.86	\$0.00	\$0.00			\$0.00		SPANNING
5 5	GA-1E-S GA-1E-S-3Y	SEL SPANNING BU GOOGLE EDU STUD 1-1000 SEL Spanning BU 3Y Google EDU Stud 1-1k	\$9.00 \$22.00	K K	31% 31%	\$6.21 \$15.18	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPANNING SPANNING
5	GA-1E-S-3Y-P	SEL Spanning 3Y GgleEDU Stud 1-1k PRORTD	\$22.00	ĸ	31%	\$0.42	\$0.00	\$0.00	\$0.00		\$0.00		SPANNING
5	GA-1E-S-P	SEL Spanning GoogleEDU Stud 1-1K PRORTD	\$0.75	к	31%	\$0.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-1GOV	SEL SPANNING BU GOOGLE GOV 1-500	\$34.00	к	31%	\$23.46	\$0.00	\$0.00	\$0.00		\$0.00		SPANNING
5	GA-1GOV-3Y	SEL Spanning BU 3Y Google Gov 1-500	\$80.00	К	31%	\$55.20	\$0.00	\$0.00	\$0.00		\$0.00		SPANNING
5	GA-1GOV-3Y-P	SEL Spanning 3Y Ggle Gov 1-500 PRORTD	\$2.22	ĸ	31%	\$1.53	\$0.00	\$0.00	\$0.00		\$0.00		SPANNING
5 5	GA-1GOV-P GA-1NP	SEL Spanning Google Gov 1-500 PRORTD SEL SPANNING BU GOOGLE NON PROF 1-500	\$2.83 \$29.00	K K	31% 31%	\$1.95 \$20.01	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPANNING SPANNING
5	GA-1NP-3Y	SEL Spanning BU 3Y Google Non Prof 1-500	\$29.00	ĸ	31%	\$48.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-1NP-3Y-P	SEL Spanning 3Y Ggle NonProf 1-500PRORTD	\$1.97	к	31%	\$1.36	\$0.00	\$0.00	\$0.00		\$0.00		SPANNING
5	GA-1NP-P	SEL Spanning Ggle Non Prof 1-500 PRORTD	\$2.42	к	31%	\$1.67	\$0.00	\$0.00	\$0.00		\$0.00		SPANNING
5	GA-25001B	SEL SPANNING BU GOOGLE BASE 25001+	\$14.00	к	31%	\$9.66	\$0.00	\$0.00			\$0.00	\$0.00	SPANNING
5	GA-25001B-3Y	SEL Spanning BU 3Y Google Base 25001+	\$34.00	ĸ	31%	\$23.46	\$0.00	\$0.00	\$0.00		\$0.00		SPANNING
5 5	GA-25001B-3Y-P GA-25001B-P	SEL Spanning 3Y Ggle Base 25001+ PRORTD SEL Spanning GoogleBase 25001+ PRORTD	\$0.94 \$1.17	K K	31% 31%	\$0.65 \$0.81	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPANNING SPANNING
5	GA-25001B-P GA-5001B	SEL Spanning GoogleBase 25001+ PRORID SEL Spanning BU Google Base 5001-10000	\$1.17 \$23.00	ĸ	31%	\$0.81 \$15.87	\$0.00	\$0.00	\$0.00		\$0.00		SPANNING
5	GA-5001B-3Y	SEL Spanning BU 3Y GoogleBase 5001-10000	\$23.00	ĸ	31%	\$37.95	\$0.00	\$0.00	\$0.00		\$0.00		SPANNING
5	GA-5001B-3Y-P	SEL Spanning 3Y GgleBase 5001-10K PRORTD	\$1.53	к	31%	\$1.06	\$0.00	\$0.00	\$0.00		\$0.00		SPANNING
5	GA-5001B-P	SEL Spanning Google Base 5001-10K PRORTD	\$1.92	к	31%	\$1.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	GA-5001E-A	SEL SPANNING BU GOOGLE EDU ADM 5001+	\$9.00	к	31%	\$6.21	\$0.00	\$0.00	\$0.00		\$0.00		SPANNING
5	GA-5001E-A-3Y	SEL Spanning BU 3Y Google EDU Adm 5001+	\$22.00	ĸ	31%	\$15.18	\$0.00	\$0.00	\$0.00		\$0.00		SPANNING
5	GA-5001E-A-3Y-P GA-5001E-A-P	SEL Spanning 3Y Ggle EDUAdm 5001+ PRORTD SEL Spanning GoogleEDU Adm 5001+ PRORTD	\$0.61 \$0.75	K	31% 31%	\$0.42 \$0.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPANNING SPANNING
5 5	GA-5001E-A-P GA-5001GOV	SEL SPANNING BU GOOGLE GOV 5001+	\$0.75	ĸ	31%	\$0.52	\$0.00	\$0.00			\$0.00		SPANNING
5	GA-5001GOV-3Y	SEL Spanning BU 3Y Google Gov 5001+	\$52.00	ĸ	31%	\$35.88	\$0.00	\$0.00	\$0.00		\$0.00		SPANNING
5	GA-5001GOV-3Y-P	SEL Spanning 3Y Ggle Gov 5001+ PRORTD	\$1.44	ĸ	31%	\$0.99	\$0.00	\$0.00	\$0.00		\$0.00		SPANNING
5	GA-5001GOV-P	SEL Spanning Google Gov 5001+ PRORTD	\$1.83	к	31%	\$1.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	GA-5001NP	SEL SPANNING BU GOOGLE NON PROF 5001+		к	31%	\$11.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-5001NP-3Y	SEL Spanning BU 3Y Google Non Prof 5001+	\$40.00	ĸ	31%	\$27.60	\$0.00	\$0.00			\$0.00		SPANNING
5 5	GA-5001NP-3Y-P	SEL Spanning 3YGgle NonProf 5001+ PRORTD SEL Spanning Gogle Non Prof 5001+ PRORTD	\$1.11	K K	31%	\$0.77	\$0.00	\$0.00			\$0.00		SPANNING
5	GA-5001NP-P GA-501B	SEL Spanning Gogle Non Prof 5001+ PRORTD SEL Spanning BU Google Base 501-5000	\$1.42 \$31.00	ĸ	31% 31%	\$0.98 \$21.39	\$0.00 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00		SPANNING SPANNING
5	GA-501B-3Y	SEL Spanning BU 3Y Google Base 501-5000	\$74.00	ĸ	31%	\$51.06	\$0.00	\$0.00			\$0.00		SPANNING
5	GA-501B-3Y-P	SEL Spanning 3Y Ggle Base 501-5K PRORTD	\$2.06	ĸ	31%	\$1.42	\$0.00	\$0.00			\$0.00		SPANNING
5	GA-501B-P	SEL Spanning Google Base 501-5001 PRORTD	\$2.58	к	31%	\$1.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	GA-501E-A	SEL SPANNING BU GOOGLE EDU ADM 501-5K	\$12.00	К	31%	\$8.28	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING

					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	GA-501E-A-3Y	SEL Spanning BU 3Y Google EDU Adm 501-5k	\$29.00	ĸ	31%	\$20.01	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5 5	GA-501E-A-3Y-P GA-501E-A-P	SEL Spanning 3Y Ggle EDUAdm501-5k PRORTD SEL Spanning GoogleEDU Adm 501-5k PRORTD		K K	31% 31%	\$0.56 \$0.69	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPANNING SPANNING
5	GA-501GOV	SEL SPANNING BU GOOGLE GOV 501-500	\$28.00	ĸ	31%	\$19.32	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	GA-501GOV-3Y	SEL Spanning BU 3Y Google Gov 501-5000	\$66.00	ĸ	31%	\$45.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-501GOV-3Y-P	SEL Spanning 3Y Ggle Gov 501-5000 PRORTD	\$1.83	к	31%	\$1.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	GA-501GOV-P	SEL Spanning Google Gov 501-5000 PRORTD	\$2.33	к	31%	\$1.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-501NP	SEL SPANNING BU GOOGLE NON PROF 501-50		к к	31% 31%	\$15.87	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	GA-501NP-3Y GA-501NP-3Y-P	SEL Spanning BU 3Y Google Non Prf 501-5k SEL Spanning 3Y GgleNonPrf 501-5k PRORTD	\$55.00 \$1.53	ĸ	31%	\$37.95 \$1.06	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPANNING SPANNING
5	GA-501NP-P	SEL Spanning Ggle Non Prof 501-5K PRORTD	\$1.92	ĸ	31%	\$1.32	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	GA-ARCH10001B	SEL Span BU ARCH GAPP Base 10001-25000	\$5.00	ĸ	31%	\$3.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-ARCH-10001B-P			к	31%	\$0.26	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	GA-ARCH10001ES	SEL Span BU ARCH GAPP EDU Stud 10001+	\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-ARCH10001ES-P GA-ARCH1001E-S	SEL SpanningARCHGgle EDU Stud 10K+PRORTI SEL Span BU ARCH GAPP EDU Stud 1001-10k	1 \$0.06 \$2.00	к к	31%	\$0.04 \$1.38	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00			SPANNING
5		SELSpanningARCHGgleEDUStud1001-10k		ĸ	31% 31%	\$0.09	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00 \$0.00			SPANNING SPANNING
5	GA-ARCH-1B	SEL Spanning BU ARCH GAPP Base 1-500	\$10.00	ĸ	31%	\$6.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-ARCH-1B-P	SEL Spanning ARCHIVEGgleBase 1-500PRORTE		ĸ	31%	\$0.57	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	GA-ARCH-1E-A	SEL Spanning BU ARCH GAPP EDU Adm 1-500	\$4.00	к	31%	\$2.76	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	GA-ARCH-1E-A-P	SEL Spanning ARCHGgIEDU Adm 1-500 PRORTI		K	31%	\$0.21	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	GA-ARCH-1E-S GA-ARCH-1E-S-P	SEL Span BU ARCH GAPP EDU Stud 1-1000 SEL Spanning ARCHGgleEDUStud 1-1K PRORTE	\$2.00 \$0.19	к к	31% 31%	\$1.38 \$0.13	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPANNING SPANNING
5	GA-ARCH-1E-S-P GA-ARCH-1GOV	SEL Spanning BU ARCH GAPP Gov 1-500	\$9.00	ĸ	31%	\$6.21	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	GA-ARCH-1GOV-P	SEL Spanning ARCHGgle Gov 1-500 PRORtd	\$0.71	к	31%	\$0.49	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	GA-ARCH-1NP	SEL Spanning BU ARCH GAPP Non Prof 1-500	\$7.00	к	31%	\$4.83	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-ARCH-1NP-P	SEL SpanningARCHGgle NonProf 1-500PRORTD		к	31%	\$0.41	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	GA-ARCH25001B	SEL Spanning BU ARCH GAPP Base 25001+	\$4.00	K	31%	\$2.76	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	GA-ARCH-25001B-P GA-ARCH-5001B	SEL Spanning ARCH Ggle Base 25001+PRORTD SEL Span BU ARCH GAPP Base 5001-10000	\$0.29 \$6.00	к к	31% 31%	\$0.20 \$4.14	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPANNING SPANNING
5	GA-ARCH-5001B-P	SEL SpanningARCHGgleBase5001-10K PRORTD		ĸ	31%	\$0.33	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-ARCH5001E-A	SEL Spanning BU ARCH GAPP EDU Adm 5001+	\$2.00	к	31%	\$1.38	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5		SEL Spanning ARCHGgleEDU Adm 5001+PRORT		к	31%	\$0.13	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5		SEL Spanning BU ARCH GAPP Gov 5001+	\$6.00	к	31%	\$4.14	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5		P SEL SpanningARCHGgle Gov 5001+ PRORTD	\$0.46	ĸ	31%	\$0.32	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5 5	GA-ARCH-5001NP	SEL Spanning BU ARCH GAPP Non Prof 5001+ SEL SpanningARCHGgleNonProf 5001+ PRORTE	\$4.00 \$0.35	к к	31% 31%	\$2.76 \$0.24	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPANNING SPANNING
5	GA-ARCH-501B	SEL Spanning BU ARCH GAPP Base 501-5000	\$8.00	ĸ	31%	\$5.52	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	GA-ARCH-501B-P	SEL SpanningARCHIVEGgleBase501-5K PRORT		ĸ	31%	\$0.45	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	GA-ARCH501E-A	SEL Spanning BU ARCH GAPP EDU Adm 501-5k		К	31%	\$2.07	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	SPANNING
5	GA-ARCH-501E-A-P	SEL SpanningARCHGgleEDUAdm 501-5k PRORT		к	31%	\$0.17	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	GA-ARCH501GOV	SEL Spanning BU ARCH GAPP Gov 501-5000 P SEL SpanningARCHGgle Gov 501-5k PRORTD	\$7.00 \$0.58	к к	31% 31%	\$4.83 \$0.40	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	GA-ARCH-501GOV-F	SEL SpanningARCHGgie Gov 501-5k PRORTD SEL Span BU ARCH GAPP Non Prof 501-5000	\$0.58	ĸ	31%	\$0.40	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	GA-ARCH-501NP-P	SEL SpanningARCHGgleNonProf 501-5kPRORTE		ĸ	31%	\$0.33	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	O365-10001B	SEL Spanning BU O365 Base 10001-25000	\$22.00	к	31%	\$15.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	O365-10001B-3Y	SEL Spanning BU 3Y O365 Base 10001-25000	\$51.00	к	31%	\$35.19	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	O365-10001B-3Y-P	SEL Spanning 3Y 0365Base10001-25K PRORTD		к к	31% 31%	\$0.98	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	O365-10001B-P O365-10001ES	SEL Spanning O365 Base 10001-25K PRORTD SEL Spanning BU O365 EDU Stud 10001+	\$1.83 \$3.00	ĸ	31%	\$1.26 \$2.07	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPANNING SPANNING
5	O365-10001ES-3Y	SEL Spanning BU 3Y O365 EDU Stud 10011	\$9.00	ĸ	31%	\$6.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	O365-10001ES3Y-P	SEL Spanning 3Y O365 EDUStud 10k+ PRORTD	\$0.25	ĸ	31%	\$0.17	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	O365-10001ES-P	SEL Spanning O365 EDU Stud 10001+ PRORTD	\$0.25	к	31%	\$0.17	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	O365-1001E-S	SEL Spanning BU 0365 EDU Stud 1001-10k	\$8.00	К	31%	\$5.52	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5 5	O365-1001E-S-3Y O365-1001ES-3Y-P	SEL Spanning BU 3Y O365 EDU Std 1k-10k SEL Spanning 3Y O365EDU Std1k-10k PRORTD	\$18.00 \$0.50	к к	31% 31%	\$12.42 \$0.35	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	O365-1001ES-31-P O365-1001E-S-P	SEL Spanning 0365EDU Std1k-10k PRORTD SEL Spanning 0365EDU Stud 1001-10kPRORTD		ĸ	31%	\$0.35	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	O365-1B	SEL Spanning BU O365 Base 1-500	\$48.00	ĸ	31%	\$33.12	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	O365-1B-3Y	SEL Spanning BU 3Y O365 Base 1-500	\$115.00	к	31%	\$79.35	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	O365-1B-3Y-P	SEL Spanning 3Y O365 Base 1-500 PRORTD	\$3.19	к	31%	\$2.20	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	O365-1B-CYBER	SEL Spanning BU 0365 Base 1-500 CYBER	\$37.00	к	31%	\$25.53	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	O365-1B-CYBER-P	SEL Spanning O365 Base 1-500 CYBER PRORT	\$3.08	K K	31%	\$2.13	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5 5	O365-1B-P O365-1E-A	SEL Spanning O365 Base 1-500 PRORATION SEL Spanning BU O365 EDU Adm 1-500	\$4.00 \$18.00	ĸ	31% 31%	\$2.76 \$12.42	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	0365-1E-A-3Y	SEL Spanning BU 3Y O365 EDU Adm 1-500	\$45.00	ĸ	31%	\$31.05	\$0.00	\$0.00		\$0.00	+	φ0.00	SPANNING
5	O365-1E-A-3Y-P	SEL Spanning 3Y O365 EDU Ad1-500 PRORTD	\$1.25	К	31%	\$0.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	O365-1E-A-P	SEL Spanning O365 EDU Adm 1-500 PRORTD	\$1.50	к	31%	\$1.04	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	O365-1E-S	SEL Spanning BU 0365 EDU Stud 1-1000	\$11.00		31%	\$7.59	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5 5	0365-1E-S-3Y	SEL Spanning BU 3Y O365 EDU Stud 1-1k	\$26.00		31%	\$17.94	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING SPANNING
5	O365-1E-S-3Y-P O365-1E-S-P	SEL Spanning 3Y O365 EDU Stud1-1k PRORTD SEL Spanning O365 EDU Stud 1-1K PRORTD	\$0.72 \$0.92		31% 31%	\$0.50 \$0.63	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPANNING SPANNING
5	0365-1GOV	SEL Spanning BU O365 Gov 1-500	\$40.00		31%	\$27.60	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	O365-1GOV-3Y	SEL Spanning BU 3Y O365 Gov 1-500	\$97.00		31%	\$66.93	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	O365-1GOV-3Y-P	SEL Spanning 3Y O365 Gov 1-500 PRORTD	\$2.69		31%	\$1.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	O365-1GOV-P	SEL Spanning O365 Gov 1-501 PRORTD	\$3.33	к	31%	\$2.30	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5 5	O365-1NP O365-1NP-3Y	SEL Spanning BU O365 Non Prof 1-500 SEL Spanning BU 3Y O365 Non Prof 1-500	\$35.00 \$83.00	к к	31% 31%	\$24.15 \$57.27	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPANNING SPANNING
5	5500-INI -01	522 Spanning 20 01 0000 Non 100 1-000	φ03.00	~	0170	μ. Ιυφ	φ0.00	φ0.00	φ 0.0 0	φ0.00	φ0.00	φ0.00	

					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	O365-1NP-3Y-P	SEL Spanning 3YO365 NonProf 1-500 PRORTD	\$2.31	к	31%	\$1.59	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	O365-1NP-P	SEL Spanning O365 NonProf 1-500 PRORTD	\$2.92		31%	\$2.01	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	O365-25001B	SEL Spanning BU 0365 Base 25001+	\$15.00		31%	\$10.35	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5 5	O365-25001B-3Y O365-25001B-3Y-P	SEL Spanning BU 3Y O365 Base 25001+ SEL Spanning 3Y O365 Base 25001+ PRORTD	\$37.00 \$1.03		31% 31%	\$25.53 \$0.71	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	O365-25001B-P	SEL Spanning O365 Base 25001+PRORTD	\$1.25		31%	\$0.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	O365-5001B	SEL Spanning BU O365 Base 5001-10000	\$28.00		31%	\$19.32	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	O365-5001B-3Y	SEL Spanning BU 3Y O365 Base 5001-10000	\$66.00		31%	\$45.54	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	O365-5001B-3Y-P	SEL Spanning 3Y O365 Base 5001-10KPRORTD	\$1.83	к	31%	\$1.26	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	O365-5001B-P	SEL Spanning O365 Base 5001-10K PRORTD	\$2.33	к	31%	\$1.61	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	O365-5001E-A	SEL Spanning BU O365 EDU Adm 5001+	\$11.00		31%	\$7.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	O365-5001E-A-3Y	SEL Spanning BU 3Y O365 EDU Adm 5001+	\$26.00		31%	\$17.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	O365-5001EA-3Y-P O365-5001E-A-P	SEL Spanning 3Y O365 EDU Adm5001+ PRORTE SEL Spanning O365 EDU Adm 5001+ PRORTD	\$0.72 \$0.92		31% 31%	\$0.50 \$0.63	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	O365-5001GOV	SEL Spanning BU 0365 Gov 5001+	\$26.00		31%	\$17.94	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	O365-5001GOV-3Y	SEL Spanning BU 3Y O365 Gov 5001+	\$62.00		31%	\$42.78	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5			\$1.72		31%	\$1.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	O365-5001GOV-P	SEL Spanning O365 Gov 5001+ PRORTD	\$2.17	к	31%	\$1.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	O365-5001NP	SEL Spanning BU O365 Non Prof 5001+	\$20.00	к	31%	\$13.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	O365-5001NP-3Y	SEL Spanning BU 3Y O365 Non Prof 5001+	\$49.00		31%	\$33.81	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	O365-5001NP-3Y-P	SEL Spanning 3Y O365NonProf 5001+ PRORTD	\$1.36		31%	\$0.94	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	O365-5001NP-P	SEL Spanning O365 NonProf 5001+ PRORTD	\$1.67	ĸ	31%	\$1.15	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	O365-501B O365-501B-3Y	SEL Spanning BU O365 Base 501-5000 SEL Spanning BU 3Y O365 Base 501-5000	\$37.00 \$89.00		31% 31%	\$25.53 \$61.41	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	O365-501B-31 O365-501B-3Y-P	SEL Spanning BU 31 0365 Base 501-5000 SEL Spanning 3Y 0365 Base 501-5K PRORTD	\$89.00	ĸ	31%	\$1.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	O365-501B-P	SEL Spanning O365 Base 501-5K PRORATION	\$3.08	ĸ	31%	\$2.13	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	O365-501E-A	SEL Spanning BU O365 EDU Adm 501-5k	\$15.00		31%	\$10.35	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	O365-501E-A-3Y	SEL Spanning BU 3Y O365 EDU Adm 501-5k	\$35.00		31%	\$24.15	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	O365-501E-A-3Y-P	SEL Spanning 3Y O365 EDUAdm501-5k PRORTE	\$0.97	к	31%	\$0.67	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	O365-501E-A-P	SEL Spanning O365 EDU Adm 501-5k PRORTD	\$1.25		31%	\$0.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	O365-501GOV	SEL Spanning BU O365 Gov 501-5000	\$34.00		31%	\$23.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	O365-501GOV-3Y	SEL Spanning BU 3Y O365 Gov 501-5000	\$80.00		31%	\$55.20	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	O365-501GOV-3Y-P O365-501GOV-P	SEL Spanning 3Y O365 Gov 501-5K PRORTD	\$2.22 \$2.83	K K	31% 31%	\$1.53 \$1.95	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPANNING SPANNING
5	0365-501GOV-P 0365-501NP	SEL Spanning O365 Gov 501-5K PRORTD SEL Spanning BU O365 Non Prof 501-5000	\$2.63		31%	\$1.95	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	O365-501NP-3Y	SEL Spanning BU 3Y O365 Non Prf 501-5k	\$66.00		31%	\$45.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	O365-501NP-3Y-P	SEL Spanning 3Y O365NonPrf 501-5k PRORTD	\$1.83		31%	\$1.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	O365-501NP-P	SEL Spanning O365 NonProf 501-5K PRORTD	\$2.33	к	31%	\$1.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	O365-ARCH-10001B	SEL Spanning ARCH O365 Base 10001-25000	\$6.00	к	31%	\$4.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5		SEL Spanning ARCH0365Base10001-25KPROR1	\$0.46	к	31%	\$0.32	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5		SELSpanningARCHO365EDUStud1001-10kPROF	\$0.17	K	31%	\$0.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5		SEL SpanningARCHO365EDUStud 10001+PROR	\$0.06	к	31%	\$0.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	O365-ARCH-1B O365-ARCH-1B-P	SEL Spanning ARCH 0365 Base 1-500 SEL Spanning ARCH 0365 Base 1-500 PRORTD	\$12.00 \$1.00	K K	31% 31%	\$8.28 \$0.69	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	0365-ARCH-1E-A	SEL Spanning ARCH 0365 EDU Adm 1-500	\$5.00	ĸ	31%	\$3.45	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	0365-ARCH-1E-A-P	SEL Spanning ARCHO365EDUAdm1-500PRORTI	\$0.38		31%	\$0.26	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	0365-ARCH-1E-S	SEL Spanning ARCH O365 EDU Stud 1-1000	\$3.00	к	31%	\$2.07	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	O365-ARCH-1E-S-P	SEL Spanning ARCHO365EDU Stud1-1K PRORT	\$0.23	к	31%	\$0.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5		SEL Spanning ARCH O365 Gov 1-500	\$10.00		31%	\$6.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5		SEL Spanning ARCHO365 Gov 1-500 PRORTD	\$0.83	ĸ	31%	\$0.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	O365-ARCH-1NP	SEL Spanning ARCH 0365 Non Prof 1-500	\$9.00	к	31%	\$6.21	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	0365-ARCH-1NP-P	SEL Spanning ARCHO365NonProf1-500 PRORTE SEL Spanning ARCH O365 Base 25001+	\$0.73 \$4.00		31% 31%	\$0.50 \$2.76	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPANNING SPANNING
5		SEL Spanning ARCH 0365 Base 25001+ SEL Spanning ARCH 0365 Base 25001+PRORTE		ĸ	31%	\$2.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING SPANNING
5		SEL Spanning ARCH 0365 Base 2001-110000	\$7.00		31%	\$4.83	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5		SEL SpanningARCH 0365Base5001-10K PRORT	\$0.58		31%	\$0.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	O365ARCH5001EA-P	SEL Spanning ARCHO365EDUAdm 5001+PROR	\$0.23	к	31%	\$0.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5		SEL Spanning ARCH O365 Non Prof 5001+	\$5.00		31%	\$3.45	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5		SEL Spanning ARCHO365NonProf5001+PRORTE SEL Spanning ARCHO365NonProf5001+PRORTE	\$0.42		31%	\$0.29	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5			\$9.00	ĸ	31%	\$6.21	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5		SEL Spanning ARCH 0365Base 501-5K PRORTD	\$0.77	ĸ	31%	\$0.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5		SEL Spanning ARCH 0365 EDU Adm 501-5k SEL Spanning ARCH0365EDUAdm 501-5kPROR	\$4.00 \$0.31	ĸ	31% 31%	\$2.76 \$0.21	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPANNING SPANNING
5		SEL Spanning ARCH 0365 Gov 501-5000	\$9.00	ĸ	31%	\$6.21	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5		PSEL Spanning ARCH 0365 Gov 501-5K PRORTD	\$0.71	ĸ	31%	\$0.49	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5		SEL Spanning ARCH O365 Non Prof 501-5000	\$7.00		31%	\$4.83	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	O365-ARCH501NP-P	SEL Spanning ARCHO365NonProf501-5KPRORT	\$0.58		31%	\$0.40	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	SPANNING
5		FSEL Spanning ARCH 0365 Gov 5001+PRORTD	\$0.54		31%	\$0.37	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	SFDC-1	SEL Spanning BU Salesforce 1-50	\$48.00		31%	\$33.12	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	SFDC-1001	SEL Spanning BU Salesforce 1001-5000	\$28.00		31%	\$19.32	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	SFDC-1001-3Y	SEL Spanning BU 3Y Salesforce 1001-5000	\$66.00		31%	\$45.54	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	SFDC-1001-3Y-P	SEL Spanning 3Y SFDC 1001-5K PRORATION SEL Spanning BU EDU Salesforce 1001-5000	\$1.83 \$16.00		31% 31%	\$1.26 \$11.04	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPANNING SPANNING
5		SEL Spanning BU EDU Salesforce 1001-5000 SEL Spanning EDU SFDC 1001-5K PRORTD	\$16.00		31%	\$11.04 \$0.92	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING SPANNING
5		SEL Spanning BU ED 3Y Salesforce 1001-5k	\$38.00		31%	\$26.22	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5		SEL Spanning EDU 3Y SFDC 1001-5K PRORTD	\$1.06		31%	\$0.73	\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5	SFDC-1001-P	SEL Spanning SFDC 1001-5K PRORATION	\$2.33		31%	\$1.61	\$0.00	\$0.00	\$0.00				SPANNING

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAI	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	SFDC-1-1NP-3Y	SEL Spanning 3Y Non Prof SFDC 1-50	\$93.45		31%	\$64.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	SFDC-1-1NP-3Y-P SFDC-1-3Y	SEL Spanning 3Y NonProf SFDC 1-50 PRORTD	\$2.60 \$111.00		31% 31%	\$1.79 \$76.59	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING
5 5	SFDC-1-3Y SFDC-1-3Y-P	SEL Spanning BU 3Y Salesforce 1-50 SEL Spanning 3Y SFDC 1-50 PRORATION	\$111.00 \$3.08		31%	\$76.59 \$2.13	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00		SPANNING SPANNING
5	SFDC-1-EDU-1Y	SEL Spanning BU EDU Salesforce 1-50	\$22.00		31%	\$15.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	SFDC-1-EDU-1Y-P	SEL Spanning EDU SFDC 1-50 PRORTD	\$1.83		31%	\$1.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	SFDC-1-EDU-3Y	SEL Spanning BU EDU 3Y Salesforce 1-50	\$51.00		31%	\$35.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SFDC-1-EDU-3Y-P	SEL Spanning EDU 3Y SFDC 1-50 PRORTD	\$1.42		31%	\$0.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	SFDC-1K1-NP-1Y	SEL SPANNING NON PROF SFDC 1001-5000	\$28.00		31%	\$19.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	SFDC-1K1-NP-1Y-P SFDC-1K1-NP-3Y	SEL SPANNING NONPROF SFDC 1001-5K PROI SEL SPANNING 3Y NONPROFSFDC 1001-5K			31% 31%	\$1.61	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00		SPANNING SPANNING
5	SFDC-1K1-NP-31 SFDC-1K1-NP-3Y-P	SEL SPANNING 3T NONPROFSEDC 1001-5K SEL SPANNING 3YNONPROFSEDC1001-5K PR(\$68.60 \$1.91	ĸ	31%	\$47.33 \$1.32	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00		SPANNING
5	SFDC-1-NP-1Y	SEL Spanning BU Non Prof SFDC 1-50	\$35.00	ĸ	31%	\$24.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	SFDC-1-NP-1Y-P	SEL Spanning Non Prof SFDC 1-50 PRORTD	\$2.92		31%	\$2.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	SFDC-1-P	SEL Spanning SFDC 1-50 PRORATION	\$4.00		31%	\$2.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	SFDC-201	SEL Spanning BU Salesforce 201-1000	\$32.00	K	31%	\$22.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	SFDC-201-1NP-3Y	SEL Spanning 3Y Non Prof SFDC 201-1000	\$79.43		31%	\$54.81	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	SFDC-201-1NP-3YP SFDC-201-3Y	SEL Spanning3YNonProfSFDC 201-1000PRORT[SEL Spanning BU 3Y Salesforce 201-1000	\$2.21 \$77.00	K K	31% 31%	\$1.52 \$53.13	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	SFDC-201-3Y-P	SEL Spanning 3Y SFDC 201-1000 PRORATION	\$2.14		31%	\$1.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	SFDC-201-EDU-1Y	SEL Spanning BU EDU Salesforce 201-1000	\$18.00		31%	\$12.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5		SEL Spanning EDU SFDC 201-1K PRORTD	\$1.50		31%	\$1.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	SFDC-201-EDU-3Y	SEL Spanning BU EDU 3Y Salesforce 201-1k	\$43.00		31%	\$29.67	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5		SEL Spanning EDU 3Y SFDC 201-1K PRORTD	\$1.19		31%	\$0.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	SFDC-201-NP-1Y	SEL Spanning BU Non Prof SFDC 201-1001	\$29.75		31%	\$20.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	SFDC-201-NP-1Y-P SFDC-201-P	SEL Spanning Non Prof SFDC 201-1K PRORTD SEL Spanning SFDC 201-1000 PRORATION	\$2.48 \$2.67	к к	31% 31%	\$1.71 \$1.84	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	SFDC-5001	SEL Spanning BU Salesforce 5001+	\$23.00		31%	\$15.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	SFDC-5001-3Y	SEL Spanning BU 3Y Salesforce 5001+	\$55.00		31%	\$37.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	SFDC-5001-3Y-P	SEL Spanning 3Y SFDC 5001+ PRORATION	\$1.53	к	31%	\$1.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5		SEL Spanning BU EDU Salesforce 5001+	\$14.00		31%	\$9.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5		SEL Spanning EDU sfdc 5001+ PRORtd	\$1.17	к	31%	\$0.81	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5		SEL Spanning BU EDU 3Y Salesforce 5001+	\$34.00 \$0.94		31% 31%	\$23.46 \$0.65	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING
5	SFDC-5001ED031-P SFDC-5001-P	SEL Spanning EDU 3Y SFDC 5001+ PRORTD SEL Spanning SFDC 5001+ PRORATION	\$0.94		31%	\$0.65	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING SPANNING
5	SFDC-51	SEL Spanning BU Salesforce 51-200	\$37.00		31%	\$25.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	SFDC-51-1NP-1Y	SEL SPANNING NON PROF SALESFORCE 51-2			31%	\$24.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	SFDC-51-1NP-1Y-P	SEL SPANNING NON PROF SFDC 51-200 PROR	\$2.92	К	31%	\$2.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	SFDC-51-1NP-3Y	SEL SPANNING 3Y NON PROF SFDC 51-200	\$85.75		31%	\$59.17	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	SFDC-51-1NP-3Y-P	SEL SPANNING 3YNONPROFSFDC 51-200 PRO			31%	\$1.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	SFDC-51-3Y SFDC-51-3Y-P	SEL Spanning BU 3Y Salesforce 51-200 SEL Spanning 3Y SFDC 51-200 PRORATION	\$89.00 \$2.47	к к	31% 31%	\$61.41 \$1.70	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	SFDC-51-EDU-1Y	SEL Spanning BU EDU Salesforce 51-200	\$19.00	ĸ	31%	\$13.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	SFDC-51-EDU-1Y-P	SEL Spanning EDU SFDC 51-200 PRORTD	\$1.58	к	31%	\$1.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	SFDC-51-EDU-3Y	SEL Spanning BU EDU 3Y Salesforce 51-200	\$45.00	к	31%	\$31.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	SFDC-51-EDU-3Y-P	SEL Spanning EDU 3Y SFDC 51-200 PRORTD	\$1.25		31%	\$0.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	SFDC-51-P	SEL Spanning SFDC 51-200 PRORATION	\$3.08		31%	\$2.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	SFDC-5K1-NP-1Y	SEL SPANNING NON PROF SALESFORCE 5001	\$20.00		31%	\$13.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	SFDC-5K1-NP-1Y-P SFDC-5K1-NP-3Y	SEL SPANNING NON PROF SFDC 5001+ PROR SEL SPANNING 3Y NON PROF SFDC 5001+	\$1.67 \$60.00	к к	31% 31%	\$1.15 \$41.40	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5		SEL SPANNING 3YNONPROFSFDC 5001+ PROF	\$00.00	ĸ	31%	\$1.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5		SEL Spanning Backup for Google Apps	\$40.00		31%	\$27.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	SPANNING-0365	SEL Spanning Backup for Office 365	\$48.00	к	31%	\$33.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	SPANNING-SFDC	SEL Spanning Backup for Salesforce	\$48.00		31%	\$33.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	3136SL	SEL: CORD,PWR,N5-15 C13,18AWG,6FT	\$5.00	к	31%	\$3.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	5500SL 6349	SEL: CORD SET,4.5M,NEMA L6-20P SEL: CABLE;OPTICAL;50U;SC-LC;10M	\$84.00 \$208.00		31% 31%	\$57.96	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	6803SL	SEL: CABLE, OPTICAL, 500, SC-LC, TOM SEL: CORD, POWER, 220V, AUSTRALIA	\$208.00		31%	\$143.52 \$25.53	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	6804SL	SEL: CORD,POWER,220V,S.AFRICA-INDIA	\$55.00		31%	\$37.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	6805SL	SEL: CORD, POWER, 220V, UK	\$46.00		31%	\$31.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	6806SL	SEL: CORD, POWER, 220V, ISRAEL	\$35.00	к	31%	\$24.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	6807SL	SEL: CORD, POWER, 220V, JAPAN	\$81.00		31%	\$55.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	6808SL	SEL: CORD, POWER, 220V, EUROPE	\$36.00	к	31%	\$24.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	7029SL	SEL: CORD SET,4.5M,NEMA L6-30P	\$74.00	ĸ	31%	\$51.06	\$0.00	\$0.00		\$0.00			SPECTRALOGIC
5 5	7741SL 8147SL	SEL: CORD, POWER, S. AFRICA SEL: CORD SET, 2.5M, NEMA5-15, IEC C19	\$20.00 \$76.00		31% 31%	\$13.80 \$52.44	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	8289SL	SEL: CORD SE1,2.5M,NEMA5-15,IEC C19 SEL: CORD.PWR.N5-15 C13.14AWG.2M	\$9.00		31%	\$52.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	8296SL	SEL: CORD, POWER, C14-C13, 16AWG, 6FT	\$6.00	ĸ	31%	\$4.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	8297SL	SEL: CORD,POWER,C14-C19,14AWG,6FT	\$21.00		31%	\$14.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	8665SL	SEL: CORD, POWER, 60309-C19, 15FT	\$109.00	к	31%	\$75.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	8840SL	SEL: CABLE;EX;SAS;SFF8088-SF8088;2M	\$194.00		31%	\$133.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90879028	SEL: FRU;TAPE;CLEAN;LTO;W-BARCODE	\$56.00		31%	\$38.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90940740	SEL: RAMP, PYTHON, ADJUSTABLE	\$1.00		31% 31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	90943365 90943366	SEL: ASY,EDBA,SINGLE,PYTHON SEL: FRU,EDBA,DOUBLE,PYTHON	\$35.00 \$69.00	к к	31%	\$24.15 \$47.61	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949024	SEL: FRU;LTO TERAPK COVER;NO MEDIA	\$395.00		31%	\$272.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949024-A	SEL: FRU;TRPK-ACCS;W-COVER;NO MEDIA	\$0.00		31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAI	RRANTY UPGRADE	NET PRICE]
BAND	ѕки	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	90949030	SEL: PYTHON; CHAMBER-SLOT KEY ENABLE	\$1,308.00	ĸ	31%	\$902.52	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949030-F	SEL: PYTHON; CHAMBER-SLOT KEY ENABLE	\$1,308.00		31%	\$902.52	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5 5	90949030FIN-D 90949030FIN-F	SEL: CHAMBER-SLOT KEY;DICOUNT;TFIN SEL: CHAMBER-SLOT;UPG;KEYENABLE;FIN	\$1,112.00 \$1,308.00		31% 31%	\$767.28 \$902.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90949030-J-D	SEL: CHAMBER-SLOT, OPG, KETENABLE, FIN SEL: CHAMB-SLOT KEY; DIS; TFIN; ENT	\$1,308.00		31%	\$902.52	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949030T380J	SEL: CHAMB/SLOT KEY ENABLE,T380 ENT	\$1,635.00	ĸ	31%	\$1,128.15	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949030T380J-F	SEL: UPG, CHAMB/SLOT KEY, T380, ENT	\$1,635.00		31%	\$1,128.15	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949030T950-J	SEL: CHAMB/SLOT KEY ENABLE, T950 ENT	\$1,635.00		31%	\$1,128.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949030T950-J-F	SEL: UPG, CHAMB/SLOT KEY, T950, ENT	\$1,635.00		31%	\$1,128.15	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949030TFIN	SEL: CHAMBER-SLOT KEY ENABLE;TFIN	\$1,308.00		31%	\$902.52	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5 5	90949030TFIN-J 90949030TFIN-J-F	SEL: CHAMB-SLOT KEY ENABLE,TFIN ENT SEL: UPG.CHAMB-SLOT KEY.TFIN.ENT	\$1,635.00	к к	31% 31%	\$1,128.15 \$1,128.15	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	909490301FIN-J-F	SEL: FRU;TERAPACK W-O COVER;LTO	\$1,635.00 \$368.00	ĸ	31%	\$253.92	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949099	SEL: T950;ENCRYPTION;PROFESSIONAL	\$6,538.00		31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949099-F	SEL: T950;ENCRYPTION;PROFESSIONAL	\$6,538.00		31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949099FIN-F	SEL: TFIN;UPG;ENCRYPT;PROFESSIONAL	\$6,538.00	к	31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949099TFIN	SEL: TFIN;ENCRYPTION;PROFESSIONAL	\$6,538.00		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	к	31%	\$38.64	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949112T200	SEL: FRU;5-12V PWR SUPPLY;ROHS;T200	\$3,877.00	ĸ	31%	\$2,675.13	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5 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		31% 31%	\$2,675.13 \$2,675.13	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	909491121680 90949112T68-F	SEL: FRU;5-12V PWR SUPPLY;ROHS;1660 SEL: FRU;5-12V PWR SUPPLY;ROHS;T680	\$3,877.00		31%	\$2,675.13	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949118	SEL: FRU, TRANSPORTER, PYTH	\$19,615.00		31%	\$13,534.35	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949120	SEL: FRU;DBA;PYTHON;ROHS ONLY	\$6,148.00		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	к	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		31%	\$6,305.22	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949135	SEL: TAPES;TERAPACK;CUST;LTO-4	\$522.00		31%	\$360.18	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949156SL	SEL: CLN TPS X5,W TPK,BCD,CERT	\$328.00		31%	\$226.32	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949157SL	SEL: CLN TPS X10,W TPK,BCD,CERT	\$596.00	ĸ	31%	\$411.24	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5 5	90949166 90949166-F	SEL: FRU;5-12V PWRSUP;8AMP;ROHS SEL: FRU;5-12V PWRSUP;8AMPFUSE;ROHS	\$3,877.00 \$3,877.00	к к	31% 31%	\$2,675.13 \$2,675.13	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90949166FIN-F	SEL: FRU;UP;5-12VPWRSUP;8AP;ROH;FIN	\$3,877.00		31%	\$2,675.13	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949166TFIN	SEL: FRU;5-12VPWRSUP;8AMP;ROHS;TFIN	\$3,877.00		31%	\$2,675.13	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949170SL	SEL: FRU,MAINT TAPES, 10-TPK,CERT	\$596.00		31%	\$411.24	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949171SL	SEL: FRU, MAINT TAPES, 10-TPK, CUST	\$596.00	к	31%	\$411.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949175SL	SEL: FRU,MAINT TAPES,5-TPK,CERT	\$328.00	К	31%	\$226.32	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949191	SEL: TAPES;20;WO-TPK;CUST;LTO-4	\$997.00	к	31%	\$687.93	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5 5	90949219 90949221	SEL: TAPES;20;WO-TPK;CERT;LTO-5 SEL: TAPES:TERAPACK:CERT:LTO-5	\$922.00	ĸ	31% 31%	\$636.18	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5 5	90949221 90949222	SEL: TAPES;TERAPACK;CERT;LTO-5 SEL: TAPES;TERAPACK;CUST;LTO-5	\$495.00 \$495.00	к к	31%	\$341.55 \$341.55	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90949258	SEL: FRU;VAX;BUMPER;T950	\$55.00	ĸ	31%	\$37.95	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949259	SEL: SLS;SW KEY;DIRECT-CON;T950	\$6,538.00	ĸ	31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949259-F	SEL: FRU;SLS SW-KEY;DIRECT-CON;T950	\$6,538.00	к	31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949261	SEL: FRU;TAPE;LTO-5;CERTIFIED	\$48.00	к	31%	\$33.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949264	SEL: TAPES;TRPK;CERT;LTO5 WORM;T950	\$588.00		31%	\$405.72	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949266	SEL: TAPES;TRPK;CUST;LTO5 WORM;T950	\$588.00		31%	\$405.72	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5 5	90949294 90949295	SEL: TAPES;TPK;CERT;3592 JC SEL: TAPES;TPK;CUST;3592 JC	\$3,005.00 \$3,005.00	к к	31% 31%	\$2,073.45 \$2,073.45	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90949298	SEL: FRU HP TRANSPORTER	\$32,692.00	ĸ	31%	\$22,557.48	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949305-A	SEL: ACCESS TPK;W-0 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	к	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		31%	\$932.88	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949334	SEL: FRU,TRANSPORTER,ENT	\$19,615.00		31%	\$13,534.35	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5 5	90949349	SEL: TAPES;TPK;NO CVR;CERT;LTO-5	\$489.00 \$489.00	к к	31% 31%	\$337.41	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949350 90949357	SEL: TAPES;TPK;NO CVR;CUST;LTO-5 SEL: FRU;UPG;SPECTRA LS;GEN III	\$489.00		31%	\$337.41 \$1,738.80	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90949371	SEL: FRU,CABLES,T950,EXP,UPGRADE	\$2,520.00		31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949374SL	SEL: TAPES,LTO5,CUST,10,CASE,NOTPK	\$468.00		31%	\$322.92	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949375SL	SEL: TAPES, LTO5, 10, CERT, CASE, NOTPK	\$468.00	ĸ	31%	\$322.92	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949382-F	SEL: FRU,UPG,LTO-6,FC,FH,T950	\$23,906.00	к	31%	\$16,495.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949382T20-F	SEL: FRU,UPG,LTO-6,FC,FH,T200	\$23,906.00	к	31%	\$16,495.14	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949382T38-F	SEL: FRU, UPG, LTO-6, FC, FH, T380	\$23,906.00	ĸ	31%	\$16,495.14	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949382T68-F	SEL: FRU,UPG,LTO-6,FC,FH,T680	\$23,906.00		31%	\$16,495.14	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5 5	90949382TFI-F 90949396	SEL: FRU,UPG,LTO-6,FC,FH,TFIN SEL: TAPES.TERAPACK.CERT.LTO-6	\$24,781.00 \$723.00		31% 31%	\$17,098.89 \$498.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90949396 90949397	SEL: TAPES, TERAPACK, CERT, LTO-6 SEL: TAPES, TERAPACK, CUST, LTO-6	\$723.00		31%	\$496.67 \$498.87	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949398	SEL: TAPES, TPK, NO CVR, CERT, LTO-6	\$716.00	ĸ	31%	\$494.04	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949399	SEL: TAPES, TPK, NO CVR, CUST, LTO-6	\$716.00		31%	\$494.04	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949404	SEL: TAPES,20 TERAPACKS,CERT,LTO-6	\$14,319.00		31%	\$9,880.11	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949405	SEL: TAPES,20 TERAPACKS,CUST,LTO-6	\$14,319.00	к	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		31%	\$9,787.65	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949408	SEL: TAPES,20,WO-TPK,CERT,LTO-6	\$1,379.00		31%	\$951.51	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949410	SEL: FRU, TAPE, LTO-6, CERTIFIED	\$74.00		31%	\$51.06	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5 5	90949412 90949414SL	SEL: TAPES,LTO6,10,CERT,CASE,NOTPK SEL: TAPES,TRPK,CUST,LTO6 WORM,T950	\$727.00 \$869.00		31% 31%	\$501.63 \$599.61	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	909494145L 90949415SL	SEL: TAPES, TRPK, COST, LT06 WORM, 1950 SEL: TAPES, TRPK, CERT, LT06 WORM, 1950	\$869.00		31%	\$599.61	\$0.00	\$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	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	90949437	SEL: FRU,SPECTRA LS,TFIN	\$6,538.00	К	31%	\$4,511.22	(PREMIUM) \$0.00	\$0.00	(BASIC) \$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949439	SEL: FRU,EDBA,PYTHON	\$6,148.00	ĸ	31%	\$4,242.12	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90949439TFIN	SEL: FRU,EDBA,TFIN	\$6,092.00	к	31%	\$4,203.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949442	SEL FRU,LTO-6,FC,FH,IMPACT	\$23,906.00	К	31%	\$16,495.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949442-F	SEL UPG,FRU,LTO-6,FC,FH,IMPACT	\$23,906.00	ĸ	31%	\$16,495.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949442T200 90949442T20-F	SEL FRU,LTO-6,T200,FC,FH,IMPACT SEL UPG,LTO-6,T200,FC,FH,IMPACT	\$23,906.00 \$23,906.00	к К	31% 31%	\$16,495.14 \$16,495.14	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949442T380	SEL FRU,LTO-6,T380,FC,FH,IMPACT	\$23,906.00	ĸ	31%	\$16,495.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949442T38-F	SEL UPG,LTO-6,T380,FC,FH,IMPACT	\$23,906.00	ĸ	31%	\$16,495.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949442T680	SEL FRU,LTO-6,T680,FC,FH,IMPACT	\$23,906.00	к	31%	\$16,495.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949442T68-F	SEL UPG,LTO-6,T680,FC,FH,IMPACT	\$23,906.00	к	31%	\$16,495.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949442TFI-F	SEL UPG,LTO-6,TFIN,FC,FH,IMPACT	\$24,781.00	K	31%	\$17,098.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949442TFIN	SEL FRU,LTO-6,TFIN,FC,FH,IMPACT	\$23,906.00	к К	31% 31%	\$16,495.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00		SPECTRALOGIC
5 5	90949468 90949469	SEL: TAPES, TERAPACK, CERT, LTO 6 MP	\$645.00 \$645.00	ĸ	31%	\$445.05 \$445.05	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00		SPECTRALOGIC
5	90949470	SEL: TAPES,TERAPACK,CUST,LTO-6,MP SEL: TPS,TPK,NOCVR,CERT,LTO-6,MP	\$638.00	ĸ	31%	\$440.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949472	SEL: TAPES,20 TPKS,CERT,LTO-6,MP	\$12,883.00	ĸ	31%	\$8,889.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949476	SEL: TAPES,20,WO-TP,CERT,LTO-6,MP	\$1,222.00	ĸ	31%	\$843.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949488	SEL: SLS,SW-KEY,QIP-CON,T950	\$6,538.00	К	31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949488-F	SEL: UPG,SLS,SW-KEY,QIP-CON,T950	\$6,538.00	к	31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949489	SEL: SLS,SW-KEY,QIP-CON,TFIN	\$6,538.00	K	31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949489-F	SEL: UPG,SLS,SW-KEY,QIP-CON,TFIN	\$6,538.00	K	31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949538-F 90949538TFIN	SEL: FRU,IP CAMERA,GN2,DRV-FR,T950B SEL: FRU,IP CAMERA,GN2,DRV-FR,TFIN	\$4,154.00 \$4,154.00	к К	31% 31%	\$2,866.26 \$2,866.26	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949538TFIN-F	SEL: FRU.IP CAMERA, GN2, DRV-FR, TFIN	\$4,154.00	ĸ	31%	\$2,866.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949539-F	SEL: FRU, IP CAMERA, GEN2, MED-FR, T950B	\$4,154.00	к	31%	\$2,866.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949539TFIN	SEL: FRU, IP CAMERA, GEN2, MED-FR, TFIN	\$4,154.00	ĸ	31%	\$2,866.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949539TFIN-F	SEL: FRU, IP CAMERA, GEN2, MED-FR, TFIN	\$4,154.00	К	31%	\$2,866.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949553	SEL: FRU LS SD CARD IND TFIN	\$1.00	к	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949554	SEL: FRU LS SD CARD IND T-SERIES	\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949558T2	SEL: FRU,TS1150,DRV,T950,IMPACT,T2	\$49,846.00	ĸ	31%	\$34,393.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949558T2-F 90949558T380T2	SEL: FRU,TS1150,DRV,T950,IMPACT,T2 SEL: FRU,TS1150,DRV,T380,IMPACT,T2	\$49,846.00 \$49,846.00	к к	31% 31%	\$34,393.74 \$34,393.74	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949558T380T2-F	SEL: FRU,TS1150,DRV,T380,IMPACT,T2 SEL: FRU,TS1150,DRV,T380,IMPACT,T2	\$49,846.00	ĸ	31%	\$34,393.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949558TFINT2	SEL: FRU,TS1150,DRV,TFIN,IMPACT,T2	\$49,846.00	к	31%	\$34,393.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949558TFINT2-F	SEL: UPG, TS1150, DRV, TFIN, IMPACT, T2	\$49,846.00	к	31%	\$34,393.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949559TFINT2-F	SEL: FRU,TS1150,DRIVE,TFIN,ENT,T2	\$49,846.00	к	31%	\$34,393.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949564	SEL: TAPES,20 TPK,CERT,3592 JD	\$88,561.00	к	31%	\$61,107.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949565	SEL: TAPES,20 TPK,CUST,3592 JD	\$88,561.00	К	31%	\$61,107.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949566	SEL: TAPES, TPK, CERT, 3592 JD	\$4,425.00	ĸ	31%	\$3,053.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949567 90949578	SEL: TAPES,TPK,CUST,3592 JD SEL: FRU,RIM2,T950	\$4,425.00 \$12,462.00	к к	31% 31%	\$3,053.25 \$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	90949578-F	SEL: FRU,RIM2,T950	\$12,462.00	ĸ	31%	\$8,598.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949578T200	SEL: FRU,RIM2,T200	\$12,462.00	к	31%	\$8,598.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949578T200-F	SEL: FRU,RIM2,T200	\$12,462.00	к	31%	\$8,598.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949578T380	SEL: FRU,RIM2,T380	\$12,462.00	к	31%	\$8,598.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949578T380-F	SEL: FRU,RIM2,T380	\$12,462.00	К	31%	\$8,598.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949578T680	SEL: FRU,RIM2,T680	\$12,462.00	ĸ	31%	\$8,598.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	90949578T680-F	SEL: FRU,RIM2,T680 SEL: FRU,RIM2,TFIN	\$12,462.00 \$12,462.00	к к	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 90949578TFIN-F	SEL: FRU,RIM2,TFIN SEL: FRU,RIM2,TFIN	\$12,462.00	ĸ	31%	\$6,596.76	\$0.00	\$0.00	\$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	\$0.00	\$0.00		SPECTRALOGIC
5	90949614	SEL: TAPES, TERAPACK, CUST, LTO-7	\$2,074.00	к	31%	\$1,431.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949615-F	SEL: FRU,UPG,LTO-7,FC,FH,T950	\$24,600.00	к	31%	\$16,974.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949615T200-F	SEL: FRU,UPG,LTO-7,FC,FH,T200	\$24,600.00	к	31%	\$16,974.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949615T380-F	SEL: FRU,UPG,LTO-7,FC,FH,T380	\$24,600.00	ĸ	31%	\$16,974.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
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	к к	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	909496151FIN-F 90949616	SEL: FRU,UPG,LTO-7,FC,FH,IMPACT,T950	\$24,600.00	ĸ	31%	\$16,974.00	\$0.00	\$0.00	\$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	\$0.00	\$0.00		SPECTRALOGIC
5	90949616T200	SEL: FRU,LTO-7,FC,FH,IMPACT,T200	\$24,600.00	ĸ	31%	\$16,974.00	\$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	к	31%	\$16,974.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949616T380	SEL: FRU,LTO-7,FC,FH,IMPACT,T380	\$24,600.00	К	31%	\$16,974.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949616T380-F	SEL: UPG,LTO-7,FC,FH,IMPACT,T380	\$24,600.00	ĸ	31%	\$16,974.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949616T680	SEL: FRU,LTO-7,FC,FH,IMPACT,T680	\$24,600.00	ĸ	31%	\$16,974.00	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90949616T680-F 90949616TFIN	SEL: UPG,LTO-7,FC,FH,IMPACT,T680 SEL: FRU,LTO-7,FC,FH,IMPACT,TFIN	\$24,600.00 \$24,600.00	K K	31% 31%	\$16,974.00 \$16,974.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC 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	\$0.00		SPECTRALOGIC
5	90949621	SEL: FRU,BRUSHES,TFIN,CARBON	\$24,000.00	ĸ	31%	\$10,974.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949625	SEL: FRU,MAIN,PWR RAILS,G2,UPG KIT	\$1.00	ĸ	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949626	SEL: FRU,LSB,PWR RAILS,G2,UPG KIT	\$1.00	к	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949627	SEL: FRU,RSB,PWR RAILS,G2,UPG KIT	\$1.00	к	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949628	SEL: FRU, DRV, PWR RAILS, G2, UPG KIT	\$1.00	ĸ	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949629	SEL: FRU, MEDIA, PWR RAILS, G2, UPG KIT	\$1.00	ĸ	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	90949635 90949636	SEL: TPK,LTO-7,CERT,NCVR SEL: TPK,LTO-7,CUST,NCVR	\$2,067.00 \$2,067.00	к к	31% 31%	\$1,426.23 \$1,426.23	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949637	SEL: 20TPK,LTO-7,CERT	\$2,067.00	ĸ	31%	\$1,426.23 \$28,619.13	\$0.00	\$0.00	\$0.00				SPECTRALOGIC
-			÷,			121,010.10	÷3.00	\$0.00	÷3.00	\$0.00	\$0.00	÷3.00	

