| BAND | SKU | description | Model Sub sku | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\left\|\begin{array}{c}\text { WTY UPG ENH TO } \\ \text { PS W/MC PREM } \\ \text { LP }\end{array}\right\|$ | WTY UPG BASIC TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | 90940740 | SEL: RAMP,PYTHON,ADJJSTABLE |  | \$1.00 | K | 31\% | \$0.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90946024 | SEL: TERAPACK DUST COVER |  | \$27.00 | k | 31\% | \$18.63 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90948066 | SEL: ASYDRIVE BLANKSINGLEPYTHON |  | \$35.00 | k | 31\% | \$24.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949004 | SEL: FRUTBAPYTHON |  | \$678.00 | k | 31\% | \$467.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949024 | SEL: FRULTO TERAPK COVERNO MEDIA |  | \$395.00 | k | 31\% | \$272.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949030 | SEL: PYTHONCHAMBER-SLOT KEY ENABLE |  | \$1,308.00 | k | 31\% | \$902.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949038 | SEL: FRUDRIVE BLANKDOUBLEPYTHON |  | \$69.00 | k | 31\% | \$47.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949039 | SEL: FRUQIP BLANKPYTHON |  | \$35.00 | k | 31\% | \$24.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949048 | SEL: FRUTERAPACK W-O COVERLTO |  | \$368.00 | k | 31\% | \$253.92 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949055 | SEL: FRUTERAPACK STORAGE CONTAINER |  | \$266.00 | K | 31\% | \$183.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949070 | SEL: FRUT950LIB STABILITY KIT |  | \$346.00 | k | 31\% | \$238.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 4991 | SEL: CNTRGBICOPTICAL |  | \$900.00 | k | 31\% | \$621.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 6134 | SEL: ACCCABLEGIGE10 MCAT 5ETF |  | \$48.00 | k | 31\% | \$33.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 6604 | SEL: CABLEOPTICAL50USC-LC20M |  | \$208.00 | k | 31\% | \$143.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 7823 | SEL: CASEJEWELLTO |  | \$1.00 | K | 31\% | \$0.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 8841 | SEL: CABLEEXSASFANOUTSFFP80882M |  | \$678.00 | , | 31\% | \$467.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 9198 | SEL: CNTR,SFP,8GB,850NM,OPTICAL |  | \$263.00 | k | 31\% | \$181.47 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | ${ }_{9314}^{9313}$ | SEL: CABLEOPTICAL50ULC-LC10M |  | \$187.00 | K | 31\% | \$129.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 9314 | SEL: CABLE,OPTICAL,50U,LC-LC,20M |  | \$235.00 | k | 31\% | \$162.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 9316 | SEL: CABLE,FIBRE OPTIC,5 METER,LC |  | \$104.00 | k | 31\% | \$71.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 9317 | SEL: CABLE,OPTICAL,LC-LC,50M |  | \$291.00 | K | 31\% | \$200.79 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 11525 | SII,CONFIG,XP//133ST, 16,810,W95 |  | \$154.00 | k | 31\% | \$106.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90879028 | SEL: FRUTAPECLEANLTOW-BARCODE SEL: |  | $\$ 56.00$ $\$ 0.00$ | K | 31\% | \$38.64 | \$9.00 | \$9.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 000$ | \$0.00 | SPECTRALOGIC |
| 5 5 | ${ }^{909940018}$ | SEL: DOC,ROHS CERT OF COMPLIANCE |  | \$0.00 $\$ 23.00$ | K | 31\% | \$ $\$ 15.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPECTRALOGIC |
| 5 | 90940474 | SEL: STICKER60 BARCODEJCCERT |  | \$33.00 | k | 31\% | \$22.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949167 | SEL: SFTWRENDURA DECRYPTIONLTO4-5 |  | \$6,538.00 | k | 31\% | \$4,511.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949174 | SEL: FRUMAINT TPKW-O TAPES |  | \$300.00 | k | 31\% | \$207.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949186 | SEL: TAPES20 TERAPACKSCERTLTO-4 |  | \$10,432.00 | k | 31\% | \$7,198.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949187 | SEL: TAPES220 TERAPACKSCUSTLTO-4 |  | \$10,432.00 | K | 31\% | \$7,198.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949190 | SEL: TAPES20WO-TPKCERTLTO-4 |  | \$997.00 | k | 31\% | \$687.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | ${ }_{9}^{909499994}$ | SEL: FRULTO-5FCFHT950 |  | \$22,652.00 | K | $31 \%$ $31 \%$ | \$15,629.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 5 | 90949217 <br> 90949218 | SEL: TAPES20 TERAPACKSCERTLTO-5 |  | \$9,889.00 | K | 31\% | \$6,823.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | SPECTRALOGIC SPECTRALOGIC |
