

EMC NCPA 2018 - 2021 Contract Pricing Discount Matrix

| Discount Class Description | Discount Class | Discount |
|---|----------------|----------|
| Hardware - Enterprise (Sym,Celerra) | A | 39% |
| Hardware - Mid-Tier (CLARiiON, Centera, NAS) | B | 32% |
| Hardware - Connectrix | C | 33% |
| Native Cloud Data Protection | CL-E | 10% |
| Software - Enterprise Platform | D1 | 22% |
| Software - Mid-Tier Platform | D2 | 32% |
| Software - Multi-platform/Open | D3 | 22% |
| Data Domain Flash Enabled HW, SW & Mainte | DD-1 | 15% |
| Entry Software (BRS: Data Domain) | DE | 15% |
| High-End Software (BRS: Data Domain, Avamar, Disk Library, Networker) | DH | 27% |
| Midrange Software (BRS: Data Domain, Avamar, Atmos, Disk Library) | DM | 27% |
| EMC 3rd Party SW & HW,Switches | E | 15% |
| Hardware - VMAX 10K/20K/40K | EN-H | 22% |
| HW Maintenance - VMAX 10K/20K/40K | EN-HM | 10% |
| Software - VMAX 10K/20K/40K | EN-S | 22% |
| SW Maintenance - VMAX 10K/20K/40K | EN-SM | 10% |
| VMAX3 HW & SW, HW & SW | ES-1 | 16% |
| VMAX All Flash Array | ES-AF | 16% |
| Services | F1 | 2% |
| Custom Residency Services, EMC Select Services | F2 | 2% |
| Training / Education Services | I | 2% |
| Isilon HW/SW/Maintenance | IS | 21% |
| Isilon Infinity Gen 6 HW/SW/Maint | IS2 | 21% |
| Server Flash, AX/NX, Insignia | J | 16% |
| Select / Mozy Offerings, Excluding VMWare & Virtustream | K-1 | 15% |
| VMWare & Virtustream & Boomi | K-2 | 5% |
| Pivotal | P | 5% |
| Entry Systems (BRS: Data Domain) | PE | 17% |
| High-End Systems (BRS: Data Domain, Disk Library) | PH | 25% |
| Midrange Systems (BRS: Data Domain, Avamar, Atmos, Disk Library) | PM | 25% |
| RSA Hardware, Security Analytics/Netwitness, Professional Services, Training, Maint | R-3P | 14% |
| RSA Maintenance | R-MT | 2% |
| RSA Professional Services | R-PS | 2% |
| RSA Hardware, Professional Services, Training, Maintenance | R-SA | 10% |
| RSA Software, Professional Services, Training, Maintenance | R-SW | 10% |
| Unified Entry - Level Offerings | UE | 15% |
| VNX Hardware/Software/Maintenance | UM | 23% |
| Unity Hardware/Software | UM-1 | 10% |
| Unity All Flash Hardware/Software | UM-F1 | 10% |
| Hardware - Unified Mid-Tier | UM-H | 23% |
| Software - Unified Mid-Tier | UM-S | 23% |
| Vipr | V | 16% |
| VPLEX HW, SW, and Maintenance | VPLEX | 34% |
| XtremIO 2 HW/SW/Maint | X2 | 22% |
| XtremIO | XT | 22% |