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WA	RRANTY UPGRADE	NET PRICE		1
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	90949638	SEL: 20TPK,LTO-7,CUST	\$41,477.00	К	31%	\$28,619.13	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949639	SEL: 20TPK,LTO-7,CERT,NCVR	\$41,331.00	к	31%	\$28,518.39	\$0.00	\$0.00	\$0.00				SPECTRALOGIC
5	90949640	SEL: 20TPK,LTO-7,CUST,NCVR	\$41,331.00	ĸ	31%	\$28,518.39	\$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 K	31% 31%	\$2,816.58 \$2,816.58	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90949643	SEL: FRU,TAPE,LTO-7,CERT	\$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	ĸ	31%	\$143.52	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949645	SEL: TAPES,LTO-7,CERT,CASE10	\$2,061.00	к	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	к	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 5	90949648	SEL: TPK,LTO-7,CERT,WORM	\$2,369.00	K K	31% 31%	\$1,634.61	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC
5	90949717 90949720	SEL: TPS,LTO-6BAFE,CERT,WORM,CASE10 SEL: FRU,TAPE,LTO6,BAFE,WORM,CUSTOM	\$861.00 \$87.00	ĸ	31%	\$594.09 \$60.03	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949721	SEL: FRU,TAPE,LTO-6,BAFE,WORM,CERT	\$87.00	к	31%	\$60.03	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949723	SEL: FRU, TAPE, LTO-7, WORM, CERT	\$238.00	к	31%	\$164.22	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949724	SEL: FRU,TAPE,LTO-7,WORM,CUST	\$238.00	к	31%	\$164.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949725	SEL: TPS,LTO-7,CERT,WORM,CASE10	\$2,361.00	к	31%	\$1,629.09	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949728	SEL: TPS,LTO-6BAFE,CUST,WORM,CASE10	\$861.00	к	31%	\$594.09	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949729	SEL: TPS,LTO-7,CUST,WORM,CASE10	\$2,361.00	ĸ	31%	\$1,629.09	\$0.00	\$0.00	\$0.00	\$0.00			
5	90949739 90949740	SEL: FRU;24V POW SUP;8AMPFUSE;ROHS SEL: FRU;5-12V PWRSUP;8AMPFUSE;ROH	\$3,877.00 \$3,877.00	K K	31% 31%	\$2,675.13 \$2,675.13	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90949743	SEL: FRU;N+1 PWR SUPPLIES;ROHS ONLY	\$9,138.00	ĸ	31%	\$6,305.22	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90959034	SEL: FRU;T120;COD;5 SLOT KEY	\$647.00	к	31%	\$446.43	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90959034-F	SEL: FRU;T120;COD;5 SLOT KEY	\$647.00	ĸ	31%	\$446.43	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90959042	SEL: FRU;SLS;SOFTWARE;DIRECT;T120	\$6,538.00	к	31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90959042-F	SEL: FRU;SLS;SOFTWARE;DIRECT;T120	\$6,538.00	к	31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90959209	SEL: T120;ENCRYPTION;PROFESSIONAL	\$6,538.00	K	31%	\$4,511.22	\$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 5	90959226	SEL: FRU;N 1 POWER PACK;ROHS ONLY SEL: FRU;DRIVE SHELF;HH;T120	\$2,769.00 \$24.00	K K	31% 31%	\$1,910.61 \$16.56	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC
5	90959240 90959244	SEL: TAPES;TERAPACK;CERT;LTO-5;T120	\$24.00 \$452.00	ĸ	31%	\$10.56	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC SPECTRALOGIC
5	90959245	SEL: TAPES;TERAPACK;CUST;LTO-5;T120	\$452.00	ĸ	31%	\$311.88	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90959257	SEL: TAPES;TPK;NOCVR;CERT;LTO5;T120	\$446.00	ĸ	31%	\$307.74	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90959261	SEL: FRU,LTO-6,HH,FC,T120	\$18,822.00	к	31%	\$12,987.18	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90959261-F	SEL: FRU,LTO-6,HH,FC,UPGRD,T120	\$18,822.00	К	31%	\$12,987.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90959262	SEL: FRU,LTO-6,HH,SAS,T120	\$17,662.00	к	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	ĸ	31%	\$12,186.78	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5 5	90959268 90959272	SEL: TAPES, TPK, NOCVR, CERT, LTO6, T120 SEL: TAPES, TERAPACK, CERT, LTO-6, T120	\$629.00 \$636.00	K K	31% 31%	\$434.01 \$438.84	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC
5	90959274	SEL: TAPES, TPK, CERT, LTO-6, T120, MP	\$573.00	ĸ	31%	\$395.37	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90959276	SEL: TPK,NOCVR,CERT,LTO6,T120,MP	\$566.00	ĸ	31%	\$390.54	\$0.00	\$0.00	\$0.00				SPECTRALOGIC
5	90959295	SEL: FRU,LTO-7,HH,FC,T120	\$19,428.00	к	31%	\$13,405.32	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90959295-F	SEL: UPG,LTO-7,HH,FC,T120	\$19,554.00	к	31%	\$13,492.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90959296	SEL: FRU,LTO-7,HH,SAS,T120	\$17,535.00	к	31%	\$12,099.15	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90959296-F	SEL: UPG,LTO-7,HH,SAS,T120	\$17,535.00	ĸ	31%	\$12,099.15	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90959297	SEL: TPK,LTO-7,CERT,120,NCVR	\$1,710.00	К	31%	\$1,179.90	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5 5	90959298 90959299	SEL: TPK,LTO-7,CUST,120,NCVR SEL: TPK,LTO-7,CERT,WORM,120	\$1,710.00 \$1,940.00	K K	31% 31%	\$1,179.90 \$1,338.60	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC
5	90959300	SEL: TPK,LTO-7,CUST,WORM,120	\$1,940.00	к	31%	\$1,338.60	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90959301	SEL: TPK,LTO-7,CERT,120	\$1,717.00	ĸ	31%	\$1,184.73	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90959302	SEL: TPK,LTO-7,CUST,120	\$1,717.00	ĸ	31%	\$1,184.73	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90979018	SEL: FRU;SLS;SOFTWARE;DIRECT;T50E	\$3,269.00	к	31%	\$2,255.61	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90979018-F	SEL: FRU;SLS;SOFTWARE;UPGRADE;T50E	\$3,269.00	к	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 5	90979438-F 90979471	SEL: T50;ENCRYPTION;PROFESSIONAL SEL: FRU;POWER SUPPLY;T50E	\$6,538.00 \$1,149.00	к к	31% 31%	\$4,511.22 \$792.81	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC
5	90979471-F	SEL: FRU; POWER SUPPLY; T50E SEL: FRU: UPGRD: POWER SUPPLY: T50E	\$1,149.00	ĸ	31%	\$792.81	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90979473	SEL: FRU;SLOT CARTRIDGE SLED;T50E	\$0.00	ĸ	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90979476	SEL: COD-KEY;5 SLOT;T50E	\$647.00	ĸ	31%	\$446.43	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90979476U-F	SEL: FRU,COD-KEY,5 SLOT,T50E	\$647.00	к	31%	\$446.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90979478	SEL: COD-KEY;1 SLOT;T50E	\$129.00	к	31%	\$89.01	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90979478-F	SEL: FRU;COD-KEY;1 SLOT;T50E	\$129.00	к	31%	\$89.01	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90979510 90979510-F	SEL: FRU,LTO-6,FC,HH,T50E	\$9,796.00	ĸ	31%	\$6,759.24	\$0.00	\$0.00	\$0.00				
5 5	90979510-F 90979511	SEL: FRU,UPG,LTO-6,FC,HH,T50E SEL: FRU,LTO-6,SAS,HH,T50E	\$9,796.00 \$8,578.00	к К	31% 31%	\$6,759.24 \$5,918.82	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC
5	90979511-F	SEL: FRU,UPG,LTO-6,SAS,HH,T50E	\$8,578.00	ĸ	31%	\$5,918.82	\$0.00	\$0.00	\$0.00				SPECTRALOGIC
5	90979523	SEL: FRU,LTO-7,FC,HH,T50E	\$10,975.00	ĸ	31%	\$7,572.75	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90979523-F	SEL: UPG,LTO-7,HH,FC,T50E	\$10,975.00	ĸ	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	ĸ	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		31%	\$6,963.48	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	SPECTRALOGIC
5	91019814T200	SEL: CHAMBER-SLOT KEY ENABLE;T200	\$1,308.00		31%	\$902.52	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	91019814T20-F	SEL: CHAMBER-SLOT KEY ENABLE;T200	\$1,308.00		31%	\$902.52	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5 5	91019814T380	SEL: CHAMBER-SLOT KEY ENABLE;T380	\$1,308.00		31% 31%	\$902.52 \$902.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC
5	91019814T38-F 91019814T680	SEL: FRU;CHAMBER-SLOT KEY;T380 SEL: CHAMBER-SLOT KEY ENABLE;T680	\$1,308.00 \$1,308.00	ĸ	31%	\$902.52	\$0.00	\$0.00	\$0.00				SPECTRALOGIC
5	91019814T68-F	SEL: FRU;CHAMBER-SLOT KEY;T680	\$1,308.00		31%	\$902.52	\$0.00	\$0.00	\$0.00				SPECTRALOGIC
5	91019816	SEL: ENCRYPTION;PRO;T200-380-680	\$6,538.00		31%	\$4,511.22	\$0.00	\$0.00					SPECTRALOGIC

					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	91019816-F	SEL: FRU;ENCRYPTON;PRO;T200-380-680	\$6,538.00	К	31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	91019817	SEL: SLS SFTWR KEY;QIP-RIM-CONN;BOA	\$6,538.00	K	31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	91019817-F	SEL: FRU;SLS SFTWR-KEY;QIP-RIM;BOA	\$6,538.00	ĸ	31% 31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5 5	91019818 91019818-F	SEL: SLS SFTWR KEY;DIRECT-CONN;T200 SEL: FRU;SLS SFTWR-KEY;DIRECT;T200	\$6,538.00 \$6,538.00	к к	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	91019824	SEL: RACK:STANDARD 19 INCH	\$4,015.00	ĸ	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	ĸ	31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	91019832-F	SEL: FRU;SLS SW-KEY;DIRECT;T380-680	\$6,538.00	к	31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	9198	SEL: CNTR,SFP,8GB,850NM,OPTICAL	\$263.00	К	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 5	9314	SEL: CABLE,OPTICAL,50U,LC-LC,20M SEL: CABLE,OPTICAL,LC-LC,50M	\$235.00 \$291.00	к К	31% 31%	\$162.15 \$200.79	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00			SPECTRALOGIC
5	9317 9594SL	SEL: CORD,4.5M,L6-20P / LOCKING C19	\$291.00	ĸ	31%	\$200.79 \$51.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	T120-6-H-A-2-30	SEL: T120BUNDLE 2 LTO-6 HH SAS 30S	\$37,890.00	ĸ	31%	\$26,144.10	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	T120-6HA-2-50	SEL: T120BUNDLE,2 LTO-6,HH,SAS,50S	\$39,198.00	к	31%	\$27,046.62	\$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	к	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	К	31%	\$42,633.72	\$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 T120-6HF-3-50	SEL: T120BUNDLE,2 LTO-6,HH,FC,50S	\$44,396.00	к к	31% 31%	\$30,633.24	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00			SPECTRALOGIC
5	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	ĸ	31%	\$38,776.62 \$47,303.64	\$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,2 LTO-7,HH,SAS,30S	\$39,885.00	к	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	ĸ	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	к	31%	\$36,002.13	\$0.00	\$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	к	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	К	31%	\$31,490.22	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	T120-7-H-F-2-50	SEL: T120BUNDLE,2 LTO-7,HH,FC,50S	\$45,769.00	ĸ	31%	\$31,580.61	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	T120-7-H-F-3-50	SEL: T120BUNDLE,3 LTO-7,HH,FC,50S	\$58,192.00	ĸ	31% 31%	\$40,152.48	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	T120-7-H-F-4-50 T200-DBA-1	SEL: T120BUNDLE,4 LTO-7,HH,FC,50S SEL: T200:BASE UNIT W- 1 DBA	\$70,485.00 \$47,574.00	к К	31%	\$48,634.65 \$32,826.06	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	T200-DBA-1	SEL: T200;BASE UNIT W- 2 DBA	\$54,112.00	ĸ	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	ĸ	31%	\$46,360.41	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	T380-DBA-2	SEL: T380;BASE UNIT W- 2 DBA	\$73,074.00	к	31%	\$50,421.06	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	T380-DBA-3	SEL: T380;BASE UNIT W- 3 DBA	\$78,958.00	к	31%	\$54,481.02	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	T380-J-DBA-1	SEL: T380 ENT,BASE UNIT W-1 DBA	\$67,189.00	K	31%	\$46,360.41	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	T380-J-DBA-2	SEL: T380 ENT, BASE UNIT W- 2 DBA	\$73,074.00	K	31%	\$50,421.06	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	T380-J-DBA-3 T50E-7-H-A-1-10	SEL: T380 ENT,BASE UNIT W- 3 DBA SEL: T50E,LTO-7,HH,SAS,1DR,10S	\$78,958.00 \$16,346.00	к к	31% 31%	\$54,481.02 \$11,278.74	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	T50E-7-H-A-2-25	SEL: T50E,LTO-7,HH,SAS,2DR,25S	\$24,715.00	ĸ	31%	\$17,053.35	\$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	ĸ	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	к	31%	\$19,850.61	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	T680-DBA-1	SEL: T680;BASE UNIT W- 1 DBA	\$102,366.00	к	31%	\$70,632.54	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	T680-DBA-2	SEL: T680;BASE UNIT W- 2 DBA	\$108,251.00	K	31%	\$74,693.19	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	T680-DBA-3	SEL: T680;BASE UNIT W- 3 DBA	\$114,135.00	к К	31%	\$78,753.15	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	T9502FRMEXP T9503FRMEXP	SEL: T950 2 FRAME HAX EXPANSION KIT SEL: T950 3 FRAME HAX EXPANSION KIT	\$0.00 \$0.00	ĸ	31% 31%	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	T9504FRMEXP	SEL: T950 4 FRM HAX EXPANSION KIT	\$0.00	ĸ	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	T9505FRMEXP	SEL: T950 5 FRAME HAX EXPANSION KIT	\$0.00	ĸ	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	T9506FRMEXP	SEL: T950 6 FRAME HAX EXPANSION KIT	\$0.00	к	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	к	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	T950B1D	SEL: T950B WITH 1 DBA	\$112,658.00	ĸ	31%	\$77,734.02	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5 5	T950B3D3T T950B3D3TDVXP	SEL: T950 W-3 DBA'S & 3 TBA'S SEL: T950 DRV EXP 3D 3T	\$112,658.00 \$49,758.00	к к	31% 31%	\$77,734.02 \$34,333.02	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	T950B3D3TDVXP	SEL: 1950 DRV EXP 3D 31 SEL: T950 DRV EXP 3D 3T	\$49,758.00	ĸ	31%	\$34,333.02	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	T950B6D0DVXP	SEL: T950 DRV EXP 6D 0T	\$63,292.00	ĸ	31%	\$43,671.48	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	T950B6D0T	SEL: T950 W- 6 DBA'S & 0 TBA'S	\$128,808.00	ĸ	31%	\$88,877.52	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	T950B6D0TDX-F	SEL: T950 DRV EXP 6D 0T	\$63,292.00	к	31%	\$43,671.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	T950B-J-1D	SEL: T950B ENT 1 DBA	\$112,658.00	K	31%	\$77,734.02	\$0.00	\$0.00	\$0.00	\$0.00			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			SPECTRALOGIC
5	T950B-J3DDVXP T950BJ3DDVXPF	SEL: T950B ENT DRV EXP 3DBA SEL: FRU,T950B ENT DRV EXP 3DBA	\$49,758.00	к К	31% 31%	\$34,333.02 \$34,333.02	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	T950BJ3DDVXPF T950B-J-6D	SEL: T950B ENT 6 DBA	\$49,758.00 \$128,808.00	ĸ	31%	\$34,333.02 \$88,877.52	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	T950B-J6DDVXP	SEL: T950B ENT DRV EXP 6DBA	\$63,292.00	ĸ	31%	\$43,671.48	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	T950BJ6DDVXPF	SEL: FRU, T950B ENT DRV EXP 6DBA	\$63,292.00	к	31%	\$43,671.48	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	T950B-JMEDEXF	SEL: FRU, T950 ENT MEDIA EXP FRAME	\$26,023.00	к	31%	\$17,955.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	T950BJMEDIAEX	SEL: T950B ENT MEDIA EXP	\$26,023.00	K	31%	\$17,955.87	\$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			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			SPECTRALOGIC
5 5	T950BJMULTI6D T950BMEDBLJ-F	SEL: T950B ENT,MULTI,6 DBA SEL: T950B ENT BULK TAP	\$128,808.00 \$45,769.00	к К	31% 31%	\$88,877.52 \$31,580.61	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	T950BMEDBLJ-F T950BMEDBLK-F	SEL: 1950B ENT BULK TAP SEL: T950,LEFT,MED,EX,FR,W-BULK,UPG	\$45,769.00	ĸ	31%	\$31,580.61	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	T950BMEDBULK	SEL: T950,LEFT,MED,EX,FRAME,W-BULK	\$45,769.00	ĸ	31%	\$31,580.61	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	T950BMEDEX-F	SEL: T950 MEDIA ONLY EXPANSN FRAME	\$26,023.00	ĸ	31%	\$17,955.87	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	T950BMEDIAEXP	SEL: T950 MEDIA ONLY EXPANSN FRAME	\$26,023.00	к	31%	\$17,955.87	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	T950BMEDLBLKJ	SEL: T950B ENT BULK TAP	\$45,769.00	к	31%	\$31,580.61	\$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			SPECTRALOGIC
5	T950BMULT3D3T	SEL: T950,MULTI,W-3 DBA'S & 3 TBA'S	\$112,658.00	К	31%	\$77,734.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$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	T950BMULT6D0T	SEL: T950,MULTI,W-6DBA'S & 0TBA'S	\$128,808.00	К	31%	\$88,877.52	\$0.00	\$0.00					SPECTRALOGIC
5 5	TFIN3D3T	SEL: TFIN W- 3 DBA'S & 3 TBA'S SEL: TFIN;UPG;DRV EXP 3D 3T	\$122,923.00	K	31% 31%	\$84,816.87 \$39,701.22	\$0.00 \$0.00	\$0.00 \$0.00					SPECTRALOGIC SPECTRALOGIC
5	TFIN3D3TDVX-F TFIN3D3TDVXP	SEL: TFIN;0PG;DRV EXP 3D 31 SEL: TFIN DRV EXP 3D 3T	\$57,538.00 \$57,538.00	к К	31%	\$39,701.22	\$0.00	\$0.00					SPECTRALOGIC
5	TFIN6D0T	SEL: TFIN W- 6 DBA'S & 0 TBA'S	\$142,538.00	ĸ	31%	\$98,351.22	\$0.00	\$0.00					SPECTRALOGIC
5	TFIN6D0TDVX-F	SEL: TFIN;UPG;DRV EXP 6D 0T	\$73,231.00	ĸ	31%	\$50,529.39	\$0.00	\$0.00					SPECTRALOGIC
5	TFIN6D0TDVXP	SEL: TFIN DRV EXP 6D 0T	\$73,231.00	к	31%	\$50,529.39	\$0.00	\$0.00		\$0.00	\$0.00		SPECTRALOGIC
5	TFINBSB-LEFT	SEL: TFIN BULK SERV BAY;LEFT	\$58,846.00	к	31%	\$40,603.74	\$0.00	\$0.00					SPECTRALOGIC
5	TFINBSBLFT-F	SEL: FRU;TFIN BULK SV BAY;LEFT	\$58,846.00	ĸ	31%	\$40,603.74	\$0.00	\$0.00					SPECTRALOGIC
5 5	TFINBSBRGT-F	SEL: FRU;TFIN BULK SV BAY;RIGHT	\$58,846.00	к К	31% 31%	\$40,603.74	\$0.00	\$0.00 \$0.00					SPECTRALOGIC
5	TFIN-BSB-RIGHT TFIN-J3D3S	SEL: TFIN BULK SERV BAY, RIGHT WITH ROBO SEL: TFIN ENT 3D 3S	\$91,538.00 \$122,923.00	ĸ	31%	\$63,161.22 \$84,816.87	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00				SPECTRALOGIC SPECTRALOGIC
5	TFINJ3D3SDVXP	SEL: TFIN ENT DRV EXP 3D 3S	\$57,538.00	к	31%	\$39,701.22	\$0.00	\$0.00	\$0.00				SPECTRALOGIC
5	TFINJ3D3SDX-F	SEL: FRU;TFIN ENT DRV EXP 3D 3S	\$57,538.00	ĸ	31%	\$39,701.22	\$0.00	\$0.00					SPECTRALOGIC
5	TFIN-J6D0S	SEL: TFIN ENT 6D 0S	\$142,538.00	к	31%	\$98,351.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	TFINJ6D0SDVXP	SEL: TFIN ENT DRV EXP 6D 0S	\$73,231.00	К	31%	\$50,529.39	\$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					SPECTRALOGIC
5 5	TFINJBSBLEFT	SEL: TFIN ENT BULK SERV BAY;LEFT	\$58,846.00	K	31%	\$40,603.74	\$0.00	\$0.00					SPECTRALOGIC
5	TFINJBSBLFT-F TFINJBSBRGT-F	SEL: FRU;TFIN ENT BULK SV BAY;LEFT SEL: FRU;TFIN ENT BULK SV BAY;RIGHT	\$58,846.00 \$58,846.00	к к	31% 31%	\$40,603.74 \$40,603.74	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	TFIN-J-BSB-RIGHT	SEL: TFIN ENT BULK SERV BAY,RGT W/ROBOT		ĸ	31%	\$63,161.22	\$0.00	\$0.00					SPECTRALOGIC
5	TFINJMEDEX-F	SEL: FRU;TFIN ENT MEDIA EXP FRAME	\$26,154.00	к	31%	\$18,046.26	\$0.00	\$0.00					SPECTRALOGIC
5	TFINJMEDIAEXP	SEL: TFIN ENT MEDIA EXP	\$26,154.00	ĸ	31%	\$18,046.26	\$0.00	\$0.00					SPECTRALOGIC
5	TFINJSBLEFT	SEL: TFIN ENT SERV BAY;LEFT	\$45,769.00	К	31%	\$31,580.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	TFINJSBLEFT-F	SEL: FRU;TFIN ENT SERV BAY;LEFT	\$45,769.00	к	31%	\$31,580.61	\$0.00	\$0.00					SPECTRALOGIC
5	TFINJSBRGT-F	SEL: FRU;TFIN ENT SERV BAY;RIGHT	\$45,769.00	К	31%	\$31,580.61	\$0.00	\$0.00					SPECTRALOGIC
5	TFIN-J-SB-RIGHT	SEL: TFIN ENT SERV BAY, RIGHT WITH ROBOT	\$78,462.00	ĸ	31%	\$54,138.78	\$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					SPECTRALOGIC SPECTRALOGIC
5	TFINMEDIAEXP TFINSB-LEFT	SEL: TFIN MEDIA EXP SEL: TFIN SERV BAY;LEFT	\$26,154.00 \$45,769.00	к к	31% 31%	\$18,046.26 \$31,580.61	\$0.00 \$0.00	\$0.00 \$0.00					SPECTRALOGIC
5	TFINSBLEFT-F	SEL: TFIN;UPG;SERV BAY;LEFT	\$45,769.00	ĸ	31%	\$31,580.61	\$0.00	\$0.00					SPECTRALOGIC
5	TFIN-SB-RIGHT	SEL: TFIN SERV BAY, RIGHT, WITH ROBOT	\$78,462.00	к	31%	\$54,138.78	\$0.00	\$0.00					SPECTRALOGIC
5	TFINSBRIGHT-F	SEL: TFIN;UPG;SERV BAY;RIGHT	\$45,769.00	ĸ	31%	\$31,580.61	\$0.00	\$0.00					SPECTRALOGIC
5	HU-TLE100-249-AN	SEL Splunk-Hadoop Term +Esup100-249NdAN	\$3,808.00	к	31%	\$2,627.52	\$0.00	\$0.00			\$0.00		SPLUNK
5	HU-TLE100-249-AP	SEL Splunk-Hadoop Term +Esup100-249NdAP	\$4,569.00	К	31%	\$3,152.61	\$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					SPLUNK
5	HU-TLE100-249-US	SEL Splunk-Hadoop Term +Esup100-249NdUS	\$3,046.00	ĸ	31%	\$2,101.74	\$0.00	\$0.00					SPLUNK
5 5	HU-TLE10-24-AN HU-TLE10-24-AP	SEL Splunk-Hadoop Term +Esup10-24NdAN SEL Splunk-Hadoop Term +Esup10-24NdAP	\$4,328.00 \$5,192.00	к к	31% 31%	\$2,986.32 \$3,582.48	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5	HU-TLE10-24-EM	SEL Splunk-Hadoop Term +Esup10-24NdEM	\$3,982.00	ĸ	31%	\$2,747.58	\$0.00	\$0.00					SPLUNK
5	HU-TLE10-24-US	SEL Splunk-Hadoop Term +Esup10-24NdUS	\$3,462.00	к	31%	\$2,388.78	\$0.00	\$0.00					SPLUNK
5	HU-TLE250-499-AN	SEL Splunk-Hadoop Term +Esup250-499NdAN	\$3,462.00	ĸ	31%	\$2,388.78	\$0.00	\$0.00					SPLUNK
5	HU-TLE250-499-AP	SEL Splunk-Hadoop Term +Esup250-499NdAP	\$4,154.00	К	31%	\$2,866.26	\$0.00	\$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	К	31%	\$2,197.65	\$0.00	\$0.00					SPLUNK
5	HU-TLE250-499-US	SEL Splunk-Hadoop Term +Esup250-499NdUS	\$2,769.00	ĸ	31%	\$1,910.61	\$0.00	\$0.00					SPLUNK
5	HU-TLE25-49-AN	SEL Splunk-Hadoop Term +Esup25-49NdAN	\$4,154.00	К К	31%	\$2,866.26	\$0.00	\$0.00					SPLUNK
5	HU-TLE25-49-AP HU-TLE25-49-EM	SEL Splunk-Hadoop Term +Esup25-49NdAP SEL Splunk-Hadoop Term +Esup25-49NdEM	\$4,985.00 \$3,822.00	ĸ	31% 31%	\$3,439.65 \$2,637.18	\$0.00 \$0.00	\$0.00 \$0.00					SPLUNK SPLUNK
5	HU-TLE25-49-US	SEL Splunk-Hadoop Term +Esup25-49NdUS	\$3,323.00	ĸ	31%	\$2,292.87	\$0.00	\$0.00					SPLUNK
5	HU-TLE500-999-AN	SEL Splunk-Hadoop Term +Esup500-999NdAN	\$3,029.00	к	31%	\$2,090.01	\$0.00	\$0.00	\$0.00				SPLUNK
5	HU-TLE500-999-AP	SEL Splunk-Hadoop Term +Esup500-999NdAP	\$3,635.00	К	31%	\$2,508.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	HU-TLE500-999-EM	SEL Splunk-Hadoop Term +Esup500-999NdEM	\$2,786.00	К	31%	\$1,922.34	\$0.00	\$0.00					SPLUNK
5	HU-TLE500-999-US	SEL Splunk-Hadoop Term +Esup500-999NdUS	\$2,423.00	ĸ	31%	\$1,671.87	\$0.00	\$0.00					SPLUNK
5	HU-TLE50-99-AN	SEL Splunk-Hadoop Term +Esup50-99NdAN	\$3,982.00	ĸ	31%	\$2,747.58	\$0.00	\$0.00					SPLUNK
5 5	HU-TLE50-99-AP HU-TLE50-99-EM	SEL Splunk-Hadoop Term +Esup50-99NdAP SEL Splunk-Hadoop Term +Esup50-99NdEM	\$4,777.00 \$3,663.00	K K	31% 31%	\$3,296.13 \$2,527.47	\$0.00 \$0.00	\$0.00 \$0.00					SPLUNK SPLUNK
5	HU-TLE50-99-US	SEL Splunk-Hadoop Term +Esup50-99NdUS	\$3,185.00	ĸ	31%	\$2,197.65	\$0.00	\$0.00					SPLUNK
5	HU-TLG100-249-AN	SEL Splunk-Hadoop Term +Gsup100-249NdAN	\$4,285.00	ĸ	31%	\$2,956.65	\$0.00	\$0.00					SPLUNK
5	HU-TLG100-249-AP	SEL Splunk-Hadoop Term +Gsup100-249NdAP	\$5,140.00	к	31%	\$3,546.60	\$0.00	\$0.00					SPLUNK
5	HU-TLG100-249-EM	SEL Splunk-Hadoop Term +Gsup100-249NdEM	\$3,942.00	к	31%	\$2,719.98	\$0.00	\$0.00	\$0.00				SPLUNK
5	HU-TLG100-249-US		\$3,427.00	к	31%	\$2,364.63	\$0.00	\$0.00	\$0.00				SPLUNK
5	HU-TLG10-24-AN	SEL Splunk-Hadoop Term +Gsup10-24NdAN	\$4,868.00	K	31%	\$3,358.92	\$0.00	\$0.00	\$0.00				SPLUNK
5	HU-TLG10-24-AP	SEL Splunk-Hadoop Term +Gsup10-24NdAP	\$5,842.00	K	31% 31%	\$4,030.98	\$0.00	\$0.00	\$0.00				SPLUNK
5	HU-TLG10-24-EM HU-TLG10-24-US	SEL Splunk-Hadoop Term +Gsup10-24NdEM SEL Splunk-Hadoop Term +Gsup10-24NdUS	\$4,478.00 \$3,894.00	к К	31%	\$3,089.82 \$2,686.86	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5		SEL Splunk-Hadoop Term +Gsup10-24NdOS SEL Splunk-Hadoop Term +Gsup250-499NdAN	\$3,894.00	ĸ	31%	\$2,686.86	\$0.00	\$0.00					SPLUNK
5	HU-TLG250-499-AP		\$4,674.00	ĸ	31%	\$3,225.06	\$0.00	\$0.00					SPLUNK
5	HU-TLG250-499-EM		\$3,583.00	ĸ	31%	\$2,472.27	\$0.00	\$0.00					SPLUNK
5	HU-TLG250-499-US		\$3,115.00	к	31%	\$2,149.35	\$0.00	\$0.00		\$0.00			SPLUNK
5	HU-TLG25-49-AN	SEL Splunk-Hadoop Term +Gsup25-49NdAN	\$4,674.00	к	31%	\$3,225.06	\$0.00	\$0.00					SPLUNK
5	HU-TLG25-49-AP	SEL Splunk-Hadoop Term +Gsup25-49NdAP	\$5,608.00	ĸ	31%	\$3,869.52	\$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					SPLUNK
5 5	HU-TLG25-49-US	SEL Splunk-Hadoop Term +Gsup25-49NdUS SEL Splunk-Hadoop Term +Gsup500-999NdAN	\$3,738.00	к к	31%	\$2,579.22	\$0.00 \$0.00	\$0.00 \$0.00					SPLUNK
5	HU-TLG500-999-AN HU-TLG500-999-AP		\$3,405.00 \$4,085.00	ĸ	31% 31%	\$2,349.45 \$2,818.65	\$0.00 \$0.00	\$0.00					SPLUNK SPLUNK
5	HU-TLG500-999-EM		\$3,132.00	ĸ	31%	\$2,161.08	\$0.00	\$0.00					SPLUNK
5	HU-TLG500-999-US		\$2,723.00	ĸ	31%	\$1,878.87	\$0.00	\$0.00					SPLUNK

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WA	RRANTY UPGRADE	NET PRICE		1
BAND	SKU	DESCRIPTION	EMC	CATEGORY	NVP LEVEL 1	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL	LP MNT ANNUAL	LP MNT	LP WARR UPG	LP WARR UPG	RENEWAL	THIRD PARTY PRODUCT PARTNER
BAND	SKU	DESCRIPTION	LIST PRICE USD	CODE	DISCOUNT %	NVP LEVEL 1 NET PRICE	(PREMIUM)	(STANDARD)	ANNUAL (BASIC)	(PREMIUM)	(STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	HU-TLG50-99-AN	SEL Splunk-Hadoop Term +Gsup50-99NdAN	\$4,478.00	ĸ	31%	\$3,089.82	\$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				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			SPLUNK
5	IT-PL-100-199-AN	SEL Splunk ITSI Perp Lic100-199GB/dayAN	\$866.00	к	31%	\$597.54	\$0.00	\$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			SPLUNK
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	К К	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	IT-PL-1K-1999-AN	SEL Splunk ITSI Perp Lic100-1990B/day03	\$432.00	ĸ	31%	\$298.08	\$0.00	\$0.00	\$0.00				SPLUNK
5	IT-PL-1K-1999-AP	SEL Splunk ITSI Perp Lic1K-1999GB/dayAP	\$520.00	к	31%	\$358.80	\$0.00	\$0.00	\$0.00	\$0.00			SPLUNK
5	IT-PL-1K-1999-EM	SEL Splunk ITSI Perp Lic1K-1999GB/dayEM	\$398.00	к	31%	\$274.62	\$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			SPLUNK
5	IT-PL-200-499-AN	SEL Splunk ITSI Perp Lic200-499GB/dayAN SEL Splunk ITSI Perp Lic200-499GB/dayAP	\$778.00	ĸ	31%	\$536.82	\$0.00	\$0.00	\$0.00	\$0.00			SPLUNK
5	IT-PL-200-499-EM	SEL Splunk ITSI Perp Lic200-499GB/dayEM	\$598.00	к	31%	\$412.62	\$0.00	\$0.00	\$0.00				SPLUNK
5	IT-PL-200-499-US	SEL Splunk ITSI Perp Lic200-499GB/dayUS	\$519.00	к	31%	\$358.11	\$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			SPLUNK
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			SPLUNK SPLUNK
5	IT-PL-500-999-EM	SEL Splunk ITSI Perp Lic500-999GB/dayEM	\$432.00	ĸ	31%	\$290.08	\$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	к	31%	\$945.99	\$0.00	\$0.00	\$0.00	\$0.00			SPLUNK
5	IT-PL-50-99-AP	SEL Splunk ITSI Perp Lic50-99GB/dayAP	\$1,645.00	к	31%	\$1,135.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	IT-PL-50-99-EM	SEL Splunk ITSI Perp Lic50-99GB/dayEM	\$1,262.00	ĸ	31%	\$870.78	\$0.00	\$0.00	\$0.00	\$0.00			SPLUNK
5	IT-PL-50-99-US IT-TLE100-199-AN	SEL Splunk ITSI Perp Lic50-99GB/dayUS SEL Splunk ITSI Term ESUP100-199GB/dayAN	\$1,096.00 \$346.00	к К	31% 31%	\$756.24 \$238.74	\$0.00 \$0.00	\$0.00 \$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	ĸ	31%	\$286.35	\$0.00	\$0.00	\$0.00	\$0.00			SPLUNK
5	IT-TLE100-199-EM	SEL Splunk ITSI Term ESUP100-199GB/dayEM	\$318.00	ĸ	31%	\$219.42	\$0.00	\$0.00	\$0.00	\$0.00			SPLUNK
5	IT-TLE100-199-US	SEL Splunk ITSI Term ESUP100-199GB/dayUS	\$277.00	к	31%	\$191.13	\$0.00	\$0.00	\$0.00				SPLUNK
5	IT-TLE1K-1999-AN	SEL Splunk ITSI Term ESUP1K-1999GB/dayAN	\$174.00	ĸ	31%	\$120.06	\$0.00	\$0.00	\$0.00	\$0.00			SPLUNK
5 5	IT-TLE1K-1999-AP IT-TLE1K-1999-EM	SEL Splunk ITSI Term ESUP1K-1999GB/dayAP SEL Splunk ITSI Term ESUP1K-1999GB/dayEM	\$208.00 \$160.00	K K	31% 31%	\$143.52 \$110.40	\$0.00 \$0.00	\$0.00 \$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	к	31%	\$95.22	\$0.00	\$0.00	\$0.00	\$0.00			SPLUNK
5	IT-TLE200-499-AN	SEL Splunk ITSI Term ESUP200-499GB/dayAN	\$260.00	к	31%	\$179.40	\$0.00	\$0.00	\$0.00	\$0.00			SPLUNK
5	IT-TLE200-499-AP	SEL Splunk ITSI Term ESUP200-499GB/dayAP	\$312.00	ĸ	31%	\$215.28	\$0.00	\$0.00	\$0.00	\$0.00			SPLUNK
5	IT-TLE200-499-EM IT-TLE200-499-US	SEL Splunk ITSI Term ESUP200-499GB/dayEM SEL Splunk ITSI Term ESUP200-499GB/dayUS	\$238.00	к К	31%	\$164.22	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPLUNK
5	IT-TLE200-499-0S IT-TLE500-999-AN	SEL Splunk ITSI Term ESUP200-499GB/dayOS SEL Splunk ITSI Term ESUP500-999GB/dayAN	\$208.00 \$188.00	ĸ	31% 31%	\$143.52 \$129.72	\$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	ĸ	31%	\$155.25	\$0.00	\$0.00	\$0.00	\$0.00			SPLUNK
5	IT-TLE500-999-EM	SEL Splunk ITSI Term ESUP500-999GB/dayEM	\$174.00	к	31%	\$120.06	\$0.00	\$0.00	\$0.00	\$0.00			SPLUNK
5	IT-TLE500-999-US	SEL Splunk ITSI Term ESUP500-999GB/dayUS	\$150.00	ĸ	31%	\$103.50	\$0.00	\$0.00	\$0.00				SPLUNK
5	IT-TLE50-99-AN IT-TLE50-99-AP	SEL Splunk ITSI Term ESUP50-99GB/dayAN SEL Splunk ITSI Term ESUP50-99GB/dayAP	\$548.00 \$658.00	K K	31% 31%	\$378.12 \$454.02	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPLUNK SPLUNK
5	IT-TLE50-99-EM	SEL Splunk ITSI Term ESUP50-99GB/dayEM	\$505.00	ĸ	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	ĸ	31%	\$302.22	\$0.00	\$0.00	\$0.00	\$0.00			SPLUNK
5	IT-TLG100-199-AN	SEL Splunk ITSI Term GSUP100-199GB/dayAN	\$391.00	ĸ	31%	\$269.79	\$0.00	\$0.00	\$0.00	\$0.00			SPLUNK
5	IT-TLG100-199-AP IT-TLG100-199-EM	SEL Splunk ITSI Term GSUP100-199GB/dayAP SEL Splunk ITSI Term GSUP100-199GB/dayEM	\$468.00 \$358.00	к К	31% 31%	\$322.92 \$247.02	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPLUNK
5	IT-TLG100-199-EM	SEL Splunk ITSI Term GSUP100-199GB/dayEM SEL Splunk ITSI Term GSUP100-199GB/dayUS	\$358.00	ĸ	31%	\$247.02 \$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	ĸ	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	к	31%	\$161.46	\$0.00	\$0.00	\$0.00	\$0.00			SPLUNK
5	IT-TLG1K-1999-EM	SEL Splunk ITSI Term GSUP1K-1999GB/dayEM	\$178.00	ĸ	31%	\$122.82	\$0.00	\$0.00	\$0.00	\$0.00			SPLUNK
5	IT-TLG1K-1999-US IT-TLG200-499-AN	SEL Splunk ITSI Term GSUP1K-1999GB/dayUS SEL Splunk ITSI Term GSUP200-499GB/dayAN	\$156.00 \$292.00	K K	31% 31%	\$107.64 \$201.48	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPLUNK
5	IT-TLG200-499-AP	SEL Splunk ITSI Term GSUP200-499GB/dayAP	\$351.00	ĸ	31%	\$242.19	\$0.00	\$0.00	\$0.00	\$0.00			SPLUNK
5	IT-TLG200-499-EM	SEL Splunk ITSI Term GSUP200-499GB/dayEM	\$269.00	К	31%	\$185.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	IT-TLG200-499-US	SEL Splunk ITSI Term GSUP200-499GB/dayUS	\$234.00	к	31%	\$161.46	\$0.00	\$0.00	\$0.00	\$0.00			SPLUNK
5	IT-TLG500-999-AN IT-TLG500-999-AP	SEL Splunk ITSI Term GSUP500-999GB/dayAN SEL Splunk ITSI Term GSUP500-999GB/dayAP	\$211.00 \$252.00	к к	31% 31%	\$145.59 \$173.88	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPLUNK SPLUNK
5	IT-TLG500-999-AP	SEL Splunk ITSI Term GSUP500-999GB/dayAP SEL Splunk ITSI Term GSUP500-999GB/dayEM	\$252.00	ĸ	31%	\$173.86	\$0.00	\$0.00	\$0.00	\$0.00			SPLUNK
5	IT-TLG500-999-US	SEL Splunk ITSI Term GSUP500-999GB/dayUS	\$169.00	к	31%	\$116.61	\$0.00	\$0.00	\$0.00	\$0.00			SPLUNK
5	SE-PL-100-199-AN	SEL Splunk Ent Perp Lic 100-199GB/day AN	\$2,163.00	к	31%	\$1,492.47	\$0.00	\$0.00	\$0.00	\$0.00			SPLUNK
5	SE-PL-100-199-AP	SEL Splunk Ent Perp Lic 100-199GB/day AP	\$2,597.00	ĸ	31%	\$1,791.93	\$0.00	\$0.00	\$0.00	\$0.00			SPLUNK
5	SE-PL-100-199-EM SE-PL-100-199-US	SEL Splunk Ent Perp Lic 100-199GB/day EM SEL Splunk Ent Perp Lic 100-199GB/day US	\$1,991.00 \$1,731.00	K K	31% 31%	\$1,373.79 \$1,194.39	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPLUNK SPLUNK
5	SE-PL-1K-1999-AN	SEL Splunk Ent Perp Lic 1K-1999GB/day AN	\$1,731.00	ĸ	31%	\$1,194.39	\$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	к	31%	\$1,433.13	\$0.00	\$0.00	\$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	к	31%	\$1,098.48	\$0.00	\$0.00	\$0.00	\$0.00			SPLUNK
5	SE-PL-1K-1999-US	SEL Splunk Ent Perp Lic 1K-1999GB/day US SEL Splunk Ent Perp Lic 200-499GB/day AN	\$1,385.00	ĸ	31%	\$955.65	\$0.00	\$0.00	\$0.00	\$0.00			SPLUNK
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	к к	31% 31%	\$1,393.80 \$1,671.87	\$0.00 \$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	К	31%	\$1,114.35	\$0.00	\$0.00	\$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	ĸ	31%	\$1,293.75	\$0.00	\$0.00	\$0.00	\$0.00			SPLUNK
5 5	SE-PL-500-999-AP SE-PL-500-999-EM	SEL Splunk Ent Perp Lic 500-999GB/day AP SEL Splunk Ent Perp Lic 500-999GB/day EM	\$2,251.00 \$1,725.00	к к	31% 31%	\$1,553.19 \$1,190.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPLUNK SPLUNK
5	SE-PL-500-999-EM	SEL Splunk Ent Perp Lic 500-999GB/day EM	\$1,725.00	ĸ	31%	\$1,035.00	\$0.00	\$0.00	\$0.00				SPLUNK
5	SE-PL-50-99-AN	SEL Splunk Ent Perp Lic 50-99GB/day AN	\$2,740.00	к	31%	\$1,890.60	\$0.00	\$0.00	\$0.00				SPLUNK

					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	SE-PL-50-99-AP	SEL Splunk Ent Perp Lic 50-99GB/day AP	\$3,289.00	К	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	K	31%	\$1,740.18	\$0.00	\$0.00	\$0.00	\$0.00			SPLUNK
5	SE-PL-50-99-US SE-TLE100-199-AN	SEL Splunk Ent Perp Lic 50-99GB/day US SEL Splunk Ent TermL ESUP100-199GB/dayAN	\$2,192.00 \$866.00	K K	31% 31%	\$1,512.48 \$597.54	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPLUNK SPLUNK
5	SE-TLE100-199-AN	SEL Splunk Ent TermL ESUP100-199GB/dayAN	\$666.00	ĸ	31%	\$716.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	SE-TLE100-199-EM	SEL Splunk Ent TermL ESUP100-199GB/dayM	\$797.00	ĸ	31%	\$549.93	\$0.00	\$0.00	\$0.00	\$0.00			SPLUNK
5	SE-TLE100-199-US	SEL Splunk Ent TermL ESUP100-199GB/dayUS	\$692.00	к	31%	\$477.48	\$0.00	\$0.00	\$0.00	\$0.00			SPLUNK
5	SE-TLE1K-1999-AN	SEL Splunk Ent TermL ESUP1K-1999GB/dayAN	\$692.00	к	31%	\$477.48	\$0.00	\$0.00	\$0.00	\$0.00			SPLUNK
5	SE-TLE1K-1999-AP	SEL Splunk Ent TermL ESUP1K-1999GB/dayAP	\$831.00	K	31%	\$573.39	\$0.00	\$0.00	\$0.00	\$0.00			SPLUNK
5	SE-TLE1K-1999-EM		\$637.00	ĸ	31%	\$439.53	\$0.00	\$0.00	\$0.00	\$0.00			SPLUNK
5 5	SE-TLE1K-1999-US	SEL Splunk Ent TermL ESUP1K-1999GB/dayUS	\$554.00 \$808.00	K K	31% 31%	\$382.26 \$557.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	SE-TLE200-499-AN SE-TLE200-499-AP	SEL Splunk Ent TermL ESUP200-499GB/dayAN SEL Splunk Ent TermL ESUP200-499GB/dayAP	\$969.00	ĸ	31%	\$668.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	SE-TLE200-499-EM	SEL Splunk Ent TermL ESUP200-499GB/dayEM	\$743.00	ĸ	31%	\$512.67	\$0.00	\$0.00	\$0.00	\$0.00			SPLUNK
5	SE-TLE200-499-US	SEL Splunk Ent TermL ESUP200-499GB/dayUS	\$646.00	к	31%	\$445.74	\$0.00	\$0.00	\$0.00	\$0.00			SPLUNK
5	SE-TLE500-999-AN	SEL Splunk Ent TermL ESUP500-999GB/dayAN	\$751.00	к	31%	\$518.19	\$0.00	\$0.00	\$0.00	\$0.00			SPLUNK
5	SE-TLE500-999-AP	SEL Splunk Ent TermL ESUP500-999GB/dayAP	\$900.00	К	31%	\$621.00	\$0.00	\$0.00	\$0.00	\$0.00			SPLUNK
5	SE-TLE500-999-EM	SEL Splunk Ent TermL ESUP500-999GB/dayEM	\$691.00	к	31%	\$476.79	\$0.00	\$0.00	\$0.00	\$0.00			SPLUNK
5	SE-TLE500-999-US SE-TLE-50-99-AN	SEL Splunk Ent TermL ESUP500-999GB/dayUS	\$600.00 \$1,097.00	к к	31% 31%	\$414.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPLUNK SPLUNK
5	SE-TLE-50-99-AN	SEL Splunk Ent TermL ESUP50-99GB/dayAN SEL Splunk Ent TermL ESUP50-99GB/dayAP	\$1,097.00	ĸ	31%	\$756.93 \$907.35	\$0.00	\$0.00	\$0.00	\$0.00			SPLUNK
5	SE-TLE-50-99-EM	SEL Splunk Ent TermL ESUP50-99GB/dayA	\$1,009.00	ĸ	31%	\$696.21	\$0.00	\$0.00	\$0.00	\$0.00			SPLUNK
5	SE-TLE-50-99-US	SEL Splunk Ent TermL ESUP50-99GB/dayUS	\$877.00	ĸ	31%	\$605.13	\$0.00	\$0.00	\$0.00	\$0.00			SPLUNK
5	SE-TLG100-199-AN		\$974.00	к	31%	\$672.06	\$0.00	\$0.00	\$0.00	\$0.00			SPLUNK
5	SE-TLG100-199-AP	SEL Splunk Ent TermL GSUP100-199GB/dayAP	\$1,169.00	к	31%	\$806.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	SE-TLG100-199-EM		\$895.00	к	31%	\$617.55	\$0.00	\$0.00	\$0.00	\$0.00			SPLUNK
5	SE-TLG100-199-US		\$779.00	K	31%	\$537.51	\$0.00	\$0.00	\$0.00	\$0.00			SPLUNK
5	SE-TLG1K-1999-AN		\$778.00	ĸ	31%	\$536.82	\$0.00	\$0.00	\$0.00	\$0.00			SPLUNK
5 5	SE-TLG1K-1999-AP SE-TLG1K-1999-EM		\$935.00 \$717.00	K K	31% 31%	\$645.15 \$494.73	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	SE-TLG1K-1999-US		\$623.00	ĸ	31%	\$494.73	\$0.00	\$0.00	\$0.00	\$0.00			SPLUNK
5	SE-TLG200-499-AN		\$909.00	к	31%	\$627.21	\$0.00	\$0.00	\$0.00	\$0.00			SPLUNK
5	SE-TLG200-499-AP	SEL Splunk Ent TermL GSUP200-499GB/dayAP	\$1,091.00	ĸ	31%	\$752.79	\$0.00	\$0.00	\$0.00	\$0.00			SPLUNK
5	SE-TLG200-499-EM		\$837.00	к	31%	\$577.53	\$0.00	\$0.00	\$0.00	\$0.00			SPLUNK
5	SE-TLG200-499-US		\$727.00	К	31%	\$501.63	\$0.00	\$0.00	\$0.00	\$0.00			SPLUNK
5	SE-TLG500-999-AN		\$843.00	К	31%	\$581.67	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	SE-TLG500-999-AP	SEL Splunk Ent TermL GSUP500-999GB/dayAP SEL Splunk Ent TermL GSUP500-999GB/dayEM	\$1,014.00	K K	31%	\$699.66	\$0.00	\$0.00	\$0.00	\$0.00			SPLUNK
5 5	SE-TLG500-999-EM SE-TLG500-999-US	SEL Splunk Ent TermL GSUP500-999GB/dayEM	\$777.00 \$675.00	ĸ	31% 31%	\$536.13 \$465.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	EGL-0032PE14-I	SEL Eyeglass 2 Cluster Kit Ent-Installed	\$14,249.00	к	31%	\$9,831.81	\$0.00	\$0.00	\$0.00	\$0.00			SUPERNA
5	EGL-0032PE15-P	SEL IGLS 2 CLST KIT ENT-QUICK START PLUS		ĸ	31%	\$24,871.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SUPERNA
5	EGL-0032PE15-Q	SEL IGLS 2 CLST KIT ENT-QUICK START	\$23,480.00	к	31%	\$16,201.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SUPERNA
5	EGL-0032UE-2	SEL IGLS Basic-ADV to ENT Upg 2 Pack v2	\$7,338.00	к	31%	\$5,063.22	\$0.00	\$0.00	\$0.00	\$0.00			SUPERNA
5	EGL2-SRM-LIC	SEL Cluster Storage Monitor Lic v2	\$9,231.00	К	31%	\$6,369.39	\$0.00	\$0.00	\$0.00	\$0.00			SUPERNA
5	EGL-AUD-AGT	SEL Eyeglass Easy Auditor Agent Lic	\$6,411.00	ĸ	31%	\$4,423.59	\$0.00	\$0.00	\$0.00	\$0.00			SUPERNA
5	EGL-AUD-LIC EGL-EDGE-C1	SEL Eyeglass Easy Auditor Feature Lic SEL ISILONSD EDGE CLUSTER DISCOVERY-LI	\$4,103.00 \$1,250.00	к К	31% 31%	\$2,831.07 \$862.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SUPERNA SUPERNA
5		SEL EYEGLASS DR MANAGER Enterprise VAPP		ĸ	31%	\$412.62	\$0.00	\$0.00	\$0.00	\$0.00			SUPERNA
5	EGL-RAND-AGT	SEL Ransomware Defender Agent Lic	\$8,974.00	ĸ	31%	\$6,192.06	\$0.00	\$0.00	\$0.00	\$0.00			SUPERNA
5	EGL-RAND-LIC	SEL Ransomware Defender Feature Lic	\$3,846.00	к	31%	\$2,653.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SUPERNA
5	EYEGLASS-003E	SEL EyeGlass DR Single Cluster License	\$5,806.00	к	31%	\$4,006.14	\$0.00	\$0.00	\$0.00	\$0.00			SUPERNA
5	EYEGLASS-005	SEL EyeGlass VM Management	\$21.00	К	31%	\$14.49	\$0.00	\$0.00	\$0.00	\$0.00			SUPERNA
5	EYEGLASS-010	SEL EyeGlass Vblock Ent 1 Pack	\$6,410.00	ĸ	31%	\$4,422.90	\$0.00	\$0.00	\$0.00	\$0.00			SUPERNA
5 5	EYEGLASS-011 EYEGLASS-I1	SEL EyeGlass vCenter Discovery SEL IGLS RHEL-Centos Installer License	\$754.00 \$3.077.00	к к	31% 31%	\$520.26 \$2,123,13	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SUPERNA
5	IGL-CA-009	SEL IGLS RHEL-Centos Installer License SEL Eyeglass Isilon Probe-Basic	\$3,077.00 \$1,795.00	ĸ	31%	\$2,123.13 \$1,238.55	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00		SUPERNA SUPERNA
5	IGL-CA-012	SEL Eyeglass Volock Probe-Basic	\$2,820.00	ĸ	31%	\$1,945.80	\$0.00	\$0.00	\$0.00	\$0.00			SUPERNA
5		SEL Sync EE CLD Storage 1-10 TB 1 yr	\$2,160.00	ĸ	31%	\$1,490.40	\$0.00	\$0.00	\$0.00	\$0.00			SYNCPLICITY
5	SYNCCD-STG-T1-2Y	SEL Sync EE CLD Storage 1-10 TB 2 yr	\$4,104.00	к	31%	\$2,831.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5		SEL Sync EE CLD Storage 1-10 TB 3 yr	\$5,832.00	к	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	к	31%	\$1,242.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SYNCPLICITY
5		SEL Sync EE CLD Storage 11-100 TB 2 yr	\$3,420.00	ĸ	31%	\$2,359.80	\$0.00	\$0.00	\$0.00	\$0.00			SYNCPLICITY
5		SEL Sync EE CLD Storage 11-100 TB 3 yr SEL Sync EE CLD Storage 101-1,000 TB 1yr	\$4,860.00 \$1,620.00	K	31% 31%	\$3,353.40	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00 \$0.00			SYNCPLICITY
5		SEL Sync EE CLD Storage 101-1,000 TB Tyr	\$3,078.00	ĸ	31%	\$1,117.80 \$2,123.82	\$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	ĸ	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	ĸ	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	к	31%	\$1,887.84	\$0.00	\$0.00	\$0.00	\$0.00			SYNCPLICITY
5	SYNCCD-STG-T4-3Y	SEL Sync EE CLD Storage 1,001 TB+ 3 yr	\$3,888.00	к	31%	\$2,682.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5		SEL Sync DH Specialty Connector 1 yr	\$40,000.00	к	31%	\$27,600.00	\$0.00	\$0.00	\$0.00	\$0.00			SYNCPLICITY
5	SYNC-DH-CON-2Y	SEL Sync DH Specialty Connector 2 yr	\$72,000.00		31%	\$49,680.00	\$0.00	\$0.00	\$0.00	\$0.00			SYNCPLICITY
5 5	SYNC-DH-CON-3Y	SEL Sync DH Specialty Connector 3 yr	\$102,000.00	ĸ	31%	\$70,380.00	\$0.00	\$0.00	\$0.00	\$0.00			SYNCPLICITY
5	SYNC-DH-T1-1Y SYNC-DH-T1-2Y	SEL Sync DH 100-1,000 sts 1 yr SEL Sync DH 100-1,000 sts 2 yr	\$40.00 \$72.00		31% 31%	\$27.60 \$49.68	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SYNCPLICITY SYNCPLICITY
5	SYNC-DH-T1-21 SYNC-DH-T1-3Y	SEL Sync DH 100-1,000 sts 2 yr SEL Sync DH 100-1,000 sts 3 yr	\$102.00	ĸ	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	ĸ	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	ĸ	31%	\$40.02	\$0.00	\$0.00	\$0.00	\$0.00			SYNCPLICITY

					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	SYNC-DH-T2-3Y	SEL Sync DH 1,001-5,000 sts 3 yr	\$82.00	К	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	ĸ	31%	\$19.32	\$0.00	\$0.00	\$0.00	\$0.00			SYNCPLICITY
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	ĸ	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	ĸ	31%	\$31.05	\$0.00	\$0.00	\$0.00	\$0.00			SYNCPLICITY
5	SYNC-DH-T4-3Y	SEL Sync DH 10,001-20,000 sts 3 yr	\$64.00	к	31%	\$44.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SYNCPLICITY
5	SYNC-DH-T5-1Y	SEL Sync DH 20,001+ sts 1 yr	\$22.00	К	31%	\$15.18	\$0.00	\$0.00	\$0.00	\$0.00			SYNCPLICITY
5	SYNC-DH-T5-2Y	SEL Sync DH 20,001+ sts 2 yr	\$40.00	к	31%	\$27.60	\$0.00	\$0.00	\$0.00	\$0.00			SYNCPLICITY
5	SYNC-DH-T5-3Y SYNC-DH-UNL-1Y	SEL Sync DH 20,001+ sts 3 yr	\$56.00	K K	31%	\$38.64	\$0.00	\$0.00	\$0.00	\$0.00			SYNCPLICITY
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	ĸ	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	\$0.00			SYNCPLICITY
5	SYNC-EE-T1-1Y	SEL Sync EE 25-1,000 sts 1 yr	\$150.00	ĸ	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	к	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	K	31%	\$82.80	\$0.00	\$0.00	\$0.00	\$0.00			SYNCPLICITY
5 5	SYNC-EE-T2-2Y	SEL Sync EE 1,001-5,000 sts 2 yr	\$228.00 \$324.00		31%	\$157.32	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00			SYNCPLICITY
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	ĸ	31% 31%	\$223.56 \$66.24	\$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 1 yr	\$182.00	ĸ	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	\$0.00			SYNCPLICITY
5	SYNC-EE-T4-1Y	SEL Sync EE 10,001+ sts 1 yr	\$85.00	к	31%	\$58.65	\$0.00	\$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	к	31%	\$110.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5	SYNC-EE-T4-3Y	SEL Sync EE 10,001+ sts 3 yr	\$225.00	к	31%	\$155.25	\$0.00	\$0.00	\$0.00	\$0.00			SYNCPLICITY
5	100DCODSSP-1	SEL IDUClasFrwkODr 100 +SS⋑ 1year	\$12,853.00	ĸ	31%	\$8,868.57	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	100DCODSSP-12MT 100DCSOSSP-1	1 SEL IDUClasFrwkODr 100 +SS⋑ 12mt SEL IDUClasFr SPOn 100 +SS⋑ 1yr	\$6,429.00 \$12,853.00	к к	31% 31%	\$4,436.01	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5		1 SEL IDUCIASER SPOR 100 +SS⋑ 12mth	\$6,429.00		31%	\$8,868.57 \$4,436.01	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	100DCSSP-1	SEL IDUClassFr 100 + SS⋑ 1year	\$12,853.00		31%	\$8,868.57	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	100DCUSSP-1	SEL IDUClasFrwkUx100 + SS⋑ 1yr	\$12,853.00		31%	\$8,868.57	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	100DLSSP-3	SEL DL FOR 100 USERS + SS AND SUP 1YR	\$9,945.00	к	31%	\$6,862.05	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	100DLSSSP-1	SEL DLSUI FOR 100 + SS AND SUP FOR 1YR	\$15,470.00	К	31%	\$10,674.30	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	100DLXSSP-1	SEL DL ANALY 100 USERS + SS & SUP 1YR	\$6,630.00		31%	\$4,574.70	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	100DPSSP-2	SEL DP 100 users + SS and Sup 1st yr	\$14,365.00	ĸ	31%	\$9,911.85	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	100DPSSSP-2 100DS1PRSSP-2	SEL DP SP for 100 + SS and Sup 1st yr SEL DA DS100+1DA Pb/Col50SL+SS&Sup1st yr	\$14,365.00 \$14,365.00	K K	31% 31%	\$9,911.85 \$9,911.85	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	100D31FR33F-2	SEL DTE 100 users + SS + Support 1st yr	\$13,260.00	ĸ	31%	\$9,149.40	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	100DWS1PRSSP-1	SEL DWSP100use+1Pb/Col 50SL+SS&Sup1st yr	\$22,100.00	ĸ	31%	\$15,249.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	100DWW1PRSSP-1	SEL DWWin100use+1Pb/Coll50SL+SS&Sup1styr		к	31%	\$15,249.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	100ECLO1PRSSP	SEL DAExOnL 100+1DAPb/Col 50SL+SS&Sup1yr			31%	\$7,624.50	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5		VSEL DAExOnL100+1DAPb/Col50SL+SS&Sup12m		К	31%	\$3,813.63	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	100ODL1PRSSP	SEL DAODLite100+1DAPb/Col50SL+ SS&Sup1yr		К	31%	\$7,624.50	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	1000DL1PRSSP12M 100SPLO1PRSSP	SEL DAODLite100+1DAPb/Col50SL+SS&Sup12m SEL DASPOnLite100+1DAPb/Col50SL+SS&Sup1		K K	31% 31%	\$3,813.63 \$7,624.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5		MSEL DASPOnLite100+1DAPb/Col50SL+SS&Sup1			31%	\$3,813.63	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	250DCODSSP-1	SEL IDUClasFrwkODr 250 +SS⋑ 1year	\$19,810.00	ĸ	31%	\$13,668.90	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	250DCODSSP-12MT	1 SEL IDUClasFrwkODr 250 +SS⋑ 12mt	\$9,909.00	к	31%	\$6,837.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	250DCSOSSP-1	SEL ISEL DUClasFr SPOn 250 +SS⋑ 1yr	\$19,810.00		31%	\$13,668.90	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	VARONIS
5		1 SEL IDUClasFr SPOn 250 +SS⋑ 12mth	\$9,909.00	K	31%	\$6,837.21	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	250DCSSP-1	SEL IDUClassFr 250 + SS⋑ 1year	\$19,810.00	ĸ	31%	\$13,668.90	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	250DCUSSP-1 250DLSSP-3	SEL IDUClasFrwkUx250 + SS⋑ 1yr SEL DL FOR 250 USERS + SS AND SUP 1YR	\$19,810.00 \$15,356.00	K K	31% 31%	\$13,668.90 \$10,595.64	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	250DLSSSP-1	SEL DLSUI FOR 250 + SS AND SUP FOR 1YR	\$23,888.00		31%	\$16,482.72	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	250DLXSSP-1	SEL DL ANALY 250 USERS + SS & SUP 1YR	\$10,238.00	ĸ	31%	\$7,064.22	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	250DPSSP-2	SEL DP 250 users + SS and Sup 1st yr	\$22,181.00		31%	\$15,304.89	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	250DPSSSP-2	SEL DP for 250 + SS and Sup 1st yr	\$22,181.00	к	31%	\$15,304.89	\$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 5	250DTSSP	SEL DTE 250 users + SS + Support 1st yr SEL DWSP250user+1Pb/Col50SL+SS⋑ 1styr	\$20,475.00		31%	\$14,127.75	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00			VARONIS VARONIS
5	250DWS1PRSSP-1 250DWW1PRSSP-1	SEL DWSP250user+1Pb/Col50SL+SS&Sup1styr SEL DWWin250use+1Pb/Coll50SL+SS&Sup1styr	\$34,125.00 \$34,125.00	ĸ	31% 31%	\$23,546.25 \$23,546.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS
5	250ECLO1PRSSP	SEL DAExOnL250+1DAPb/Col 50SL+SS&Sup1sty			31%	\$23,340.23	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5		VSEL DAExOnL250+1DAPb/Col50SL+SS&Sup12m			31%	\$5,889.15	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	2500DL1PRSSP	SEL SELDAODLite250+1DAPb/Col50SL+SS⋑			31%	\$11,773.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5		SEL DAODLite250+1DAPb/Col50SL+SS&Sup12m	\$8,535.00		31%	\$5,889.15	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	250SPLO1PRSSP	SEL DASPOnLite250+1DAPb/Col50SL+SS&Sup1			31%	\$11,773.47	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5		MSEL DASPOnLite250+1DAPb/Col50SL+SS&Sup1			31%	\$5,889.15	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	25DCODSSP-1	SEL IDUCIasFrwkODr 25 +SS⋑ 1year	\$6,065.00		31%	\$4,184.85	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	25DCODSSP-12MT- 25DCSOSSP-1	1 SEL IDUClasFrwkODr 25 +SS⋑ 12mt SELIDUClasFr SPOn 25 +SS⋑ 1yr	\$3,034.00 \$6,065.00		31% 31%	\$2,093.46 \$4,184.85	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5		SELIDUCIASFr SPOn 25 +SS⋑ 1yr SEL IDUCIASFr SPOn 25 +SS⋑ 12mth	\$6,065.00 \$3,034.00		31%	\$4,184.85 \$2,093.46	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00			VARONIS
5	25DCSSP-1	SEL IDUCIASSFr 25 + SS⋑ 1year	\$6,065.00		31%	\$4,184.85	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	25DCUSSP-1	SEL IDUCIasFrwkUx25 + SS⋑ 1yr	\$6,065.00		31%	\$4,184.85	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	25DLSSP-3	SEL DL FOR 25 USERS + SS AND SUP 1YR	\$4,680.00		31%	\$3,229.20	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	25DLSSSP-1	SEL DLSUI FOR 25 + SS AND SUP FOR 1YR	\$7,280.00		31%	\$5,023.20	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	25DLXSSP-1	SEL DL ANALY 25 USERS + SS AND SUP 1YR	\$3,120.00		31%	\$2,152.80	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	25DPSSP-2	SEL DP 25 users + SS and Sup 1st yr	\$6,760.00	К	31%	\$4,664.40	\$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		I
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	25DPSSSP-2	SEL DP SP for 25 + SS and Sup 1st yr	\$6,760.00	ĸ	31%	\$4,664.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	25DS1PRSSP-2 25DTSSP	SEL DADS25+1 DA Pb/Col50SL+SS&Sup1st yr	\$6,760.00		31% 31%	\$4,664.40	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00		VARONIS
5	25DWS1PRSSP-1	SEL DTE 25 users + SS and Support 1st yr SEL DWSP25user+1Pb/Col50SL+SS&Supp1styr	\$6,240.00 \$10,400.00		31%	\$4,305.60 \$7,176.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00		VARONIS VARONIS
5	25DWW1PRSSP-1	SEL DWWin25use&1Pb/Colle50SL+SS&Sup1styr	\$10,400.00		31%	\$7,176.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	25ECLO1PRSSP	SEL DAExOnL25+1 DA Pb/Col 50SL+SS&Sup1yr			31%	\$3,588.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	25ECLO1PRSSP12M	SEL DAExOnL25+1DAPb/Col50SL+SS&Sup12mt			31%	\$1,794.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	250DL1PRSSP	SEL DAODLite25+1DAPb/Col50SL+SS&Sup1yr	\$5,200.00		31%	\$3,588.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5		SEL DAODLite25+1DA Pb/Col50SL+SS&Sup12ml			31%	\$1,794.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	25SPL01PRSSP	SEL DASPOnLite25+1DAPb/Col50SL+SS&Sup1y			31% 31%	\$3,588.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00		VARONIS
5	25UX1PRSSP	SEL DASPOnLite25+1DAPb/Col 50SL+SS&Sup12 SEL DATADVIDUUX 25 1DAPROBE50SL SS SUF			31%	\$1,794.69 \$7,176.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00		VARONIS VARONIS
5	50DA1PRSSP	SEL DATADVANT50 1 PROBE 1YSS SP	\$15,600.00		31%	\$10,764.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	50DCODSSP-1	SEL IDUClasFrwkODr 50 +SS⋑ 1year	\$9,099.00		31%	\$6,278.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5		SEL IDUClasFrwkODr 50 +SS⋑ 12mt	\$4,551.00		31%	\$3,140.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	50DCSOSSP-1	SEL IDUClasFr SPOn 50 +SS⋑ 1yr	\$9,099.00		31%	\$6,278.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5		SEL IDUCIasFr SPOn 50 +SS⋑ 12mth	\$4,551.00		31%	\$3,140.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	50DCSSP-1 50DCUSSP-1	SEL IDUClassFr 50 + SS⋑ 1year SEL IDUClasFrwkUx50 + SS⋑ 1yr	\$9,099.00 \$9,099.00		31% 31%	\$6,278.31 \$6,278.31	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	50DLSSP-3	SEL DL FOR 50 USERS + SS AND SUP 1YR	\$7,020.00		31%	\$4,843.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	50DLSSSP-1	SEL DLSUI FOR 50 + SS AND SUP FOR 1YR	\$10,920.00		31%	\$7,534.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	50DLXSSP-1	SEL DL ANALY 50 USERS + SS & SUP 1YR	\$4,680.00		31%	\$3,229.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	50DPSSP-2	SEL DP 50 users + SS and Sup 1st yr	\$10,140.00		31%	\$6,996.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	50DPSSSP-2	SEL DP SP for 50 + SS and Sup 1st yr	\$10,140.00		31%	\$6,996.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	50DS1PRSSP-2 50DTSSP	SEL DA DS50+1 DA Pb/Col50SL+SS&Sup1st yr SEL DTE 50 users + SS and Support 1st yr	\$10,140.00		31% 31%	\$6,996.60	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	50DWS1PRSSP-1	SEL DVSP50use+1Pb/Coll50SL+SS⋑ 1st yr	\$9,360.00 \$15,600.00		31%	\$6,458.40 \$10,764.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	50DWW1PRSSP-1	SEL DWWin50use+1Pb/Colle50SL+SS&Sup1styr	\$15,600.00		31%	\$10,764.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	50ECLO1PRSSP	SEL DAExOnL 50+1DAPb/Col50SL+SS&Sup1yr	\$7,800.00		31%	\$5,382.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	50ECLO1PRSSP12M	SEL DAExOnL50+1DAPb/Col50SL+SS&Sup12mt	\$3,902.00	к	31%	\$2,692.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	50ODL1PRSSP	SEL DAODLite50+1DAPb/Col50SL+ SS&Sup1yr	\$7,800.00		31%	\$5,382.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5		SEL DAODLite50+1DAPb/Col50SL+SS&Sup12mt			31%	\$2,692.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	50SPLO1PRSSP	SEL DASPOnLite50+1DAPb/Col50SL+SS&Sup1yi SEL DA SPOnLite50+1DAPb/Col50SL+SS&Sup12			31% 31%	\$5,382.00 \$2,692.38	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	ADD-DA	SEL ADD-ON DATADVANTAGEANALYTICS ENG			31%	\$8,970.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	ADD-IDU-DR	SEL Add-On IDU for Disaster Recovery	\$13,000.00		31%	\$8,970.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	ADD-IDU-PR	SEL Add-On IDU for Addi Production Env	\$13,000.00		31%	\$8,970.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	ADD-IDU-TS	SEL Add-On IDU for Test Environment	\$13,000.00		31%	\$8,970.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DA-100KL	SEL DATADVANT100000	\$3,900,000.00		31%	\$2,691,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DA-10KL	SEL DATADVANT10000	\$436,800.00		31%	\$301,392.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DA-1500L DA-150KL	SEL DATADVANT1500 SEL DATADVANT150000	\$98,280.00 \$5,733,000.00		31% 31%	\$67,813.20 \$3,955,770.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DA-15KL	SEL DATADVANTIS0000	\$655,200.00		31%	\$452,088.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DA-1KL	SEL DATADVANT1000	\$73,710.00		31%	\$50,859.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DA-20KL	SEL DATADVANT20000	\$829,920.00		31%	\$572,644.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DA-2500L	SEL DATADVANT2500	\$141,050.00		31%	\$97,324.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DA-25KL	SEL DATADVANT25000	\$1,037,400.00		31%	\$715,806.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DA-2KL	SEL DATADVANT2000	\$118,300.00		31%	\$81,627.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00		VARONIS
5	DA-3500L DA-35KL	SEL DATADVANT3500 SEL DATADVANT35000	\$197,470.00 \$1,430,000.00	ĸ	31% 31%	\$136,254.30 \$986,700.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DA-3KL	SEL DATADVANT3000	\$169,260.00		31%	\$116,789.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DA-4500L	SEL DATADVANT4500	\$245,700.00		31%	\$169,533.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DA-4KL	SEL DATADVANT4000	\$218,400.00	к	31%	\$150,696.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DA-500L	SEL DATADVANT500	\$40,950.00		31%	\$28,255.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DA-50KL	SEL DATADVANT50000	\$2,015,000.00		31%	\$1,390,350.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DA-5KL DA-6KL	SEL DATADVANT5000 SEL DATADVANT6000	\$273,000.00 \$289,380.00		31% 31%	\$188,370.00 \$199,672.20	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DA-0KL DA-750L	SEL DATADVANT6000 SEL DATADVANT750	\$289,380.00		31%	\$40,365.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DA-7KL	SEL DATADVANT7000	\$337,610.00		31%	\$232,950.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DA-8KL	SEL DATADVANT8000	\$364,000.00		31%	\$251,160.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DA-9KL	SEL DATADVANT9000	\$409,500.00		31%	\$282,555.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DAL-100KL	SEL DATADVANTAGEIDUANALYTICSLITE10000			31%	\$1,345,500.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DAL-10KL	SEL DATADVANTAGEIDUANALYTICSLITE 1000			31%	\$150,696.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DAL-1500L	SEL DATADVANTAGEIDUANALYTICSLITE 1500			31%	\$33,906.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DAL-150KL DAL-15KL	SEL DATADVANTAGEIDUANALYTICSLITE15000 SEL DATADVANTAGEIDUANALYTICSLITE 1500			31% 31%	\$1,977,885.00 \$226.044.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DAL-1KL	SEL DATADVANTAGEIDUANALYTICSLITE 1000			31%	\$25,429.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DAL-20KL	SEL DATADVANTAGEIDUANALYTICSLITE 2000	1		31%	\$286,322.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DAL-2500L	SEL DATADVANTAGEIDUANALYTICSLITE 2500			31%	\$48,662.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DAL-25KL	SEL DATADVANTAGEIDUANALYTICSLITE 2500	\$518,700.00	к	31%	\$357,903.00	\$0.00	\$0.00		\$0.00	\$0.00		VARONIS
5	DAL-2KL	SEL DATADVANTAGEIDUANALYTICSLITE 2000			31%	\$40,813.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DAL-3500L	SEL DATADVANTAGEIDUANALYTICSLITE 3500			31%	\$68,127.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DAL-35KL	SEL DATADVANTAGEIDUANALYTICSLITE 3000			31% 31%	\$493,350.00 \$58,394,70	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DAL-3KL DAL-4500L	SEL DATADVANTAGEIDUANALYTICSLITE 3000 SEL DATADVANTAGEIDUANALYTICSLITE 4500			31%	\$58,394.70 \$84,766.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DAL-4KL	SEL DATADVANTAGEIDUANALYTICSLITE 4000			31%	\$75,348.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DAL-500L	SEL DATADVANTAGEIDUANALYTICSLITE 500	\$20,475.00		31%	\$14,127.75	\$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	DAL-50KL	SEL DATADVANTAGEIDUANALYTICSLITE 5000	\$1,007,500.00	к	31%	\$695,175.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DAL-5KL	SEL DATADVANTAGEIDUANALYTICSLITE 5000		к	31%	\$94,185.00	\$0.00	\$0.00	\$0.00				VARONIS
5	DAL-6KL	SEL DATADVANTAGEIDUANALYTICSLITE 6000		K	31%	\$99,836.10	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DAL-750L	SEL DATADVANTAGEIDUANALYTICSLITE 750	\$29,250.00	К	31%	\$20,182.50	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5 5	DAL-7KL DAL-8KL	SEL DATADVANTAGEIDUANALYTICSLITE 7000		к к	31% 31%	\$116,475.45	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DAL-9KL	SEL DATADVANTAGEIDUANALYTICSLITE 8000 SEL DATADVANTAGEIDUANALYTICSLITE 9000		ĸ	31%	\$125,580.00 \$141,277.50	\$0.00	\$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	ĸ	31%	\$38,145.27	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DAPR-1P	SEL 1 DATADVANTPROBE	\$9,100.00	ĸ	31%	\$6,279.00	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DAPR-20P	SEL 20 DATADVANTPROBES	\$66,339.00	к	31%	\$45,773.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAPR-5P	SEL 5 DATADVANTPROBES	\$31,850.00	к	31%	\$21,976.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DC-1000L-1	SEL IDUClassFrwk1000 users	\$53,071.00	К	31%	\$36,618.99	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DC-100KL-1	SEL IDUClassFrwk100000 users	\$2,808,000.00	к	31%	\$1,937,520.00	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DC-10KL-1	SEL IDUClassFrwk10000 users	\$314,496.00	ĸ	31%	\$217,002.24	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DC-1500L-1	SEL IDUClassFrwk1500 users	\$70,762.00	К	31%	\$48,825.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DC-150KL-1	SEL IDUClassFrwk150000 users	\$4,127,760.00	К	31%	\$2,848,154.40	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5 5	DC-15KL-1 DC-2000L-1	SEL IDUClassFrwk15000 users SEL IDUClassFrwk2000 users	\$471,744.00 \$85,176.00	к К	31% 31%	\$325,503.36 \$58,771.44	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DC-2000L-1 DC-20KL-1	SEL IDUCIASSFIWIZ2000 users	\$597,542.00	ĸ	31%	\$412,303.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DC-2500L-1	SEL IDUCIassFrwk2500 users	\$101,556.00	ĸ	31%	\$70,073.64	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DC-25KL-1	SEL IDUClassFrwk25000 users	\$746,928.00	к	31%	\$515,380.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DC-3000L-1	SEL IDUClassFrwk3000 users	\$121,867.00	ĸ	31%	\$84,088.23	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DC-3500L-1	SEL IDUClassFrwk3500 users	\$142,178.00	к	31%	\$98,102.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DC-35KL-1	SEL IDUClassFrwk35000 users	\$1,029,600.00	к	31%	\$710,424.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DC-4000L-1	SEL IDUClassFrwk4000 users	\$157,248.00	К	31%	\$108,501.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DC-4500L-1	SEL IDUClassFrwk4500 users	\$176,904.00	к	31%	\$122,063.76	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DC-5000L-1	SEL IDUClassFrwk5000 users	\$196,560.00	K	31%	\$135,626.40	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DC-500L-1	SEL IDUClassFrwk500 users	\$29,484.00	к	31%	\$20,343.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DC-50KL-1	SEL IDUClassFrwk50000 users	\$1,450,800.00	к	31%	\$1,001,052.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DC-6000L-1 DC-7000L-1	SEL IDUClassFrwk6000 users SEL IDUClassFrwk7000 users	\$208,354.00 \$243,079.00	K K	31% 31%	\$143,764.26 \$167,724.51	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DC-750L-1	SEL IDUCIASSFIWK7000 users SEL IDUCIASSFIWK750 users	\$42,120.00	ĸ	31%	\$29,062.80	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DC-8000L-1	SEL IDUCIASSFrwk8000 users	\$262,080.00	ĸ	31%	\$180,835.20	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DC-9000L-1	SEL IDUClassFrwk9000 users	\$294,840.00	ĸ	31%	\$203,439.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DCOD-1000L-1	SEL IDU ClassFr ODr 1000 users	\$53,071.00	ĸ	31%	\$36,618.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DCOD-1000L-12MT1	SEL IDU ClassFr ODr for 1000 12mth	\$21,228.00	к	31%	\$14,647.32	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DCOD-100KL-1	SEL IDU ClassFr ODr 100000 users	\$2,808,000.00	к	31%	\$1,937,520.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DCOD-100KL-12MT1	SEL IDU ClassFr ODr for 100000 12mth	\$1,123,200.00	К	31%	\$775,008.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DCOD-10KL-1	SEL IDU ClassFr ODr 10000 users	\$314,496.00	к	31%	\$217,002.24	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DCOD-10KL-12MT1	SEL IDU ClassFr ODr for 10000 12mth	\$125,798.00	к	31%	\$86,800.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DCOD-1500L-1	SEL IDU ClassFr ODr 1500 users	\$70,762.00	ĸ	31%	\$48,825.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5		SEL IDU ClassFr ODr for 1500 12mth	\$28,305.00	К	31%	\$19,530.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DCOD-150KL-1	SEL IDU ClassFr ODr 150000 users SEL IDU ClassFr ODr for 150000 12mth	\$4,127,760.00 \$1,651,104.00	K K	31% 31%	\$2,848,154.40 \$1,139,261.76	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCOD-150KL-12011	SEL IDU ClassFr ODr 150000 12mm	\$471,744.00	ĸ	31%	\$325,503.36	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5		SEL IDU ClassFr ODr for 15000 12mth	\$188,698.00	ĸ	31%	\$130,201.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DCOD-2000L-1	SEL IDU ClassFr ODr 2000 users	\$85,176.00	ĸ	31%	\$58,771.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5		SEL IDU ClassFr ODr for 2000 12mth	\$34,070.00	ĸ	31%	\$23,508.30	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DCOD-20KL-1	SEL IDU ClassFr ODr 20000 users	\$597,542.00	к	31%	\$412,303.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DCOD-20KL-12MT1	SEL IDU ClassFr ODr for 20000 12mth	\$239,017.00	к	31%	\$164,921.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DCOD-2500L-1	SEL IDU ClassFr ODr 2500 users	\$101,556.00	к	31%	\$70,073.64	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5		SEL IDU ClassFr ODr for 2500 12mth	\$40,622.00	ĸ	31%	\$28,029.18	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DCOD-25KL-1	SEL IDU ClassFr ODr 25000 users	\$746,928.00	К	31%	\$515,380.32	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5 5		SEL IDU ClassFr ODr for 25000 12mth	\$298,771.00	к к	31%	\$206,151.99	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00		VARONIS VARONIS
5	DCOD-3000L-1 DCOD-3000L-12MT1	SEL IDU ClassFr ODr 3000 users SEL IDU ClassFr ODr for 3000 12mth	\$121,867.00 \$48,747.00	ĸ	31% 31%	\$84,088.23 \$33,635.43	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS
5	DCOD-3500L-12M11 DCOD-3500L-1	SEL IDU ClassFr ODr 3500 users	\$46,747.00	ĸ	31%	\$98,102.82	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5		SEL IDU ClassFr ODr 5500 users	\$56,871.00	ĸ	31%	\$39,240.99	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DCOD-35KL-1	SEL IDU ClassFr ODr 35000 users	\$1,029,600.00	ĸ	31%	\$710,424.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5		SEL IDU ClassFr ODr for 35000 12mth	\$411,840.00	к	31%	\$284,169.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DCOD-4000L-1	SEL IDU ClassFr ODr 4000 users	\$157,248.00	к	31%	\$108,501.12	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5		SEL IDU ClassFr ODr for 4000 12mth	\$62,899.00	к	31%	\$43,400.31	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DCOD-4500L-1	SEL IDU ClassFr ODr 4500 users	\$176,904.00	к	31%	\$122,063.76	\$0.00	\$0.00	\$0.00			\$0.00	VARONIS
5		SEL IDU ClassFr ODr for 4500 12mth	\$70,762.00	к	31%	\$48,825.78	\$0.00	\$0.00	\$0.00				VARONIS
5	DCOD-5000L-1	SEL IDU ClassFr ODr 5000 users	\$196,560.00	к	31%	\$135,626.40	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5		SEL IDU ClassFr ODr for 5000 12mth	\$78,624.00	к	31%	\$54,250.56	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DCOD-500L-1	SEL IDU ClassFr ODr 500 users	\$29,484.00	К	31%	\$20,343.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5		SEL IDU ClassFr ODr for 500 12mth	\$11,794.00	К	31%	\$8,137.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DCOD-50KL-1	SEL IDU ClassFr ODr 50000 users SEL IDU ClassFr ODr for 50000 12mth	\$1,450,800.00	ĸ	31%	\$1,001,052.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DCOD-50KL-12MT1 DCOD-6000L-1	SEL IDU ClassFr ODr for 50000 12mth SEL IDU ClassFr ODr 6000 users	\$580,320.00 \$208,354.00	к к	31% 31%	\$400,420.80 \$143,764.26	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5		SEL IDU ClassFr ODr 6000 users SEL IDU ClassFr ODr for 6000 12mth	\$208,354.00 \$83,341.00	ĸ	31%	\$143,764.26 \$57,505.29	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DCOD-8000L-12M11 DCOD-7000L-1	SEL IDU ClassFr ODr 100 0000 12mm	\$243,079.00	ĸ	31%	\$167,724.51	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5		SEL IDU ClassFr ODr for 7000 12mth	\$97,232.00	ĸ	31%	\$67,090.08	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DCOD-750L-1	SEL IDU ClassFr ODr 750 users	\$42,120.00	ĸ	31%	\$29,062.80	\$0.00	\$0.00	\$0.00				VARONIS
5		SEL IDU ClassFr ODr for 750 12mth	\$16,848.00	к	31%	\$11,625.12	\$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	DCOD-8000L-1	SEL IDU ClassFr ODr 8000 users	\$262,080.00	К	31%	\$180,835.20	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5		SEL IDU ClassFr ODr for 8000 12mth	\$104,832.00		31%	\$72,334.08	\$0.00	\$0.00					VARONIS
5 5	DCOD-9000L-1	SEL IDU ClassFr ODr 9000 users SEL IDU ClassFr ODr for 9000 12mth	\$294,840.00 \$117.936.00	K K	31% 31%	\$203,439.60	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00		VARONIS VARONIS
5	DCSO-1000L-12M11 DCSO-1000L-1	SEL IDU ClassFr ODr for 9000 12mth SEL IDU ClasFrwkShPtOn 1000 users	\$117,936.00 \$53,071.00	ĸ	31%	\$81,375.84 \$36,618.99	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS
5		SEL IDUCIASSFrwkShPtOn1000 12mth	\$21,228.00	ĸ	31%	\$14,647.32	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DCSO-1006L-12M11	SEL IDU ClasFrwkShPtOn 100000 users	\$2,808,000.00	к	31%	\$1,937,520.00	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5		SEL IDUClassFrwkShPtOn100000 12mth	\$1,123,200.00	ĸ	31%	\$775,008.00	\$0.00	\$0.00			\$0.00		VARONIS
5	DCSO-10KL-1	SEL IDU ClasFrwkShPtOn 10000 users	\$314,496.00	к	31%	\$217,002.24	\$0.00	\$0.00			\$0.00		VARONIS
5	DCSO-10KL-12MT1	SEL IDUClassFrwkShPtOn10000 12mth	\$125,798.00	к	31%	\$86,800.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DCSO-1500L-1	SEL IDU ClasFrwkShPtOn 1500 users	\$70,762.00	к	31%	\$48,825.78	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5		SEL IDUClassFrwkShPtOn1500 12mth	\$28,305.00	К	31%	\$19,530.45	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DCSO-150KL-1	SEL IDU ClasFrwkShPtOn 150000 users	\$4,127,760.00	K	31%	\$2,848,154.40	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5		SEL IDUClassFrwkShPtOn150000 12mth	\$1,651,104.00	ĸ	31%	\$1,139,261.76	\$0.00	\$0.00			\$0.00		VARONIS
5	DCSO-15KL-1	SEL IDU ClasFrwkShPtOn 15000 users	\$471,744.00	K K	31%	\$325,503.36	\$0.00	\$0.00			\$0.00		VARONIS
5	DCSO-15KL-12MT1 DCSO-2000L-1	SEL IDUClassFrwkShPtOn15000 12mth SEL IDU ClasFrwkShPtOn 2000 users	\$188,698.00 \$85,176.00	ĸ	31% 31%	\$130,201.62 \$58,771.44	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5		SEL IDUCIASSFrwkShPtOn2000 12mth	\$34,070.00	ĸ	31%	\$23,508.30	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DCSO-2000L-12M11	SEL IDU ClasFrwkShPtOn 20000 users	\$597,542.00	к	31%	\$412,303.98	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5			\$239,017.00		31%	\$164,921.73	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DCSO-2500L-1	SEL IDU ClasFrwkShPtOn 2500 users	\$101,556.00		31%	\$70,073.64	\$0.00	\$0.00			\$0.00		VARONIS
5		SEL IDUClassFrwkShPtOn2500 12mth	\$40,622.00	к	31%	\$28,029.18	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DCSO-25KL-1	SEL IDU ClasFrwkShPtOn 25000 users	\$746,928.00	К	31%	\$515,380.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DCSO-25KL-12MT1	SEL IDUClassFrwkShPtOn25000 12mth	\$298,771.00	к	31%	\$206,151.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DCSO-3000L-1	SEL IDU ClasFrwkShPtOn 3000 users	\$121,867.00	к	31%	\$84,088.23	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5		SEL IDUClassFrwkShPtOn3000 12mth	\$48,747.00	К	31%	\$33,635.43	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DCSO-3500L-1	SEL IDU ClasFrwkShPtOn 3500 users	\$142,178.00	ĸ	31%	\$98,102.82	\$0.00	\$0.00			\$0.00		VARONIS
5	DCSO-3500L-12MT1 DCSO-35KL-1	SEL IDUClassFrwkShPtOn3500 12mth	\$56,871.00	ĸ	31%	\$39,240.99	\$0.00	\$0.00			\$0.00		VARONIS
5 5		SEL IDU ClassFrwkShPtOn 35000 users	\$1,029,600.00	к к	31% 31%	\$710,424.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00		VARONIS
5	DCSO-4000L-1	SEL IDUClassFrwkShPtOn35000 12mth SEL IDU ClasFrwkShPtOn 4000 users	\$411,840.00 \$157,248.00	ĸ	31%	\$284,169.60 \$108,501.12	\$0.00	\$0.00	\$0.00		\$0.00 \$0.00		VARONIS VARONIS
5		SEL IDUClassFrwkShPtOn4000 12mth	\$62,899.00	ĸ	31%	\$43,400.31	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DCSO-4500L-1	SEL IDU ClasFrwkShPtOn 4500 users	\$176,904.00		31%	\$122,063.76	\$0.00	\$0.00			\$0.00		VARONIS
5		SEL IDUClassFrwkShPtOn4500 12mth	\$70,762.00	ĸ	31%	\$48,825.78	\$0.00	\$0.00			\$0.00		VARONIS
5	DCSO-5000L-1	SEL IDU ClasFrwkShPtOn 5000 users	\$196,560.00	к	31%	\$135,626.40	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DCSO-5000L-12MT1	SEL IDUClassFrwkShPtOn5000 12mth	\$78,624.00	к	31%	\$54,250.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DCSO-500L-1	SEL IDU ClasFrwkShPtOn 500 users	\$29,484.00	к	31%	\$20,343.96	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DCSO-500L-12MT1	SEL IDUClassFrwkShPtOn500 12mth	\$11,794.00	К	31%	\$8,137.86	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DCSO-50KL-1	SEL IDU ClasFrwkShPtOn 50000 users	\$1,450,800.00	К	31%	\$1,001,052.00	\$0.00	\$0.00			\$0.00		VARONIS
5	DCSO-50KL-12MT1	SEL IDUClassFrwkShPtOn50000 12mth	\$580,320.00		31%	\$400,420.80	\$0.00	\$0.00			\$0.00		VARONIS
5	DCSO-6000L-1	SEL IDU ClasFrwkShPtOn 6000 users	\$208,354.00	ĸ	31%	\$143,764.26	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5		SEL IDUCIassFrwkShPtOn6000 12mth	\$83,341.00 \$243,079.00	K K	31% 31%	\$57,505.29	\$0.00	\$0.00	\$0.00 \$0.00		\$0.00		VARONIS VARONIS
5	DCSO-7000L-1 DCSO-7000L-12MT1	SEL IDU ClasFrwkShPtOn 7000 users SEL IDUClassFrwkShPtOn7000 12mth	\$97,232.00	ĸ	31%	\$167,724.51 \$67,090.08	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00		\$0.00 \$0.00		VARONIS
5	DCSO-750L-1	SEL IDU ClasFrwkShPtOn 750 users	\$42,120.00	к	31%	\$29,062.80	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5		SEL IDUClassFrwkShPtOn750 12mth	\$16,848.00		31%	\$11,625.12	\$0.00	\$0.00			\$0.00		VARONIS
5	DCSO-8000L-1	SEL IDU ClasFrwkShPtOn 8000 users	\$262,080.00	к	31%	\$180,835.20	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DCSO-8000L-12MT1	SEL IDUClassFrwkShPtOn8000 12mth	\$104,832.00	к	31%	\$72,334.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DCSO-9000L-1	SEL IDU ClasFrwkShPtOn 9000 users	\$294,840.00	к	31%	\$203,439.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5		SEL IDUClassFrwkShPtOn9000 12mth	\$117,936.00	к	31%	\$81,375.84	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DCU-1000L-1	SEL IDUClasFrwkUx 1000 users	\$53,071.00	К	31%	\$36,618.99	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DCU-100KL-1	SEL IDUClasFrwkUx 100000 users	\$2,808,000.00	ĸ	31%	\$1,937,520.00	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DCU-10KL-1	SEL IDUCIasFrwkUx 10000 users	\$314,496.00	K K	31% 31%	\$217,002.24	\$0.00	\$0.00			\$0.00		VARONIS
5	DCU-1500L-1 DCU-150KL-1	SEL IDUClasFrwkUx 1500 users SEL IDUClasFrwkUx 150000 users	\$70,762.00 \$4,127,760.00	K K	31% 31%	\$48,825.78 \$2,848,154.40	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	DCU-15KL-1	SEL IDUCIASFI WKUX 150000 users	\$471,744.00	ĸ	31%	\$325,503.36	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DCU-2000L-1	SEL IDUCIASFrwkUx 2000 users	\$85,176.00	к	31%	\$58,771.44	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DCU-20KL-1	SEL IDUClasFrwkUx 20000 users	\$597,542.00	ĸ	31%	\$412,303.98	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DCU-2500L-1	SEL IDUClasFrwkUx 2500 users	\$101,556.00	ĸ	31%	\$70,073.64	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DCU-25KL-1	SEL IDUClasFrwkUx 25000 users	\$746,928.00	к	31%	\$515,380.32	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DCU-3000L-1	SEL IDUClasFrwkUx 3000 users	\$121,867.00	к	31%	\$84,088.23	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DCU-3500L-1	SEL IDUClasFrwkUx 3500 users	\$142,178.00	к	31%	\$98,102.82	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DCU-35KL-1	SEL IDUClasFrwkUx 35000 users	\$1,029,600.00	ĸ	31%	\$710,424.00	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DCU-4000L-1	SEL IDUClasFrwkUx 4000 users	\$157,248.00		31%	\$108,501.12	\$0.00	\$0.00					VARONIS
5	DCU-4500L-1	SEL IDUCIasFrwkUx 4500 users	\$176,904.00		31%	\$122,063.76	\$0.00	\$0.00					VARONIS
5	DCU-5000L-1	SEL IDUCIasFrwkUx 5000 users	\$196,560.00		31%	\$135,626.40	\$0.00	\$0.00			\$0.00		VARONIS
5	DCU-500L-1	SEL IDUCIasFrwkUx 500 users	\$29,484.00		31%	\$20,343.96	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DCU-50KL-1 DCU-6000L-1	SEL IDUClasFrwkUx 50000 users SEL IDUClasFrwkUx 6000 users	\$1,450,800.00 \$208,354.00		31% 31%	\$1,001,052.00 \$143,764.26	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	DCU-7000L-1	SEL IDUCIASFIWKUX 6000 users	\$208,354.00 \$243,079.00		31%	\$167,724.51	\$0.00	\$0.00			\$0.00		VARONIS
5	DCU-750L-1	SEL IDUCIASFIWKUX 750 users	\$42,120.00		31%	\$29,062.80	\$0.00	\$0.00					VARONIS
5	DCU-8000L-1	SEL IDUCIasFrwkUx 8000 users	\$262,080.00		31%	\$180,835.20	\$0.00	\$0.00					VARONIS
5	DCU-9000L-1	SEL IDUCIasFrwkUx 9000 users	\$294,840.00		31%	\$203,439.60	\$0.00	\$0.00			\$0.00		VARONIS
5	DL-1000L-3	SEL DL FOR 1000 USERS	\$33,170.00		31%	\$22,887.30	\$0.00	\$0.00			\$0.00		VARONIS
5	DL-100KL-3	SEL DL FOR 100000 USERS	\$1,755,000.00	к	31%	\$1,210,950.00	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DL-10KL-3	SEL DL FOR 10000 USERS	\$196,560.00		31%	\$135,626.40	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DL-1500L-3	SEL DL FOR 1500 USERS	\$44,226.00	К	31%	\$30,515.94	\$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		1
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	DL-150KL-3	SEL DL FOR 150000 USERS	\$2,579,850.00	К	31%	\$1,780,096.50	\$0.00	\$0.00	\$0.00				VARONIS
5 5	DL-15KL-3 DL-2000L-3	SEL DL FOR 15000 USERS SEL DL FOR 2000 USERS	\$294,840.00 \$53,235.00	к к	31% 31%	\$203,439.60 \$36,732.15	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00				VARONIS
5	DL-2000L-3 DL-20KL-3	SEL DL FOR 2000 USERS	\$373,464.00	ĸ	31%	\$257,690.16	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00) VARONIS) VARONIS
5	DL-2500L-3	SEL DL FOR 2500 USERS	\$63,473.00	ĸ	31%	\$43,796.37	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DL-25KL-3	SEL DL FOR 25000 USERS	\$466,830.00	к	31%	\$322,112.70	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DL-3000L-3	SEL DL FOR 3000 USERS	\$76,167.00	к	31%	\$52,555.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DL-3500L-3	SEL DL FOR 3500 USERS	\$88,862.00	к	31%	\$61,314.78	\$0.00	\$0.00	\$0.00				VARONIS
5	DL-35KL-3	SEL DL FOR 35000 USERS	\$643,500.00	ĸ	31%	\$444,015.00	\$0.00	\$0.00	\$0.00				VARONIS
5	DL-4000L-3 DL-4500L-3	SEL DL FOR 4000 USERS SEL DL FOR 4500 USERS	\$98,280.00 \$110,565.00	к к	31% 31%	\$67,813.20 \$76,289.85	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5	DL-5000L-3	SEL DL FOR 5000 USERS	\$122,850.00	ĸ	31%	\$84,766.50	\$0.00	\$0.00	\$0.00				VARONIS
5	DL-500L-3	SEL DL FOR 500 USERS	\$18,428.00	ĸ	31%	\$12,715.32	\$0.00	\$0.00	\$0.00				VARONIS
5	DL-50KL-3	SEL DL FOR 50000 USERS	\$906,750.00	к	31%	\$625,657.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DL-6000L-3	SEL DL FOR 6000 USERS	\$130,221.00	К	31%	\$89,852.49	\$0.00	\$0.00	\$0.00				VARONIS
5	DL-7000L-3	SEL DL FOR 7000 USERS	\$151,925.00	к	31%	\$104,828.25	\$0.00	\$0.00	\$0.00				VARONIS
5 5	DL-750L-3	SEL DL FOR 750 USERS	\$26,325.00	к к	31% 31%	\$18,164.25	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DL-8000L-3 DL-9000L-3	SEL DL FOR 8000 USERS SEL DL FOR 9000 USERS	\$163,800.00 \$184,275.00	ĸ	31%	\$113,022.00 \$127,149.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5	DLS-1000L-1	SEL DL SUITE 1000 USERS	\$51,597.00	ĸ	31%	\$35,601.93	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DLS-100KL-1	SEL DL SUITE 100000 USERS	\$2,730,000.00	к	31%	\$1,883,700.00	\$0.00	\$0.00	\$0.00				VARONIS
5	DLS-10KL-1	SEL DL SUITE 10000 USERS	\$305,760.00	к	31%	\$210,974.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DLS-1500L-1	SEL DL SUITE 1500 USERS	\$68,796.00	к	31%	\$47,469.24	\$0.00	\$0.00	\$0.00				VARONIS
5	DLS-150KL-1	SEL DL SUITE 150000 USERS	\$4,013,100.00	к	31%	\$2,769,039.00	\$0.00	\$0.00	\$0.00				VARONIS
5 5	DLS-15KL-1	SEL DL SUITE 15000 USERS SEL DL SUITE 2000 USERS	\$458,640.00 \$82,810.00	к к	31% 31%	\$316,461.60 \$57,138.90	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS
5	DLS-2000L-1 DLS-20KL-1	SEL DE SUITE 2000 USERS	\$580,944.00	ĸ	31%	\$400,851.36	\$0.00 \$0.00	\$0.00	\$0.00) VARONIS) VARONIS
5	DLS-2500L-1	SEL DL SUITE 2500 USERS	\$98,735.00	ĸ	31%	\$68,127.15	\$0.00	\$0.00	\$0.00				VARONIS
5	DLS-25KL-1	SEL DL SUITE 25000 USERS	\$726,180.00	к	31%	\$501,064.20	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DLS-3000L-1	SEL DL SUITE 3000 USERS	\$118,482.00	к	31%	\$81,752.58	\$0.00	\$0.00	\$0.00				VARONIS
5	DLS-3500L-1	SEL DL SUITE 3500 USERS	\$138,229.00	к	31%	\$95,378.01	\$0.00	\$0.00	\$0.00				VARONIS
5	DLS-35KL-1	SEL DL SUITE 35000 USERS	\$1,001,000.00	ĸ	31%	\$690,690.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	DLS-4000L-1 DLS-4500L-1	SEL DL SUITE 4000 USERS SEL DL SUITE 4500 USERS	\$152,880.00 \$171,990.00	к к	31% 31%	\$105,487.20 \$118,673.10	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5	DLS-5000L-1	SEL DL SUITE 5000 USERS	\$191,100.00	ĸ	31%	\$131,859.00	\$0.00	\$0.00	\$0.00				VARONIS
5	DLS-500L-1	SEL DL SUITE 500 USERS	\$28,665.00	ĸ	31%	\$19,778.85	\$0.00	\$0.00	\$0.00				VARONIS
5	DLS-50KL-1	SEL DL SUITE 50000 USERS	\$1,410,500.00	к	31%	\$973,245.00	\$0.00	\$0.00	\$0.00				VARONIS
5	DLS-6000L-1	SEL DL SUITE 6000 USERS	\$202,566.00	К	31%	\$139,770.54	\$0.00	\$0.00	\$0.00				VARONIS
5	DLS-7000L-1	SEL DL SUITE 7000 USERS	\$236,327.00	K	31%	\$163,065.63	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DLS-750L-1	SEL DL SUITE 750 USERS	\$40,950.00	ĸ	31%	\$28,255.50	\$0.00	\$0.00	\$0.00				VARONIS
5 5	DLS-8000L-1 DLS-9000L-1	SEL DL SUITE 8000 USERS SEL DL SUITE 9000 USERS	\$254,800.00 \$286,650.00	к к	31% 31%	\$175,812.00 \$197,788.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5	DLX-1000L-1	SEL DL ANALYTICS 1000 USERS	\$20,000	ĸ	31%	\$15,257.97	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DLX-100KL-1	SEL DL ANALYTICS 100000 USERS	\$1,170,000.00	ĸ	31%	\$807,300.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DLX-10KL-1	SEL DL ANALYTICS 10000 USERS	\$131,040.00	к	31%	\$90,417.60	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DLX-1500L-1	SEL DL ANALYTICS 1500 USERS	\$29,484.00	к	31%	\$20,343.96	\$0.00	\$0.00	\$0.00				VARONIS
5	DLX-150KL-1	SEL DL ANALYTICS 150000 USERS	\$1,719,900.00	ĸ	31%	\$1,186,731.00	\$0.00	\$0.00	\$0.00				VARONIS
5	DLX-15KL-1 DLX-2000L-1	SEL DL ANALYTICS 15000 USERS SEL DL ANALYTICS 2000 USERS	\$196,560.00 \$35,490.00	к к	31% 31%	\$135,626.40 \$24,488.10	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5	DLX-20KL-1	SEL DL ANALYTICS 2000 USERS	\$248,976.00	ĸ	31%	\$171,793.44	\$0.00	\$0.00	\$0.00				VARONIS
5	DLX-2500L-1	SEL DL ANALYTICS 2500 USERS	\$42,315.00	ĸ	31%	\$29,197.35	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DLX-25KL-1	SEL DL ANALYTICS 25000 USERS	\$311,220.00	к	31%	\$214,741.80	\$0.00	\$0.00	\$0.00				VARONIS
5	DLX-3000L-1	SEL DL ANALYTICS 3000 USERS	\$50,778.00		31%	\$35,036.82	\$0.00	\$0.00	\$0.00				VARONIS
5	DLX-3500L-1	SEL DL ANALYTICS 3500 USERS	\$59,241.00	ĸ	31%	\$40,876.29	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	DLX-35KL-1 DLX-4000L-1	SEL DL ANALYTICS 35000 USERS	\$429,000.00	к к	31% 31%	\$296,010.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				
5	DLX-4000L-1 DLX-4500L-1	SEL DL ANALYTICS 4000 USERS SEL DL ANALYTICS 4500 USERS	\$65,520.00 \$73,710.00	ĸ	31%	\$45,208.80 \$50,859.90	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00) VARONIS) VARONIS
5	DLX-5000L-1	SEL DL ANALYTICS 5000 USERS	\$81,900.00	ĸ	31%	\$56,511.00	\$0.00	\$0.00	\$0.00				VARONIS
5	DLX-500L-1	SEL DL ANALYTICS 500 USERS	\$12,285.00	ĸ	31%	\$8,476.65	\$0.00	\$0.00	\$0.00				VARONIS
5	DLX-50KL-1	SEL DL ANALYTICS 50000 USERS	\$604,500.00	к	31%	\$417,105.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DLX-6000L-1	SEL DL ANALYTICS 6000 USERS	\$86,814.00	к	31%	\$59,901.66	\$0.00	\$0.00	\$0.00				VARONIS
5	DLX-7000L-1	SEL DL ANALYTICS 7000 USERS	\$101,283.00	ĸ	31%	\$69,885.27	\$0.00	\$0.00	\$0.00				VARONIS
5	DLX-750L-1 DLX-8000L-1	SEL DL ANALYTICS 750 USERS SEL DL ANALYTICS 8000 USERS	\$17,550.00 \$109,200.00	ĸ	31% 31%	\$12,109.50 \$75,348.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5	DLX-8000L-1 DLX-9000L-1	SEL DL ANALYTICS 8000 USERS	\$109,200.00		31%	\$75,348.00	\$0.00	\$0.00	\$0.00	+	+	+	VARONIS
5	DNME-1L	SEL DE ANALT HOS 9000 03ERS SEL DatAnywhere Mobile Editor for 1 user	\$122,850.00		31%	\$8.97	\$0.00	\$0.00	\$0.00				VARONIS
5	DP-1000L-2	SEL DP 1000 users	\$47,912.00		31%	\$33,059.28	\$0.00	\$0.00	\$0.00				VARONIS
5	DP-100KL-2	SEL DP 100000 users	\$2,535,000.00	к	31%	\$1,749,150.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DP-10KL-2	SEL DP 10000 users	\$283,920.00		31%	\$195,904.80	\$0.00	\$0.00	\$0.00				VARONIS
5	DP-1500L-2	SEL DP 1500 users	\$63,882.00		31%	\$44,078.58	\$0.00	\$0.00	\$0.00				VARONIS
5	DP-150KL-2	SEL DP 150000 users	\$3,726,450.00		31%	\$2,571,250.50	\$0.00	\$0.00	\$0.00) VARONIS) VARONIS
5	DP-15KL-2 DP-2000L-2	SEL DP 15000 users SEL DP 2000 users	\$425,880.00 \$76,895.00		31% 31%	\$293,857.20 \$53,057.55	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5	DP-2000L-2 DP-20KL-2	SEL DP 2000 users	\$539,448.00		31%	\$372,219.12	\$0.00	\$0.00	\$0.00				VARONIS
5	DP-2500L-2	SEL DP 2500 users	\$91,683.00		31%	\$63,261.27	\$0.00	\$0.00	\$0.00				VARONIS
5	DP-25KL-2	SEL DP 25000 users	\$674,310.00		31%	\$465,273.90	\$0.00	\$0.00	\$0.00				VARONIS
5	DP-3000L-2	SEL DP 3000 users	\$110,019.00	к	31%	\$75,913.11	\$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	DP-3500L-2	SEL DP 3500 users	\$128,356.00	к	31%	\$88,565.64	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DP-35KL-2 DP-4000L-2	SEL DP 35000 users	\$929,500.00		31%	\$641,355.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	DP-4000L-2 DP-4500L-2	SEL DP 4000 users SEL DP 4500 users	\$141,960.00 \$159,705.00		31% 31%	\$97,952.40 \$110,196.45	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS
5	DP-5000L-2	SEL DP 5000 users	\$177,450.00	ĸ	31%	\$122,440.50	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DP-500L-2	SEL DP 500 users	\$26,618.00	к	31%	\$18,366.42	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DP-50KL-2	SEL DP 50000 users	\$1,309,750.00	к	31%	\$903,727.50	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DP-6000L-2	SEL DP 6000 users	\$188,097.00		31%	\$129,786.93	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DP-7000L-2	SEL DP 7000 users	\$219,447.00		31%	\$151,418.43	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DP-750L-2	SEL DP 750 users	\$38,025.00	К	31%	\$26,237.25	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	DP-8000L-2 DP-9000L-2	SEL DP 8000 users SEL DP 9000 users	\$236,600.00 \$266,175.00	к к	31% 31%	\$163,254.00 \$183,660.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DPS-1000L-2	SEL DP SP 1000 users	\$47,912.00	ĸ	31%	\$33,059.28	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DPS-100KL-2	SEL DP SP 100000 users	\$2,535,000.00	к	31%	\$1,749,150.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DPS-10KL-2	SEL DP SP 10000 users	\$283,920.00	к	31%	\$195,904.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DPS-1500L-2	SEL DP SP 1500 users	\$63,882.00	к	31%	\$44,078.58	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DPS-150KL-2	SEL DP SP 150000 users	\$3,726,450.00	К	31%	\$2,571,250.50	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DPS-15KL-2	SEL DP SP 15000 users	\$425,880.00		31%	\$293,857.20	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	DPS-2000L-2 DPS-20KL-2	SEL DP SP 2000 users SEL DP SP 20000 users	\$76,895.00 \$539,448.00	к к	31% 31%	\$53,057.55 \$372,219.12	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DPS-2500L-2	SEL DP SP 2500 users	\$91,683.00		31%	\$63,261.27	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DPS-25KL-2	SEL DP SP 25000 users	\$674,310.00	к	31%	\$465,273.90	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DPS-3000L-2	SEL DP SP 3000 users	\$110,019.00		31%	\$75,913.11	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DPS-3500L-2	SEL DP SP 3500 users	\$128,356.00	к	31%	\$88,565.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DPS-35KL-2	SEL DP SP 35000 users	\$929,500.00	к	31%	\$641,355.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DPS-4000L-2	SEL DP SP 4000 users	\$141,960.00	K	31%	\$97,952.40	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DPS-4500L-2	SEL DP SP 4500 users	\$159,705.00		31%	\$110,196.45	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	DPS-5000L-2 DPS-500L-2	SEL DP SP 5000 users SEL DP SP 500 users	\$177,450.00 \$26,618.00		31% 31%	\$122,440.50 \$18,366.42	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DPS-500L-2 DPS-50KL-2	SEL DP SP 500 users	\$20,018.00		31%	\$903,727.50	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DPS-6000L-2	SEL DP SP 6000 users	\$188,097.00		31%	\$129,786.93	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DPS-7000L-2	SEL DP SP 7000 users	\$219,447.00	ĸ	31%	\$151,418.43	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DPS-750L-2	SEL DP SP 750 users	\$38,025.00	к	31%	\$26,237.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DPS-8000L-2	SEL DP SP 8000 users	\$236,600.00		31%	\$163,254.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DPS-9000L-2	SEL DP SP 9000 users	\$266,175.00		31%	\$183,660.75	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DS-1000L-2	SEL DA DS 1000 users	\$47,912.00		31%	\$33,059.28	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	DS-100KL-2 DS-10KL-2	SEL DA DS 100000 users SEL DA DS 10000 users	\$2,535,000.00 \$283,920.00	к к	31% 31%	\$1,749,150.00 \$195,904.80	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DS-1500L-2	SEL DA DS 1500 users	\$63,882.00	ĸ	31%	\$44,078.58	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DS-150KL-2	SEL DA DS 150000 users	\$3,726,450.00		31%	\$2,571,250.50	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DS-15KL-2	SEL DA DS 15000 users	\$425,880.00		31%	\$293,857.20	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DS-2000L-2	SEL DA DS 2000 users	\$76,895.00		31%	\$53,057.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DS-20KL-2	SEL DA DS 20000 users	\$539,448.00	к	31%	\$372,219.12	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DS-2500L-2	SEL DA DS 2500 users	\$91,683.00	к	31%	\$63,261.27	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	DS-25KL-2 DS-3000L-2	SEL DA DS 25000 users SEL DA DS 3000 users	\$674,310.00 \$110,019.00	к к	31% 31%	\$465,273.90 \$75,913.11	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DS-3500L-2 DS-3500L-2	SEL DA DS 3500 users	\$128,356.00		31%	\$88,565.64	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DS-35KL-2	SEL DA DS 35000 users	\$929,500.00		31%	\$641,355.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DS-4000L-2	SEL DA DS 4000 users	\$141,960.00		31%	\$97,952.40	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DS-4500L-2	SEL DA DS 4500 users	\$159,705.00	к	31%	\$110,196.45	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	VARONIS
5	DS-5000L-2	SEL DA DS 5000 users	\$177,450.00	ĸ	31%	\$122,440.50	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DS-500L-2	SEL DA DS 500 users	\$26,618.00		31%	\$18,366.42	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	DS-50KL-2 DS-6000L-2	SEL DA DS 50000 users SEL DA DS 6000 users	\$1,309,750.00 \$188,097.00		31% 31%	\$903,727.50 \$129,786.93	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DS-7000L-2 DS-7000L-2	SEL DA DS 6000 users SEL DA DS 7000 users	\$188,097.00 \$219,447.00		31%	\$129,786.93 \$151,418.43	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00			VARONIS
5	DS-750L-2	SEL DA DS 750 users	\$38,025.00	ĸ	31%	\$26,237.25	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DS-8000L-2	SEL DA DS 8000 users	\$236,600.00	ĸ	31%	\$163,254.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DS-9000L-2	SEL DA DS 9000 users	\$266,175.00		31%	\$183,660.75	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DT-1000L	SEL DTE 1000 users	\$44,226.00		31%	\$30,515.94	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DT-100KL	SEL DTE 100000 users	\$2,340,000.00		31%	\$1,614,600.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	DT-10KL	SEL DTE 10000 users SEL DTE 1500 users	\$262,080.00	ĸ	31% 31%	\$180,835.20	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00			VARONIS
5	DT-1500L DT-150KL	SEL DTE 1500 users SEL DTE 150000 users	\$58,968.00 \$3,439,800.00	к к	31%	\$40,687.92 \$2,373,462.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00			VARONIS VARONIS
5	DT-15KL	SEL DTE 150000 users	\$393.120.00		31%	\$2,373,462.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DT-2000L	SEL DTE 2000 users	\$70,980.00		31%	\$48,976.20	\$0.00	\$0.00	+	+	+		VARONIS
5	DT-20KL	SEL DTE 20000 users	\$497,952.00		31%	\$343,586.88	\$0.00	\$0.00				\$0.00	VARONIS
5	DT-2500L	SEL DTE 2500 users	\$84,630.00	к	31%	\$58,394.70	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	VARONIS
5	DT-25KL	SEL DTE 25000 users	\$622,440.00		31%	\$429,483.60	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DT-3000L	SEL DTE 3000 users	\$101,556.00		31%	\$70,073.64	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DT-3500L	SEL DTE 3500 users	\$118,482.00		31%	\$81,752.58	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	DT-35KL DT-4000L	SEL DTE 35000 users SEL DTE 4000 users	\$858,000.00		31% 31%	\$592,020.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DT-4000L DT-4500L	SEL DTE 4000 users SEL DTE 4500 users	\$131,040.00 \$147,420.00		31%	\$90,417.60 \$101,719.80	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00			VARONIS
5	DT-5000L	SEL DTE 5000 users	\$163,800.00		31%	\$113,022.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DT-500L	SEL DTE 500 users	\$24,570.00		31%	\$16,953.30	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DT-50KL	SEL DTE 50000 users	\$1,209,000.00	к	31%	\$834,210.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DT-6000L	SEL DTE 6000 users	\$173,628.00	к	31%	\$119,803.32	\$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	DT-7000L	SEL DTE 7000 users	\$202,566.00	К	31%	\$139,770.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DT-750L	SEL DTE 750 users	\$35,100.00	K	31%	\$24,219.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DT-8000L	SEL DTE 8000 users	\$218,400.00	К	31%	\$150,696.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DT-9000L	SEL DTE 9000 users	\$245,700.00	К	31%	\$169,533.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		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	\$0.00	\$0.00		VARONIS
5	DWS-100KL-1	SEL DW for SharePoint 100000 users	\$3,900,000.00	K	31%	\$2,691,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DWS-10KL-1	SEL DW for SharePoint 10000 users	\$436,800.00	ĸ	31%	\$301,392.00	\$0.00	\$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			VARONIS
5	DWS-150KL-1 DWS-15KL-1	SEL DW for SharePoint 150000 users SEL DW for SharePoint 15000 users	\$5,733,000.00 \$655,200.00	к К	31% 31%	\$3,955,770.00 \$452,088.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DWS-2000L-1	SEL DW for SharePoint 2000 users	\$118,300.00	ĸ	31%	\$81,627.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DWS-2000L-1 DWS-20KL-1	SEL DW for SharePoint 2000 users	\$829,920.00	ĸ	31%	\$572,644.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DWS-2500L-1	SEL DW for SharePoint 2500 users	\$141,050.00	к	31%	\$97,324.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DWS-25KL-1	SEL DW for SharePoint 25000 users	\$1,037,400.00	ĸ	31%	\$715,806.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DWS-3000L-1	SEL DW for SharePoint 3000 users	\$169,260.00	к	31%	\$116,789.40	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DWS-3500L-1	SEL DW for SharePoint 3500 users	\$197,470.00	к	31%	\$136,254.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DWS-35KL-1	SEL DW for SharePoint 35000 users	\$1,430,000.00	К	31%	\$986,700.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DWS-4000L-1	SEL DW for SharePoint 4000 users	\$218,400.00	К	31%	\$150,696.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DWS-4500L-1	SEL DW for SharePoint 4500 users	\$245,700.00	к	31%	\$169,533.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DWS-5000L-1	SEL DW for SharePoint 5000 users	\$273,000.00	К	31%	\$188,370.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DWS-500L-1	SEL DW for SharePoint 500 users	\$40,950.00	к	31%	\$28,255.50	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DWS-50KL-1	SEL DW for SharePoint 50000 users	\$2,015,000.00	ĸ	31%	\$1,390,350.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DWS-6000L-1	SEL DW for SharePoint 6000 users	\$289,380.00	ĸ	31%	\$199,672.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DWS-7000L-1	SEL DW for SharePoint 7000 users SEL DW for SharePoint 750 users	\$337,610.00	к К	31%	\$232,950.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DWS-750L-1 DWS-8000L-1	SEL DW for SharePoint 750 users SEL DW for SharePoint 8000 users	\$58,500.00 \$364,000.00	ĸ	31% 31%	\$40,365.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DWS-9000L-1	SEL DW for SharePoint 9000 users	\$409,500.00	ĸ	31%	\$251,160.00 \$282,555.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DWW-1000L-1	SEL DW for Windows for 1000 users	\$73,710.00	ĸ	31%	\$50,859.90	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DWW-100KL-1	SEL DW for Windows for 10000 users	\$3.900.000.00	ĸ	31%	\$2,691,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DWW-10KL-1	SEL DW for Windows for 10000 users	\$436,800.00	ĸ	31%	\$301,392.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DWW-1500L-1	SEL DW for Windows for 1500 users	\$98,280.00	ĸ	31%	\$67,813.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DWW-150KL-1	SEL DW for Windows for 150000 users	\$5,733,000.00	к	31%	\$3,955,770.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DWW-15KL-1	SEL DW for Windows for 15000 users	\$655,200.00	К	31%	\$452,088.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DWW-2000L-1	SEL DW for Windows for 2000 users	\$118,300.00	К	31%	\$81,627.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DWW-20KL-1	SEL DW for Windows for 20000 users	\$829,920.00	к	31%	\$572,644.80	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DWW-2500L-1	SEL DW for Windows for 2500 users	\$141,050.00	К	31%	\$97,324.50	\$0.00	\$0.00	\$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	\$0.00	\$0.00		VARONIS
5	DWW-3000L-1	SEL DW for Windows for 3000 users	\$169,260.00	K	31%	\$116,789.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DWW-3500L-1	SEL DW for Windows for 3500 users	\$197,470.00	ĸ	31%	\$136,254.30	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DWW-35KL-1	SEL DW for Windows for 35000 users	\$1,430,000.00	ĸ	31%	\$986,700.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DWW-4000L-1 DWW-4500L-1	SEL DW for Windows for 4000 users SEL DW for Windows for 4500 users	\$218,400.00 \$245,700.00	K K	31% 31%	\$150,696.00 \$169,533.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DWW-5000L-1	SEL DW for Windows for 5000 users	\$273,000.00	ĸ	31%	\$188,370.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DWW-5000L-1	SEL DW for Windows for 5000 users	\$40,950.00	ĸ	31%	\$188,370.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DWW-50KL-1	SEL DW for Windows for 50000 users	\$2,015,000.00	ĸ	31%	\$1,390,350.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DWW-6000L-1	SEL DW for Windows for 6000 users	\$289,380.00	ĸ	31%	\$199,672.20	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DWW-7000L-1	SEL DW for Windows for 7000 users	\$337,610.00	к	31%	\$232,950.90	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DWW-750L-1	SEL DW for Windows for 750 users	\$58,500.00	К	31%	\$40,365.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DWW-8000L-1	SEL DW for Windows for 8000 users	\$364,000.00	K	31%	\$251,160.00	\$0.00	\$0.00	\$0.00	\$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	\$0.00	\$0.00	\$0.00	VARONIS
5	EC-1000L	SEL DATADVATAGEEXC 1000	\$73,710.00	К	31%	\$50,859.90	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	EC-100KL	SEL DATADVATAGEEXC 100000	\$3,900,000.00	K	31%	\$2,691,000.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	EC-10KL	SEL DATADVATAGEEXC 10000	\$436,800.00	K	31%	\$301,392.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	EC-1500L	SEL DATADVATAGEEXC 1500	\$98,280.00	ĸ	31%	\$67,813.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	EC-150KL	SEL DATADVATAGEEXC 150000	\$5,733,000.00	K	31%	\$3,955,770.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	EC-15KL EC-2000L	SEL DATADVATAGEEXC 15000 SEL DATADVATAGEEXC 2000	\$655,200.00	К К	31% 31%	\$452,088.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	EC-2000L EC-20KL	SEL DATADVATAGEEXC 2000 SELECT DATADVATAGEEXC 20000	\$118,300.00 \$829,920.00	ĸ	31%	\$81,627.00 \$572,644.80	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	EC-200L	SELECT DATADVATAGEEXC 20000 SEL DATADVATAGEEXC 2500	\$141,050.00	ĸ	31%	\$97,324.50	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	EC-25KL	SEL DATADVATAGEEXC 2500	\$1,037,400.00	ĸ	31%	\$715,806.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	EC-3000L	SEL DATADVATAGEEXC 3000	\$169,260.00	к	31%	\$116,789.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	EC-3500L	SEL DATADVATAGEEXC 3500	\$197,470.00	ĸ	31%	\$136,254.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	EC-35KL	SEL DATADVATAGEEXC 35000	\$1,430,000.00	ĸ	31%	\$986,700.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	EC-4000L	SEL DATADVATAGEEXC 4000	\$218,400.00	к	31%	\$150,696.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	EC-4500L	SEL DATADVATAGEEXC 4500	\$245,700.00	к	31%	\$169,533.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	EC-5000L	SEL DATADVATAGEEXC 5000	\$273,000.00	к	31%	\$188,370.00	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	VARONIS
5	EC-500L	SELECT DATADVATAGEEXC 500	\$40,950.00	к	31%	\$28,255.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	EC-50KL	SEL DATADVATAGEEXC 50000	\$2,015,000.00	К	31%	\$1,390,350.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	EC-6000L	SEL DATADVATAGEEXC 6000	\$289,380.00	К	31%	\$199,672.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	EC-7000L	SEL DATADVATAGEEXC 7000	\$337,610.00		31%	\$232,950.90	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	EC-750L	SEL DATADVATAGEEXC 750	\$58,500.00		31%	\$40,365.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	EC-8000L	SEL DATADVATAGEEXC 8000	\$364,000.00		31%	\$251,160.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	EC-9000L	SEL DATADVATAGEEXC 9000	\$409,500.00		31%	\$282,555.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	ECLO-1000L	SEL DA ExOnL 1000 users	\$36,855.00		31%	\$25,429.95	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	ECLO-1000L-12MT	SEL DA ExOnL 1000 12mth	\$14,742.00	K	31%	\$10,171.98	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	ECLO-100KL ECLO-100KL-12MT	SEL DA ExOnL 100000 users SEL DA ExOnL 100000 12mth	\$1,950,000.00	к к	31% 31%	\$1,345,500.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	LOLO-100RL-121/11	SEE DA EXONE 100000 120000	\$780,000.00	IX.	5170	\$538,200.00	φ 0.0 0	φ0.00	φ 0.0 0	φ0.00	φ 0. 00	φυ.00	Waxenio

					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	ECLO-10KL	SEL DA ExOnL 10000 users	\$218,400.00	K	31%	\$150,696.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	ECLO-10KL-12MT	SEL DA ExOnL 10000 12mth	\$87,360.00	K	31%	\$60,278.40	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	ECLO-1500L ECLO-1500L-12MT	SEL DA ExOnL 1500 users SEL DA ExOnL 1500 12mth	\$49,140.00 \$19,656.00	к к	31% 31%	\$33,906.60 \$13,562.64	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5	ECLO-150KL	SEL DA EXOIL 1500 Iziliti SEL DA EXOIL 150000 users	\$2,866,500.00	ĸ	31%	\$1,977,885.00	\$0.00	\$0.00	\$0.00	\$0.00) VARONIS
5	ECLO-150KL-12MT	SEL DA EXONL 150000 12mth	\$1,146,600.00	ĸ	31%	\$791,154.00	\$0.00	\$0.00	\$0.00	\$0.00) VARONIS
5	ECLO-15KL	SEL DA ExOnL 15000 users	\$327,600.00	к	31%	\$226,044.00	\$0.00	\$0.00	\$0.00	\$0.00) VARONIS
5	ECLO-15KL-12MT	SEL DA ExOnL 15000 12mth	\$131,040.00	к	31%	\$90,417.60	\$0.00	\$0.00	\$0.00	\$0.00) VARONIS
5	ECLO-2000L	SEL DA ExOnL 2000 users	\$59,150.00	ĸ	31%	\$40,813.50	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	ECLO-2000L-12MT	SEL DA ExOnL 2000 12mth	\$23,660.00	ĸ	31%	\$16,325.40	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	ECLO-20KL ECLO-20KL-12MT	SEL DA ExOnL 20000 users SEL DA ExOnL 20000 12mth	\$414,960.00 \$165,984.00	к к	31% 31%	\$286,322.40 \$114,528.96	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5	ECLO-25KL	SEL DA EXONE 20000 Izinin SEL DA EXONL 25000 users	\$518,700.00	ĸ	31%	\$357,903.00	\$0.00	\$0.00	\$0.00	\$0.00) VARONIS
5	ECLO-25KL-12MT	SEL DA ExOnL 25000 12mth	\$207,480.00	ĸ	31%	\$143,161.20	\$0.00	\$0.00	\$0.00	\$0.00) VARONIS
5	ECLO-3000L	SEL DA ExOnL 3000 users	\$84,630.00	к	31%	\$58,394.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00) VARONIS
5	ECLO-3000L-12MT	SEL DA ExOnL 3000 12mth	\$33,852.00	к	31%	\$23,357.88	\$0.00	\$0.00	\$0.00	\$0.00) VARONIS
5	ECLO-35KL	SEL DA ExOnL 35000 users	\$715,000.00	K	31%	\$493,350.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	ECLO-35KL-12MT	SEL DA ExOnL 35000 12mth	\$286,000.00	K	31%	\$197,340.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	ECLO-4000L ECLO-4000L-12MT	SEL DA ExOnL 4000 users SEL DA ExOnL 4000 12mth	\$109,200.00 \$43,680.00	к к	31% 31%	\$75,348.00 \$30,139.20	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5	ECLO-500L	SEL DA EXOIL 500 users	\$20,475.00	ĸ	31%	\$14,127.75	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	ECLO-500L-12MT	SEL DA ExOnL 500 12mth	\$8,190.00	ĸ	31%	\$5,651.10	\$0.00	\$0.00	\$0.00	\$0.00) VARONIS
5	ECLO-50KL	SEL DA ExOnL 50000 users	\$1,007,500.00	к	31%	\$695,175.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	ECLO-50KL-12MT	SEL DA ExOnL 50000 12mth	\$403,000.00	к	31%	\$278,070.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00) VARONIS
5	ECLO-6000L	SEL DA ExOnL 6000 users	\$144,690.00	к	31%	\$99,836.10	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	ECLO-6000L-12MT	SEL DA ExOnL 6000 12mth	\$57,876.00	ĸ	31%	\$39,934.44	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	ECLO-750L	SEL DA ExOnL 750 users	\$29,250.00	K	31%	\$20,182.50	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	ECLO-750L-12MT ECLO-8000L	SEL DA ExOnL 750 12mth SEL DA ExOnL 8000 users	\$11,700.00 \$182,000.00	К К	31% 31%	\$8,073.00 \$125,580.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5	ECLO-8000L-12MT	SEL DA EXONE 8000 Users	\$72,800.00	ĸ	31%	\$50,232.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	FC-100KL	SEL IDUFRAMEWORKCONNECTOR 100000	\$1,755,000.00	ĸ	31%	\$1,210,950.00	\$0.00	\$0.00	\$0.00	\$0.00) VARONIS
5	FC-10KL	SEL IDUFRAMEWORKCONNECTOR 10000	\$196,560.00	к	31%	\$135,626.40	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	FC-1500L	SEL IDUFRAMEWORKCONNECTOR1500	\$44,226.00	к	31%	\$30,515.94	\$0.00	\$0.00	\$0.00	\$0.00) VARONIS
5	FC-150KL	SEL IDUFRAMEWORKCONNECTOR 150000	\$2,579,850.00	к	31%	\$1,780,096.50	\$0.00	\$0.00	\$0.00	\$0.00) VARONIS
5	FC-15KL	SEL IDUFRAMEWORKCONNECTOR 15000	\$294,840.00	ĸ	31%	\$203,439.60	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	FC-1KL	SEL IDUFRAMEWORKCONNECTOR 1000	\$33,170.00	K	31% 31%	\$22,887.30	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	FC-20KL FC-2500L	SEL IDUFRAMEWORKCONNECTOR 20000 SEL IDUFRAMEWORKCONNECTOR 2500	\$373,464.00 \$63,473.00	K K	31%	\$257,690.16 \$43,796.37	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) 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	ĸ	31%	\$36,732.15	\$0.00	\$0.00	\$0.00	\$0.00) VARONIS
5	FC-3500L	SEL IDUFRAMEWORKCONNECTOR 3500	\$88,862.00	к	31%	\$61,314.78	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	FC-35KL	SEL IDUFRAMEWORKCONNECTOR 35000	\$643,500.00	К	31%	\$444,015.00	\$0.00	\$0.00	\$0.00	\$0.00) VARONIS
5	FC-3KL	SEL IDUFRAMEWORKCONNECTOR 3000	\$76,167.00	к	31%	\$52,555.23	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	FC-4500L FC-4KL	SEL IDUFRAMEWORKCONNECTOR 4500 SEL IDUFRAMEWORKCONNECTOR 4000	\$110,565.00 \$98,280.00	к к	31% 31%	\$76,289.85 \$67,813.20	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5	FC-500L	SEL IDUFRAMEWORKCONNECTOR 500	\$98,280.00	ĸ	31%	\$12,715.32	\$0.00	\$0.00	\$0.00	\$0.00) VARONIS
5	FC-50KL	SEL IDUFRAMEWORKCONNECTOR 50000	\$906,750.00	к	31%	\$625,657.50	\$0.00	\$0.00	\$0.00	\$0.00) VARONIS
5	FC-5KL	SEL IDUFRAMEWORKCONNECTOR 5000	\$122,850.00	ĸ	31%	\$84,766.50	\$0.00	\$0.00	\$0.00	\$0.00) VARONIS
5	FC-6KL	SEL IDUFRAMEWORKCONNECTOR 6000	\$130,221.00	к	31%	\$89,852.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	FC-750L	SEL IDUFRAMEWORKCONNECTOR 750	\$26,325.00	К	31%	\$18,164.25	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	FC-7KL	SEL IDUFRAMEWORKCONNECTOR 7000	\$151,925.00	ĸ	31%	\$104,828.25	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	FC-8KL FC-9KL	SEL IDUFRAMEWORKCONNECTOR 8000 SEL IDUFRAMEWORKCONNECTOR 9000	\$163,800.00 \$184,275.00	к к	31% 31%	\$113,022.00 \$127,149.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5	IDAW-0-500	SEL DAWin+Pb+SS⋑ 1yr 1 user 500band	\$164,275.00	ĸ	31%	\$97.98	\$0.00	\$0.00	\$0.00	\$0.00) VARONIS
5	IDAW-1000-2500	SEL DAWin+Pb+SS⋑ 1yr 1 user 1001-2500	\$81.00	ĸ	31%	\$55.89	\$0.00	\$0.00	\$0.00	\$0.00) VARONIS
5	IDAW-10K-25K	SEL DAWin+Pb+SS&Sup1yr 1user 10001-25000	\$52.00	ĸ	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	к	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	к	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	IDAW-500-1000 IDAW-OVER50K	SEL DAWin+Pb+SS⋑ 1yr 1 user 501-1000	\$108.00 \$47.00	К К	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	IDAW-OVERSOK	SEL DAWin+Pb+SS⋑ 1yr 1 user 50001+ SEL DTE+SS⋑ 1 yr 1 user 500band	\$47.00 \$59.00	ĸ	31%	\$32.43 \$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	ĸ	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	ĸ	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	к	31%	\$27.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	IDTE-25K-50K	SEL DTE+SS⋑ 1 yr 1 user 25001-50000	\$30.00	к	31%	\$20.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00) VARONIS
5	IDTE-5000-10K	SEL DTE+SS⋑ 1 yr 1 user 5001-10000	\$34.00		31%	\$23.46	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	IDTE-500-1000	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 5	IDTE-OVER50K IVSB-0-500	SEL DTE+SS⋑ 1 yr 1 user 50000+ SEL SecBun+SS⋑ 1yr 1 user 500band	\$29.00 \$282.00	K K	31% 31%	\$20.01 \$194.58	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5	IVSB-0-500 IVSB-1000-2500	SEL SecBun+SS⋑ 1yr 1 user 500band SEL SecBun+SS⋑ 1yr 1 user 1001-2500	\$282.00 \$187.00		31%	\$194.58 \$129.03	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00) VARONIS
5	IVSB-1000-2500	SEL SecBun+SS⋑ Tyr 1 user 1001-2500 SEL SecBun+SS⋑ Tyr 1 user 10001-25000	\$125.00		31%	\$86.25	\$0.00	\$0.00		\$0.00) VARONIS
5	IVSB-2500-5000	SEL SecBun+SS⋑ 1yr 1 user 2501-5000	\$164.00		31%	\$113.16	\$0.00	\$0.00		\$0.00) VARONIS
5	IVSB-25K-50K	SEL SecBun+SS⋑ 1yr 1 user 25001-50000	\$118.00		31%	\$81.42	\$0.00	\$0.00		\$0.00			VARONIS
5	IVSB-5000-10K	SEL SecBun+SS⋑ 1yr 1 user 5001-10000	\$138.00		31%	\$95.22	\$0.00	\$0.00		\$0.00			VARONIS
5	IVSB-500-1000	SEL SecBun+SS⋑ 1yr 1 user 501-1000	\$241.00		31%	\$166.29	\$0.00	\$0.00	\$0.00				VARONIS
5	IVSB-OVER50K	SEL SecBun+SS⋑ 1yr 1 user 50001+	\$113.00	К	31%	\$77.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00) VARONIS

					N	VP LEVEL 1		NVP MAINTENA		RRANTY UPGRADE	NET PRICE		
BAND	sкu	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	ODL-1000L	SEL DA ODLite 1000	\$36,855.00	К	31%	\$25,429.95	\$0.00	\$0.00					VARONIS
5	ODL-1000L-12MT	SEL DA ODLite 1000 12 mth term	\$14,742.00	K	31%	\$10,171.98	\$0.00	\$0.00					VARONIS
5	ODL-100KL ODL-100KL-12MT	SEL DA ODLite 100000 SEL DA ODLite 100000 12 mth term	\$1,950,000.00 \$780,000.00	К К	31% 31%	\$1,345,500.00 \$538,200.00	\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5	ODL-100KL-12M1	SEL DA ODLite 100000 12 min term	\$218,400.00	ĸ	31%	\$150,696.00	\$0.00	\$0.00					VARONIS
5	ODL-10KL-12MT	SEL DA ODLite 10000 12 mth term	\$87,360.00	ĸ	31%	\$60,278.40	\$0.00	\$0.00					VARONIS
5	ODL-1500L	SEL DA ODLite 1500	\$49,140.00	к	31%	\$33,906.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	ODL-1500L-12MT	SEL DA ODLite 1500 12 mth term	\$19,656.00	к	31%	\$13,562.64	\$0.00	\$0.00					VARONIS
5	ODL-150KL	SEL DA ODLite 150000	\$2,866,500.00	K K	31%	\$1,977,885.00	\$0.00	\$0.00					VARONIS
5	ODL-150KL-12MT ODL-15KL	SEL DA ODLite 150000 12 mth term SEL DA ODLite 15000	\$1,146,600.00 \$327,600.00	ĸ	31% 31%	\$791,154.00 \$226,044.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5	ODL-15KL-12MT	SEL DA ODLite 15000 12 mth term	\$131,040.00	ĸ	31%	\$220,044.00	\$0.00	\$0.00					VARONIS
5	ODL-2000L	SEL DA ODLite 2000	\$59,150.00	ĸ	31%	\$40,813.50	\$0.00	\$0.00					VARONIS
5	ODL-2000L-12MT	SEL DA ODLite 2000 12 mth term	\$23,660.00	к	31%	\$16,325.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	ODL-20KL	SEL DA ODLite 20000	\$414,960.00	к	31%	\$286,322.40	\$0.00	\$0.00					VARONIS
5	ODL-20KL-12MT	SEL DA ODLite 20000 12 mth term SEL DA ODLite 25000	\$165,984.00	ĸ	31%	\$114,528.96	\$0.00	\$0.00					VARONIS
5	ODL-25KL ODL-25KL-12MT	SEL DA ODLite 25000 SEL DA ODLite 25000 12 mth term	\$518,700.00 \$207,480.00	K K	31% 31%	\$357,903.00 \$143,161.20	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5	ODL-3000L	SEL DA ODLite 3000	\$84,630.00	ĸ	31%	\$58,394.70	\$0.00	\$0.00					VARONIS
5	ODL-3000L-12MT	SEL DA ODLite 3000 12 mth term	\$33,852.00	ĸ	31%	\$23,357.88	\$0.00	\$0.00					VARONIS
5	ODL-35KL	SEL DA ODLite 35000	\$715,000.00	к	31%	\$493,350.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	ODL-35KL-12MT	SEL DA ODLite 35000 12 mth term	\$286,000.00	к	31%	\$197,340.00	\$0.00	\$0.00					VARONIS
5	ODL-4000L	SEL DA ODLite 4000	\$109,200.00	ĸ	31%	\$75,348.00	\$0.00	\$0.00					VARONIS
5 5	ODL-4000L-12MT ODL-500L	SEL DA ODLite 4000 12 mth term SEL DA ODLite 500	\$43,680.00 \$20,475.00	к К	31% 31%	\$30,139.20 \$14,127.75	\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5	ODL-500L-12MT	SEL DA ODLite 500 SEL DA ODLite 500 12 mth term	\$20,475.00	ĸ	31%	\$5,651.10	\$0.00	\$0.00					VARONIS
5	ODL-50KL	SEL DA ODLite 50000	\$1,007,500.00	ĸ	31%	\$695,175.00	\$0.00	\$0.00					VARONIS
5	ODL-50KL-12MT	SEL DA ODLite 50000 12 mth term	\$403,000.00	к	31%	\$278,070.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	ODL-6000L	SEL DA ODLite 6000	\$144,690.00	к	31%	\$99,836.10	\$0.00	\$0.00					VARONIS
5	ODL-6000L-12MT	SEL DA ODLite 6000 12 mth term	\$57,876.00	к	31%	\$39,934.44	\$0.00	\$0.00	\$0.00				VARONIS
5	ODL-750L ODL-750L-12MT	SEL DA ODLite 750	\$29,250.00 \$11,700.00	к К	31% 31%	\$20,182.50 \$8,073.00	\$0.00 \$0.00	\$0.00) VARONIS) VARONIS
5	ODL-8000L	SEL DA ODLite 750 12 mth term SEL DA ODLite 8000	\$11,700.00	ĸ	31%	\$6,073.00 \$125,580.00	\$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					VARONIS
5	SP-100KL	SEL DATADSPOINT100000	\$3,900,000.00	к	31%	\$2,691,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	SP-10KL	SEL DATADSPOINT10000	\$436,800.00	к	31%	\$301,392.00	\$0.00	\$0.00	\$0.00				VARONIS
5	SP-1500L	SEL DATADSPOINT1500	\$98,280.00	ĸ	31%	\$67,813.20	\$0.00	\$0.00					VARONIS
5	SP-150KL SP-15KL	SEL DATADSPOINT150000 SEL DATADSPOINT15000	\$5,733,000.00 \$655,200.00	K K	31% 31%	\$3,955,770.00 \$452,088.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5	SP-1KL	SEL DATADSPOINT1000	\$73,710.00	ĸ	31%	\$50,859.90	\$0.00	\$0.00					VARONIS
5	SP-20KL	SEL DATADSPOINT20000	\$829,920.00	ĸ	31%	\$572,644.80	\$0.00	\$0.00					VARONIS
5	SP-2500L	SEL DATADSPOINT2500	\$141,050.00	к	31%	\$97,324.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	SP-25KL	SEL DATADSPOINT25000	\$1,037,400.00	к	31%	\$715,806.00	\$0.00	\$0.00	\$0.00				VARONIS
5	SP-2KL	SEL DATADSPOINT2000	\$118,300.00	ĸ	31%	\$81,627.00	\$0.00	\$0.00					VARONIS
5	SP-3500L SP-35KL	SEL DATADSPOINT3500 SEL DATADSPOINT35000	\$197,470.00 \$1,430,000.00	к к	31% 31%	\$136,254.30 \$986,700.00	\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5	SP-3KL	SEL DATADOLONIT3000	\$169,260.00	ĸ	31%	\$116,789.40	\$0.00	\$0.00					VARONIS
5	SP-4500L	SEL DATADSPOINT4500	\$245,700.00	ĸ	31%	\$169,533.00	\$0.00	\$0.00					VARONIS
5	SP-4KL	SEL DATADSPOINT4000	\$218,400.00	к	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	К	31%	\$28,255.50	\$0.00	\$0.00					VARONIS
5	SP-50KL	SEL DATADSPOINT50000	\$2,015,000.00	K	31%	\$1,390,350.00	\$0.00	\$0.00					VARONIS
5	SP-5KL SP-6KL	SEL DATADSPOINT5000 SEL DATADSPOINT6000	\$273,000.00 \$289,380.00	K K	31% 31%	\$188,370.00 \$199,672.20	\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5	SP-750L	SEL DATADSPOINT750	\$58,500.00	ĸ	31%	\$40,365.00	\$0.00	\$0.00					VARONIS
5	SP-7KL	SEL DATADSPOINT7000	\$337,610.00	к	31%	\$232,950.90	\$0.00	\$0.00	\$0.00				VARONIS
5	SP-8KL	SEL DATADSPOINT8000	\$364,000.00	к	31%	\$251,160.00	\$0.00	\$0.00	\$0.00				VARONIS
5	SP-9KL	SEL DATADSPOINT9000	\$409,500.00	K	31%	\$282,555.00	\$0.00	\$0.00					VARONIS
5	SPLO-1000L SPLO-1000L-12MT	SEL DA SPOnILite 1000 users SEL DA SPOnLite 1000 12mths	\$36,855.00 \$14,742.00	K K	31% 31%	\$25,429.95 \$10,171.98	\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5	SPLO-1000L-12M1 SPLO-100KL	SEL DA SPONLITE 1000 12mms SEL DA SPONLITE 100000 users	\$14,742.00	ĸ	31%	\$10,171.98	\$0.00	\$0.00					VARONIS
5	SPLO-100KL-12MT		\$780,000.00	к	31%	\$538,200.00	\$0.00	\$0.00	\$0.00				VARONIS
5	SPLO-10KL	SEL DA SPOnILite 10000 users	\$218,400.00	ĸ	31%	\$150,696.00	\$0.00	\$0.00	\$0.00				VARONIS
5	SPLO-10KL-12MT	SEL DA SPOnLite 10000 12mths	\$87,360.00	к	31%	\$60,278.40	\$0.00	\$0.00					VARONIS
5	SPLO-1500L	SEL DA SPONILite 1500 users	\$49,140.00	ĸ	31%	\$33,906.60	\$0.00	\$0.00					VARONIS
5	SPLO-1500L-12MT SPLO-150KL	SEL DA SPOnLite 1500 12mths SEL DA SPOnILite 150000 users	\$19,656.00 \$2,866,500.00	к к	31% 31%	\$13,562.64 \$1,977,885.00	\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5	SPLO-150KL SPLO-150KL-12MT		\$2,866,500.00	ĸ	31%	\$1,977,885.00 \$791,154.00	\$0.00	\$0.00) VARONIS
5	SPLO-15KL	SEL DA SPONLite 150000 12mms	\$327,600.00	ĸ	31%	\$226,044.00	\$0.00	\$0.00					VARONIS
5	SPLO-15KL-12MT	SEL DA SPOnLite 15000 12mths	\$131,040.00	ĸ	31%	\$90,417.60	\$0.00	\$0.00					VARONIS
5	SPLO-2000L	SEL DA SPOnILite 2000 users	\$59,150.00	к	31%	\$40,813.50	\$0.00	\$0.00					VARONIS
5	SPLO-2000L-12MT		\$23,660.00	к	31%	\$16,325.40	\$0.00	\$0.00					VARONIS
5	SPLO-20KL	SEL DA SPOnILite 20000 users	\$414,960.00	ĸ	31%	\$286,322.40	\$0.00	\$0.00					VARONIS
5	SPLO-20KL-12MT SPLO-25KL	SEL DA SPOnLite 20000 12mths SEL DA SPOnILite 25000 users	\$165,984.00 \$518,700.00	к к	31% 31%	\$114,528.96 \$357,903.00	\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5	SPLO-25KL-12MT	SEL DA SPONLite 25000 users	\$207,480.00	ĸ	31%	\$143,161.20	\$0.00	\$0.00					VARONIS
5	SPLO-3000L	SEL DA SPOnILite 3000 users	\$84,630.00	к	31%	\$58,394.70	\$0.00	\$0.00				\$0.00	VARONIS
5	SPLO-3000L-12MT	SEL DA SPOnLite 3000 12mths	\$33,852.00	к	31%	\$23,357.88	\$0.00	\$0.00					VARONIS

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WA	RRANTY UPGRADE	NET PRICE		1
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	SPLO-35KL	SEL DA SPOnLite 35000 users	\$715,000.00	ĸ	31%	\$493,350.00	\$0.00	\$0.00	\$0.00				VARONIS
5	SPLO-35KL-12MT	SEL DA SPOnLite 35000 12mths	\$286,000.00	ĸ	31%	\$197,340.00	\$0.00	\$0.00	\$0.00				VARONIS
5	SPLO-4000L SPLO-4000L-12MT	SEL DA SPONLite 4000 users	\$109,200.00	ĸ	31% 31%	\$75,348.00	\$0.00	\$0.00 \$0.00	\$0.00				VARONIS
5	SPLO-500L	SEL DA SPOnLite 4000 12mths SEL DA SPOnILite 500 users	\$43,680.00 \$20,475.00	K K	31%	\$30,139.20 \$14,127.75	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5	SPLO-500L-12MT	SEL DA SPONLite 500 users	\$8,190.00	ĸ	31%	\$5,651.10	\$0.00	\$0.00	\$0.00				VARONIS
5	SPLO-50KL	SEL DA SPONLite 5000 users	\$1,007,500.00	ĸ	31%	\$695,175.00	\$0.00	\$0.00	\$0.00				VARONIS
5	SPLO-50KL-12MT	SEL DA SPOnLite 50000 12mths	\$403,000.00	ĸ	31%	\$278,070.00	\$0.00	\$0.00	\$0.00				VARONIS
5	SPLO-6000L	SEL DA SPOnILite 6000 users	\$144,690.00	к	31%	\$99,836.10	\$0.00	\$0.00	\$0.00				VARONIS
5	SPLO-6000L-12MT	SEL DA SPOnLite 6000 12mths	\$57,876.00	к	31%	\$39,934.44	\$0.00	\$0.00	\$0.00				VARONIS
5	SPLO-750L	SEL DA SPOnILite 750 users	\$29,250.00	к	31%	\$20,182.50	\$0.00	\$0.00	\$0.00				VARONIS
5	SPLO-750L-12MT	SEL DA SPOnLite 750 12mths	\$11,700.00	к	31%	\$8,073.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	SPLO-8000L	SEL DA SPOnILite 8000 users	\$182,000.00	к	31%	\$125,580.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	SPLO-8000L-12MT	SEL DA SPOnLite 8000 12mths	\$72,800.00	К	31%	\$50,232.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	UX-100KL	SEL DATADVANTAGE UNIX FOR 100000 USERS	\$3,900,000.00	К	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				VARONIS
5	UX-1500L	SEL DATADVANTAGE UNIX FOR 1500 USERS	\$98,280.00	К	31%	\$67,813.20	\$0.00	\$0.00	\$0.00				VARONIS
5	UX-150KL	SEL DATADVANTAGE UNIX FOR 150000 USER		К	31%	\$3,955,770.00	\$0.00	\$0.00	\$0.00				VARONIS
5	UX-15KL	SEL DATADVANTAGE UNIX FOR 15000 USERS		ĸ	31%	\$452,088.00	\$0.00	\$0.00	\$0.00				VARONIS
5	UX-1KL	SEL DATADVANTAGE UNIX FOR 1000 USERS	\$73,710.00	ĸ	31%	\$50,859.90	\$0.00	\$0.00	\$0.00				VARONIS
5	UX-20KL	SEL DATADVANTAGE UNIX FOR 20000 USERS		ĸ	31%	\$572,644.80	\$0.00	\$0.00	\$0.00				VARONIS
5 5	UX-2500L	SEL DATADVANTAGE UNIX FOR 2500 USERS	\$141,050.00	K K	31%	\$97,324.50	\$0.00	\$0.00	\$0.00				VARONIS
5	UX-25KL	SEL DATADVANTAGE UNIX FOR 25000 USERS		ĸ	31% 31%	\$715,806.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				
5	UX-2KL UX-3500L	SEL DATADVANTAGE UNIX FOR 2000 USERS SEL DATADVANTAGE UNIX FOR 3500 USERS	\$118,300.00 \$197,470.00	ĸ	31%	\$81,627.00 \$136,254.30	\$0.00	\$0.00	\$0.00) VARONIS) VARONIS
5	UX-35KL	SEL DATADVANTAGE UNIX FOR 3500 USERS		ĸ	31%	\$986,700.00	\$0.00	\$0.00	\$0.00				VARONIS
5	UX-3KL	SEL DATADVANTAGE UNIX FOR 3000 USERS	\$169,260.00	ĸ	31%	\$116,789.40	\$0.00	\$0.00	\$0.00				VARONIS
5	UX-4500L	SEL DATADVANTAGE UNIX FOR 4500 USERS	\$245,700.00	ĸ	31%	\$169,533.00	\$0.00	\$0.00	\$0.00				VARONIS
5	UX-4KL	SEL DATADVANTAGE UNIX FOR 4000 USERS	\$218,400.00	к	31%	\$150,696.00	\$0.00	\$0.00	\$0.00				VARONIS
5	UX-500L	SEL DATADVANTAGE UNIX FOR 500 USERS	\$40,950.00	ĸ	31%	\$28,255.50	\$0.00	\$0.00	\$0.00				VARONIS
5	UX-50KL	SEL DATADVANTAGE UNIX FOR 50000 USERS		к	31%	\$1,390,350.00	\$0.00	\$0.00	\$0.00				VARONIS
5	UX-5KL	SEL DATADVANTAGE UNIX FOR 5000 USERS	\$273,000.00	к	31%	\$188,370.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	UX-6KL	SEL DATADVANTAGE UNIX FOR 6000 USERS	\$289,380.00	к	31%	\$199,672.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	UX-750L	SEL DATADVANTAGE UNIX FOR 750 USERS	\$58,500.00	к	31%	\$40,365.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	UX-7KL	SEL DATADVANTAGE UNIX FOR 7000 USERS	\$337,610.00	К	31%	\$232,950.90	\$0.00	\$0.00	\$0.00				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	\$0.00	VARONIS
5	UX-9KL	SEL DATADVANTAGE UNIX FOR 9000 USERS	\$409,500.00	К	31%	\$282,555.00	\$0.00	\$0.00	\$0.00				VARONIS
5	VARONIS-30DAY	SEL VRNS 30DAY FREETRIAL	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00				VARONIS
5	100-100198	SEL SW VWisdom Server Ent Lic	\$40,000.00	ĸ	31%	\$27,600.00	\$0.00	\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	100-100199	SEL SW VWisdom Server Dept Lic	\$21,538.00	ĸ	31%	\$14,861.22	\$0.00	\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5 5	100-100206-AA 100-100207-AA	SEL AS ProbeSW-024 Lic Ann'l	\$258.00 \$351.00	К К	31% 31%	\$178.02 \$242.19	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				
5	100-100207-AA	SEL AS ProbeSW-032 Lic Ann'l SEL AS ProbeSW-192 Lic Ann'l	\$2,123.00	ĸ	31%	\$242.19	\$0.00	\$0.00	\$0.00) VIRTUAL INSTRUMENTS) VIRTUAL INSTRUMENTS
5	100-100209-AA	SEL AS ProbeSW-192 Lic Ann'l	\$2,843.00	ĸ	31%	\$1,961.67	\$0.00	\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	100-100210-AA	SEL AS ProbeSW-336 Lic Ann'l	\$3,729.00	к	31%	\$2,573.01	\$0.00	\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	100-100211-AA	SEL AS ProbeSW-384 Lic Ann'l	\$4,246.00	ĸ	31%	\$2,929.74	\$0.00	\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	100-100212-AA	SEL AS ProbeSW-528 Lic Ann'l	\$5,852.00	ĸ	31%	\$4,037.88	\$0.00	\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	100-100213	SEL SW ProbeVM-001 vSphere Lic	\$1,523.00	к	31%	\$1,050.87	\$0.00	\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	100-100213-AA	SEL AS vSphere-001 Lic Ann I	\$148.00	к	31%	\$102.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-100214-AA	SEL AS ProbeVM-010 Lic Ann'l	\$1,477.00	к	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'l	\$7,385.00	К	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	ĸ	31%	\$105,092.52	\$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				VIRTUAL INSTRUMENTS
5	100-100217-AA	SEL AS ProbeVM-500 Lic Ann'l	\$73,846.00	ĸ	31%	\$50,953.74	\$0.00	\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	100-100276	SEL HW PCbI OM3 2F LC-LC 2M	\$62.00	ĸ	31%	\$42.78	\$0.00	\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	100-100278	SEL HW PCbl OM3 2F LC-LC 3M	\$69.00	ĸ	31%	\$47.61	\$0.00	\$0.00	\$0.00				
5	100-100280	SEL HW PCbl OM3 2F LC-LC 5M	\$77.00	ĸ	31%	\$53.13	\$0.00	\$0.00	\$0.00				
5 5	100-100288 100-100290	SEL HW TCV-008LFLFLF-57-RP Cass SEL HW TCV-012LRLFLF-57-RP Cass	\$1,692.00 \$2,538.00	K K	31% 31%	\$1,167.48 \$1,751.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) VIRTUAL INSTRUMENTS) VIRTUAL INSTRUMENTS
5	100-100290	SEL HW TCV-012LRLFLF-57-RP Cass	\$2,538.00	ĸ	31%	\$1,751.22	\$0.00	\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	100-100292	SEL HW TCV-012MRLFLF-57-OB Cass SEL HW TCV-024MRLFMR-57-OB Cass	\$5,077.00	ĸ	31%	\$3,503.13	\$0.00	\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	100-100293	SEL HW TPS-010F TCV TAP Shelf 1U	\$285.00	ĸ	31%	\$196.65	\$0.00	\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	100-100300	SEL HW TPS-01OS TCV TAP Shelf 1U	\$192.00	ĸ	31%	\$132.48	\$0.00	\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	100-100346	SEL HW ProbeFC8 8G MM	\$36,923.00	ĸ	31%	\$25,476.87	\$0.00	\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	100-100602	SEL SW FC8-0802 2 Link Lic	\$21,538.00	ĸ	31%	\$14,861.22	\$0.00	\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	100-100602-AA	SEL AS ProbeFC8-0802 Lic Ann'l	\$2,031.00	ĸ	31%	\$1,401.39	\$0.00	\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	100-100603	SEL SW FC8-0808 8 Link Lic	\$86,154.00	ĸ	31%	\$59,446.26	\$0.00	\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	100-100603-AA	SEL AS ProbeFC8-0808 Lic Ann'l	\$8,031.00	к	31%	\$5,541.39	\$0.00	\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	100-100617-AA	SEL AS ProbeSWAG-24 Lic Ann'l	\$37.00	ĸ	31%	\$25.53	\$0.00	\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	100-100618-AA	SEL AS ProbeSWAG-192 Lic Ann'l	\$351.00	к	31%	\$242.19	\$0.00	\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	100-100619-AA	SEL AS ProbeSWAG-528 Lic Ann'l	\$978.00	к	31%	\$674.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-100837	SEL HW ProbeFC8/-HD FRU Pwr Sup	\$846.00	к	31%	\$583.74	\$0.00	\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	100-101019	SEL HW Mob Rack Cab Probe	\$17,308.00	к	31%	\$11,942.52	\$0.00	\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	100-101048	SEL HW Pwr Cord C19-515 15A 15FT	\$62.00	к	31%	\$42.78	\$0.00	\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	100-101049	SEL HW Pwr Cord C19-520 20A 15FT	\$92.00	к	31%	\$63.48	\$0.00	\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	100-101050	SEL HW Pwr Cord C19-620 20A 15FT	\$85.00	ĸ	31%	\$58.65	\$0.00	\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	100-101051	SEL HW Pwr Cord C19-615 15A 15FT	\$85.00	К	31%	\$58.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS

					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	100-101052	SEL HW Pwr Cord C13-515 18IN x2	\$11.00	к	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	К	31%	\$11.73	\$0.00	\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5 5	100-101054 100-101055	SEL HW Pwr Cord C13-C14 6FT x2 SEL HW Pwr Cord C13-C14 18IN x2	\$23.00 \$14.00	к к	31% 31%	\$15.87 \$9.66	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-101055	SEL HW Pwr Cord C13-CEE77 2M x2	\$14.00	ĸ	31%	\$9.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-101057	SEL HW Pwr Cord C13-1363 2M x2	\$31.00	к	31%	\$21.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-101058	SEL HW Pwr Cord C13-C14 3FT x2	\$17.00	к	31%	\$11.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-101085	SEL HW PCbI OM3 12F MPOf-LC 2M	\$462.00	к	31%	\$318.78	\$0.00	\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	100-101216	SEL HW PCbI OM3 2F LC-LC 10M	\$100.00	к	31%	\$69.00	\$0.00	\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	100-101228	SEL HW PCbI OM3 2F LC-LC 15M	\$100.00	к	31%	\$69.00	\$0.00	\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5 5	100-101231 100-101281	SEL HW ProbeFC8-HD 8G MM SEL HW FibIns CIT Kit MPO Addon	\$52,308.00 \$4,462.00	к к	31% 31%	\$36,092.52 \$3,078.78	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-101281	SEL HW Fiblins CIT Kit Refill	\$2,231.00	ĸ	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	к	31%	\$371.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-101311	SEL HW TCbI OM3 1F LCLC 2M x2	\$208.00	к	31%	\$143.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-101312	SEL HW TCbI OM3 12F MPOfLC 2M x2	\$885.00		31%	\$610.65	\$0.00	\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	100-101313	SEL HW TCbI OM3 1F LCSC 2M x2	\$208.00	к	31%	\$143.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-101314	SEL HW TCbI OM3 1F LCMU 2M x2	\$231.00	к	31%	\$159.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5 5	100-101315 100-101318	SEL HW TCbI OM3 12F MPOmLC 2M x2 SEL HW Ship Rack Cab 2 Probe	\$885.00 \$9,231.00	к К	31% 31%	\$610.65 \$6,369.39	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-101319	SEL HW Ship Rack Cab 2 Frobe	\$7,308.00	ĸ	31%	\$5,042.52	\$0.00	\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	100-101322	SEL HW ProbeFC8/-HD FRU Fan	\$577.00	к	31%	\$398.13	\$0.00	\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	100-101324	SEL HW Rack Shelf 1U 20	\$485.00	к	31%	\$334.65	\$0.00	\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	100-101325	SEL HW Rack Shelf 1U 24	\$577.00	к	31%	\$398.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-101343	SEL SW FC8HD-0816 16 Link Lic	\$120,000.00	к	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	ĸ	31%	\$7,643.13	\$0.00	\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	100-101348	SEL HW Pwr Cord C19-C14 15A 15FT	\$108.00	К	31%	\$74.52	\$0.00	\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5 5	100-101566 100-101570	SEL HW SFP 8GFC 850NM MM HS x16 SEL HW FibIns Cass Refill	\$7,308.00 \$615.00	к к	31% 31%	\$5,042.52 \$424.35	\$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 Fiblins Cass Refill SEL HW Fiblins MPO Cass Refill	\$692.00	ĸ	31%	\$424.35	\$0.00	\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	100-101753	SEL SW VWisdom Srvr Ent DR Lic	\$20,000.00	ĸ	31%	\$13,800.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-101804	SEL HW ProbeFC8-HD48 8G MM	\$147,692.00	ĸ	31%	\$101,907.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-101854	SEL HW FibIns CIT Adv Kit	\$22,308.00	к	31%	\$15,392.52	\$0.00	\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	100-101855	SEL HW Pwr Cord C13-C20 6FT x2	\$31.00		31%	\$21.39	\$0.00	\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	100-101925	SEL HW TCV-012MRLFLF-57-EB Cass	\$2,538.00	к	31%	\$1,751.22	\$0.00	\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	100-102044	SEL HW ProbeFC8-HD48 FRU Fan	\$1,115.00	к	31%	\$769.35	\$0.00	\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5 5	100-102045	SEL HW ProbeFC8-HD48 FRU Pwr Sup SEL SW FC8HD48-0848 48 Link Lic	\$923.00	к К	31% 31%	\$636.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102046 100-102046-AA	SEL SVI FC6HD46-0646 46 LINK LIC SEL AS ProbeFC8-0848 Lic Ann'l	\$243,077.00 \$23,077.00	ĸ	31%	\$167,723.13 \$15,923.13	\$0.00	\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	100-102064	SEL HW TCV-024MRLFMR-57-EB Cass	\$5,077.00	ĸ	31%	\$3,503.13	\$0.00	\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	100-102065	SEL SW FC8HD48-0824 24 Link Lic	\$156,923.00		31%	\$108,276.87	\$0.00	\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	100-102065-AA	SEL AS ProbeFC8-0824 Lic Ann'l	\$14,677.00	к	31%	\$10,127.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102069	SEL HW VWisdom Pltfrm Appl 4210	\$60,000.00	к	31%	\$41,400.00	\$0.00	\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	100-102070	SEL SW VWisdom Mgmt Ent Ed	\$67,692.00	к	31%	\$46,707.48	\$0.00	\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	100-102071	SEL SW VWisdom Mgmt Virt Ed	\$36,923.00	к	31%	\$25,476.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5 5	100-102072	SEL SW VWisdom Mgmt Ent DR Ed	\$33,846.00 \$538.00	к к	31% 31%	\$23,353.74	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS
5	100-102073 100-102074	SEL HW PA 4210 FRU Pwr Sup SEL HW PA 4210 FRU Data Drv 1TB	\$346.00	ĸ	31%	\$371.22 \$238.74	\$0.00	\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102075	SEL HW PA 4210 FRU Sys Drv 80GB	\$385.00	ĸ	31%	\$265.65	\$0.00	\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	100-102076	SEL HW PA 4210 Shllw Mnt Kit	\$115.00	ĸ	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	к	31%	\$47.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102091	SEL HW ProbeFC8-HD Chass	\$40,000.00	к	31%	\$27,600.00	\$0.00	\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	100-102092	SEL HW ProbeFC8-HD48 Chass	\$110,769.00	к	31%	\$76,430.61	\$0.00	\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	100-102094	SEL HW ProbeFC8-HD48 Recess Mnt	\$308.00	ĸ	31%	\$212.52	\$0.00	\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5 5	100-102267 100-102267-AA	SEL SW ProbeSW-010 Port Lic SEL AS ProbeSW-010 Lic Ann'l	\$1,138.00 \$111.00	K K	31% 31%	\$785.22 \$76.59	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102267-AA	SEL AS ProbeSW-010 Lic Ann SEL SW ProbeSW-100 Port Lic	\$11,385.00	ĸ	31%	\$7,855.65	\$0.00	\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	100-102268-AA	SEL AS ProbeSW-1001 Lic Ann'l	\$1,108.00	ĸ	31%	\$764.52	\$0.00	\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	100-102269	SEL SW ProbeSWAG-010 Port Lic	\$569.00		31%	\$392.61	\$0.00	\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	100-102269-AA	SEL AS ProbeSWAG-010 Lic Ann'l	\$18.00	к	31%	\$12.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102270	SEL SW ProbeSWAG-100 Port Lic	\$5,692.00	к	31%	\$3,927.48	\$0.00	\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	100-102270-AA	SEL AS ProbeSWAG-100 Lic Ann'l	\$185.00	к	31%	\$127.65	\$0.00	\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	100-102271	SEL SW ProbeNTAP-001 Node Lic SEL AS ProbeNTAP-001 Lic Ann'l	\$1,769.00	К	31%	\$1,220.61	\$0.00	\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5 5	100-102271-AA 100-102272	SEL AS ProbeNTAP-001 Lic Ann'i SEL SW ProbeNTAP-100 Node Lic	\$166.00 \$176,923.00	к к	31% 31%	\$114.54 \$122,076.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102272-AA	SEL SW ProbenTAP-100 Node Lic SEL AS ProbeNTAP-100 Lic Ann'l	\$176,923.00		31%	\$122,076.87 \$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		31%	\$79.35	\$0.00	\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	100-102341	SEL HW TCV Blank Plate Kit x3	\$38.00		31%	\$26.22	\$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	к	31%	\$79.35	\$0.00	\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	100-102456	SEL HW ProbeFC8/All Std Mnt Kit	\$115.00		31%	\$79.35	\$0.00	\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	100-102457	SEL HW ProbeFC8/All Rk Adpt 1U35	\$115.00		31%	\$79.35	\$0.00	\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5 5	100-102458	SEL HW PA-4210 Rk Adpt 2U35 SEL HW TCV-008LFLFLF-58-RP Cass	\$115.00		31% 31%	\$79.35 \$1.272.74	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS
5	100-102490 100-102491	SEL HW TCV-008LFLFLF-58-RP Cass SEL HW TCV-012LRLFLF-58-RP Cass	\$1,846.00 \$2,769.00		31%	\$1,273.74 \$1,910.61	\$0.00	\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102500	SEL HW TCV-012LRLFLF-97-RP Cass	\$2,169.00		31%	\$1,496.61	\$0.00	\$0.00	\$0.00	\$0.00			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				VIRTUAL INSTRUMENTS

box box <th></th> <th></th> <th></th> <th></th> <th></th> <th>N</th> <th>VP LEVEL 1</th> <th></th> <th>NVP MAINTENA</th> <th>NCE AND WAI</th> <th>RRANTY UPGRADE</th> <th>NET PRICE</th> <th></th> <th>1</th>						N	VP LEVEL 1		NVP MAINTENA	NCE AND WAI	RRANTY UPGRADE	NET PRICE		1
6 0	BAND	SKU	DESCRIPTION				NVP LEVEL 1 NET PRICE	ANNUAL		ANNUAL			RENEWAL	THIRD PARTY PRODUCT PARTNER
1 1 1 3 1	5							\$0.00		\$0.00				
1 0														
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S Discription Bit International Processing														
5 NEXTORN NO. NEX	5													
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S Chronology PLAN PLAN <	5		SEL AS LnkLic 16G 4Lnk Kit Ann'l		к	31%		\$0.00	\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5 100 10000 // 100 10000 // 5 100 100000 // 100 10000 // 5 100 10000 // 100 10000 // 5 1000 0000 // 100 0000 // 5 100 00000 // 100 0000 //	5		SEL SW Link Lic 16G FullFC16G24		к	31%		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
S Dis Discription E.S. Dis Discription F.J. 2000, Co. F.D. Discription B.D. Discription B.D. Discription B.D. Discription 6 1000, Discription F.G. 2000, F.G. Discription F.G. 2000, F.G. Discription B.D.	5		SEL AS LnkLic 16G FC16G24 Ann'l	\$17,723.00	К	31%	\$12,228.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		
b Control Tele Norm Field of the Norm	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			VIRTUAL INSTRUMENTS
5 100 NODE BLD place Acast Br. M. MULLC 23 BEDD K 370 BD27 CD3 D00 BL00 BD10 NODE BD10 NODE 6 100 NODE BLD place Acast Br. M. MULLC 23 BLD B K D10 BD10 NODE K D10 BD10 NODE K D10 BD10 NODE K D10 BD10 NODE D10 D10 <thd10< th=""> D100 D100 <th< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></th<></thd10<>														
5 500-10000 81.00 90.00 <th< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></th<>														
5 No.2005 BL. Opjentsek BaOM MLL-LC M SU22 K PT	-													
5 100-1022/ 100-1024 Ex. (a) to predict wite (b, (b) methods) 121-00 (b) methods (b) methods (b) methods (b) methods) 121-00 (b) methods														
5 No.10056 ELE OF Instant/ACM 1 gar/M L 175.00 K 310. 500 500 500														
5 101-0056-A.W 81.4 Proceeding of the second of the secon														
5 100-1054 EI 20 N-MarkA-100 Payer/L 175-3850 K 155 100-1054 80.00 80.	-													
5 100														
5 100:1057 ED. NP-MARADO PARAVALO FILE 30 K 310 200<	-													
5 101:0254.A.W. 51:A.M. Proceed-ADD Paramethy ADP Paramet	-													
5 100-10054 BL 3V Presente-LOD Section 11 175-10540 K 31% 55.056-00 51.00 50.00 <														
5 101-105845AA 88. AP Product AL ON 25. 49.0000 x 31% 52.056 51.00 50.														
0 100-12027 551-100 Physics 100-12027	5					31%								
S Disk. 12700 SEL CALL Constraint State State Constraint State S	5				к	31%			\$0.00					VIRTUAL INSTRUMENTS
b 105-102701 SEL CARL COMMUNT PERMEZING S37.00 K 31% 228.06 8.00 8.00 8.00 <t< td=""><td>5</td><td>100-102698</td><td>SEL HW ProbeNAS-10G-16 Chass</td><td>\$107,692.00</td><td>к</td><td>31%</td><td>\$74,307.48</td><td>\$0.00</td><td>\$0.00</td><td>\$0.00</td><td>\$0.00</td><td>\$0.00</td><td>\$0.00</td><td>VIRTUAL INSTRUMENTS</td></t<>	5	100-102698	SEL HW ProbeNAS-10G-16 Chass	\$107,692.00	к	31%	\$74,307.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 100-10272 SEL CALE DSS MITP INALEZMIZPT 22.00 K 31% 51.01 50.00 80.0	5	100-102700	SEL CABLE OM4 MM MTP MALE - LC B	\$392.00	К	31%	\$270.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		
5 100-12703 SEL (ABLE Code SM PT FEMALEZMATZ* 342.00 K 31% 3100 05 50.00 <	5													
1 100-102739 SEL HV PCD (MM 12 MTPHC) SH 400 K 31% 324.49 50.00<														
1 100-102/40 ELH MP Chi LOM 127 MFPLC 3M 544.00 K 31% 320.01 50.00 50.														
5 100-102741 SEL, MP PCD, MM 12F, MTP-MC, GM 532,00 X 510,00 VEX.100 50,00														
5 100-102742 SEL MY PCD (M) 12F MTPLC 5M 547.00 K 31% 542.37 50.00 50.	-													
5 100:102743 SEL MV PCs 004 12P MTPRLC 10M \$494.00 K 31% 447.81 100.00 50.00 <th< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></th<>														
5 100-102744 SEL HW PEDL OM 127 MTPLC 30M 882.300 K 31% 422.957 50.00														
5 100-102745 SEL HW PCb (OS SN 127 MTPLC, CM S30,00 K 31% S13,21 50,00 <th< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></th<>														
5 101-102740 SEL, HW PCb1 OSS 3M 12* MTPLC 3M 523.00 K 31% 519.5 50.00 80.00 80.00 80.00 80.00 80.00 90.00 80.00 90.00 80.00 90.00 80.00 90.00 <th< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></th<>														
S 100-102747 SEL HW PCb 002 SM 12F MTPLC SM 5318.00 K 31% 520.22 50.00 <th< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></th<>														
5 101-102740 SEL, HW PCb 032 SM 12P MTPLC DM \$288.00 K 31% \$203.62 \$0.00 <														
5 100-102749 SEL NW PCb IOS2 SM 12F NV PCb IOS2 SM														
5 100-102751 SEL MY TXV-008LFLF-57-RP Cass \$2,344.00 K 31% \$2,279.12 \$0.00	5													
5 100-102752 SEL HW TXV-012MRLEF-97-0C Gase \$3,448.00 K 31% \$2,279:12 \$0,00	5	100-102750	SEL HW PCbI OS2 SM 12F MTPfLC10M	\$329.00	к	31%	\$227.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 100-102753 SEL.HW TX-V0/2MRLENG-7C-BC Cases 83,44,00 K 31% 82,79 12 90,00 80,00 \$0,00	5	100-102751	SEL HW TCV-008LFLFLF-97-RP Cass	\$2,358.00	К	31%	\$1,627.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 100-102754 SEL HW TCV-024MELEMPR-97-06 Cause 58,884.00 K 31% 54,756.86 50.00 \$0.00	-		SEL HW TCV-012MRLFLF-97-OB Cass											
5 100-102791 SEL HW TCV-024MRLFMR-97-EB Cass \$8,084.00 K 31% \$4,756.86 \$0.00	-	100-102753	SEL HW TCV-012MRLFLF-97-EB Cass	\$3,448.00			\$2,379.12							VIRTUAL INSTRUMENTS
5 100-102791 SEL SV Link Lin NAS 100 5 LActive 58, 923.00 K 31% 54,776,87 50.00														
5 100-102791-AA SEL SULLA Link Link And Annil \$73.800 K 31% \$509022 \$0.00														
5 100-102792 SEL SW Link Lio MAS 10G 1Passive \$1,446.00 K 31% \$1,273,74 \$0,00														
5 100-102792-AA SEL AS LinkLic 10G (11kk Pasy Anni) \$292,00 K 31% \$634,8 \$0,00														
5 100-102793 SEL SW Link Lic 10G Full MAS10G16 \$30,344,00 K 31% \$54,753,74 \$0,00 \$0,00 \$0,00 \$0,00 \$0,00 \$0,00 \$10,00														
5 100-102794-AA SEL AS Luklic 10G NAS10C16 Ann1 \$92.3100 K 31% \$63.80.39 \$0.00	-													
5 100-102794 SEL SW Target Lic 10G 4-Tigt Kit Amril \$923.00 K 31% \$63.69.39 \$0.00 </td <td></td>														
5 100-102794-AA SEL AS Tgluic 10G 4Tgl kiñ Am11 \$29.300 K 31% \$636.87 \$0.00														
5 100-102795 SEL SW Link Lic 10G 4-Link Kit \$3.89,23.00 K 31% \$25,476.87 \$0.00	-													
5 100-102795-A SEL AS LnkLic 10G 4Lnk Kii Ann'l \$3,692.00 K 31% \$2,647.48 \$0.00 <td></td>														
5 100-102796 SEL SW LinkLic 10G FullFCoE10G24 \$152,308.00 K 31% \$105,092.52 \$0.00 </td <td></td>														
5 100-102796-AA SEL AS LALic 10G FCoE10G24 Annl \$15,231.00 K 31% \$10,509.39 \$0.00 </td <td>-</td> <td></td>	-													
5 100-102797 SEL SW Link Lic 8G Full FC16G12 \$61,538.00 K 31% \$42,461.22 \$0.00	5													
5 100-102798 SEL SW Link Lic 16G Full FC16G12 \$92,308.00 K 31% \$63,692.52 \$0.00 <td>5</td> <td></td> <td></td> <td></td> <td>к</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>	5				к									
5 100-102798 SEL SW Link Lic 16G Full FC16G12 \$92,308.00 K 31% \$63,692.52 \$0.00 <td>5</td> <td>100-102797-AA</td> <td>SEL AS LnkLic 8G FC16G12 Ann'l</td> <td>\$6,000.00</td> <td>к</td> <td>31%</td> <td>\$4,140.00</td> <td>\$0.00</td> <td>\$0.00</td> <td>\$0.00</td> <td>\$0.00</td> <td>\$0.00</td> <td>\$0.00</td> <td>VIRTUAL INSTRUMENTS</td>	5	100-102797-AA	SEL AS LnkLic 8G FC16G12 Ann'l	\$6,000.00	к	31%	\$4,140.00	\$0.00	\$0.00	\$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 <td>5</td> <td></td> <td>\$0.00</td> <td>VIRTUAL INSTRUMENTS</td>	5												\$0.00	VIRTUAL INSTRUMENTS
5 100-102799 SEL HW ProbeFCoE-10C-24 Chass \$76,923.00 K 31% \$53,076.87 \$0.00	5	100-102798-AA												
5 100-103010 SEL HW VWisdom Pitfirm Appl 4220 \$60,000.00 K 31% \$41,400.00 \$0.00 <td>5</td> <td>100-102799</td> <td>SEL HW ProbeFCoE-10G-24 Chass</td> <td></td> <td>к</td> <td>31%</td> <td>\$53,076.87</td> <td>\$0.00</td> <td>\$0.00</td> <td>\$0.00</td> <td>\$0.00</td> <td>\$0.00</td> <td></td> <td></td>	5	100-102799	SEL HW ProbeFCoE-10G-24 Chass		к	31%	\$53,076.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		
5 CSP-B SEL VST CSP 5,001-7,500 MICROVM \$147,86 K 31% \$102,02 \$0,00	5	100-103010	SEL HW VWisdom Pltfrm Appl 4220	\$60,000.00	к	31%	\$41,400.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
5 CSP-BASE SEL VST CSP UP TO 2,500 MICROVM \$160.71 K 31% \$110.89 \$0.00 \$0.00 \$0.00 \$0.00 VRTUSTREAM 5 CSP-C SEL VST CSP 7,501-15,000 MICROVM \$130.8 K 31% \$89.82 \$0.00 \$0	5		SEL VST CSP 2,501-5,000 MICROVM	\$154.29	к		\$106.46							
5 CSP-C SEL VST CSP 7,501-15,000 MICROVM \$130.18 K 31% \$89.82 \$0.00 \$0.00 \$0.00 \$0.00 VIRTUSTREAM 5 CSP-D SEL VST CSP 15,001-25,000 MICROVM \$115.39 K 31% \$79.62 \$0.00	5			\$147.86	к	31%	\$102.02	\$0.00	\$0.00					
5 CSP-D SEL VST CSP 15,001-25,000 MICROVM \$115.39 K 31% \$79.62 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 VIRTUSTREAM 5 CSP-E SEL VST CSP 25,001-50,000 MICROVM \$92.25 K 31% \$63.65 \$0.00 \$0.00 \$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					к									
5 CSP-E SEL VST CSP 25,001-50,000 MICROVM \$92.25 K 31% \$63.65 \$0.00 \$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	-													
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 \$0.00 \$0.00 \$0.00 \$0.00 VIRTUSTREAM	-													
5 CSP-SAFM31-A SEL VSI CSP 201-500 Managed VM \$1,152.05 K 31% \$794.92 \$0.00 \$0														
	5	USH-SALM31-A	SEL VOI COP 201-DUU MANAged VM	\$1,152.06	ĸ	31%	\$794.92	\$0.00	\$U.UU	\$0.00	\$U.00	\$0.00	\$0.00	VINTUSTREAM

					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	CSP-SAPM3T-B	SEL VST CSP 501-750 Managed VM	\$1,104.05	К	31%	\$761.79	\$0.00	\$0.00	\$0.00	\$0.00			VIRTUSTREAM
5		SEL VST CSP UP TO 250 Managed VM	\$1,200.00	к	31%	\$828.00	\$0.00	\$0.00	\$0.00	\$0.00			VIRTUSTREAM
5	CSP-SAPM3T-C	SEL VST CSP 751-1,500 Managed VM	\$972.04	K	31%	\$670.71	\$0.00	\$0.00	\$0.00	\$0.00			VIRTUSTREAM
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	\$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
5	EPC-A	SEL VST CSP 5,001-10,000 Managed VM SEL VST 2,501-5,000 MICROVM	\$108.00	ĸ	31%	\$403.20	\$0.00	\$0.00	\$0.00	\$0.00			VIRTUSTREAM VIRTUSTREAM
5	EPC-B	SEL VST 5,001-7,500 MICROVM	\$100.00	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	ĸ	31%	\$77.97	\$0.00	\$0.00	\$0.00	\$0.00			VIRTUSTREAM
5	EPC-C	SEL VST 7,501-15,000 MICROVM	\$91.00	к	31%	\$62.79	\$0.00	\$0.00	\$0.00	\$0.00			VIRTUSTREAM
5	EPC-D	SEL VST 15,001-25,000 MICROVM	\$81.00	к	31%	\$55.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUSTREAM
5	EPC-E	SEL VST 25,001-50,000 MICROVM	\$65.00	К	31%	\$44.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUSTREAM
5	EPC-F	SEL VST 50,001-100,000 MICROVM	\$55.00	ĸ	31%	\$37.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUSTREAM
5	EPC-SAPM3T-A	SEL VST 251-500 Managed VM	\$806.44	ĸ	31%	\$556.44	\$0.00	\$0.00	\$0.00	\$0.00			VIRTUSTREAM
5 5	EPC-SAPM3T-B	SEL VST 501-750 Managed VM SEL VST UP TO 250 Managed VM	\$772.84 \$840.00	к к	31% 31%	\$533.26 \$579.60	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUSTREAM
5	EPC-SAPM3T-C	SEL VST 0F 10 250 Managed VM SEL VST 751-1,500 Managed VM	\$680.43	ĸ	31%	\$469.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUSTREAM
5	EPC-SAPM3T-D	SEL VST 1,501-2,500 Managed VM	\$603.12	к	31%	\$416.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUSTREAM
5	EPC-SAPM3T-E	SEL VST 2,501-5,000 Managed VM	\$482.17	ĸ	31%	\$332.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUSTREAM
5	EPC-SAPM3T-F	SEL VST 5,001-10,000 Managed VM	\$409.10	к	31%	\$282.28	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUSTREAM
5	U-FS-VT-BCE-P-PD	SEL VT Compliance Edition 10 MD	\$75,000.00	к	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	к	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	ĸ	31%	\$34,500.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUSTREAM
5 5	U-FS-VT-BSE-P-PD	SEL VT Risk Mgmt 10 MD PL SEL VT UPG CMP to Risk Mgmt PL	\$170,000.00	K K	31%	\$117,300.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUSTREAM
5	U-FS-VT-BUS-P-PD U-FS-VT-MD-P-PD	SEL VT UPG CMP to Risk Mgmt PL SEL VTMD PL 11-1000 MD	\$95,000.00 \$230.00	ĸ	31% 31%	\$65,550.00 \$158.70	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUSTREAM VIRTUSTREAM
5		SEL VTMD PL 1001-5000 MD	\$186.00	ĸ	31%	\$128.34	\$0.00	\$0.00	\$0.00	\$0.00			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	U-FS-VT-MD-P-PDH		\$151.00	к	31%	\$104.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUSTREAM
5	U-FS-VT-MD-P-PDI	SEL VTMD PL 25,001-50,000 MD	\$136.00	к	31%	\$93.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUSTREAM
5	U-FS-VT-MD-P-PDJ		\$122.00	к	31%	\$84.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUSTREAM
5	U-FS-VT-MD-P-PDK		\$110.00	К	31%	\$75.90	\$0.00	\$0.00	\$0.00	\$0.00			VIRTUSTREAM
5	U-VT-CP-SAS-1000	SEL VT Compliance Edition 1000 MD	\$263,340.00	ĸ	31%	\$181,704.60	\$0.00	\$0.00	\$0.00	\$0.00			VIRTUSTREAM
5	U-VT-CP-SAS-4000 U-VT-CP-SAS-500	SEL VT Compliance Edition 4000 MD SEL VT Compliance Edition 500 MD	\$738,360.00 \$163,170.00	K K	31% 31%	\$509,468.40 \$112,587.30	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUSTREAM VIRTUSTREAM
5	U-VT-RM-SAS-1000	SEL VT Risk Mgmt Edition 1000 MD	\$343,140.00	ĸ	31%	\$236,766.60	\$0.00	\$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	ĸ	31%	\$564,530.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUSTREAM
5	U-VT-RM-SAS-500	SEL VT Risk Mamt Edition 500 MD	\$248,220.00	ĸ	31%	\$171,271.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUSTREAM
5	VS-CREDIT-250K	SEL Virtustream laaS \$250K Credits	\$250,000.00	к	31%	\$172,500.00	\$0.00	\$0.00	\$0.00	\$0.00			VIRTUSTREAM
5	1433-LIC	SEL 1433-LIC VF-DD2-25VM-F	\$20,625.00	к	31%	\$14,231.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	1594-LIC	SEL 1594-LIC CA-DEVK-LIC-F	\$1.00	К	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	AADENC100UC	SEL AV-ADV-ENTC100-UG-C)	\$3,300.00	К	31%	\$2,277.00	\$0.00	\$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	\$0.00		VMWARE
5 5	AADENC100UC-K AADENT100UC	SEL AV-ADV-ENTC100-UG-C) SEL AV-ADV-ENTN100-UG-C)	\$3,535.86 \$2,200.00	K K	31% 31%	\$2,439.74 \$1,518.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	AADENT100UC-I	SEL AV-ADV-ENTN100-UG-C)	\$2,200.00	ĸ	31%	\$1,586.31	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	AADENT100UC-K	SEL AV-ADV-ENTN100-UG-C)	\$2,355.96	к	31%	\$1,625.61	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	AADENT10UC	SEL AV-ADV-ENTC10-UG-C)	\$330.00	к	31%	\$227.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	AADENT10UC-I	SEL AV-ADV-ENTC10-UG-C)	\$344.85	к	31%	\$237.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	AADENT10UC-K	SEL AV-ADV-ENTC10-UG-C)	\$353.59	к	31%	\$243.98	\$0.00	\$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 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	к К	31% 31%	\$162.56 \$455.40	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	ASTADC100C	SEL AV-STD-ADVC10-UG-C)	\$689.70	ĸ	31%	\$455.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	ASTADC10UC-K	SEL AV-STD-ADVC10-UG-C)	\$707.55	ĸ	31%	\$488.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	ASTADV100UC	SEL AV-STD-ADVC100-UG-C)	\$6,600.00	ĸ	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	к	31%	\$4,758.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ASTADV100UC-K	SEL AV-STD-ADVC100-UG-C)	\$7,075.54	к	31%	\$4,882.12	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	ASTADVN10UC	SEL AV-STD-ADVN10-UG-C)	\$440.00	ĸ	31%	\$303.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	ASTADVN10UC-I	SEL AV-STD-ADVN10-UG-C)	\$459.80	ĸ	31%	\$317.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	ASTADVN10UC-K ASTDADV100UC	SEL AV-STD-ADVN10-UG-C) SEL AV-STD-ADVN100-UG-C)	\$471.58 \$4,400.00	K K	31% 31%	\$325.39 \$3,036.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	ASTDADV1000C	SEL AV-STD-ADVN100-UG-C)	\$4,598.00	ĸ	31%	\$3,172.62	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5		SEL AV-STD-ADVN100-UG-C)	\$4,715.75	ĸ	31%	\$3,253.87	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	ASTDENC10UC	SEL AV-STD-ENTC10-UG-C)	\$990.00	ĸ	31%	\$683.10	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	ASTDENC10UC-I	SEL AV-STD-ENTC10-UG-C)	\$1,034.55	ĸ	31%	\$713.84	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	ASTDENC10UC-K	SEL AV-STD-ENTC10-UG-C)	\$1,061.14	к	31%	\$732.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ASTDNT100UC	SEL AV-STD-ENTN100-UG-C)	\$6,600.00	к	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	к	31%	\$4,758.93	\$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	\$0.00			VMWARE
5 5	ASTENN10UC ASTENN10UC-I	SEL AV-STD-ENTN10-UG-C) SEL AV-STD-ENTN10-UG-C)	\$660.00 \$689.70		31% 31%	\$455.40 \$475.89	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	ASTENN100C-I ASTENN10UC-K	SEL AV-STD-ENTN10-UG-C) SEL AV-STD-ENTN10-UG-C)	\$689.70 \$707.55	ĸ	31%	\$475.89 \$488.21	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	ASTENT100UC	SEL AV-STD-ENTC100-UG-C)	\$9,900.00	ĸ	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	к	31%	\$7,321.87	\$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	AUTDT25GSC	SEL CA-AUTDT25-G-SSS-C)	\$699.00		31%	\$482.31	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	AUTDT25GSC-I	SEL CA-AUTDT25-G-SSS-C)	\$769.00		31%	\$530.61	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5 5	AUTDT25GSC-K AUTDT25PSC	SEL CA-AUTDT25-G-SSS-C) SEL CA-AUTDT25-P-SSS-C)	\$937.00 \$831.00		31% 31%	\$646.53 \$573.39	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	AUTDT25PSC-I	SEL CA-AUTDT25-P-SSS-C)	\$914.00		31%	\$630.66	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	AUTDT25PSC-K	SEL CA-AUTDT25-P-SSS-C)	\$1,114.00		31%	\$768.66	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	AUTSV25GSC	SEL CA-AUTSV25-G-SSS-C)	\$2,100.00		31%	\$1,449.00	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	AUTSV25GSC-I	SEL CA-AUTSV25-G-SSS-C)	\$2,310.00		31%	\$1,593.90	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	AUTSV25GSC-K	SEL CA-AUTSV25-G-SSS-C)	\$2,815.00		31%	\$1,942.35	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	AUTSV25PSC	SEL CA-AUTSV25-P-SSS-C)	\$2,500.00		31%	\$1,725.00	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5 5	AUTSV25PSC-I AUTSV25PSC-K	SEL CA-AUTSV25-P-SSS-C) SEL CA-AUTSV25-P-SSS-C)	\$2,750.00 \$3,351.00		31% 31%	\$1,897.50 \$2,312.19	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	AVADVC100C	SEL AV-ADVC-100-C)	\$15,000.00		31%	\$10,350.00	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	AVADVC100C-I	SEL AV-ADVC-100-C)	\$15,675.00		31%	\$10,815.75	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	AVADVC100C-K	SEL AV-ADVC-100-C)	\$16,051.18		31%	\$11,075.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	AVADVC10C	SEL AV-ADVC-10-C)	\$1,500.00		31%	\$1,035.00	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	AVADVC10C-I	SEL AV-ADVC-10-C)	\$1,567.50		31%	\$1,081.58	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	AVADVC10C-K	SEL AV-ADVC-10-C)	\$1,605.12		31%	\$1,107.53	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5 5	AVADVN100C AVADVN100C-I	SEL AV-ADVN-100-C) SEL AV-ADVN-100-C)	\$10,000.00 \$10,450.00		31% 31%	\$6,900.00 \$7,210.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	AVADVN100C-K	SEL AV-ADVN-100-C)	\$10,450.00		31%	\$7,374.73	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	AVADVN10C	SEL AV-ADVN-10-C)	\$1,000.00		31%	\$690.00	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	AVADVN10C-I	SEL AV-ADVN-10-C)	\$1,045.00		31%	\$721.05	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	AVADVN10C-K	SEL AV-ADVN-10-C)	\$1,068.80		31%	\$737.47	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	AVENTC100C	SEL AV-ENTC-100-C)	\$18,000.00	К	31%	\$12,420.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	AVENTC100C-I	SEL AV-ENTC-100-C)	\$18,810.00		31%	\$12,978.90	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	AVENTC100C-K	SEL AV-ENTC-100-C)	\$19,269.08		31%	\$13,295.67	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	AVENTC10C	SEL AV-ENTC-10-C) SEL AV-ENTC-10-C)	\$1,800.00		31%	\$1,242.00	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5 5	AVENTC10C-I AVENTC10C-K	SEL AV-ENTC-10-C) SEL AV-ENTC-10-C)	\$1,881.00 \$1,926.91	к к	31% 31%	\$1,297.89 \$1,329.57	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	AVENTN100C	SEL AV-ENTN-100-C)	\$12,000.00		31%	\$8,280.00	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	AVENTN100C-I	SEL AV-ENTN-100-C)	\$12,540.00		31%	\$8,652.60	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	AVENTN100C-K	SEL AV-ENTN-100-C)	\$12,833.28		31%	\$8,854.96	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	AVENTN10C	SEL AV-ENTN-10-C)	\$1,200.00		31%	\$828.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	AVENTN10C-I	SEL AV-ENTN-10-C)	\$1,254.00		31%	\$865.26	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	AVENTN10C-K	SEL AV-ENTN-10-C)	\$1,283.33		31%	\$885.50	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5 5	AVSTDC100C	SEL AV-STDC-100-C)	\$9,000.00		31% 31%	\$6,210.00	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	AVSTDC100C-I AVSTDC100C-K	SEL AV-STDC-100-C) SEL AV-STDC-100-C)	\$9,405.00 \$9,615.38		31%	\$6,489.45 \$6,634.61	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	AVSTDC10C	SEL AV-STDC-10-C)	\$900.00		31%	\$621.00	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	AVSTDC10C-I	SEL AV-STDC-10-C)	\$940.50		31%	\$648.95	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	AVSTDC10C-K	SEL AV-STDC-10-C	\$961.54		31%	\$663.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	AVSTDN100C	SEL AV-STDN-100-C)	\$6,000.00		31%	\$4,140.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	AVSTDN100C-I	SEL AV-STDN-100-C)	\$6,270.00		31%	\$4,326.30	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	AVSTDN100C-K	SEL AV-STDN-100-C)	\$6,431.96		31%	\$4,438.05	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5 5	AVSTDN10C AVSTDN10C-I	SEL AV-STDN-10-C) SEL AV-STDN-10-C)	\$600.00 \$627.00		31% 31%	\$414.00 \$432.63	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	AVSTDN10C-K	SEL AV-STDN-10-C)	\$643.20		31%	\$432.03	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	CA6DEVKC	SEL CA6-DEVK-C)	\$20,000.00		31%	\$13,800.00	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	CA6DEVKC-I	SEL CA6-DEVK-C	\$23,400.00		31%	\$16,146.00	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	CA6DEVKC-K	SEL CA6-DEVK-C)	\$22,486.98	к	31%	\$15,516.02	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	CL7ADVC	SEL CL7-ADV-C)	\$7,995.00		31%	\$5,516.55	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	CL7ADVC-I	SEL CL7-ADV-C)	\$9,354.15		31%	\$6,454.36	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5 5	CL7ADVC-K CL7ENTC	SEL CL7-ADV-C) SEL CL7-ENT-C)	\$9,002.45 \$9,495.00		31% 31%	\$6,211.69 \$6,551.55	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	CL7ENTC-I	SEL CL7-ENT-C)	\$9,495.00 \$11,109.15		31%	\$7,665.31	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	CL7ENTC-K	SEL CL7-ENT-C)	\$10,688.02		31%	\$7,374.73	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	CL70EPLAVUC	SEL CL7-OEPL-ADV-UG-C)	\$5,255.00		31%	\$3,625.95	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	CL70EPLAVUC-I	SEL CL7-OEPL-ADV-UG-C)	\$6,148.35		31%	\$4,242.36	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	CL70EPLAVUC-K	SEL CL7-OEPL-ADV-UG-C)	\$5,910.97	ĸ	31%	\$4,078.57	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	CL7OEPLETUC	SEL CL7-OEPL-ENT-UG-C)	\$6,755.00		31%	\$4,660.95	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5 5	CL7OEPLETUC-I	SEL CL7-OEPL-ENT-UG-C)	\$7,903.35 \$7,596.54		31% 31%	\$5,453.31 \$5,241.61	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	CL7OEPLETUC-K CL7OEPLSTUC	SEL CL7-OEPL-ENT-UG-C) SEL CL7-OEPL-STD-UG-C)	\$7,596.54 \$2,755.00		31%	\$5,241.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	CL70EPLSTUC-I	SEL CL7-OEPL-STD-UG-C)	\$3,223.35		31%	\$2,224.11	\$0.00	\$0.00	+	+	+	+	VMWARE
5	CL70EPLSTUC-K	SEL CL7-OEPL-STD-UG-C)	\$3,099.15		31%	\$2,138.41	\$0.00	\$0.00					VMWARE
5	CL7STDC	SEL CL7-STD-C)	\$5,495.00		31%	\$3,791.55	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	CL7STDC-I	SEL CL7-STD-C)	\$6,429.15		31%	\$4,436.11	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	CL7STDC-K	SEL CL7-STD-C)	\$6,179.13		31%	\$4,263.60	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	DEVKGSC	SEL CA-DEVK-G-SSS-C)	\$4,200.00		31%	\$2,898.00	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	DEVKGSC-I	SEL CA-DEVK-G-SSS-C)	\$4,620.00		31%	\$3,187.80	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5 5	DEVKGSC-K DEVKPSC	SEL CA-DEVK-G-SSS-C) SEL CA-DEVK-P-SSS-C)	\$5,630.00 \$5,000.00		31% 31%	\$3,884.70 \$3,450.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	DEVKPSC-I	SEL CA-DEVK-P-SSS-C) SEL CA-DEVK-P-SSS-C)	\$5,000.00		31%	\$3,450.00 \$3,795.00	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	DEVKPSC-K	SEL CA-DEVK-P-SSS-C)	\$6,702.00		31%	\$4,624.38	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	FS8PRUPRO-K	SEL FUS8-PRO-UG-PROMO)	\$67.92		31%	\$46.86	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	VMWARE
5	FUS8PROC	SEL FUS8-PRO-C)	\$199.99	к	31%	\$137.99	\$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		I
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	FUS8PROC-I	SEL FUS8-PRO-C)	\$203.99	К	31%	\$140.75	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	FUS8PROC-K	SEL FUS8-PRO-C)	\$183.84		31%	\$126.85	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	FUS8PROPRO	SEL FUS8-PRO-PROMO)	\$159.99		31%	\$110.39	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	FUS8PROPRO-I	SEL FUS8-PRO-PROMO)	\$163.19		31%	\$112.60	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	FUS8PROPRO-K	SEL FUS8-PRO-PROMO)	\$147.07	К	31%	\$101.48	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5 5	FUS8PROUGC FUS8PROUGC-I	SEL FUS8-PRO-UG-C) SEL FUS8-PRO-UG-C)	\$119.99 \$122.39	К	31% 31%	\$82.79 \$84.45	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	FUS8PROUGC-K	SEL FUS8-PRO-UG-C)	\$122.39	к к	31%	\$76.10	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00			VMWARE
5	H7AANN100UC	SEL HZ7-AVA-ENN100-UG-C)	\$27,500.00	ĸ	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		31%	\$19,828.88	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7AANN100UC-K	SEL HZ7-AVA-ENN100-UG-C)	\$29,459.09	к	31%	\$20,326.77	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7ACEC100UC	SEL HZ7-ADC-ENC-100-UG-C)	\$19,250.00	ĸ	31%	\$13,282.50	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7ACEC100UC-I	SEL HZ7-ADC-ENC-100-UG-C)	\$20,116.25	К	31%	\$13,880.21	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7ACEC100UCV2-K	SEL HZ7-ADC-ENC-100-UG-C	\$20,648.18	к	31%	\$14,247.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7ACEC10UC	SEL HZ7-ADC-ENC-10-UG-C)	\$1,925.00	к	31%	\$1,328.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7ACEC10UC-I	SEL HZ7-ADC-ENC-10-UG-C)	\$2,011.63	к	31%	\$1,388.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7ACEC10UCV2-K	SEL HZ7-ADC-ENC-10-UG-C)	\$2,064.82	К	31%	\$1,424.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7AEEC100GC	SEL HZ7-AVE-ENC100-UG-C)	\$43,450.00	К	31%	\$29,980.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7AEEC100GC-I	SEL HZ7-AVE-ENC100-UG-C)	\$45,405.25	К	31%	\$31,329.62	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7AEEC100GC-K	SEL HZ7-AVE-ENC100-UG-C)	\$46,544.59	к	31%	\$32,115.77	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7AEENC10GC	SEL HZ7-AVE-ENC10-UG-C)	\$4,345.00		31%	\$2,998.05	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7AEENC10GC-I	SEL HZ7-AVE-ENC10-UG-C)	\$4,540.53	к	31%	\$3,132.97	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7AEENC10GC-K	SEL HZ7-AVE-ENC10-UG-C)	\$4,654.46	ĸ	31%	\$3,211.58	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7AEN100UGC	SEL HZ7-AVE-ENN100-UG-C)	\$25,300.00	к	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	ĸ	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	ĸ	31%	\$18,687.94	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5 5	H7ANEN100UC	SEL HZ7-ADN-ENN-100-UG-C)	\$11,000.00		31% 31%	\$7,590.00	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7ANEN100UC-I	SEL HZ7-ADN-ENN-100-UG-C) SEL HZ7-ADN-ENN-100-UG-C)	\$11,495.00		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	H7ANEN1000CV2-K	SEL HZ7-ADN-ENN-10-UG-C)	\$11,760.65 \$1,100.00	K K	31%	\$759.00	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7ANEN10UC-I	SEL HZ7-ADN-ENN-10-UG-C)	\$1,149.50	ĸ	31%	\$793.16	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7ANEN10UCV2-K	SEL HZ7-ADN-ENN-10-UG-C)	\$1,176.06	к	31%	\$811.48	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7AVEE10UGC	SEL HZ7-AVE-ENN10-UG-C)	\$2,530.00		31%	\$1,745.70	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7AVEE10UGC-I	SEL HZ7-AVE-ENN10-UG-C)	\$2,643.85		31%	\$1,824.26	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7AVEE10UGC-K	SEL HZ7-AVE-ENN10-UG-C)	\$2,708.40		31%	\$1,868.80	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7AVEN10UC	SEL HZ7-AVA-ENN10-UG-C)	\$2,750.00	к	31%	\$1,897.50	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7AVEN10UC-I	SEL HZ7-AVA-ENN10-UG-C)	\$2,873.75	ĸ	31%	\$1,982.89	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7AVEN10UC-K	SEL HZ7-AVA-ENN10-UG-C	\$2,945.91	к	31%	\$2,032.68	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7AVENC100UC	SEL HZ7-AVS-ENC100-UG-C)	\$53,350.00	к	31%	\$36,811.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7AVENC100UC-I	SEL HZ7-AVS-ENC100-UG-C)	\$55,750.75	к	31%	\$38,468.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7AVENC100UC-K	SEL HZ7-AVS-ENC100-UG-C)	\$57,194.30	К	31%	\$39,464.07	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7AVENC10UC	SEL HZ7-AVA-ENC10-UG-C)	\$4,675.00		31%	\$3,225.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7AVENC10UC-I	SEL HZ7-AVA-ENC10-UG-C)	\$4,885.38	к	31%	\$3,370.91	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7AVENC10UC-K	SEL HZ7-AVA-ENC10-UG-C)	\$5,006.90	K	31%	\$3,454.76	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7AVNN10UC	SEL HZ7-AVS-ENN10-UG-C)	\$3,190.00		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		31%	\$2,300.15	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7AVNN10UC-K H7AVSEC10GC	SEL HZ7-AVS-ENN10-UG-C) SEL HZ7-AVS-ENC10-UG-C)	\$3,420.93 \$5,335.00		31% 31%	\$2,360.44 \$3,681.15	\$0.00 \$0.00	\$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	ĸ	31%	\$3,846.81	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7AVSEC10GC-K	SEL HZ7-AVS-ENC10-UG-C)	\$5,719.43	к	31%	\$3,946.41	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7E100ERCUC	SEL HZ7-E100-AERC-UG-C)	\$13,750.00	ĸ	31%	\$9,487.50	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7E100ERCUC-I	SEL HZ7-E100-AERC-UG-C)	\$14,368.75		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		31%	\$10,176.60	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5		SEL HZ7-ENTA-STDA100-UG-C)	\$10,688.02	к	31%	\$7,374.73	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7EAST100UC	SEL HZ7-EAD-STD100-UG-C)	\$17,500.00	к	31%	\$12,075.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7EAST100UC-I	SEL HZ7-EAD-STD100-UG-C)	\$18,287.50	к	31%	\$12,618.38	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5		SEL HZ7-EAD-STD100-UG-C)	\$18,732.76		31%	\$12,925.60	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	VMWARE
5	H7EAST10UC	SEL HZ7-EAD-STD10-UG-C)	\$1,750.00		31%	\$1,207.50	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7EAST10UC-I	SEL HZ7-EAD-STD10-UG-C)	\$1,828.75		31%	\$1,261.84	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7EAST10UCV2-K	SEL HZ7-EAD-STD10-UG-C)	\$1,873.28	K	31%	\$1,292.56	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7ENASDA100UC	SEL HZ7-ENTA-STDA100-UG-C)	\$10,000.00	к	31%	\$6,900.00	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7ENASDA100UC-I		\$10,450.00	к	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		31%	\$721.05	\$0.00	\$0.00					VMWARE
5 5	H7ENASDA10UCV2- H7ENEC100UC	KSEL HZ7-ENTA-STDA10-UG-C) SEL HZ7-ENN-ENC-100-UG-C)	\$1,068.80 \$24,750.00		31% 31%	\$737.47 \$17.077.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE
5	H7ENEC100UC-I	SEL HZ7-ENN-ENC-100-UG-C) SEL HZ7-ENN-ENC-100-UG-C)	\$24,750.00 \$25,863,75		31%	\$17,077.50 \$17,845.99	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5			\$25,863.75 \$26,547,66		31%					\$0.00			VMWARE
5	H7ENEC1000CV2-K	SEL HZ7-ENN-ENC-100-UG-C) SEL HZ7-ENN-ENC-10-UG-C)	\$26,547.66 \$2,475.00	K K	31%	\$18,317.89 \$1,707.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00			VMWARE
5	H7ENEC100C	SEL HZ7-ENN-ENC-10-UG-C)	\$2,586.38		31%	\$1,784.60	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5		SEL HZ7-ENN-ENC-10-UG-C)	\$2,654.77		31%	\$1,784.60	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7LXCEC100UC	SEL HZ7-LXC-ENC-100-UG-C)	\$46,750.00		31%	\$32,257.50	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7LXCEC100UC-I	SEL HZ7-LXC-ENC-100-UG-C)	\$51,425.00		31%	\$35,483.25	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7LXCEC100UC-K	SEL HZ7-LXC-ENC-100-UG-C)	\$50,988.35		31%	\$35,181.96	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7LXCEC10UC	SEL HZ7-LXC-ENC-10-UG-C)	\$4,675.00		31%	\$3,225.75	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7LXCEC10UC-I	SEL HZ7-LXC-ENC-10-UG-C)	\$5,142.50		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		31%	\$3,518.20	\$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	H7MGAC100UC	SEL HZ7-MRG-ADC-100-UG-C)	\$27,500.00	К	31%	\$18,975.00	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7MGAC100UC-I	SEL HZ7-MRG-ADC-100-UG-C)	\$28,737.50		31%	\$19,828.88	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5		SEL HZ7-MRG-ADC-100-UG-C)	\$29,459.09		31% 31%	\$20,326.77	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00			VMWARE
5	H7MGAC10UC H7MGAC10UC-I	SEL HZ7-MRG-ADC-10-UG-C) SEL HZ7-MRG-ADC-10-UG-C)	\$2,750.00 \$2,873.75		31%	\$1,897.50 \$1,982.89	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00			VMWARE VMWARE
5	H7MGAC10UCV2-K		\$2,945.91	ĸ	31%	\$2,032.68	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7MGAN100UC	SEL HZ7-MRG-ADN-100-UG-C)	\$11,000.00		31%	\$7,590.00	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7MGAN100UC-I	SEL HZ7-MRG-ADN-100-UG-C)	\$11,495.00		31%	\$7,931.55	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5		SEL HZ7-MRG-ADN-100-UG-C)	\$11,760.65		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		31%	\$759.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7MGAN10UC-I	SEL HZ7-MRG-ADN-10-UG-C)	\$1,149.50	к	31%	\$793.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7MGAN10UCV2-K		\$1,176.06	К	31%	\$811.48	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7MPAC100UC	SEL HZ7-MGP-ADC-100-UG-C)	\$27,500.00	ĸ	31%	\$18,975.00	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7MPAC100UC-I	SEL HZ7-MGP-ADC-100-UG-C)	\$28,737.50		31%	\$19,828.88	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5		SEL HZ7-MGP-ADC-100-UG-C)	\$29,459.09		31%	\$20,326.77	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5 5	H7MPAC10UC H7MPAC10UC-I	SEL HZ7-MGP-ADC-10-UG-C) SEL HZ7-MGP-ADC-10-UG-C)	\$2,750.00 \$2,873.75		31% 31%	\$1,897.50 \$1,982.89	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	H7MPAC10UCV2-K		\$2,945.91	ĸ	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	ĸ	31%	\$7,590.00	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7MPAN100UC-I	SEL HZ7-MGP-ADN-100-UG-C)	\$11,495.00		31%	\$7,931.55	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5		SEL HZ7-MGP-ADN-100-UG-C)	\$11,760.65		31%	\$8,114.85	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7MPAN10UC	SEL HZ7-MGP-ADN-10-UG-C)	\$1,100.00		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	к	31%	\$793.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7MPAN10UCV2-K	SEL HZ7-MGP-ADN-10-UG-C)	\$1,176.06	К	31%	\$811.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7SADC100UC	SEL HZ7-ST-ADC-100-UG-C)	\$16,500.00	к	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		31%	\$11,897.33	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5		SEL HZ7-ST-ADC-100-UG-C)	\$17,660.13		31%	\$12,185.49	\$0.00	\$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			VMWARE
5	H7SADC10UC-I	SEL HZ7-ST-ADC-10-UG-C)	\$1,724.25	ĸ	31%	\$1,189.73	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7SADC10UCV2-K	SEL HZ7-ST-ADC-10-UG-C)	\$1,766.01	ĸ	31%	\$1,218.55	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7SENC100UC H7SENC100UC-I	SEL HZ7-ST-ENC-100-UG-C) SEL HZ7-ST-ENC-100-UG-C)	\$35,750.00 \$37,358.75	к к	31% 31%	\$24,667.50 \$25,777.54	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5		SEL HZ7-ST-ENC-100-UG-C)	\$38,346.61	ĸ	31%	\$26,459.16	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7SENC10UC	SEL HZ7-ST-ENC-10-UG-C)	\$3,575.00		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	ĸ	31%	\$2,577.76	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7SENC10UCV2-K		\$3,834.66	к	31%	\$2,645.92	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7STASD100UC	SEL HZ7-STDA-STD100-UG-C)	\$7,000.00	к	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	к	31%	\$5,047.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5		K SEL HZ7-STDA-STD100-UG-C)	\$7,504.60		31%	\$5,178.17	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7STASD10UC	SEL HZ7-STDA-STD10-UG-C)	\$700.00		31%	\$483.00	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7STASD10UC-I	SEL HZ7-STDA-STD10-UG-C)	\$731.50	K	31%	\$504.74	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5		SEL HZ7-STDA-STD10-UG-C)	\$750.46		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) SEL HZ7-TAC-STA100-UG-C)	\$17,869.50 \$18,349.68	K K	31% 31%	\$12,329.96 \$12,661.28	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	H7TCST10GC	SEL HZ7-TCL-STA10-UG-C)	\$1,700.00	ĸ	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	к	31%	\$1,225.79	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7TCST10GC-K	SEL HZ7-TCL-STA10-UG-C)	\$1,819.64	ĸ	31%	\$1,255.55	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7THIST100UC	SEL HZ7-THIN-ST100-UG-C)	\$20,000.00	к	31%	\$13,800.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7THIST100UC-I	SEL HZ7-THIN-ST100-UG-C)	\$20,900.00	к	31%	\$14,421.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7THIST100UCV2-K	SEL HZ7-THIN-ST100-UG-C)	\$21,414.34	К	31%	\$14,775.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7TPOS10UC	SEL HZ7-TPRO-ST10-UG-C)	\$2,100.00		31%	\$1,449.00	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7TPOS10UC-I	SEL HZ7-TPRO-ST10-UG-C)	\$2,194.50		31%	\$1,514.21	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7TPOS10UCV2-K	SEL HZ7-TPRO-ST10-UG-C)	\$2,248.70		31%	\$1,551.60	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5 5	H7UEENC100UC	SEL HZ7-UEM-ENC-100-UG-C)	\$52,500.00 \$54,862,50	к к	31% 31%	\$36,225.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	H7UEENC100UC-I H7UEENC100UC-K	SEL HZ7-UEM-ENC-100-UG-C) SEL HZ7-UEM-ENC-100-UG-C)	\$54,862.50 \$56,274.90	ĸ	31%	\$37,855.13 \$38,829.68	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00			VMWARE
5	H7UEENC1000C-K	SEL HZ7-UEM-ENC-100-UG-C)	\$56,274.90 \$5,250.00		31%	\$3,622.50	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7UEENC10UC-I	SEL HZ7-UEM-ENC-10-UG-C)	\$5,486.25		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	к	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	ĸ	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	к	31%	\$23,073.60	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	VMWARE
5	H7UEENN100UC-K	SEL HZ7-UEM-ENN-100-UG-C)	\$34,285.93	к	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		31%	\$2,208.00	\$0.00	\$0.00		\$0.00			VMWARE
5	H7UEENN10UC-I	SEL HZ7-UEM-ENN-10-UG-C)	\$3,344.00		31%	\$2,307.36	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7UEENN10UC-K	SEL HZ7-UEM-ENN-10-UG-C)	\$3,428.59	К	31%	\$2,365.73	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7VAAC100UC	SEL HZ7-VAD-ADC-100-UG-C)	\$23,000.00		31%	\$15,870.00	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7VAAC100UC-I	SEL HZ7-VAD-ADC-100-UG-C)	\$24,035.00	ĸ	31%	\$16,584.15	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5		SEL HZ7-VAD-ADC-100-UG-C)	\$24,632.24	ĸ	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		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		31%	\$1,658.42	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7VAAC100CV2-K H7VAEC100UC	SEL HZ7-VAD-ADC-10-UG-C) SEL HZ7-VAD-ENC-100-UG-C)	\$2,463.22 \$42,250.00		31% 31%	\$1,699.62 \$29,152.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	H7VAEC100UC-I	SEL HZ7-VAD-ENC-100-UG-C) SEL HZ7-VAD-ENC-100-UG-C)	\$42,250.00 \$44,151.25		31%	\$29,152.50 \$30,464.36	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5		SEL HZ7-VAD-ENC-100-UG-C)	\$45,318.73		31%	\$30,404.30	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7VAEC1000CV2-K	SEL HZ7-VAD-ENC-100-0G-C)	\$4,225.00		31%	\$2,915.25	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	H7VAEC10UC-I	SEL HZ7-VAD-ENC-10-UG-C)	\$4,415.13		31%	\$3,046.44	\$0.00	\$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	H7VAEC10UCV2-K	SEL HZ7-VAD-ENC-10-UG-C)	\$4,531.87	ĸ	31%	\$3,126.99	\$0.00	\$0.00		\$0.00			VMWARE
5 5	H7VANC100UC H7VANC100UC-I	SEL HZ7-AVA-ENC100-UG-C) SEL HZ7-AVA-ENC100-UG-C)	\$46,750.00 \$48,853.75		31% 31%	\$32,257.50 \$33,709.09	\$0.00 \$0.00	\$0.00 \$0.00					VMWARE VMWARE
5	H7VANC100UC-K	SEL HZ7-AVA-ENC100-UG-C)	\$50,068.95		31%	\$33,709.09	\$0.00	\$0.00		\$0.00			VMWARE
5	H7VENS100UC	SEL HZ7-VENT-ST100-UG-C)	\$10,000.00		31%	\$6,900.00	\$0.00	\$0.00		\$0.00			VMWARE
5	H7VENS100UC-I	SEL HZ7-VENT-ST100-UG-C)	\$10,450.00		31%	\$7,210.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5		SEL HZ7-VENT-ST100-UG-C)	\$10,688.02		31%	\$7,374.73	\$0.00	\$0.00		\$0.00			VMWARE
5	H7VETS10UC	SEL HZ7-VENT-ST10-UG-C)	\$1,000.00		31%	\$690.00	\$0.00	\$0.00		\$0.00			VMWARE
5 5	H7VETS10UC-I	SEL HZ7-VENT-ST10-UG-C) SEL HZ7-VENT-ST10-UG-C)	\$1,045.00		31% 31%	\$721.05	\$0.00	\$0.00					VMWARE
5	H7VETS10UCV2-K H7VSEN100GC	SEL HZ7-VENT-ST10-0G-C) SEL HZ7-AVS-ENN100-UG-C)	\$1,068.80 \$31,900.00		31%	\$737.47 \$22,011.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			VMWARE VMWARE
5	H7VSEN100GC-I	SEL HZ7-AVS-ENN100-UG-C)	\$33,335.50		31%	\$23,001.50	\$0.00	\$0.00		\$0.00			VMWARE
5	H7VSEN100GC-K	SEL HZ7-AVS-ENN100-UG-C)	\$34,209.32		31%	\$23,604.43	\$0.00	\$0.00		\$0.00			VMWARE
5	H7WSAD100UGC	SEL HZ7-WSP-ADN-100-UG-C)	\$11,000.00	к	31%	\$7,590.00	\$0.00	\$0.00	\$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			VMWARE
5	H7WSAD100UGC-K		\$11,760.65		31%	\$8,114.85	\$0.00	\$0.00					VMWARE
5 5	H7WSAD10UGC	SEL HZ7-WSP-ADN-10-UG-C) SEL HZ7-WSP-ADN-10-UG-C)	\$1,100.00		31% 31%	\$759.00	\$0.00	\$0.00		\$0.00			VMWARE
5	H7WSAD10UGC-I H7WSAD10UGC-K	SEL HZ7-WSP-ADN-10-UG-C)	\$1,149.50 \$1,176.06		31%	\$793.16 \$811.48	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			VMWARE VMWARE
5	HF8W12FXUC	SEL HZ-F8WS12-FLX-UG-C)	\$100.00		31%	\$69.00	\$0.00	\$0.00		\$0.00			VMWARE
5	HF8W12FXUC-I	SEL HZ-F8WS12-FLX-UG-C)	\$104.50		31%	\$72.11	\$0.00	\$0.00					VMWARE
5	HF8W12FXUC-K	SEL HZ-F8WS12-FLX-UG-C)	\$106.88	к	31%	\$73.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7A100AERCC	SEL HZ7-A100-AERC-C)	\$30,000.00		31%	\$20,700.00	\$0.00	\$0.00		\$0.00			VMWARE
5	HZ7A100AERCC-I	SEL HZ7-A100-AERC-C)	\$31,350.00		31%	\$21,631.50	\$0.00	\$0.00		\$0.00			VMWARE
5 5	HZ7A100AERCC-K HZ7A10AERCC	SEL HZ7-A100-AERC-C) SEL HZ7-A10-AERC-C)	\$32,140.67 \$3,000.00		31% 31%	\$22,177.06 \$2,070.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			VMWARE VMWARE
5	HZ7A10AERCC-I	SEL HZ7-A10-AERC-C)	\$3,135.00		31%	\$2,163.15	\$0.00	\$0.00					VMWARE
5	HZ7A10AERCC-K	SEL HZ7-A10-AERC-C)	\$3,214.07		31%	\$2,217.71	\$0.00	\$0.00					VMWARE
5	HZ7ADC100C	SEL HZ7-ADC-100-C)	\$40,000.00		31%	\$27,600.00	\$0.00	\$0.00		\$0.00			VMWARE
5	HZ7ADC100C-I	SEL HZ7-ADC-100-C)	\$41,800.00		31%	\$28,842.00	\$0.00	\$0.00		\$0.00			VMWARE
5	HZ7ADC100CV2-K	SEL HZ7-ADC-100-C)	\$42,866.99		31%	\$29,578.22	\$0.00	\$0.00		\$0.00			VMWARE
5	HZ7ADC10C	SEL HZ7-ADC-10-C)	\$4,000.00		31%	\$2,760.00	\$0.00	\$0.00		\$0.00			VMWARE
5 5	HZ7ADC10C-I HZ7ADC10CV2-K	SEL HZ7-ADC-10-C) SEL HZ7-ADC-10-C)	\$4,180.00 \$4,286.70		31% 31%	\$2,884.20 \$2,957.82	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			VMWARE VMWARE
5	HZ7ADC10CV2-K HZ7ADN100C	SEL HZ7-ADV-10-C)	\$25,000.00		31%	\$2,957.02	\$0.00	\$0.00					VMWARE
5	HZ7ADN100C-I	SEL HZ7-ADN-100-C)	\$26,125.00		31%	\$18,026.25	\$0.00	\$0.00		\$0.00			VMWARE
5	HZ7ADN100CV2-K	SEL HZ7-ADN-100-C)	\$26,777.51		31%	\$18,476.48	\$0.00	\$0.00		\$0.00			VMWARE
5	HZ7ADN10C	SEL HZ7-ADN-10-C)	\$2,500.00		31%	\$1,725.00	\$0.00	\$0.00		\$0.00			VMWARE
5	HZ7ADN10C-I	SEL HZ7-ADN-10-C)	\$2,612.50		31%	\$1,802.63	\$0.00	\$0.00		\$0.00			VMWARE
5	HZ7ADN10CV2-K	SEL HZ7-ADN-10-C)	\$2,677.75		31%	\$1,847.65	\$0.00	\$0.00					VMWARE
5 5	HZ7ADNA100C HZ7ADNA100C-I	SEL HZ7-ADN-A100-C) SEL HZ7-ADN-A100-C)	\$20,000.00 \$20,900.00		31% 31%	\$13,800.00 \$14,421.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			VMWARE VMWARE
5	HZ7ADNA100C-K	SEL HZ7-ADN-A100-C)	\$21,414.34		31%	\$14,775.89	\$0.00	\$0.00		\$0.00			VMWARE
5	HZ7ADNA10C	SEL HZ7-ADN-A10-C)	\$2,000.00		31%	\$1,380.00	\$0.00	\$0.00		\$0.00			VMWARE
5	HZ7ADNA10C-I	SEL HZ7-ADN-A10-C	\$2,090.00	к	31%	\$1,442.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7ADNA10C-K	SEL HZ7-ADN-A10-C)	\$2,141.43		31%	\$1,477.59	\$0.00	\$0.00					VMWARE
5	HZ7E100AERCC	SEL HZ7-E100-AERC-C)	\$42,500.00		31%	\$29,325.00	\$0.00	\$0.00					VMWARE
5	HZ7E100AERCC-I	SEL HZ7-E100-AERC-C)	\$44,412.50		31% 31%	\$30,644.63	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			VMWARE
5 5	HZ7E100AERCC-K HZ7E10AERCC	SEL HZ7-E100-AERC-C) SEL HZ7-E10-AERC-C)	\$45,548.57 \$4,250.00		31%	\$31,428.51 \$2,932.50	\$0.00	\$0.00		\$0.00			VMWARE VMWARE
5	HZ7E10AERCC-I	SEL HZ7-E10-AERC-C)	\$4,441.25		31%	\$3,064.46	\$0.00	\$0.00		\$0.00			VMWARE
5	HZ7E10AERCC-K	SEL HZ7-E10-AERC-C)	\$4,554.86		31%	\$3,142.85	\$0.00	\$0.00					VMWARE
5	HZ7E10AERCUGC	SEL HZ7-E10-AERC-UG-C)	\$1,375.00	к	31%	\$948.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5		SEL HZ7-E10-AERC-UG-C)	\$1,436.88		31%	\$991.45	\$0.00	\$0.00		\$0.00			VMWARE
5		(SEL HZ7-E10-AERC-UG-C)	\$1,474.87		31%	\$1,017.66	\$0.00	\$0.00		\$0.00			VMWARE
5	HZ7ENC100C HZ7ENC100C-I	SEL HZ7-ENC-100-C) SEL HZ7-ENC-100-C)	\$57,500.00 \$60,087.50		31% 31%	\$39,675.00 \$41,460.38	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			VMWARE VMWARE
5		SEL HZ7-ENC-100-C) SEL HZ7-ENC-100-C)	\$60,087.50 \$61,638.06		31%	\$41,460.38 \$42,530.26	\$0.00	\$0.00					VMWARE
5	HZ7ENC10C	SEL HZ7-ENC-10-C)	\$5,750.00		31%	\$3,967.50	\$0.00	\$0.00					VMWARE
5	HZ7ENC10C-I	SEL HZ7-ENC-10-C)	\$6,008.75		31%	\$4,146.04	\$0.00	\$0.00					VMWARE
5	HZ7ENC10CV2-K	SEL HZ7-ENC-10-C)	\$6,163.81	к	31%	\$4,253.03	\$0.00	\$0.00		\$0.00			VMWARE
5	HZ7ENN100C	SEL HZ7-ENN-100-C)	\$35,000.00		31%	\$24,150.00	\$0.00	\$0.00		\$0.00			VMWARE
5	HZ7ENN100C-I	SEL HZ7-ENN-100-C) SEL HZ7-ENN-100-C)	\$36,575.00		31% 31%	\$25,236.75 \$25,877.64	\$0.00 \$0.00	\$0.00		\$0.00 \$0.00			VMWARE VMWARE
5 5	HZ7ENN100CV2-K HZ7ENN10C	SEL HZ7-ENN-100-C) SEL HZ7-ENN-10-C)	\$37,503.83 \$3,500.00		31% 31%	\$25,877.64 \$2,415.00	\$0.00	\$0.00 \$0.00		+	+	+	VMWARE VMWARE
5	HZ7ENN10C	SEL HZ7-ENN-10-C) SEL HZ7-ENN-10-C)	\$3,657.50		31%	\$2,415.00 \$2,523.68	\$0.00	\$0.00					VMWARE
5	HZ7ENN10CV2-K	SEL HZ7-ENN-10-C)	\$3,750.38		31%	\$2,587.76	\$0.00	\$0.00					VMWARE
5	HZ7ENNA100C	SEL HZ7-ENN-A100-C)	\$28,500.00		31%	\$19,665.00	\$0.00	\$0.00		\$0.00			VMWARE
5	HZ7ENNA100C-I	SEL HZ7-ENN-A100-C)	\$29,782.50	к	31%	\$20,549.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7ENNA100C-K	SEL HZ7-ENN-A100-C)	\$30,531.72		31%	\$21,066.89	\$0.00	\$0.00		\$0.00			VMWARE
5		SEL HZ7-ENN-A100-UG-C)	\$9,350.00		31%	\$6,451.50	\$0.00	\$0.00					VMWARE
5		SEL HZ7-ENN-A100-UG-C)	\$9,770.75		31%	\$6,741.82	\$0.00	\$0.00					VMWARE
5 5	HZ7ENNA1000GC-K HZ7ENNA10C	SEL HZ7-ENN-A100-UG-C) SEL HZ7-ENN-A10-C)	\$9,998.47 \$2,850.00		31% 31%	\$6,898.94 \$1,966.50	\$0.00 \$0.00	\$0.00 \$0.00					VMWARE VMWARE
5	HZ7ENNA10C-I	SEL HZ7-ENN-A10-C)	\$2,850.00		31%	\$2,054.99	\$0.00	\$0.00					VMWARE
5	HZ7ENNA10C-K	SEL HZ7-ENN-A10-C)	\$3,053.17		31%	\$2,106.69	\$0.00	\$0.00					VMWARE
5	HZ7ENNA10UGC	SEL HZ7-ENN-A10-UG-C)	\$935.00		31%	\$645.15	\$0.00	\$0.00					VMWARE

					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	HZ7ENNA10UGC-I	SEL HZ7-ENN-A10-UG-C)	\$977.08	K	31%	\$674.19	\$0.00	\$0.00		\$0.00			VMWARE
5 5	HZ7ENNA10UGC-K HZ7LXC100C	SEL HZ7-ENN-A10-UG-C) SEL HZ7-LXC-100-C)	\$999.85 \$15,000.00	K K	31% 31%	\$689.90 \$10,350.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			VMWARE VMWARE
5	HZ7LXC100C-I	SEL HZ7-LXC-100-C)	\$16,500.00		31%	\$11,385.00	\$0.00	\$0.00		\$0.00			VMWARE
5	HZ7LXC100C-K	SEL HZ7-LXC-100-C)	\$16,357.65		31%	\$11,286.78	\$0.00	\$0.00		\$0.00			VMWARE
5	HZ7LXC10C	SEL HZ7-LXC-10-C)	\$1,500.00		31%	\$1,035.00	\$0.00	\$0.00		\$0.00			VMWARE
5	HZ7LXC10C-I HZ7LXC10C-K	SEL HZ7-LXC-10-C) SEL HZ7-LXC-10-C)	\$1,650.00 \$1,635.76	K K	31% 31%	\$1,138.50 \$1,128.67	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			VMWARE VMWARE
5	HZ7STD100C	SEL HZ7-EXC-10-C)	\$25,000.00		31%	\$17,250.00	\$0.00	\$0.00		\$0.00			VMWARE
5	HZ7STD100C-I	SEL HZ7-STD-100-C)	\$26,125.00		31%	\$18,026.25	\$0.00	\$0.00		\$0.00			VMWARE
5	HZ7STD100CV2-K	SEL HZ7-STD-100-C)	\$26,777.51	к	31%	\$18,476.48	\$0.00	\$0.00		\$0.00			VMWARE
5 5	HZ7STD10C	SEL HZ7-STD-10-C)	\$2,500.00	K K	31% 31%	\$1,725.00	\$0.00	\$0.00		\$0.00			VMWARE VMWARE
5	HZ7STD10C-I HZ7STD10CV2-K	SEL HZ7-STD-10-C) SEL HZ7-STD-10-C)	\$2,612.50 \$2,677.75		31%	\$1,802.63 \$1,847.65	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			VMWARE
5	HZ7STDA100C	SEL HZ7-STD-A100-C)	\$19,000.00		31%	\$13,110.00	\$0.00	\$0.00		\$0.00			VMWARE
5	HZ7STDA100C-I	SEL HZ7-STD-A100-C)	\$19,855.00	к	31%	\$13,699.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5		SEL HZ7-STD-A100-C)	\$20,341.71	K	31%	\$14,035.78	\$0.00	\$0.00		\$0.00			VMWARE
5 5	HZ7STDA10C HZ7STDA10C-I	SEL HZ7-STD-A10-C) SEL HZ7-STD-A10-C)	\$1,900.00 \$1,985.50	к к	31% 31%	\$1,311.00 \$1,370.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			VMWARE VMWARE
5	HZ7STDA10CV2-K	SEL HZ7-STD-A10-C)	\$2,034.17	ĸ	31%	\$1,403.58	\$0.00	\$0.00		\$0.00			VMWARE
5	HZF7W11FXUC	SEL HZ-F7WS11-FLX-UG-C)	\$150.00	к	31%	\$103.50	\$0.00	\$0.00		\$0.00			VMWARE
5	HZF7W11FXUC-I	SEL HZ-F7WS11-FLX-UG-C)	\$156.75		31%	\$108.16	\$0.00	\$0.00		\$0.00			VMWARE
5	HZF7W11FXUC-K	SEL HZ-F7WS11-FLX-UG-C)	\$160.51	ĸ	31%	\$110.75	\$0.00	\$0.00		\$0.00			VMWARE
5	HZFLX10C HZFLX10C-I	SEL HZ-FLX-10-C) SEL HZ-FLX-10-C)	\$2,500.00 \$2,612.50	к к	31% 31%	\$1,725.00 \$1,802.63	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			VMWARE VMWARE
5	HZFLX10CV2-K	SEL HZ-FLX-10-C)	\$2,677.75		31%	\$1,847.65	\$0.00	\$0.00		\$0.00			VMWARE
5	HZFLX1C	SEL HZ-FLX-1-C)	\$250.00		31%	\$172.50	\$0.00	\$0.00		\$0.00			VMWARE
5	HZFLX1C-I	SEL HZ-FLX-1-C)	\$261.25		31%	\$180.26	\$0.00	\$0.00		\$0.00			VMWARE
5	HZFLX1C-K	SEL HZ-FLX-1-C) SEL HZ-FLX-AD10-C)	\$267.78		31% 31%	\$184.77	\$0.00	\$0.00		\$0.00			VMWARE VMWARE
5	HZFLXAD10C HZFLXAD10C-I	SEL HZ-FLX-AD10-C) SEL HZ-FLX-AD10-C)	\$1,500.00 \$1,567.50		31%	\$1,035.00 \$1,081.58	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			VMWARE
5	HZFLXAD10CV2-K	SEL HZ-FLX-AD10-C)	\$1,605.12		31%	\$1,107.53	\$0.00	\$0.00		\$0.00			VMWARE
5	MGP100C	SEL MGP-100-C)	\$15,000.00	к	31%	\$10,350.00	\$0.00	\$0.00		\$0.00			VMWARE
5	MGP100C-I	SEL MGP-100-C)	\$15,675.00		31%	\$10,815.75	\$0.00	\$0.00		\$0.00			VMWARE
5	MGP100CV2-K MGP10C	SEL MGP-100-C) SEL MGP-10-C)	\$16,051.18		31% 31%	\$11,075.31	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			VMWARE VMWARE
5	MGP10C-I	SEL MGP-10-C)	\$1,500.00 \$1,567.50		31%	\$1,035.00 \$1,081.58	\$0.00	\$0.00		\$0.00			VMWARE
5	MGP10CV2-K	SEL MGP-10-C)	\$1,605.12		31%	\$1,107.53	\$0.00	\$0.00		\$0.00			VMWARE
5	NXADENC100UC	SEL NX-ADV-ENTC100-UG-C)	\$5,500.00		31%	\$3,795.00	\$0.00	\$0.00		\$0.00			VMWARE
5	NXADENC100UC-I	SEL NX-ADV-ENTC100-UG-C)	\$6,435.00		31%	\$4,440.15	\$0.00	\$0.00		\$0.00			VMWARE
5 5	NXADENC100UC-K NXADENC10UC	SEL NX-ADV-ENTC100-UG-C) SEL NX-ADV-ENTC-10-UG-C)	\$6,179.13 \$550.00		31% 31%	\$4,263.60 \$379.50	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			VMWARE VMWARE
5	NXADENC10UC-I	SEL NX-ADV-ENTC-10-UG-C)	\$643.50	к	31%	\$444.02	\$0.00	\$0.00		\$0.00			VMWARE
5	NXADENC10UC-K	SEL NX-ADV-ENTC-10-UG-C)	\$617.91	к	31%	\$426.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	NXADENTUC	SEL NX-ADV-ENT-UG-C)	\$2,750.00	ĸ	31%	\$1,897.50	\$0.00	\$0.00		\$0.00			VMWARE
5 5	NXADENTUC-I NXADENTUC-K	SEL NX-ADV-ENT-UG-C) SEL NX-ADV-ENT-UG-C)	\$3,217.50 \$3,091.48		31% 31%	\$2,220.08 \$2,133.12	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			VMWARE VMWARE
5	NXADVC	SEL NX-ADV-C)	\$4,495.00		31%	\$3,101.55	\$0.00	\$0.00		\$0.00			VMWARE
5	NXADVC100C	SEL NX-ADVC-100-C)	\$9,000.00		31%	\$6,210.00	\$0.00	\$0.00		\$0.00			VMWARE
5	NXADVC100C-I	SEL NX-ADVC-100-C)	\$10,530.00		31%	\$7,265.70	\$0.00	\$0.00		\$0.00			VMWARE
5 5	NXADVC100C-K NXADVC10C	SEL NX-ADVC-100-C) SEL NX-ADVC-10-C)	\$10,151.70 \$900.00		31% 31%	\$7,004.67 \$621.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			VMWARE VMWARE
5	NXADVC10C-I	SEL NX-ADVC-10-C)	\$1,053.00		31%	\$726.57	\$0.00	\$0.00		\$0.00			VMWARE
5	NXADVC10C-K	SEL NX-ADVC-10-C)	\$1,015.17	к	31%	\$700.47	\$0.00	\$0.00		\$0.00			VMWARE
5	NXADVC-I	SEL NX-ADV-C)	\$5,259.15		31%	\$3,628.81	\$0.00	\$0.00		\$0.00			VMWARE
5	NXADVC-K	SEL NX-ADV-C)	\$5,052.87	ĸ	31%	\$3,486.48	\$0.00	\$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 K	31% 31%	\$4,826.55 \$9,660.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			VMWARE VMWARE
5	NXENTC100C-I	SEL NX-ENTC-100-C)	\$16,380.00		31%	\$9,000.00	\$0.00	\$0.00		\$0.00			VMWARE
5	NXENTC100C-K	SEL NX-ENTC-100-C)	\$15,744.71	к	31%	\$10,863.85	\$0.00	\$0.00		\$0.00			VMWARE
5	NXENTC10C	SEL NX-ENTC-10-C)	\$1,400.00	к	31%	\$966.00	\$0.00	\$0.00		\$0.00			VMWARE
5	NXENTC10C-I	SEL NX-ENTC-10-C)	\$1,638.00	K K	31%	\$1,130.22	\$0.00	\$0.00		\$0.00			VMWARE VMWARE
5	NXENTC10C-K NXENTC-I	SEL NX-ENTC-10-C) SEL NX-ENT-C)	\$1,574.47 \$8,184.15		31% 31%	\$1,086.38 \$5.647.06	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			VMWARE
5	NXENTC-K	SEL NX-ENT-C)	\$7,853.20		31%	\$5,418.71	\$0.00	\$0.00		\$0.00	+		VMWARE
5	NXRB25VMC	SEL NX-RB-25VM-C)	\$12,500.00	к	31%	\$8,625.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	NXRB25VMC-I	SEL NX-RB-25VM-C)	\$14,625.00		31%	\$10,091.25	\$0.00	\$0.00		\$0.00			VMWARE
5 5	NXRB25VMC-K	SEL NX-RB-25VM-C) SEL NX-STD-ADV-UG-C)	\$14,059.15		31% 31%	\$9,700.81 \$1,897.50	\$0.00 \$0.00	\$0.00		\$0.00 \$0.00			VMWARE VMWARE
5	NXSTADVUC NXSTADVUC-I	SEL NX-STD-ADV-UG-C) SEL NX-STD-ADV-UG-C)	\$2,750.00 \$3,217.50		31%	\$1,897.50 \$2,220.08	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00			VMWARE
5	NXSTADVUC-K	SEL NX-STD-ADV-UG-C)	\$3,091.48		31%	\$2,133.12	\$0.00	\$0.00		\$0.00			VMWARE
5	NXSTDC	SEL NX-STD-C)	\$1,995.00	к	31%	\$1,376.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	NXSTDC-I	SEL NX-STD-C)	\$2,334.15		31%	\$1,610.56	\$0.00	\$0.00		\$0.00			VMWARE
5 5	NXSTDC-K NXSTETUGC	SEL NX-STD-C) SEL NX-STD-ENT-UG-C)	\$2,241.04 \$5,500.00		31% 31%	\$1,546.32 \$3,795.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			VMWARE VMWARE
5	NXSTETUGC-I	SEL NX-STD-ENT-UG-C)	\$6,435.00		31%	\$3,795.00	\$0.00	\$0.00		\$0.00			VMWARE
5	NXSTETUGC-K	SEL NX-STD-ENT-UG-C)	\$6,179.13		31%	\$4,263.60	\$0.00	\$0.00		\$0.00			VMWARE

Sol Description Line of the second of the s						N	VP LEVEL 1		NVP MAINTENA	NCE AND WAI	RRANTY UPGRADE	NET PRICE		1
b Norward-L Norwar	BAND	ѕки	DESCRIPTION				NVP LEVEL 1 NET PRICE	ANNUAL		ANNUAL			RENEWAL	THIRD PARTY PRODUCT PARTNER
	-													
S NUMPLY S S N LGS S														
S New Xell C3 Min And Name C3														
5 MAXADIL M MAXADI	-													
s multiple mu	-													
b Non-Net/Lev Non														
6 Product Mathematical Mathematimatical Mathmathmatical Mathmatematical Mathmatical Mathematica	-													
6 Public bit	-													
0 PMARMACC BLU P NON-SUCCI BID N PD0 NO NO NO NO <td></td>														
S PMPCPALCAL PMPCPALCAL PMPCPALCAL	-													
I PMANDUC PMAN	5													
S PANALOSIC-S M. PANALOSIC-S	5	PVRMQOSLC	SEL PV-RBMQOSS-LIC-C)	\$1.00	К	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
S P. TTESC. B. P. TESC. D. SOLO D. SOLO <thd. solo<="" th=""> <th< td=""><td>5</td><td>PVRMQOSLC-I</td><td>SEL PV-RBMQOSS-LIC-C)</td><td>\$1.00</td><td>K</td><td>31%</td><td>\$0.69</td><td>\$0.00</td><td>\$0.00</td><td>\$0.00</td><td>\$0.00</td><td>\$0.00</td><td>\$0.00</td><td>VMWARE</td></th<></thd.>	5	PVRMQOSLC-I	SEL PV-RBMQOSS-LIC-C)	\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
s P.YTERSCH E.YTERSCH YTERSCH YTERSCH<	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
• · ·	-													
Source Source<	5		SEL PV-TCSS-C)				\$1,897.50	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
6 BARZED NULL BIT A GRADE ALLEL'S BIT A GRADE AL	-													
5 BeakEP110L/L E1176.4694.10.L/C/L 59.00 59.00 59.00 60.00	-													
5 BARHNOLC Elittrad/Frechols/LC/L E 2000 K N* H.1.404 E 200 E 00 E	-													
5 Souther (NC) 61 The ADM (NC) 61 The	5													
b Subaltitudick K D Status	5													
6 854AP(NUC) 62,376-57AP(-0)(-0)-C) 15,5000 K 375 32,000 10,00 </td <td>-</td> <td></td>	-													
9 985APTOUCH 85.475APCAPUTCUCC) 94.455.0 × 37% 54.445.0 50.00 <td>-</td> <td></td>	-													
BASENTOCIC BASENTOCIC BASENTOCIC BASENTOCIC BASENTOCIC BASENTOCIC BASENTOCIC SAME AND														
5 SHESH NUCC SHE INF-THE-DBALK-C) F7 THE OD K 75 SL 31-30 90.0 80.0 90.0 80.0 80.0 <th< td=""><td>-</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></th<>	-													
5 SSENTAUCL SEL 376 TEN UNDUCL <														
6 SENDICUC SEL STATUNDUGC) STATUNDUGC) STATUNDUGC) SUBS	5	S6SEN100UC-I	SEL ST6-STEN-D100-UG-C)		к	31%		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		
sign:	5	S6SEN100UC-K	SEL ST6-STEN-D100-UG-C)	\$8,619.37	К	31%	\$5,947.37	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 SENENDIC-K BELTASTENDIOU-CÍ BERTA V 31% SPALA S.00 40.00 50.00	5	S6SEND10UC	SEL ST6-STEN-D10-UG-C)	\$770.00	K	31%	\$531.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 SPPCREDIC 61, SPP-CREDIC-1 81, SPP-CREDIC-2 81, SPP-CREDIC-2 81, SPP-CREDIC-2 81, SP	5			\$900.90				\$0.00						
5 SPECEDICI-L SEL SPECEDICI-L	5													
s spreckeptr(-1, sec.spr-ckeptr-(-1)) Strong K Strong	-													
5 SPPCCEDTOL, 1 SN000 K 31% SN00 50,00 50	-													
5 SPPCCEDTC-2 SEL SP-CEDTC-2	-													
5 SPPC(REDIT-C.2.1) SEL OP C. (C.1.1) SPC OV (MVARE) 5 SPPC(REDIT-C.3.1) SPC OV (MVARE) SPC OV (MVARE) 6 SPPC(REDIT-C.3.1) SPC OV (MVARE) SPC OV (MVARE) 7 SPC OV (MVARE) SEL SPC - (C.1.1) SPC OV (MVARE) 8 SPC OV (MVARE) SPC OV (MVARE) SPC OV (MVARE) 5 SPC OV (MVARE) SPC OV (MVARE) SPC OV (MVARE) 5 STAACC SEL STAAC-1 SPC OV (MVARE) SPC OV (MVARE) 5 STAACC SEL STAAC-1 SPC OV (MVARE) SPC OV (MVARE) 5 STAACC SEL STAAC-1 SPC OV (MVARE) SPC OV (MVARE) 5 STAACC SEL STAAC-1 SPC OV (MVARE) SPC OV (MVARE) 5 STAACC SEL STAAC-1 SPC OV (MVARE) SPC OV (MVARE) 5 STAACC SEL STAAC-1 SPC OV (MVARE) SPC OV (MVARE) 5 STAACC SEL STAAC-1 SPC OV (MVARE) SPC OV (MVARE) 5 STAACC SEL STAAC-1 SPC OV (MVARE) SPC OV (MVARE)<	-													
5 SPPCeEDTC-13 SL.9PPC.6EDTC-14.1 SP0.0 K 374 S66.83 30.00 S0.00 S0.00 <td>-</td> <td></td>	-													
5 SPPCREDITC.1 SISP.0 K 3% 366.3 50.0	-													
5 SPPCREDTC44 SEL, SPP-CREDTC44	-													
5 SPPCREDITCL41 SES.SPC.ACEUTC44 SES.SPC.ACEUTC44<	-													
5 STAACC SEL ST&ADC.) S1986.00 K 31% S2765.55 S0.00	-													
5 STRADC-I SEL STRADC-D S4.674.15 K 31% S3.225.16 S0.00 S0.00 <ths0.00< th=""> S0.00 S0.00</ths0.00<>														
5 STEADP100C SEL STA-AD-0100-C) S1100000 K 31% S60000 S0.00	5				к	31%								
5 STADD100CC SEL STA-AD-D100-C) \$11,70.00 K 31% \$8,0.00 \$0.00<	5	ST6ADC-K	SEL ST6-AD-C)	\$4,493.56	К	31%	\$3,100.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 STEADD100C SEL STEAD-D100C) \$1122433 K 31% ST744.79 \$0.00 <td>5</td> <td>ST6ADD100C</td> <td>SEL ST6-AD-D100-C)</td> <td>\$10,000.00</td> <td>K</td> <td>31%</td> <td>\$6,900.00</td> <td>\$0.00</td> <td>\$0.00</td> <td>\$0.00</td> <td>\$0.00</td> <td>\$0.00</td> <td>\$0.00</td> <td>VMWARE</td>	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 STRADD10C1 SEL STRADD10C1 \$1,000.00 K 31% \$600.00 \$0.00	5	ST6ADD100C-I												VMWARE
5 STAADD10C-L SEL STA-AD-10-C-L \$1,170.00 K 31% \$00.00 \$0.00 </td <td>-</td> <td></td>	-													
5 STADD10C/S SELS T3A-DE-NLGC (SELS T3A-DE-NLGC) \$1,122.43 K 31% \$774.48 \$0.00														
5 ST6ADENUGC SELST6AD-ENUG-C) \$1,65000 K 31% \$1,132.00 \$0,00 </td <td>-</td> <td></td>	-													
5 STEADENUGCI SETA-ADENUGCI STEADENUGCI S190250 K 31% S132265 S0.00 S0.00<	-													
5 STEADENUGCK SELSTEADCENUGCC) \$1,867.95 K 31% \$1,281.99 \$0.00 </td <td></td>														
5 STEENC SELST6-EN-C) \$5,492,15 \$0,00	-													
5 STEENC-I SEL STE-EN-C) \$6 479.15 K 31% \$4.48.11 \$0.00	-													
5 STGENC-K SEL STG-EN-C) \$6, 17, 13, 14, 14, 14, 14, 14, 14, 14, 14, 14, 14	-													
5 STGEEND100C SEL STG-END-100-C) \$12,000.0 K 31% \$8,280.0 \$0.0	-													
5 STGEND100C-I SEL ST6-EN-D100-C) \$14,040.00 K 31% \$9,687.60 \$0.00 \$	5													
5 ST6END100C-K SEL ST6-EN-D100-C) \$13,522.83 K 31% \$9,30,75 \$0.00 \$0	5													
5 ST6END100GC-I SEL ST6-EN-D100-G-SSS-C) \$2,944.0 K 31% \$2,034.40 \$0,00	5													
5 ST6END10C SEL ST6-EN-D10-C) \$1,200.0 K 31% \$282.00 \$0.00 <td>5</td> <td></td>	5													
5 ST6END10C-K SEL ST6-EN-D10-C) \$1,352.28 K 31% \$933.07 \$0.00<	5		SEL ST6-EN-D10-C)		к		\$828.00							
5 ST6RB25VMC SEL ST6-RB-25VM-C) \$12,500,00 K 31% \$8,625,00 \$0,	5	ST6END10C-I	SEL ST6-EN-D10-C)		к	31%		\$0.00	\$0.00				\$0.00	VMWARE
5 ST6RB25VMC-I SEL ST6-RB-25VM-C) \$14,625.00 K 31% \$10,091.25 \$0.00	5	ST6END10C-K	SEL ST6-EN-D10-C)	\$1,352.28			\$933.07			\$0.00		\$0.00	\$0.00	VMWARE
5 STGRB25VMC-K SEL ST6-RB-25VM-C) \$14,059.15 K 31% \$9,700.81 \$0,00 \$	-													
5 ST6RBAD25C SEL ST6-RBAD-25-C) \$20,000.00 K 31% \$13,800.00 \$0	-													
5 ST6RBAD25C-I SEL ST6-RBAD-25-C) \$23,400.00 K 31% \$16,146.00 \$0.00														
5 ST6RBAD25C-K SEL ST6-RBAD-25-C) \$22,480.88 K 31% \$15,516.02 \$0.00														
5 ST6STADD10UC SEL ST6-STAD-D10-UG-C) \$550.00 K 31% \$379.50 \$0.00 \$0	-													
5 ST6STADD10UC-I SEL ST6-STAD-D10-UG-C) \$643.50 K 31% \$444.02 \$0.00														
5 ST6STADD10UC-K SELST6-STAD-D10-UG-C) \$617.91 K 31% \$426.36 \$0.00 \$	-													
5 ST6STADUC SEL ST6-ST-AD-UG-C) \$1,650.00 K 31% \$1,138.50 \$0.00	-													
5 ST6STADUC-I SEL ST6-ST-AD-UG-C) \$1,930.50 K 31% \$1,332.05 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 VMWARE	-													
	5	5700 M.D00-N	522 510-01-02-00-0)	φ1,001.90	ix i	0170	ψ1,201.99	φ0.00	ψ0.00	φ0.00	φ0.00	φ0.00	φυ.00	

					NVP LEVEL 1 NVP MAINTENANCE AND WARRANTY UPGRADE NET PRIV					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	ST6STENUC	SEL ST6-ST-EN-UG-C)	\$3,300.00	К	31%	\$2,277.00	\$0.00	\$0.00			\$0.00		VMWARE
5	ST6STENUC-I	SEL ST6-ST-EN-UG-C)	\$3,861.00		31%	\$2,664.09	\$0.00	\$0.00			\$0.00		VMWARE
5	ST6STENUC-K	SEL ST6-ST-EN-UG-C)	\$3,712.07	ĸ	31%	\$2,561.33	\$0.00	\$0.00			\$0.00		VMWARE
5	ST6VSANBNC ST6VSANBNC-I	SEL ST6-VSAN-BN-C) SEL ST6-VSAN-BN-C)	\$14,970.00 \$17,514.90	к к	31% 31%	\$10,329.30 \$12,085.28	\$0.00 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	ST6VSANBNC-K	SEL STO-VSAN-BN-C)	\$16,817.35	ĸ	31%	\$12,003.20	\$0.00	\$0.00			\$0.00		VMWARE
5	ST6VSANC	SEL ST6-VSAN-C)	\$2,495.00	к	31%	\$1,721.55	\$0.00	\$0.00			\$0.00		VMWARE
5	ST6VSANC-I	SEL ST6-VSAN-C)	\$2,919.15		31%	\$2,014.21	\$0.00	\$0.00			\$0.00		VMWARE
5	ST6VSANC-K	SEL ST6-VSAN-C)	\$2,808.00		31%	\$1,937.52	\$0.00	\$0.00			\$0.00		VMWARE
5	ST6VSAVSANUGC	SEL ST6-VSA-VSAN-UG-C)	\$11,475.00	к	31%	\$7,917.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST6VSAVSANUGC-I	SEL ST6-VSA-VSAN-UG-C)	\$13,425.75	К	31%	\$9,263.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5		SEL ST6-VSA-VSAN-UG-C)	\$12,909.90	К	31%	\$8,907.83	\$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		VMWARE
5	ST6VSDT100C-I	SEL ST6-VSDT100-C)	\$5,850.00	ĸ	31%	\$4,036.50	\$0.00	\$0.00			\$0.00		VMWARE
5	ST6VSDT100C-K	SEL ST6-VSDT100-C)	\$5,619.83	K K	31%	\$3,877.68	\$0.00	\$0.00			\$0.00		VMWARE
5	ST6VSDT10C ST6VSDT10C-I	SEL ST6-VSDT10-C) SEL ST6-VSDT10-C)	\$500.00 \$585.00		31% 31%	\$345.00 \$403.65	\$0.00 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	ST6VSDT10C-K	SEL ST6-VSDT10-C)	\$561.98	ĸ	31%	\$403.03	\$0.00	\$0.00			\$0.00		VMWARE
5	STRBAD25UC	SEL ST6-RB-ADV-25-UG-C)	\$8,250.00	ĸ	31%	\$5,692.50	\$0.00	\$0.00			\$0.00		VMWARE
5	STRBAD25UC-I	SEL ST6-RB-ADV-25-UG-C)	\$9,652.50	ĸ	31%	\$6,660.23	\$0.00	\$0.00			\$0.00		VMWARE
5	STRBAD25UC-K	SEL ST6-RB-ADV-25-UG-C)	\$9,308.92	ĸ	31%	\$6,423.15	\$0.00	\$0.00			\$0.00		VMWARE
5	THIN5100PKC	SEL THIN5-100PK-C)	\$1,900.00		31%	\$1,311.00	\$0.00	\$0.00			\$0.00		VMWARE
5	THIN5100PKC-I	SEL THIN5-100PK-C)	\$1,985.50	к	31%	\$1,370.00	\$0.00	\$0.00			\$0.00		VMWARE
5	THIN5100PKCV2-K	SEL THIN5-100PK-C)	\$2,034.17	К	31%	\$1,403.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	THIN5-STE-C	SEL THIN5-STE-C)	\$5,000.00	к	31%	\$3,450.00	\$0.00	\$0.00			\$0.00		VMWARE
5	THIN5-STE-C-I	SEL THIN5-STE-C)	\$5,225.00		31%	\$3,605.25	\$0.00	\$0.00			\$0.00		VMWARE
5	THIN5STECV2-K	SEL THIN5-STE-C)	\$5,359.33	K	31%	\$3,697.94	\$0.00	\$0.00			\$0.00		VMWARE
5	UEMCCU100C	SEL UEM-CCU-100-C)	\$5,000.00	ĸ	31%	\$3,450.00	\$0.00	\$0.00			\$0.00		VMWARE
5	UEMCCU100C-I	SEL UEM-CCU-100-C) SEL UEM-CCU-100-C)	\$5,500.00	K K	31%	\$3,795.00	\$0.00	\$0.00			\$0.00		VMWARE
5 5	UEMCCU100C-K UEMCCU10C	SEL UEM-CCU-100-C)	\$5,412.96 \$500.00	ĸ	31% 31%	\$3,734.94 \$345.00	\$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%	\$345.00	\$0.00	\$0.00			\$0.00		VMWARE
5	UEMCCU10C-K	SEL UEM-CCU-10-C)	\$541.30	ĸ	31%	\$373.50	\$0.00	\$0.00			\$0.00		VMWARE
5	UEMNU100C	SEL UEM-NU-100-C)	\$3,000.00	К	31%	\$2,070.00	\$0.00	\$0.00			\$0.00		VMWARE
5	UEMNU100C-I	SEL UEM-NU-100-C)	\$3,300.00		31%	\$2,277.00	\$0.00	\$0.00			\$0.00		VMWARE
5	UEMNU100C-K	SEL UEM-NU-100-C)	\$3,244.71	к	31%	\$2,238.85	\$0.00	\$0.00			\$0.00		VMWARE
5	UEMNU10C	SEL UEM-NU-10-C)	\$300.00	к	31%	\$207.00	\$0.00	\$0.00			\$0.00		VMWARE
5	UEMNU10C-I	SEL UEM-NU-10-C)	\$330.00	к	31%	\$227.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	UEMNU10C-K	SEL UEM-NU-10-C)	\$324.47	к	31%	\$223.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V6EEPLAUGC	SEL VS6-ES-EPL-AK-UG-C)	\$22,750.00	к	31%	\$15,697.50	\$0.00	\$0.00			\$0.00		VMWARE
5	V6EEPLAUGC-I	SEL VS6-ES-EPL-AK-UG-C)	\$26,617.50	К	31%	\$18,366.08	\$0.00	\$0.00			\$0.00		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		VMWARE
5	V6ENEPLUPO	SEL VS6-ENT-EPL-UG-PRO)	\$340.00	ĸ	31%	\$234.60	\$0.00	\$0.00			\$0.00		VMWARE
5 5	V6ENEPLUPO-I V6ENEPLUPO-K	SEL VS6-ENT-EPL-UG-PRO) SEL VS6-ENT-EPL-UG-PRO)	\$397.80 \$400.32	K K	31% 31%	\$274.48 \$276.22	\$0.00 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	V6ENOEPLUC	SEL VS6-ENT-OEPL-UG-C)	\$1,675.00	ĸ	31%	\$270.22	\$0.00	\$0.00			\$0.00		VMWARE
5	V6ENOEPLUC-I	SEL VS6-ENT-OEPL-UG-C)	\$1,959.75		31%	\$1,352.23	\$0.00	\$0.00			\$0.00		VMWARE
5	V6ENOEPLUC-K	SEL VS6-ENT-OEPL-UG-C)	\$1,880.94	к	31%	\$1,297.85	\$0.00	\$0.00			\$0.00		VMWARE
5	V6ENTEPLUC	SEL VS6-ENT-EPL-UG-C)	\$682.00	к	31%	\$470.58	\$0.00	\$0.00			\$0.00		VMWARE
5	V6ENTEPLUC-I	SEL VS6-ENT-EPL-UG-C)	\$797.94	к	31%	\$550.58	\$0.00	\$0.00			\$0.00		VMWARE
5	V6ENTEPLUC-K	SEL VS6-ENT-EPL-UG-C)	\$800.64	к	31%	\$552.44	\$0.00	\$0.00			\$0.00		VMWARE
5	V6EOEPUPRV2	SEL VS6-EN-OEPL-UG-PRO)	\$837.50	к	31%	\$577.88	\$0.00	\$0.00			\$0.00		VMWARE
5	V6EOEPUPRV2-I	SEL VS6-EN-OEPL-UG-PRO)	\$979.88	к	31%	\$676.12	\$0.00	\$0.00			\$0.00		VMWARE
5		SEL VS6-EN-OEPL-UG-PRO)	\$938.55	ĸ	31%	\$647.60	\$0.00	\$0.00			\$0.00		VMWARE
5 5	V6EPLOELUC	SEL VS6-EPL-OEPL-UG-C)	\$990.00 \$1 158 30	к к	31% 31%	\$683.10	\$0.00 \$0.00	\$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	V6EPLOELUC-I V6EPLOELUC-K	SEL VS6-EPL-OEPL-UG-C) SEL VS6-EPL-OEPL-UG-C)	\$1,158.30 \$1,114.77	ĸ	31%	\$799.23 \$769.19	\$0.00	\$0.00 \$0.00			\$0.00		VMWARE
5	V6EPOPLAKUC	SEL VS6-EPL-OEPL-OG-C) SEL VS6-ESP-OEPL-AK-UG-C)	\$1,114.77 \$22,550.00	ĸ	31%	\$769.19 \$15,559.50	\$0.00	\$0.00			\$0.00		VMWARE
5	V6EPOPLAKUC-I	SEL VS6-ESP-OEPL-AK-UG-C)	\$26,383.50	ĸ	31%	\$18,204.62	\$0.00	\$0.00			\$0.00		VMWARE
5	V6EPOPLAKUC-K	SEL VS6-ESP-OEPL-AK-UG-C)	\$25,321.79		31%	\$17,472.04	\$0.00	\$0.00			\$0.00		VMWARE
5	V6EPSTDAUGC	SEL VS6-ESP-STD-AK-UG-C)	\$7,150.00	к	31%	\$4,933.50	\$0.00	\$0.00			\$0.00		VMWARE
5	V6EPSTDAUGC-I	SEL VS6-ESP-STD-AK-UG-C)	\$8,365.50	ĸ	31%	\$5,772.20	\$0.00	\$0.00			\$0.00		VMWARE
5		SEL VS6-ESP-STD-AK-UG-C)	\$8,389.52	к	31%	\$5,788.77	\$0.00	\$0.00			\$0.00	\$0.00	VMWARE
5	V6ESEPLAKUC	SEL VS6-ES-OEPL-AK-UG-C)	\$24,750.00	к	31%	\$17,077.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V6ESEPLAKUC-I	SEL VS6-ES-OEPL-AK-UG-C)	\$28,957.50	к	31%	\$19,980.68	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VMWARE
5	V6ESEPLAKUC-K	SEL VS6-ES-OEPL-AK-UG-C)	\$27,850.14	к	31%	\$19,216.60	\$0.00	\$0.00			\$0.00		VMWARE
5	V6ESPELAUGC	SEL VS6-ESP-EPL-AK-UG-C)	\$20,350.00		31%	\$14,041.50	\$0.00	\$0.00			\$0.00		VMWARE
5		SEL VS6-ESP-EPL-AK-UG-C)	\$23,809.50	к	31%	\$16,428.56	\$0.00	\$0.00			\$0.00		VMWARE
5		SEL VS6-ESP-EPL-AK-UG-C)	\$23,942.69	К	31%	\$16,520.46	\$0.00	\$0.00			\$0.00		VMWARE
5	V6ESTDKUC	SEL VS6-ES-STD-AK-UG-C)	\$10,750.00		31%	\$7,417.50	\$0.00	\$0.00			\$0.00		VMWARE
5	V6ESTDKUC-I	SEL VS6-ES-STD-AK-UG-C)	\$12,577.50		31%	\$8,678.48	\$0.00	\$0.00					VMWARE
5	V6ESTDKUC-K	SEL VS6-ES-STD-AK-UG-C)	\$12,680.05		31%	\$8,749.23	\$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		31% 31%	\$3,032.55 \$3,548.08	\$0.00 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	V6HPOELUC-K	SEL VS6-HYP-OEPL-UG-C)	\$5,142.15 \$4,937.94	ĸ	31%	\$3,546.06	\$0.00	\$0.00			\$0.00		VMWARE
5	V6HPOELUC-K	SEL VS6-HYP-STD-UG-C)	\$4,937.94		31%	\$686.55	\$0.00	\$0.00					VMWARE
5	V6HPSTUGC-I	SEL VS6-HYP-STD-UG-C)	\$1,164.15		31%	\$803.26	\$0.00	\$0.00					VMWARE
-		· · · · · · · · · · · · · · · · · · ·	÷.,	-		÷==0.20	+1.00	÷3.00	+1.00	÷1.00	÷3.00	÷1.00	

					N	VP LEVEL 1	NVP MAINTENANCE AND WARRANTY UPGRADE NET PRICE						
BAND	ѕки	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	V6HPSTUGC-K	SEL VS6-HYP-STD-UG-C)	\$1,168.40	ĸ	31%	\$806.20	\$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)	\$3,495.00 \$4,089.15		31% 31%	\$2,411.55 \$2,821.51	\$0.00 \$0.00	\$0.00 \$0.00					VMWARE VMWARE
5	V6HYEPLUC-K	SEL VS6-HYP-EPL-UG-C)	\$4,118.14		31%	\$2,821.51	\$0.00	\$0.00					VMWARE
5	V60ENOELUC	SEL VS6-OENT-OEPL-UG-C)	\$850.00		31%	\$586.50	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	V60EN0ELUC-I	SEL VS6-OENT-OEPL-UG-C)	\$994.50		31%	\$686.21	\$0.00	\$0.00		\$0.00			VMWARE
5	V60EN0ELUC-K	SEL VS6-OENT-OEPL-UG-C)	\$953.88	к	31%	\$658.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V60EN0ELUP0	SEL VS6-OENT-OEPL-UG-PRO)	\$423.50		31%	\$292.22	\$0.00	\$0.00					VMWARE
5	V60EN0ELUP0-I	SEL VS6-OENT-OEPL-UG-PRO)	\$495.50		31%	\$341.90	\$0.00	\$0.00					VMWARE
5	V60EN0ELUPO-K V6RBSAD25UC	SEL VS6-OENT-OEPL-UG-PRO) SEL VS6-RBSTD-ADV25-UG-C)	\$476.17 \$1,650.00	к к	31% 31%	\$328.56 \$1,138.50	\$0.00 \$0.00	\$0.00 \$0.00					VMWARE VMWARE
5	V6RBSAD250C	SEL VS6-RBSTD-ADV25-UG-C)	\$1,930.50		31%	\$1,332.05	\$0.00	\$0.00		\$0.00			VMWARE
5	V6RBSAD25UC-K	SEL VS6-RBSTD-ADV25-UG-C)	\$1,942.23	к	31%	\$1,340.14	\$0.00	\$0.00					VMWARE
5	V6STDEPUGC	SEL VS6-STD-OEPL-UG-C)	\$3,740.00	к	31%	\$2,580.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V6STDEPUGC-I	SEL VS6-STD-OEPL-UG-C)	\$4,375.80		31%	\$3,019.30	\$0.00	\$0.00					VMWARE
5	V6STDEPUGC-K	SEL VS6-STD-OEPL-UG-C)	\$4,202.42		31%	\$2,899.67	\$0.00	\$0.00					VMWARE
5 5	V6STEPLUC	SEL VS6-STD-EPL-UG-C)	\$2,750.00		31% 31%	\$1,897.50	\$0.00	\$0.00		\$0.00			VMWARE
5	V6STEPLUC-I V6STEPLUC-K	SEL VS6-STD-EPL-UG-C) SEL VS6-STD-EPL-UG-C)	\$3,217.50 \$3,237.05	ĸ	31%	\$2,220.08 \$2,233.56	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			VMWARE VMWARE
5	V7ADENUC	SEL VR7-ADV-ENT-UG-C)	\$1,650.00	ĸ	31%	\$1,138.50	\$0.00	\$0.00		\$0.00			VMWARE
5	V7ADENUC-I	SEL VR7-ADV-ENT-UG-C)	\$1,930.50	к	31%	\$1,332.05	\$0.00	\$0.00					VMWARE
5	V7ADENUC-K	SEL VR7-ADV-ENT-UG-C)	\$1,857.95	к	31%	\$1,281.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V7ATA25CV2-K	SEL VR7-ATAD25-C)	\$7,699.97	к	31%	\$5,312.98	\$0.00	\$0.00					VMWARE
5	V7ATATEUCV2-K	SEL VR7-ATAD-ATEN-UG-C)	\$6,179.13		31%	\$4,263.60	\$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			VMWARE VMWARE
5	V7BCCAVUC-I	SEL VR7-BCLC-ADV-UG-C)	\$4,176.90		31%	\$2,882.06	\$0.00	\$0.00					VMWARE
5	V7BCCAVUC-K	SEL VR7-BCLC-ADV-UG-C)	\$4,010.88		31%	\$2,767.51	\$0.00	\$0.00					VMWARE
5	V7BCCETUC	SEL VR7-BCLC-ENT-UG-C)	\$5,220.00		31%	\$3,601.80	\$0.00	\$0.00					VMWARE
5	V7BCCETUC-I	SEL VR7-BCLC-ENT-UG-C)	\$6,107.40		31%	\$4,214.11	\$0.00	\$0.00		\$0.00			VMWARE
5	V7BCCETUC-K	SEL VR7-BCLC-ENT-UG-C)	\$5,865.00	к	31%	\$4,046.85	\$0.00	\$0.00		\$0.00			VMWARE
5	V7OSTCADUC	SEL VR7-OSTDC-ADV-UG-C)	\$6,045.00	к	31%	\$4,171.05	\$0.00	\$0.00		\$0.00			VMWARE
5 5	V7OSTCADUC-I V7OSTCADUC-K	SEL VR7-OSTDC-ADV-UG-C) SEL VR7-OSTDC-ADV-UG-C)	\$7,072.65 \$6,792.06		31% 31%	\$4,880.13 \$4,686.52	\$0.00 \$0.00	\$0.00 \$0.00					VMWARE VMWARE
5	V70STCENUC	SEL VR7-OSTDC-ADV-0G-C)	\$6,995.00		31%	\$4,826.55	\$0.00	\$0.00					VMWARE
5	V7OSTCENUC-I	SEL VR7-OSTDC-ENT-UG-C)	\$8,184.15		31%	\$5,647.06	\$0.00	\$0.00					VMWARE
5	V7OSTCENUC-K	SEL VR7-OSTDC-ENT-UG-C)	\$7,853.20		31%	\$5,418.71	\$0.00	\$0.00					VMWARE
5	V7OSTCSTUC	SEL VR7-OSTDC-STD-UG-C)	\$3,295.00	к	31%	\$2,273.55	\$0.00	\$0.00					VMWARE
5	V7OSTCSTUC-I	SEL VR7-OSTDC-STD-UG-C)	\$3,855.15		31%	\$2,660.05	\$0.00	\$0.00		\$0.00			VMWARE
5	V7OSTCSTUC-K	SEL VR7-OSTDC-STD-UG-C)	\$3,704.41	К	31%	\$2,556.04	\$0.00	\$0.00					VMWARE
5 5	V7STENUC V7STENUC-I	SEL VR7-STD-ENT-UG-C) SEL VR7-STD-ENT-UG-C)	\$4,400.00 \$5,148.00	K K	31% 31%	\$3,036.00 \$3,552.12	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			VMWARE VMWARE
5	V7STENUC-K	SEL VR7-STD-ENT-UG-C)	\$4,945.60		31%	\$3,412.46	\$0.00	\$0.00		\$0.00			VMWARE
5	VAWTPLDEVC	SEL V-AWT-PL-DEV-C)	\$20.00	к	31%	\$13.80	\$0.00	\$0.00					VMWARE
5	VAWTPLVCV2-I	SEL V-AWT-PL-DEV-C	\$20.00	к	31%	\$13.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VC56STD25C	SEL VC56-STD25-C)	\$3,125.00		31%	\$2,156.25	\$0.00	\$0.00					VMWARE
5	VC56STD25C-I	SEL VC56-STD25-C)	\$3,438.00		31%	\$2,372.22	\$0.00	\$0.00					VMWARE
5	VC56STD25C-K VC-CMW-C	SEL VC56-STD25-C) SEL VC-CMW-C)	\$4,190.00 \$40.00		31% 31%	\$2,891.10 \$27.60	\$0.00 \$0.00	\$0.00 \$0.00					VMWARE VMWARE
5	VC-CMW-C-I	SEL VC-CMW-C)	\$44.00	ĸ	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		\$0.00			VMWARE
5	VCEPICC	SEL VC-EPIC-C)	\$60,000.00	к	31%	\$41,400.00	\$0.00	\$0.00					VMWARE
5	VCEPICC-I	SEL VC-EPIC-C)	\$70,200.00		31%	\$48,438.00	\$0.00	\$0.00				\$0.00	VMWARE
5	VCEPICC-K	SEL VC-EPIC-C)	\$67,460.93		31%	\$46,548.04	\$0.00	\$0.00					VMWARE
5	VCS6FNDC	SEL VCS6-FND-C)	\$1,495.00		31%	\$1,031.55	\$0.00	\$0.00					VMWARE
5 5	VCS6FNDC-I VCS6FNDC-K	SEL VCS6-FND-C) SEL VCS6-FND-C)	\$1,749.15 \$1,758.35	ĸ	31% 31%	\$1,206.91 \$1,213.26	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			VMWARE VMWARE
5	VCS6FNSTUCV2	SEL VCS6-FND-STD-UG-C)	\$4,950.00		31%	\$3,415.50	\$0.00	\$0.00					VMWARE
5	VCS6FNSTUCV2-I	SEL VCS6-FND-STD-UG-C)	\$5,791.50		31%	\$3,996.14	\$0.00	\$0.00					VMWARE
5	VCS6FNSTUCV2-K	SEL VCS6-FND-STD-UG-C)	\$5,834.35	к	31%	\$4,025.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VCS6STDC-I	SEL VCS6-STD-C)	\$7,014.15		31%	\$4,839.76	\$0.00	\$0.00					VMWARE
5	VCS6STDCV2	SEL VCS6-STD-C)	\$5,995.00		31%	\$4,136.55	\$0.00	\$0.00					VMWARE
5	VCS6STDCV2-K	SEL VCS6-STD-C)	\$7,060.22		31%	\$4,871.55	\$0.00	\$0.00					VMWARE
5	VCSRM625EC VCSRM625EC-I	SEL VC-SRM6-25E-C) SEL VC-SRM6-25E-C)	\$12,375.00 \$14,478.75		31% 31%	\$8,538.75 \$9,990.34	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VCSRM625EC-K	SEL VC-SRM6-25E-C)	\$13,905.91	ĸ	31%	\$9,595.08	\$0.00	\$0.00					VMWARE
5	VCSRM625EUGC	SEL VC-SRM6-25E-UG-C)	\$8,250.00		31%	\$5,692.50	\$0.00	\$0.00					VMWARE
5	VCSRM625EUGC-I	SEL VC-SRM6-25E-UG-C)	\$9,652.50	к	31%	\$6,660.23	\$0.00	\$0.00					VMWARE
5	VCSRM625EUGC-K	SEL VC-SRM6-25E-UG-C)	\$9,308.92	к	31%	\$6,423.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VCSRM625SC	SEL VC-SRM6-25S-C)	\$4,875.00		31%	\$3,363.75	\$0.00	\$0.00					VMWARE
5	VCSRM625SC-I	SEL VC-SRM6-25S-C)	\$5,703.75		31%	\$3,935.59	\$0.00	\$0.00					VMWARE
5	VCSRM625SC-K VFADPR25GSC	SEL VC-SRM6-25S-C) SEL VF-ADPRV25-G-SSS-C)	\$5,481.92 \$1,315.00		31% 31%	\$3,782.52 \$907.35	\$0.00 \$0.00	\$0.00 \$0.00					VMWARE VMWARE
5	VFADPR25GSC-I	SEL VF-ADPRV25-G-SSS-C) SEL VF-ADPRV25-G-SSS-C)	\$1,315.00		31%	\$907.35 \$998.43	\$0.00	\$0.00					VMWARE
5	VFADPR25GSC-K	SEL VF-ADPRV25-G-SSS-C)	\$1,507.00		31%	\$1,039.83	\$0.00	\$0.00					VMWARE
5	VFADPR25PSC	SEL VF-ADPRV25-P-SSS-C)	\$1,565.00		31%	\$1,079.85	\$0.00	\$0.00				\$0.00	VMWARE
5	VFADPR25PSC-I	SEL VF-ADPRV25-P-SSS-C)	\$1,722.00		31%	\$1,188.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE

					N	VP LEVEL 1	NVP MAINTENANCE AND WARRANTY UPGRADE NET PRICE						1
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	VFADPR25PSC-K	SEL VF-ADPRV25-P-SSS-C)	\$1,793.00	К	31%	\$1,237.17	\$0.00	\$0.00					VMWARE
5	VFADRA25PSC	SEL VF-ADRAU25-P-SSS-C)	\$2,345.00	K	31%	\$1,618.05	\$0.00	\$0.00					VMWARE
5	VFADRA25PSC-I VFADRA25PSC-K	SEL VF-ADRAU25-P-SSS-C) SEL VF-ADRAU25-P-SSS-C)	\$2,580.00 \$2,687.00	к к	31% 31%	\$1,780.20 \$1,854.03	\$0.00 \$0.00	\$0.00 \$0.00) VMWARE) VMWARE
5	VFADRAU25GS	SEL VF-ADRAU25-G-SSS-C)	\$1,970.00	ĸ	31%	\$1,359.30	\$0.00	\$0.00	\$0.00				VMWARE
5	VFADRAU25GS-I	SEL VF-ADRAU25-G-SSS-C)	\$2,167.00	ĸ	31%	\$1,495.23	\$0.00	\$0.00	\$0.00				VMWARE
5	VFADRAU25GS-K	SEL VF-ADRAU25-G-SSS-C)	\$2,257.00	к	31%	\$1,557.33	\$0.00	\$0.00					VMWARE
5	VFD225VCV2-K	SEL VF-DD2-25VM-C)	\$21,107.88	к	31%	\$14,564.44	\$0.00	\$0.00					VMWARE
5	VFDD225VMC-I	SEL VF-DD2-25VM-C)	\$21,937.50	к	31%	\$15,136.88	\$0.00	\$0.00					VMWARE
5	VFDEVLICC	SEL VF-DEV-LIC-C) SEL VF-HYPM5-C)	\$1.00	ĸ	31%	\$0.69	\$0.00	\$0.00					VMWARE
5	VFHYPM5C VFHYPM5C-I	SEL VF-HYPM5-C) SEL VF-HYPM5-C)	\$360.00 \$421.20	к к	31% 31%	\$248.40 \$290.63	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) VMWARE) VMWARE
5	VFHYPM5CV2-K	SEL VF-HYPM5-C)	\$404.92	ĸ	31%	\$279.39	\$0.00	\$0.00					VMWARE
5	VMALSDAWCV2-I	SEL V-MAM-PL-SD-AW-C)	\$10.00	ĸ	31%	\$6.90	\$0.00	\$0.00					VMWARE
5	VMALSDCV2-I	SEL V-MAM-PL-SD-C)	\$25.00	к	31%	\$17.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VMAMPLSDAWC	SEL V-MAM-PL-SD-AW-C)	\$10.00	к	31%	\$6.90	\$0.00	\$0.00					VMWARE
5	VMAMPLSDC	SEL V-MAM-PL-SD-C)	\$25.00	K	31%	\$17.25	\$0.00	\$0.00					VMWARE
5	VMAWPLLDC	SEL V-MAW-PLL-D-C)	\$10.00	ĸ	31%	\$6.90	\$0.00	\$0.00					VMWARE
5 5	VMAWPLLDC-I VMAWPLLDC-K	SEL V-MAW-PLL-D-C) SEL V-MAW-PLL-D-C)	\$10.00 \$8.60	K K	31% 31%	\$6.90 \$5.93	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) VMWARE) VMWARE
5	VMBLAWBCV2-I	SEL V-MBM-PL-AWB-C)	\$20.00	ĸ	31%	\$13.80	\$0.00	\$0.00					VMWARE
5	VMBMOPLDGC	SEL V-MBM-OPL-D-G-C)	\$12.00	к	31%	\$8.28	\$0.00	\$0.00					VMWARE
5	VMBMOPLDGC-I	SEL V-MBM-OPL-D-G-C)	\$12.00	ĸ	31%	\$8.28	\$0.00	\$0.00					VMWARE
5	VMBMOPLDGC-K	SEL V-MBM-OPL-D-G-C)	\$10.30	к	31%	\$7.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VMBMOPLDPC	SEL V-MBM-OPL-D-P-C)	\$13.00	к	31%	\$8.97	\$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					VMWARE
5	VMBMOPLDPC-K	SEL V-MBM-OPL-D-P-C)	\$11.22	K	31%	\$7.74	\$0.00	\$0.00					VMWARE
5	VMBMPLAWBC VMBMPLLDC	SEL V-MBM-PL-AWB-C) SEL V-MBM-PLL-D-C)	\$20.00 \$20.00	К К	31% 31%	\$13.80 \$13.80	\$0.00 \$0.00	\$0.00 \$0.00) VMWARE) VMWARE
5	VMBMPLLDC	SEL V-MBM-PLL-D-C)	\$20.00	ĸ	31%	\$13.80	\$0.00	\$0.00					VMWARE
5	VMBMPLLDC-K	SEL V-MBM-PLL-D-C)	\$17.24	ĸ	31%	\$11.90	\$0.00	\$0.00					VMWARE
5	VMBSDCLDE1YC	SEL V-MBSBDCL-DEV1Y-C)	\$36.00	к	31%	\$24.84	\$0.00	\$0.00					VMWARE
5	VMSBSCL1YCV2	SEL V-MASBSCL-DEV1Y-C)	\$6.00	к	31%	\$4.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VMSBSCL1YCV2-I	SEL V-MASBSCL-DEV1Y-C)	\$6.00	К	31%	\$4.14	\$0.00	\$0.00					VMWARE
5	VMSBSCL1YCV2-K		\$5.17	ĸ	31%	\$3.57	\$0.00	\$0.00					VMWARE
5 5	VMSDCL1YCV2 VMSDCL1YCV2-I	SEL V-MASBDCL-DEV1Y-C) SEL V-MASBDCL-DEV1Y-C)	\$6.00 \$6.00	к к	31% 31%	\$4.14 \$4.14	\$0.00 \$0.00	\$0.00 \$0.00					VMWARE
5	VMSDCL1YCV2-K	SEL V-MASBDCL-DEV11-C)	\$5.17	ĸ	31%	\$3.57	\$0.00	\$0.00) VMWARE) VMWARE
5	VMSSCL1YCV2-I	SEL V-MBSBSCL-DEV1Y-C)	\$24.00	к	31%	\$16.56	\$0.00	\$0.00					VMWARE
5	VMSSCLDE1YC	SEL V-MBSBSCL-DEV1Y-C)	\$24.00	к	31%	\$16.56	\$0.00	\$0.00					VMWARE
5	VOMSOPLD2GC	SEL V-OMS-OPL-D-2G-C)	\$93.00	к	31%	\$64.17	\$0.00	\$0.00		\$0.00			VMWARE
5	VOMSOPLD2GC-I	SEL V-OMS-OPL-D-2G-C)	\$93.00	К	31%	\$64.17	\$0.00	\$0.00					VMWARE
5	VOMSOPLD2GC-K	SEL V-OMS-OPL-D-2G-C)	\$80.34	к	31%	\$55.43	\$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) VMWARE) VMWARE
5	VOMSOPLD2PC-K	SEL V-OMS-OPL-D-2P-C)	\$98.00	ĸ	31%	\$58.37	\$0.00	\$0.00					VMWARE
5	VOMSOPLD3GC	SEL V-OMS-OPL-D-3G-C)	\$130.00	к	31%	\$89.70	\$0.00	\$0.00					VMWARE
5	VOMSOPLD3GC-I	SEL V-OMS-OPL-D-3G-C)	\$130.00	ĸ	31%	\$89.70	\$0.00	\$0.00					VMWARE
5	VOMSOPLD3GC-K	SEL V-OMS-OPL-D-3G-C)	\$112.20	к	31%	\$77.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VOMSOPLD3PC	SEL V-OMS-OPL-D-3P-C)	\$138.00	К	31%	\$95.22	\$0.00	\$0.00					VMWARE
5	VOMSOPLD3PC-I	SEL V-OMS-OPL-D-3P-C)	\$138.00	ĸ	31%	\$95.22	\$0.00	\$0.00					VMWARE
5 5	VOMSOPLD3PC-K VOMSOPLDGC	SEL V-OMS-OPL-D-3P-C) SEL V-OMS-OPL-D-G-C)	\$118.57 \$49.00	к к	31% 31%	\$81.81 \$33.81	\$0.00 \$0.00	\$0.00 \$0.00) VMWARE) VMWARE
5	VOMSOPLDGC-I	SEL V-OMS-OPL-D-G-C)	\$49.00	ĸ	31%	\$33.81	\$0.00	\$0.00					VMWARE
5	VOMSOPLDGC-K	SEL V-OMS-OPL-D-G-C)	\$42.22	ĸ	31%	\$29.13	\$0.00	\$0.00					VMWARE
5	VOMSOPLDPC	SEL V-OMS-OPL-D-P-C)	\$52.00	ĸ	31%	\$35.88	\$0.00	\$0.00					VMWARE
5	VOMSOPLDPC-I	SEL V-OMS-OPL-D-P-C)	\$52.00	к	31%	\$35.88	\$0.00	\$0.00					VMWARE
5	VOMSOPLDPC-K	SEL V-OMS-OPL-D-P-C)	\$44.77	к	31%	\$30.89	\$0.00	\$0.00					VMWARE
5	VOMSPLDEVC	SEL V-OMS-PL-DEV-C)	\$70.00	K	31%	\$48.30	\$0.00	\$0.00					VMWARE
5	VOMSPLLDC VOMSPLLDC-I	SEL V-OMS-PLL-D-C) SEL V-OMS-PLL-D-C)	\$70.00 \$70.00	K K	31% 31%	\$48.30 \$48.30	\$0.00 \$0.00	\$0.00 \$0.00) VMWARE) VMWARE
5	VOMSPLLDC-I VOMSPLLDC-K	SEL V-OMS-PLL-D-C) SEL V-OMS-PLL-D-C)	\$60.27	ĸ	31%	\$48.30 \$41.59	\$0.00	\$0.00	\$0.00) VMWARE
5	VOMSPLLUC	SEL V-OMS-PLL-U-C)	\$140.00	ĸ	31%	\$96.60	\$0.00	\$0.00					VMWARE
5	VOMSPLLUC-I	SEL V-OMS-PLL-U-C)	\$140.00	ĸ	31%	\$96.60	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	VOMSPLLUC-K	SEL V-OMS-PLL-U-C)	\$120.69	к	31%	\$83.28	\$0.00	\$0.00				\$0.00	VMWARE
5	VPSAWTSPC	SEL V-PS-AWT-SP-C)	\$500.00	к	31%	\$345.00	\$0.00	\$0.00					VMWARE
5	VPSMCCSP	SEL V-PS-MCC-SP)	\$1,750.00	к	31%	\$1,207.50	\$0.00	\$0.00					VMWARE
5	VPSMCCSP-I	SEL V-PS-MCC-SP)	\$1,750.00	K	31%	\$1,207.50	\$0.00	\$0.00					VMWARE
5	VPSMCCSP-K	SEL V-PS-MCC-SP)	\$1,504.21	ĸ	31%	\$1,037.90	\$0.00	\$0.00					VMWARE
5 5		SEL V-PS-PMGM-ADDON) SEL V-PS-PMGM-ADDON)	\$3,500.00 \$3,500.00	к к	31% 31%	\$2,415.00 \$2,415.00	\$0.00 \$0.00	\$0.00 \$0.00) VMWARE) VMWARE
5		K SEL V-PS-PMGM-ADDON)	\$3,011.96	ĸ	31%	\$2,078.25	\$0.00	\$0.00					VMWARE
5	VPSVIDMAPPINT	SEL V-PS-VIDM-APPINT)	\$3,000.00		31%	\$2,070.20	\$0.00	\$0.00					VMWARE
5		SEL V-PS-VIDM-APPINT)	\$3,000.00		31%	\$2,070.00	\$0.00	\$0.00					VMWARE
5	VPSVIDMAPPINT-K	SEL V-PS-VIDM-APPINT)	\$2,580.17	к	31%	\$1,780.32	\$0.00	\$0.00	\$0.00				VMWARE
5	VR6OADVCC	SEL VR6-OADVC-C)	\$2,750.00	к	31%	\$1,897.50	\$0.00	\$0.00					VMWARE
5	VR60ADVCC-I	SEL VR6-OADVC-C)	\$3,217.50	К	31%	\$2,220.08	\$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	VR6OADVCC-K	SEL VR6-OADVC-C)	\$3,091.48	К	31%	\$2,133.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VR6OSCOADCUC	SEL VR6-OSTC-OADVC-UG-C)	\$1,650.00	ĸ	31%	\$1,138.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5		SEL VR6-OSTC-OADVC-UG-C)	\$1,930.50	К К	31% 31%	\$1,332.05 \$1,281.99	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VR6OSCOADCOC-K VR6OSTCC	SEL VR6-OSTC-OADVC-UG-C) SEL VR6-OSTC-C)	\$1,857.95 \$1,250.00	ĸ	31%	\$1,281.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VR6OSTCC-I	SEL VR6-OSTC-C)	\$1,462.50	ĸ	31%	\$1,009.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VR6OSTCC-K	SEL VR6-OSTC-C)	\$1,405.91	к	31%	\$970.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5		SEL VR6-OSTDC-OADVC-UG-C)	\$2,200.00	к	31%	\$1,518.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5		SEL VR6-OSTDC-OADVC-UG-C)	\$2,574.00	ĸ	31%	\$1,776.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5		<pre> SEL VR6-OSTDC-OADVC-UG-C) SEL VR6 VILLAGE C) </pre>	\$2,470.89	K K	31% 31%	\$1,704.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VR6VU100C VR6VU100C-I	SEL VR6-VU100-C) SEL VR6-VU100-C)	\$7,500.00 \$8,775.00	ĸ	31%	\$5,175.00 \$6,054.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VR6VU100C-K	SEL VR6-VU100-C)	\$8,466.14	к	31%	\$5,841.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VR6VU10C	SEL VR6-VU10-C)	\$750.00	к	31%	\$517.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VR6VU10C-I	SEL VR6-VU10-C)	\$877.50	к	31%	\$605.48	\$0.00	\$0.00	\$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	\$0.00	\$0.00		VMWARE
5	VR7AAVENTUC	SEL VR7-AADV-ENT-UG-C)	\$960.00	ĸ	31%	\$662.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	VR7AAVENTUC-I VR7AAVENTUC-K	SEL VR7-AADV-ENT-UG-C) SEL VR7-AADV-ENT-UG-C)	\$1,123.20 \$1,076.46	K K	31% 31%	\$775.01 \$742.76	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VR7ADVC	SEL VR7-ADV-C)	\$6,245.00	ĸ	31%	\$4,309.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VR7ADVC-I	SEL VR7-ADV-C)	\$7,306.65	ĸ	31%	\$5,041.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VR7ADVC-K	SEL VR7-ADV-C	\$7,021.91	к	31%	\$4,845.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VR7ATAD25CV2	SEL VR7-ATAD25-C)	\$6,875.00	к	31%	\$4,743.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VR7ATAD25CV2-I	SEL VR7-ATAD25-C)	\$8,043.75	к	31%	\$5,550.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VR7ATATENUCV2	SEL VR7-ATAD-ATEN-UG-C)	\$5,500.00	K	31% 31%	\$3,795.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	VR7ATATENUCV2-I VR7ATEN25CV2	SEL VR7-ATAD-ATEN-UG-C) SEL VR7-ATEN25-C)	\$6,435.00 \$11,875.00	к к	31%	\$4,440.15 \$8,193.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VR7ATEN25CV2-I	SEL VR7-ATEN25-C)	\$13,893.75	ĸ	31%	\$9,586.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VR7AUTDT25C	SEL VR7-AUTDT25-C)	\$3,325.00	к	31%	\$2,294.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VR7AUTDT25C-I	SEL VR7-AUTDT25-C	\$3,890.25	к	31%	\$2,684.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7AUTDT25C-K	SEL VR7-AUTDT25-C)	\$3,735.06	К	31%	\$2,577.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VR7BCLOAVUC	SEL VR7-BCLO-ADV-UG-C)	\$1,370.00	ĸ	31%	\$945.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	VR7BCLOAVUC-I	SEL VR7-BCLO-ADV-UG-C)	\$1,602.90	K K	31% 31%	\$1,106.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VR7BCLOAVUC-K	SEL VR7-BCLO-ADV-UG-C) SEL VR7-BCLO-ENT-UG-C)	\$1,543.82 \$3,020.00	ĸ	31%	\$1,065.24 \$2,083.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5		SEL VR7-BCLO-ENT-UG-C)	\$3,533.40	к	31%	\$2,438.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5		(SEL VR7-BCLO-ENT-UG-C)	\$3,397.95	ĸ	31%	\$2,344.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VR7ENTC	SEL VR7-ENT-C)	\$7,745.00	к	31%	\$5,344.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VR7ENTC-I	SEL VR7-ENT-C)	\$9,061.65	К	31%	\$6,252.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VR7ENTC-K	SEL VR7-ENT-C)	\$8,695.99	ĸ	31%	\$6,000.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	VR7LI4CAVUC VR7LI4CAVUC-I	SEL VR7-LIS4C-ADV-UG-C) SEL VR7-LIS4C-ADV-UG-C)	\$5,220.00 \$6,107.40	к к	31% 31%	\$3,601.80 \$4,214.11	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VR7LI4CAVUC-I VR7LI4CAVUC-K	SEL VR7-LIS4C-ADV-UG-C)	\$5,865.00	ĸ	31%	\$4,046.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VR7LI4CENUC	SEL VR7-LIS4C-ENT-UG-C)	\$6,870.00	к	31%	\$4,740.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VR7LI4CENUC-I	SEL VR7-LIS4C-ENT-UG-C)	\$8,037.90	к	31%	\$5,546.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VR7LI4CENUC-K	SEL VR7-LIS4C-ENT-UG-C)	\$7,699.97	к	31%	\$5,312.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VR7LI4CSTUC	SEL VR7-LIS4C-STD-UG-C)	\$2,470.00	К	31%	\$1,704.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	VR7LI4CSTUC-I	SEL VR7-LIS4C-STD-UG-C)	\$2,889.90	K K	31%	\$1,994.03	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VR7LI4CSTUC-K VR7LI4OAVUC	SEL VR7-LIS4C-STD-UG-C) SEL VR7-LIS4O-ADV-UG-C)	\$2,777.35 \$1,370.00	ĸ	31% 31%	\$1,916.37 \$945.30	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VR7LI4OAVUC-I	SEL VR7-LIS4O-ADV-UG-C)	\$1,602.90	ĸ	31%	\$1,106.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VR7LI4OAVUC-K	SEL VR7-LIS4O-ADV-UG-C)	\$1,543.82	ĸ	31%	\$1,065.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VR7LI4OENUC	SEL VR7-LIS4O-ENT-UG-C)	\$3,020.00	к	31%	\$2,083.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7LI4OENUC-I	SEL VR7-LIS4O-ENT-UG-C)	\$3,533.40	к	31%	\$2,438.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VR7LI4OENUC-K	SEL VR7-LIS4O-ENT-UG-C)	\$3,397.95	K K	31%	\$2,344.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	VR7OADCADUC VR7OADCADUC-I	SEL VR7-OADVC-ADV-UG-C) SEL VR7-OADVC-ADV-UG-C)	\$3,845.00 \$4,498.65	ĸ	31% 31%	\$2,653.05 \$3,104.07	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VR70ADCADUC-I VR70ADCADUC-K	SEL VR7-OADVC-ADV-UG-C)	\$4,325.01	ĸ	31%	\$3,104.07 \$2,984.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VR7OADCENUC	SEL VR7-OADVC-ENT-UG-C)	\$5,495.00	ĸ	31%	\$3,791.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VR7OADCENUC-I	SEL VR7-OADVC-ENT-UG-C)	\$6,429.15	к	31%	\$4,436.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VR7OADCENUC-K	SEL VR7-OADVC-ENT-UG-C)	\$6,179.13	к	31%	\$4,263.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VR7OADCSTUC	SEL VR7-OADVC-STD-UG-C)	\$1,095.00	ĸ	31%	\$755.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VR7OADCSTUC-I	SEL VR7-OADVC-STD-UG-C)	\$1,281.15	ĸ	31% 31%	\$883.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VR7OADCSTUC-K VR7OADVENUC	SEL VR7-OADVC-STD-UG-C) SEL VR7-OADV-ENT-UG-C)	\$1,229.70 \$960.00	ĸ	31%	\$848.49 \$662.40	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VR70ADVENUC-I	SEL VR7-OADV-ENT-UG-C)	\$1,123.20	ĸ	31%	\$775.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5		SEL VR7-OADV-ENT-UG-C)	\$1,076.46	ĸ	31%	\$742.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VR70ISENTUC	SEL VR7-OIST-ENT-UG-C)	\$6,320.00	ĸ	31%	\$4,360.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR70ISENTUC-I	SEL VR7-OIST-ENT-UG-C)	\$7,394.40	к	31%	\$5,102.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR70ISENTUC-K	SEL VR7-OIST-ENT-UG-C)	\$7,106.19	к	31%	\$4,903.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VR70ISSTUC	SEL VR7-OIST-STD-UG-C)	\$1,920.00	ĸ	31%	\$1,324.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	VR70ISSTUC-I VR70ISSTUC-K	SEL VR7-OIST-STD-UG-C) SEL VR7-OIST-STD-UG-C)	\$2,246.40 \$2,156.76	K K	31% 31%	\$1,550.02 \$1,488.16	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5		SEL VR7-OIST-STD-0G-C) SEL VR7-OIST-ADV-UG-C)	\$4,670.00	ĸ	31%	\$1,400.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5		SEL VR7-OIST-ADV-UG-C)	\$5,463.90	ĸ	31%	\$3,770.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VR70ISTADVUGC-K	SEL VR7-OIST-ADV-UG-C)	\$5,252.07	к	31%	\$3,623.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7OSTADUC	SEL VR7-OSTC-ADV-UG-C)	\$5,495.00	к	31%	\$3,791.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE

					N	VP LEVEL 1	NVP MAINTENANCE AND WARRANTY UPGRADE NET PRICE						
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	VR7OSTADUC-I	SEL VR7-OSTC-ADV-UG-C)	\$6,429.15		31%	\$4,436.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	VR7OSTADUC-K VR7OSTADUPRO	SEL VR7-OSTC-ADV-UG-C) SEL VR7-OSTC-ADV-UG-PRO)	\$6,179.13 \$4,125.00		31% 31%	\$4,263.60 \$2,846.25	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VR70STADUPRO-I	SEL VR7-OSTC-ADV-UG-PRO)	\$4,826.25		31%	\$3,330.11	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VR7OSTADUPRO-K		\$4,639.14		31%	\$3,201.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VR7OSTCADUPO	SEL VR7-OSTDC-ADV-UG-PRO)	\$4,535.00		31%	\$3,129.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VR7OSTCADUPO-I	SEL VR7-OSTDC-ADV-UG-PRO)	\$5,305.95	К	31%	\$3,661.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5		SEL VR7-OSTDC-ADV-UG-PRO)	\$5,098.84	К	31%	\$3,518.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VR7OSTCENUPO	SEL VR7-OSTDC-ENT-UG-PRO)	\$5,245.00		31%	\$3,619.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VR7OSTCENUPO-I	SEL VR7-OSTDC-ENT-UG-PRO) SEL VR7-OSTDC-ENT-UG-PRO)	\$6,136.65 \$5,895.65		31% 31%	\$4,234.29 \$4,068.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5			\$2,475.00		31%	\$4,008.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5		SEL VR7-OSTDC-STD-UG-PRO)	\$2,895.75		31%	\$1,998.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5		K SEL VR7-OSTDC-STD-UG-PRO)	\$2,785.01	К	31%	\$1,921.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7OSTDADUC	SEL VR7-OSTDO-ADV-UG-C)	\$3,435.00		31%	\$2,370.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VR7OSTDADUC-I	SEL VR7-OSTDO-ADV-UG-C)	\$4,018.95		31%	\$2,773.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VR7OSTDADUC-K	SEL VR7-OSTDO-ADV-UG-C)	\$3,857.65		31% 31%	\$2,661.78	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VR7OSTENUC VR7OSTENUC-I	SEL VR7-OSTC-ENT-UG-C) SEL VR7-OSTC-ENT-UG-C)	\$7,145.00 \$8,359.65	ĸ	31%	\$4,930.05 \$5,768.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VR7OSTENUC-K	SEL VR7-OSTC-ENT-UG-C)	\$8,006.44	К	31%	\$5,524.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VR70STENUP0	SEL VR7-OSTC-ENT-UG-PRO)	\$5,360.00		31%	\$3,698.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VR70STENUPO-I	SEL VR7-OSTC-ENT-UG-PRO)	\$6,271.20	К	31%	\$4,327.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7OSTENUPO-K	SEL VR7-OSTC-ENT-UG-PRO)	\$6,025.90		31%	\$4,157.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VR7OSTOENUC	SEL VR7-OSTDO-ENT-UG-C)	\$5,085.00		31%	\$3,508.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	VR7OSTOENUC-I VR7OSTOENUC-K	SEL VR7-OSTDO-ENT-UG-C) SEL VR7-OSTDO-ENT-UG-C)	\$5,949.45 \$5,719.43	K K	31% 31%	\$4,105.12 \$3,946.41	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VR70STOENOC-K	SEL VR7-OSTDO-ENT-0G-C)	\$685.00		31%	\$472.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VR7OSTOSTUC-I	SEL VR7-OSTDO-STD-UG-C)	\$801.45		31%	\$553.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VR7OSTOSTUC-K	SEL VR7-OSTDO-STD-UG-C)	\$770.00		31%	\$531.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VR70STSTUC	SEL VR7-OSTC-STD-UG-C)	\$2,745.00		31%	\$1,894.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VR7OSTSTUC-I	SEL VR7-OSTC-STD-UG-C)	\$3,211.65		31%	\$2,216.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VR7OSTSTUC-K	SEL VR7-OSTC-STD-UG-C)	\$3,083.82	ĸ	31%	\$2,127.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	VR7OSTSTUPRO VR7OSTSTUPRO-I	SEL VR7-OSTC-STD-UG-PRO) SEL VR7-OSTC-STD-UG-PRO)	\$2,060.00 \$2,410.20		31% 31%	\$1,421.40 \$1,663.04	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VR70STSTUPRO-K		\$2,317.65		31%	\$1,599.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VR7STDADVUGC	SEL VR7-STD-ADV-UG-C)	\$2,750.00		31%	\$1,897.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VR7STDADVUGC-I	SEL VR7-STD-ADV-UG-C)	\$3,217.50		31%	\$2,220.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5		SEL VR7-STD-ADV-UG-C)	\$3,091.48		31%	\$2,133.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VR7STDC	SEL VR7-STD-C)	\$3,745.00		31%	\$2,584.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VR7STDC-I	SEL VR7-STD-C)	\$4,381.65		31%	\$3,023.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	VR7STDC-K VRBCLADVCC	SEL VR7-STD-C) SEL VR-BCLADVC-C)	\$4,210.08 \$3,000.00		31% 31%	\$2,904.96 \$2,070.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VRBCLADVCC-I	SEL VR-BCLADVC-C)	\$3,510.00		31%	\$2,421.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VRBCLADVCC-K	SEL VR-BCLADVC-C)	\$3,374.96	к	31%	\$2,328.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VRBCLADVO25C	SEL VR-BCLADVO-25-C)	\$5,000.00	К	31%	\$3,450.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VRBCLADVO25C-I	SEL VR-BCLADVO-25-C)	\$5,850.00		31%	\$4,036.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VRBCLADVO25C-K	SEL VR-BCLADVO-25-C)	\$5,619.83		31%	\$3,877.68	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	VRCODE2CC	SEL VR-CODE2C-C)	\$5,450.00		31% 31%	\$3,760.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE
5	VRCODE2CC-I VRCODE2CC-K	SEL VR-CODE2C-C) SEL VR-CODE2C-C)	\$6,376.50 \$6,125.50		31%	\$4,399.79 \$4,226.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE VMWARE
5	VRCODE20C	SEL VR-CODE2O-C)	\$545.00	ĸ	31%	\$376.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VRCODE20C-I	SEL VR-CODE2O-C)	\$637.65		31%	\$439.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VRCODE2OC-K	SEL VR-CODE2O-C)	\$612.55	К	31%	\$422.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VRLIS4CPUC	SEL VR-LIS4-CPU-C)	\$1,500.00		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		31%	\$1,210.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	VRLIS4CPUC-K	SEL VR-LIS4-CPU-C)	\$1,689.40	к К	31%	\$1,165.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VRLIS4O25C VRLIS4O25C-I	SEL VR-LIS4O-25-C) SEL VR-LIS4O-25-C)	\$5,000.00 \$5,850.00		31% 31%	\$3,450.00 \$4,036.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VRLIS4025C-K	SEL VR-LIS4O-25-C)	\$5,619.83		31%	\$3,877.68	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VRNIANX100C	SEL VR-NI-ANX100-C)	\$2,500.00		31%	\$1,725.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VRNIANX100C-I	SEL VR-NI-ANX100-C)	\$2,925.00	к	31%	\$2,018.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VRNIANX100C-K	SEL VR-NI-ANX100-C)	\$2,808.00		31%	\$1,937.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VRNIANX10C	SEL VR-NI-ANX10-C)	\$250.00		31%	\$172.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VRNIANX10C-I	SEL VR-NI-ANX10-C)	\$292.50		31%	\$201.83	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	VRNIANX10C-K VRNIANXCC	SEL VR-NI-ANX10-C) SEL VR-NI-ANXC-C)	\$280.80 \$1,245.00		31% 31%	\$193.75 \$859.05	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	VRNIANXCC-I	SEL VR-NI-ANXC-C)	\$1,245.00		31%	\$859.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VRNIANXCC-K	SEL VR-NI-ANXC-C)	\$1,398.25		31%	\$964.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VROADV25C	SEL VR6-OADV25-C)	\$6,875.00		31%	\$4,743.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VROADV25C-I	SEL VR6-OADV25-C)	\$8,043.75	к	31%	\$5,550.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VROADV25C-K	SEL VR6-OADV25-C)	\$7,699.97		31%	\$5,312.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5		SEL VR6-OADV-OENT-UG-C)	\$11,550.00		31%	\$7,969.50	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5 5		I SEL VR6-OADV-OENT-UG-C) KSEL VR6-OADV-OENT-UG-C)	\$13,513.50		31% 31%	\$9,324.32 \$8,960.70	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VROADVOENTUGC-	SEL VR0-OADV-OENT-UG-C)	\$12,986.52 \$1,500.00		31%	\$0,980.70	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	VROAMADC-I	SEL VR-OAMAD-C)	\$1,755.00		31%	\$1,210.95	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	VROAMADC-K	SEL VR-OAMAD-C)	\$1,689.40		31%	\$1,165.69	\$0.00	\$0.00	\$0.00				VMWARE

					N	VP LEVEL 1	NVP MAINTENANCE AND WARRANTY UPGRADE NET PRICE						1
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	VROENT25C	SEL VR6-OENT25-C)	\$17,375.00	К	31%	\$11,988.75	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	VROENT25C-I	SEL VR6-OENT25-C)	\$20,328.75	ĸ	31%	\$14,026.84	\$0.00	\$0.00	\$0.00	\$0.00) VMWARE
5	VROENT25C-K VROSTD25C	SEL VR6-OENT25-C) SEL VR6-OSTD25-C)	\$19,498.93 \$3,125.00	к к	31% 31%	\$13,454.26 \$2,156.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) VMWARE) VMWARE
5	VROSTD25C-I	SEL VR6-OSTD25-C)	\$3,656.25	ĸ	31%	\$2,150.25	\$0.00	\$0.00	\$0.00	\$0.00) VMWARE
5	VROSTD25C-K	SEL VR6-OSTD25-C)	\$3,512.87	ĸ	31%	\$2,423.88	\$0.00	\$0.00	\$0.00	\$0.00) VMWARE
5		SEL VR6-OSTD-OADV-UG-C)	\$4,125.00	к	31%	\$2,846.25	\$0.00	\$0.00	\$0.00	\$0.00) VMWARE
5		I SEL VR6-OSTD-OADV-UG-C)	\$4,826.25	ĸ	31%	\$3,330.11	\$0.00	\$0.00	\$0.00	\$0.00) VMWARE
5	VROSTDOADVUGC-ł	KSEL VR6-OSTD-OADV-UG-C)	\$4,639.14	К	31%	\$3,201.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00) VMWARE
5		SEL VR6-OSTD-OENT-UG-C)	\$15,675.00	к	31%	\$10,815.75	\$0.00	\$0.00	\$0.00	\$0.00) VMWARE
5		I SEL VR6-OSTD-OENT-UG-C)	\$18,339.75	К	31%	\$12,654.43	\$0.00	\$0.00	\$0.00	\$0.00) VMWARE
5		KSEL VR6-OSTD-OENT-UG-C)	\$17,583.51	ĸ	31%	\$12,132.62	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5 5	VS6DT100VMC VS6DT100VMC-I	SEL VS6-DT100VM-C) SEL VS6-DT100VM-C)	\$8,000.00 \$9,360.00	K K	31% 31%	\$5,520.00 \$6,458.40	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) VMWARE) VMWARE
5	VS6DT100VMC-K	SEL VS6-DT100VM-C)	\$9,385.53	ĸ	31%	\$6,476.02	\$0.00	\$0.00	\$0.00	\$0.00) VMWARE
5	VS6EPLAKC	SEL VS6-EPL-AK-C)	\$22,995.00	ĸ	31%	\$15,866.55	\$0.00	\$0.00	\$0.00	\$0.00) VMWARE
5	VS6EPLAKC-I	SEL VS6-EPL-AK-C)	\$26,904.15	к	31%	\$18,563.86	\$0.00	\$0.00	\$0.00	\$0.00) VMWARE
5	VS6EPLAKC-K	SEL VS6-EPL-AK-C)	\$27,083.97	к	31%	\$18,687.94	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	VS6EPLC	SEL VS6-EPL-C)	\$3,495.00	к	31%	\$2,411.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS6EPLC-I	SEL VS6-EPL-C)	\$4,089.15	к	31%	\$2,821.51	\$0.00	\$0.00	\$0.00	\$0.00) VMWARE
5	VS6EPLC-K	SEL VS6-EPL-C)	\$4,118.14	ĸ	31%	\$2,841.52	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	VS6ESESPLUGC	SEL VS6-ES-ESPL-UG-C)	\$4,400.00	ĸ	31%	\$3,036.00	\$0.00	\$0.00	\$0.00	\$0.00) VMWARE
5	VS6ESESPLUGC-I VS6ESESPLUGC-K	SEL VS6-ES-ESPL-UG-C) SEL VS6-ES-ESPL-UG-C)	\$4,400.00 \$5,183.11	K K	31% 31%	\$3,036.00 \$3,576.35	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) VMWARE) VMWARE
5	VS6ESPKITC	SEL VS0-ESP-ESPE-DG-C)	\$4,495.00	ĸ	31%	\$3,101.55	\$0.00	\$0.00	\$0.00	\$0.00) VMWARE
5	VS6ESPKITC-I	SEL VS6-ESP-KIT-C)	\$4,495.00	ĸ	31%	\$3,101.55	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	VS6ESPKITC-K	SEL VS6-ESP-KIT-C)	\$5,298.04	ĸ	31%	\$3,655.65	\$0.00	\$0.00	\$0.00	\$0.00) VMWARE
5	VS60EPLC	SEL VS6-OEPL-C)	\$4,395.00	к	31%	\$3,032.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VS60EPLC-I	SEL VS6-OEPL-C)	\$5,142.15	к	31%	\$3,548.08	\$0.00	\$0.00	\$0.00	\$0.00) VMWARE
5	VS60EPLC-K	SEL VS6-OEPL-C)	\$4,937.94	К	31%	\$3,407.18	\$0.00	\$0.00	\$0.00	\$0.00) VMWARE
5	VS6RBADV25C	SEL VS6-RBADV25-C)	\$4,500.00	к	31%	\$3,105.00	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	VS6RBADV25C-I VS6RBADV25C-K	SEL VS6-RBADV25-C) SEL VS6-RBADV25-C)	\$5,265.00	K K	31% 31%	\$3,632.85	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) VMWARE
5	VS6RBSTD25C	SEL VS6-RBSTD25-C)	\$5,298.04 \$3,000.00	ĸ	31%	\$3,655.65 \$2,070.00	\$0.00	\$0.00	\$0.00	\$0.00) VMWARE) VMWARE
5	VS6RBSTD25C-I	SEL VS6-RBSTD25-C)	\$3,510.00	ĸ	31%	\$2,421.90	\$0.00	\$0.00	\$0.00	\$0.00) VMWARE
5	VS6RBSTD25C-K	SEL VS6-RBSTD25-C)	\$3,535.86	к	31%	\$2,439.74	\$0.00	\$0.00	\$0.00	\$0.00) VMWARE
5	VS6STDAKC	SEL VS6-STD-AK-C)	\$10,995.00	к	31%	\$7,586.55	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	VS6STDAKC-I	SEL VS6-STD-AK-C)	\$12,864.15	К	31%	\$8,876.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00) VMWARE
5	VS6STDAKC-K	SEL VS6-STD-AK-C)	\$12,986.52	к	31%	\$8,960.70	\$0.00	\$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			VMWARE
5	VS6STDC-I	SEL VS6-STD-C)	\$1,164.15	ĸ	31%	\$803.26	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	VS6STDC-K VTELOPLDGC	SEL VS6-STD-C) SEL V-TEL-OPL-D-G-C)	\$1,168.40 \$12.00	к К	31% 31%	\$806.20 \$8.28	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) VMWARE) VMWARE
5	VTELOPLDGC-I	SEL V-TEL-OPL-D-G-C)	\$12.00	ĸ	31%	\$8.28	\$0.00	\$0.00	\$0.00	\$0.00) VMWARE
5	VTELOPLDGC-K	SEL V-TEL-OPL-D-G-C)	\$10.30	К	31%	\$7.11	\$0.00	\$0.00	\$0.00	\$0.00) VMWARE
5	VTELOPLDPC	SEL V-TEL-OPL-D-P-C)	\$13.00	к	31%	\$8.97	\$0.00	\$0.00		\$0.00			VMWARE
5	VTELOPLDPC-I	SEL V-TEL-OPL-D-P-C)	\$13.00	к	31%	\$8.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VTELOPLDPC-K	SEL V-TEL-OPL-D-P-C)	\$11.22	к	31%	\$7.74	\$0.00	\$0.00	\$0.00	\$0.00) VMWARE
5	VTELPLLDC	SEL V-TEL-PLL-D-C)	\$20.00	K	31%	\$13.80	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	VTELPLLDC-I	SEL V-TEL-PLL-D-C)	\$20.00	K K	31%	\$13.80	\$0.00	\$0.00	\$0.00	\$0.00) VMWARE
5	VTELPLLDC-K VTSDCL1YCV2-I	SEL V-TEL-PLL-D-C) SEL V-TCSBDCL-DEV1Y-C)	\$17.24 \$24.00	ĸ	31% 31%	\$11.90 \$16.56	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) VMWARE) VMWARE
5	VTSDCLDE1YC	SEL V-TCSBDCL-DEVTY-C)	\$24.00	ĸ	31%	\$16.56	\$0.00	\$0.00	\$0.00	\$0.00) VMWARE
5	VTSSCL1YCV2-I	SEL V-TCSBSCL-DEV1Y-C)	\$12.00	к	31%	\$8.28	\$0.00	\$0.00	\$0.00	\$0.00) VMWARE
5	VTSSCLDE1YC	SEL V-TCSBSCL-DEV1Y-C)	\$12.00	к	31%	\$8.28	\$0.00	\$0.00	\$0.00	\$0.00) VMWARE
5	VUGWESAPLLUC	SEL V-UG-WESA-PLL-U-C)	\$170.50	к	31%	\$117.65	\$0.00	\$0.00	\$0.00	\$0.00) VMWARE
5		SEL V-UG-WESA-PLL-U-C)	\$178.17	К	31%	\$122.94	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5		SEL V-UG-WESS PLL-U-C)	\$182.73	ĸ	31%	\$126.08	\$0.00	\$0.00	\$0.00	\$0.00) VMWARE
5 5		SEL V-UG-WESS-PLL-U-C)	\$82.50 \$86.21	K K	31% 31%	\$56.93 \$59.48	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			
5		SEL V-UG-WESS-PLL-U-C) SEL V-UG-WESS-PLL-U-C)	\$88.49	ĸ	31%	\$59.48	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00) VMWARE) VMWARE
5	VVIDPLLDC	SEL V-VID-PLL-D-C)	\$30.00	ĸ	31%	\$20.70	\$0.00	\$0.00	\$0.00	\$0.00) VMWARE
5	VVIDPLLDC-I	SEL V-VID-PLL-D-C)	\$30.00	ĸ	31%	\$20.70	\$0.00	\$0.00	\$0.00	\$0.00) VMWARE
5	VVIDPLLDC-K	SEL V-VID-PLL-D-C)	\$25.80	к	31%	\$17.80	\$0.00	\$0.00	\$0.00	\$0.00) VMWARE
5	VWOAADPLLUC	SEL V-WOA-AD-PLL-U-C)	\$160.00	к	31%	\$110.40	\$0.00	\$0.00	\$0.00	\$0.00) VMWARE
5	VWOAADPLLUC-I	SEL V-WOA-AD-PLL-U-C)	\$167.20	к	31%	\$115.37	\$0.00	\$0.00	\$0.00	\$0.00) VMWARE
5	VWOAADPLLUC-K	SEL V-WOA-AD-PLL-U-C)	\$171.24	К	31%	\$118.16	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	VWOAPLLUC	SEL V-WOA-PLL-U-C)	\$230.00	ĸ	31%	\$158.70	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	VWOAPLLUC-I	SEL V-WOA-PLL-U-C)	\$240.35	ĸ	31%	\$165.84	\$0.00	\$0.00	\$0.00	\$0.00) VMWARE
5 5	VWOAPLLUC-K VWOEPLL10UC	SEL V-WOA-PLL-U-C) SEL V-WOE-PLL-10U-C)	\$246.32 \$4,000.00	K K	31% 31%	\$169.96 \$2,760.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) VMWARE) VMWARE
5	VWOEPLL10UC-I	SEL V-WOE-PLL-100-C)	\$4,000.00		31%	\$2,884.20	\$0.00	\$0.00	\$0.00	\$0.00) VMWARE
5	VWOEPLL10UC-K	SEL V-WOE-PLL-100-C)	\$4,180.00		31%	\$2,864.20 \$2,957.82	\$0.00	\$0.00	\$0.00	\$0.00) VMWARE
5	VWOEPLLUC	SEL V-WOE-PLL-U-C)	\$40,000.00		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	ĸ	31%	\$28,842.00	\$0.00	\$0.00	\$0.00	\$0.00) VMWARE
5	VWOEPLLUC-K	SEL V-WOE-PLL-U-C)	\$42,866.99		31%	\$29,578.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00) VMWARE
5	VWOESPLLUC	SEL V-WOES-PLL-U-C)	\$75.00	к	31%	\$51.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00) VMWARE

					N	VP LEVEL 1	NVP MAINTENANCE AND WARRANTY UPGRADE NET PRICE						
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	VWOESPLLUC-I	SEL V-WOES-PLL-U-C)	\$78.38	K	31%	\$54.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	VWOESPLLUC-K VWOSPLLUC	SEL V-WOES-PLL-U-C) SEL V-WOS-PLL-U-C)	\$80.06 \$150.00	K K	31% 31%	\$55.24 \$103.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VWOSPLLUC-I	SEL V-WOS-FLL-U-C)	\$156.75		31%	\$103.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VWOSPLLUC-K	SEL V-WOS-PLL-U-C)	\$160.51	ĸ	31%	\$110.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	WS12LWCE	SEL WS12-LW-CE)	\$249.99	к	31%	\$172.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	WS12LWCE-I	SEL WS12-LW-CE)	\$254.99	к	31%	\$175.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	WS12LWCE-K	SEL WS12-LW-CE)	\$229.81	к к	31%	\$158.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	WS12LWUGCE WS12LWUGCE-I	SEL WS12-LW-UG-CE) SEL WS12-LW-UG-CE)	\$149.99 \$152.99	ĸ	31% 31%	\$103.49 \$105.56	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	WS12LWUGCE-K	SEL WS12-LW-UG-CE)	\$137.87	к	31%	\$95.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	WS12PLAY67UGC	SEL WS12-PLAY6-7-UG-C)	\$79.99	ĸ	31%	\$55.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5		SEL WS12-PLAY6-7-UG-C	\$81.59	к	31%	\$56.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5		SEL WS12-PLAY6-7-UG-C)	\$73.51	K	31%	\$50.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	WS12PLAYC	SEL WS12-PLAY-C)	\$149.99	ĸ	31%	\$103.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	WS12PLAYC-I WS12PLAYC-K	SEL WS12-PLAY-C) SEL WS12-PLAY-C)	\$152.99 \$137.87	к к	31% 31%	\$105.56 \$95.13	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	WS12PLAYUGCE	SEL WS12-PLAY-UG-CE)	\$99.99	ĸ	31%	\$68.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	WS12PLAYUGCE-I	SEL WS12-PLAY-UG-CE)	\$101.99	ĸ	31%	\$70.37	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5		SEL WS12-PLAY-UG-CE	\$91.90	К	31%	\$63.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VSC-OS-PIA-24-T0	SEL VTS-OS Prm-IA 24 mo. 1TB	\$614.40	К	31%	\$423.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VSC CLOUD SOFT
5	VSC-OS-PIA-36-T0	SEL VTS-OS Prm-IA 36 mo. 1TB	\$921.60	ĸ	31%	\$635.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VSC CLOUD SOFT
5		SEL VTS-OS Prm 24 mo. 1TB SEL VTS-OS Prm 24 mo. 2-50TB	\$1,449.99 \$1,425.41	K K	31% 31%	\$1,000.49 \$983.53	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$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	к	31%	\$966.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VSC CLOUD SOFT
5		SEL VTS-OS Prm 24 mo. 501-1000TB	\$1,376.26	ĸ	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	К	31%	\$932.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VSC CLOUD SOFT
5		SEL VTS-OS Prm 36 mo. 1TB	\$2,174.98		31%	\$1,500.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VSC CLOUD SOFT
5		SEL VTS-OS Prm 36 mo. 2-50TB	\$2,138.12		31% 31%	\$1,475.30	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00		VSC CLOUD SOFT
5		SEL VTS-OS Prm 36 mo. 51-500TB SEL VTS-OS Prm 36 mo. 501-1000TB	\$2,101.25 \$2,064.39	к к	31%	\$1,449.86 \$1,424.43	\$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 Prm 36 mo. 1001TB+	\$2,027.52	к	31%	\$1,398.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VSC CLOUD SOFT
5		SEL VTS-OS Std-IA 24 mo. 1TB	\$307.20		31%	\$211.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VSC CLOUD SOFT
5	VSC-OS-SIA-36-T0	SEL VTS-OS Std-IA 36 mo. 1TB	\$460.80		31%	\$317.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VSC CLOUD SOFT
5		SEL VTS-OS Std 24 mo. 1TB	\$737.28	к	31%	\$508.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VSC CLOUD SOFT
5		SEL VTS-OS Std 24 mo. 2-50TB SEL VTS-OS Std 24 mo. 51-500TB	\$725.00 \$712.71	к к	31% 31%	\$500.25 \$491.77	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VSC CLOUD SOFT
5		SEL VTS-OS Std 24 mo. 501-1000TB	\$700.42	ĸ	31%	\$483.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VSC CLOUD SOFT VSC CLOUD SOFT
5		SEL VTS-OS Std 24 mo. 1001TB+	\$688.13	ĸ	31%	\$474.81	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VSC CLOUD SOFT
5	VSC-OS-STD-36-T0	SEL VTS-OS Std 36 mo. 1TB	\$1,105.92	к	31%	\$763.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VSC CLOUD SOFT
5			\$1,087.49		31%	\$750.37	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VSC CLOUD SOFT
5		SEL VTS-OS Std 36 mo. 51-500TB	\$1,069.06	К	31%	\$737.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VSC CLOUD SOFT
5		SEL VTS-OS Std 36 mo. 501-1000TB SEL VTS-OS Std 36 mo. 1001TB+	\$1,050.63 \$1,032.20	K K	31% 31%	\$724.93 \$712.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VSC CLOUD SOFT VSC CLOUD SOFT
5	456-111-483	HCIA NP UPG VSPH E+ TO VSOM E+ 1CPU=IG	\$961.29	ĸ	31%	\$663.29	\$240.32	\$211.48	\$0.00	\$0.00	\$0.00		VXRAIL SOFTWARE
5	456-111-484	HCIA NP UPG VSPH STD TO VSOM E+ 1CPU=IC		к	31%	\$2,505.76	\$907.89	\$798.94	\$0.00	\$0.00	\$0.00		VXRAIL SOFTWARE
5	456-111-485	HCIA NP UPG VSPH STD TO E+ 1CPU=IG	\$2,670.25		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=			31%	\$1,105.48	\$400.54	\$352.47	\$0.00	\$0.00	\$0.00		VXRAIL SOFTWARE
5 5	456-112-413 456-112-414	HCIA NP VSOM E+ 1CPU w/ 1Yr Maint=IG HCIA NP VSOM E+ 1CPU w/ 2Yr Maint=IG	\$4,268.00 \$4,268.00	к к	31% 31%	\$2,944.92 \$2,944.92	\$1,067.00 \$1,067.00	\$938.96 \$938.96	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-112-414	HCIA NP VSOM E+ 1CPU w/ 2Yr Maint=IG HCIA NP VSOM E+ 1CPU w/ 3Yr Maint=IG	\$4,268.00	ĸ	31%	\$2,944.92	\$1,067.00	\$938.96	\$0.00	\$0.00	\$0.00		VXRAIL SOFTWARE
5	456-112-416	HCIA NP VSOM E+ 1CPU w/ 4Yr Maint=IG	\$4,268.00		31%	\$2,944.92	\$1,067.00	\$938.96	\$0.00	\$0.00	\$0.00		VXRAIL SOFTWARE
5	456-112-417	HCIA NP VSOM E+ 1CPU w/ 5Yr Maint=IG	\$4,268.00	К	31%	\$2,944.92	\$1,067.00	\$938.96	\$0.00	\$0.00	\$0.00	\$1,067.00	VXRAIL SOFTWARE
5	456-112-418	HCIA NP VSPH E+ 1CPU w/ 1Yr Maint=IG	\$3,394.00		31%	\$2,341.86	\$848.50	\$746.68	\$0.00	\$0.00	\$0.00		VXRAIL SOFTWARE
5	456-112-419	HCIA NP VSPH E+ 1CPU w/ 2Yr Maint=IG	\$3,394.00		31%	\$2,341.86	\$848.50	\$746.68	\$0.00	\$0.00	\$0.00		VXRAIL SOFTWARE
5	456-112-420 456-112-421	HCIA NP VSPH E+ 1CPU w/ 3Yr Maint=IG HCIA NP VSPH E+ 1CPU w/ 4Yr Maint=IG	\$3,394.00 \$3,394.00	к к	31% 31%	\$2,341.86 \$2,341.86	\$848.50 \$848.50	\$746.68 \$746.68	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-112-421	HCIA NP VSPH E+ 1CPU w/ 411 Maint=IG HCIA NP VSPH E+ 1CPU w/ 5Yr Maint=IG	\$3,394.00		31%	\$2,341.86	\$848.50	\$746.68	\$0.00	\$0.00	\$0.00		VXRAIL SOFTWARE
5	456-112-423	HCIA NP VSPH STD 1CPU w/ 1Yr Maint=IG	\$966.00		31%	\$666.54	\$241.50	\$212.52	\$0.00	\$0.00	\$0.00		VXRAIL SOFTWARE
5	456-112-424	HCIA NP VSPH STD 1CPU w/ 2Yr Maint=IG	\$966.00	к	31%	\$666.54	\$241.50	\$212.52	\$0.00	\$0.00	\$0.00	\$241.50	VXRAIL SOFTWARE
5	456-112-425	HCIA NP VSPH STD 1CPU w/ 3Yr Maint=IG	\$966.00		31%	\$666.54	\$241.50	\$212.52	\$0.00	\$0.00	\$0.00		VXRAIL SOFTWARE
5 5	456-112-426 456-112-427	HCIA NP VSPH STD 1CPU w/ 4Yr Maint=IG	\$966.00		31%	\$666.54 \$666.54	\$241.50 \$241.50	\$212.52 \$212.52	\$0.00	\$0.00	\$0.00		VXRAIL SOFTWARE
5 5	456-112-427	HCIA NP VSPH STD 1CPU w/ 5Yr Maint=IG HCIA NP VSPH ROBO ADV 25VM w/1YrMaint=IB	\$966.00 \$4.370.00	K K	31% 31%	\$666.54 \$3.015.30	\$241.50 \$1.092.50	\$212.52 \$961.40	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-112-420	HCIA NP VSPH ROBO ADV 25VM w/Triviant=IB			31%	\$3,015.30	\$1,092.50	\$961.40	+	+	\$0.00	1 /	VXRAIL SOFTWARE
5	456-112-430	HCIA NP VSPH ROBO ADV 25VM w/3YrMaint=IB			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	\$4,370.00	к	31%	\$3,015.30	\$1,092.50	\$961.40		\$0.00	\$0.00		VXRAIL SOFTWARE
5	456-112-432	HCIA NP VSPH ROBO ADV 25VM w/5YrMaint=IB			31%	\$3,015.30	\$1,092.50	\$961.40	\$0.00	\$0.00	\$0.00		VXRAIL SOFTWARE
5	456-112-433	HCIA NP VSPH ROBO STD 25VM w/1YrMaint=IB			31%	\$2,009.97	\$728.25	\$640.86	\$0.00	\$0.00	\$0.00		VXRAIL SOFTWARE
5 5	456-112-434 456-112-435	HCIA NP VSPH ROBO STD 25VM w/2YrMaint=IB HCIA NP VSPH ROBO STD 25VM w/3YrMaint=IB			31% 31%	\$2,009.97 \$2,009.97	\$728.25 \$728.25	\$640.86 \$640.86	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-112-436	HCIA NP VSPH ROBO STD 25VM w/311Maint=IB			31%	\$2,009.97	\$728.25	\$640.86	\$0.00	\$0.00	\$0.00		VXRAIL SOFTWARE
5	456-112-437	HCIA NP VSPH ROBO STD 25VM w/5YrMaint=IB			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		31%	\$5,359.92	\$1,942.00	\$1,708.96	\$0.00	\$0.00	\$0.00	\$1,942.00	VXRAIL SOFTWARE
5	456-112-439	HCIA NP VSPH DSKTP 100VM w/ 2Yr Maint=IB	\$7,768.00		31%	\$5,359.92	\$1,942.00	\$1,708.96	\$0.00	\$0.00	\$0.00		VXRAIL SOFTWARE
5 5	456-112-440 456-112-441	HCIA NP VSPH DSKTP 100VM w/ 3Yr Maint=IB HCIA NP VSPH DSKTP 100VM w/ 4Yr Maint=IB	\$7,768.00 \$7,768.00		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	\$0.00 \$0.00		VXRAIL SOFTWARE VXRAIL SOFTWARE
5	700-112-441		φι,ι00.00	IX.	5170	φ0,009.92	φ1,5 4 2.00	φ1,700.90	φ0.00	φ0.00	φ0.00	φ1,5 4 2.00	VIOLE OUT MARE

					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	456-112-442	HCIA NP VSPH DSKTP 100VM w/ 5Yr Maint=IB	\$7,768.00	К	31%	\$5,359.92	\$1,942.00	\$1,708.96	\$0.00				VXRAIL SOFTWARE
5	456-112-443	HCIA UP VSOM E+ 1CPU w/ 1Yr Maint=IG	\$4,268.00	К	31%	\$2,944.92	\$1,067.00		\$0.00				VXRAIL SOFTWARE
5	456-112-444	HCIA UP VSOM E+ 1CPU w/ 2Yr Maint=IG	\$4,268.00	К	31%	\$2,944.92	\$1,067.00		\$0.00				VXRAIL SOFTWARE
5	456-112-445	HCIA UP VSOM E+ 1CPU w/ 3Yr Maint=IG	\$4,268.00	К	31%	\$2,944.92	\$1,067.00		\$0.00				VXRAIL SOFTWARE
5	456-112-446	HCIA UP VSOM E+ 1CPU w/ 4Yr Maint=IG	\$4,268.00	ĸ	31%	\$2,944.92	\$1,067.00		\$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		\$0.00				VXRAIL SOFTWARE
5	456-112-448	HCIA UP VSPH E+ 1CPU w/ 1Yr Maint=IG	\$3,394.00	ĸ	31%	\$2,341.86	\$848.50		\$0.00				VXRAIL SOFTWARE
5	456-112-449	HCIA UP VSPH E+ 1CPU w/ 2Yr Maint=IG	\$3,394.00	K	31%	\$2,341.86	\$848.50		\$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	K K	31% 31%	\$2,341.86 \$2,341.86	\$848.50 \$848.50	\$746.68 \$746.68	\$0.00				VXRAIL SOFTWARE
-			\$3,394.00	ĸ	31%	, ,			\$0.00				VXRAIL SOFTWARE
5	456-112-452 456-112-453	HCIA UP VSPH E+ 1CPU w/ 5Yr Maint=IG HCIA UP VSPH STD 1CPU w/ 1Yr Maint=IG	\$3,394.00 \$966.00	ĸ	31%	\$2,341.86 \$666.54	\$848.50 \$241.50		\$0.00 \$0.00				VXRAIL SOFTWARE
5	456-112-454	HCIA UP VSPH STD TCPU w/ TTT Maint=IG HCIA UP VSPH STD 1CPU w/ 2Yr Maint=IG	\$966.00	ĸ	31%	\$666.54	\$241.50		\$0.00		+		VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-112-455	HCIA UP VSPH STD 1CPU w/ 211 Maint=IG	\$966.00	ĸ	31%	\$666.54	\$241.50		\$0.00				VXRAIL SOFTWARE
5	456-112-456	HCIA UP VSPH STD 1CPU w/ 311 Maint=IG	\$966.00	ĸ	31%	\$666.54	\$241.50		\$0.00				VXRAIL SOFTWARE
5	456-112-457	HCIA UP VSPH STD 1CPU w/ 411 Maint=IG HCIA UP VSPH STD 1CPU w/ 5Yr Maint=IG	\$966.00	ĸ	31%	\$666.54	\$241.50		\$0.00				VXRAIL SOFTWARE
5	456-112-458	HCIA UP VSPH ROBO ADV 25VM w/1YrMaint=IB		ĸ	31%	\$3,015.30	\$1,092.50		\$0.00				VXRAIL SOFTWARE
5	456-112-459	HCIA UP VSPH ROBO ADV 25VM w/Trimaint=IB		ĸ	31%	\$3,015.30	\$1,092.50		\$0.00			1 1	VXRAIL SOFTWARE
5	456-112-460	HCIA UP VSPH ROBO ADV 25VM w/211Maint=IB		ĸ	31%	\$3,015.30	\$1,092.50		\$0.00				VXRAIL SOFTWARE
5	456-112-461	HCIA UP VSPH ROBO ADV 25VM w/3YMaint=IB		ĸ	31%	\$3,015.30	\$1,092.50	\$961.40	\$0.00				VXRAIL SOFTWARE
5	456-112-462	HCIA UP VSPH ROBO ADV 25VM w/411Maint=IB		ĸ	31%	\$3,015.30	\$1,092.50		\$0.00				VXRAIL SOFTWARE
5	456-112-463	HCIA UP VSPH ROBO STD 25VM w/971Maint=IB		ĸ	31%	\$2,009.97	\$728.25		\$0.00				VXRAIL SOFTWARE
5	456-112-464	HCIA UP VSPH ROBO STD 25VM w/Primaint=IB		ĸ	31%	\$2,009.97	\$728.25		\$0.00				VXRAIL SOFTWARE
5	456-112-465	HCIA UP VSPH ROBO STD 25VM w/211Maint=IB		ĸ	31%	\$2,009.97	\$728.25		\$0.00				VXRAIL SOFTWARE
5	456-112-466	HCIA UP VSPH ROBO STD 25VM w/4YrMaint=IB	\$2,913.00	ĸ	31%	\$2,000.07	\$728.25	\$640.86	\$0.00				VXRAIL SOFTWARE
5	456-112-467	HCIA UP VSPH ROBO STD 25VM w/411Maint=IB HCIA UP VSPH ROBO STD 25VM w/5YrMaint=IB		ĸ	31%	\$2,009.97	\$728.25		\$0.00				VXRAIL SOFTWARE
5	456-112-468	HCIA UP VSPH DSKTP 100VM w/ 1Yr Maint=IB	\$7,768.00	ĸ	31%	\$5,359.92	\$1,942.00	\$1,708.96	\$0.00				VXRAIL SOFTWARE
5	456-112-469	HCIA UP VSPH DSKTP 100VM w/ 2Yr Maint=IB	\$7,768.00	ĸ	31%	\$5,359.92	\$1,942.00		\$0.00				VXRAIL SOFTWARE
5	456-112-470	HCIA UP VSPH DSKTP 100VM w/ 3Yr Maint=IB	\$7,768.00	ĸ	31%	\$5,359.92	\$1,942.00	\$1,708.96	\$0.00				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				VXRAIL SOFTWARE
5	456-112-472	HCIA UP VSPH DSKTP 100VM w/ 5Yr Maint=IB	\$7,768.00	ĸ	31%	\$5,359.92	\$1,942.00		\$0.00				VXRAIL SOFTWARE
5	456-112-473	UPG VSPH E+ TO VSOM E+ 1CPU w/1Yr Mnt=IG		к	31%	\$663.09	\$240.25		\$0.00				VXRAIL SOFTWARE
5	456-112-474	UPG VSPH E+ TO VSOM E+ 1CPU w/2Yr Mnt=IG		к	31%	\$663.09	\$240.25		\$0.00				VXRAIL SOFTWARE
5	456-112-475	UPG VSPH E+ TO VSOM E+ 1CPU w/3Yr Mnt=IG	\$961.00	К	31%	\$663.09	\$240.25	\$211.42	\$0.00	\$0.00	\$0.00	\$240.25	VXRAIL SOFTWARE
5	456-112-476	UPG VSPH E+ TO VSOM E+ 1CPU w/4Yr Mnt=IG	\$961.00	К	31%	\$663.09	\$240.25	\$211.42	\$0.00	\$0.00	\$0.00	\$240.25	VXRAIL SOFTWARE
5	456-112-477	UPG VSPH E+ TO VSOM E+ 1CPU w/5Yr Mnt=IG	\$961.00	К	31%	\$663.09	\$240.25	\$211.42	\$0.00	\$0.00	\$0.00	\$240.25	VXRAIL SOFTWARE
5	456-112-478	UPG VSPH STD TO VSOM E+ 1CPUw/1Yr Mnt=I	\$3,632.00	К	31%	\$2,506.08	\$908.00	\$799.04	\$0.00	\$0.00	\$0.00	\$908.00	VXRAIL SOFTWARE
5	456-112-479	UPG VSPH STD TO VSOM E+ 1CPUw/2Yr Mnt=I		К	31%	\$2,506.08	\$908.00		\$0.00			\$908.00	VXRAIL SOFTWARE
5	456-112-480	UPG VSPH STD TO VSOM E+ 1CPUw/3Yr Mnt=l		K	31%	\$2,506.08	\$908.00		\$0.00		\$0.00	\$908.00	VXRAIL SOFTWARE
5	456-112-481	UPG VSPH STD TO VSOM E+ 1CPUw/4Yr Mnt=l		к	31%	\$2,506.08	\$908.00		\$0.00				VXRAIL SOFTWARE
5	456-112-482	UPG VSPH STD TO VSOM E+ 1CPUw/5Yr Mnt=l		К	31%	\$2,506.08	\$908.00		\$0.00				VXRAIL SOFTWARE
5	456-112-483	UPG VSPH STD TO E+ 1CPU w/ 1Yr Maint=IG	\$2,670.00	К	31%	\$1,842.30	\$667.50		\$0.00				VXRAIL SOFTWARE
5	456-112-484	UPG VSPH STD TO E+ 1CPU w/ 2Yr Maint=IG	\$2,670.00	К	31%	\$1,842.30	\$667.50		\$0.00				VXRAIL SOFTWARE
5	456-112-485	UPG VSPH STD TO E+ 1CPU w/ 3Yr Maint=IG	\$2,670.00	К	31%	\$1,842.30	\$667.50		\$0.00				VXRAIL SOFTWARE
5	456-112-486	UPG VSPH STD TO E+ 1CPU w/ 4Yr Maint=IG	\$2,670.00	ĸ	31%	\$1,842.30	\$667.50		\$0.00				VXRAIL SOFTWARE
5	456-112-487	UPG VSPH STD TO E+ 1CPU w/ 5Yr Maint=IG	\$2,670.00	K	31%	\$1,842.30	\$667.50		\$0.00				VXRAIL SOFTWARE
5	456-112-488	UPG VSPH ROBO STD TO ADV 25VM-1Yr Mnt=I	\$1,602.00	к	31%	\$1,105.38	\$400.50		\$0.00				VXRAIL SOFTWARE
5	456-112-489	UPG VSPH ROBO STD TO ADV 25VM-2Yr Mnt=I		ĸ	31%	\$1,105.38	\$400.50	\$352.44	\$0.00				VXRAIL SOFTWARE
5	456-112-490	UPG VSPH ROBO STD TO ADV 25VM-3Yr Mnt=I	\$1,602.00	к	31%	\$1,105.38	\$400.50	\$352.44	\$0.00				VXRAIL SOFTWARE
5	456-112-491	UPG VSPH ROBO STD TO ADV 25VM-4Yr Mnt=I		ĸ	31%	\$1,105.38	\$400.50		\$0.00				VXRAIL SOFTWARE
5	456-112-492	UPG VSPH ROBO STD TO ADV 25VM-5Yr Mnt=I		ĸ	31%	\$1,105.38	\$400.50		\$0.00				VXRAIL SOFTWARE
5	458-001-738	HCIA NP VxRail vSphere SOFTWARE	\$0.00	ĸ	31%	\$0.00	\$0.00		\$0.00				VXRAIL SOFTWARE
5	458-001-739	HCIA UP VxRail vSphere SOFTWARE	\$0.00	ĸ	31%	\$0.00	\$0.00		\$0.00				VXRAIL SOFTWARE
5	BEDROCK-001	SEL Bedrock Ingest/Mgmt per Core AIM 1Y	\$1,538.00	K	31%	\$1,061.22	\$0.00		\$0.00				ZALONI
5	BEDROCK-002	SEL Bedrock Ingest/Mgmt Per Core AIM 2Y	\$3,077.00	K K	31%	\$2,123.13	\$0.00		\$0.00				ZALONI
Э	BEDROCK-003	SEL Bedrock Ingest/Mgmt per Core AIM 3Y	\$4,615.00	ĸ	31%	\$3,184.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	φU.U0	ZALONI