| 5 | 90949220 | SEL: TAPES20WO-TPKCUSTLTO-5 |  | \$922.00 | k | 31\% | ${ }_{\text {¢ }}{ }_{\text {S636.18 }}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949221 | SEL: TAPESTERAPACKCERTLTO-5 |  | \$495.00 | k | 31\% | \$341.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Spectralogic |
| 5 | 90949222 | SEL: TAPESTERAPACKCUSTLTO-5 |  | \$495.00 | k | 31\% | \$341.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | ${ }_{90949258}$ | SEL: FRUVAXBUMPERT950 |  | \$55.00 | K | 31\% | \$37.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949259 | SEL: SLSSW KEYDIRECT-CONT950 |  | \$6,538.00 | k | 31\% | \$4,511.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 5 | 90949260 <br> 90949262 | SEL: SLS SW-KEYDIRECT-CONTFIN SEL: |  | \$6,538.00 | K | $31 \%$ $31 \%$ | \$4,511.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | SPECTRALOGIC |
| 5 | 90949266 | SEL: TAPESTRPKCUSTLTO 5 WORMT950 |  | \$588.00 | k | 31\% | \$405.72 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949271 | SEL: FRURIMG3T950 |  | \$12,462.00 | k | 31\% | \$8.598.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949288 | SEL: FRUTAPE3592 JCCERT |  | \$335.00 | K | 31\% | \$231.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949289 | SEL: FRUTAPE3592 JCCUST |  | \$335.00 | K | 31\% | \$231.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949290 90949291 | SEL: TAPES20 TPKCERT3592 JC SEI: TAPES20 TPKCERT3592 JC |  | \$59,963.00 | K | $31 \%$ $31 \%$ | \$41,374.47 $\$ 41374.47$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 5 | ${ }^{909499291}$ | SEL L TAPES22 TPKCERT3592 JC SEL: TPK,LTO-M8,CERT,NCVR |  | \$59,963.00 $\$ 1,564.00$ | K | $31 \%$ $31 \%$ | \$41,374.47 $\$ 1,079.16$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPECTRALOGIC |
| 5 | 90949095 | SEL: FRUOBSERVATORY SOFTWARE |  | \$6,538.00 | k | 31\% | \$4,511.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949099 | SEL: T950ENCRYPTIONPROFESSIONAL |  | \$6,538.00 | k | 31\% | \$4,511.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949116 | SEL: FRULCM-RCMLCFROHS ONLY |  | \$16,615.00 | k | 31\% | \$11,464.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949118 | SEL: FRU,TRANSPORTER,PYTH |  | \$19,615.00 | k | 31\% | \$13,534.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949134 | SEL: TAPESTERAPACKCERTLTO-4 |  | \$522.00 | k | 31\% | \$360.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949146 90949147 | SEL: TAPESTRPKCERTLTO4 WORMT950 SEL: TAPESTRPKCUSTLTO4 WORMT950 |  | \$878.00 | K | 31\% | $\$ 605.82$ $\$ 605.82$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPECTRALOGIC |
| 5 | 90979537 | SEL: COD-KEY,10 SLOT, STACK |  | \$1,538.00 | k | 31\% | \$1,061.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90979538 | SEL: KMIP ACTIVATION KEY, STACK |  | \$2.00 | k | 31\% | \$1.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 91019817 | SEL: SLS SFTWR KEYQIP-RIM-CONNBOA |  | \$6,538.00 | K | 31\% | \$4,511.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 91019824 | SEL: RACKSTANDARD 19 INCH |  | \$4,015.00 | k | 31\% | \$2,770.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | ${ }_{9}^{910198882}$ | SEL: SLS SW KEYDIRECTCONNT380-680 |  | \$6,538.00 | K | 31\% | \$4,511.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC SPECTRALOGIC |
| 5 | 100-100206-AM | SEL AS ProbeSW-024 Lic Mnth |  | \$23.08 | k | 31\% | \$15.93 | \$0.00 | \$ $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 000$ | \$0.00 | \$8000 | \$0.00 | RTUAL INSTRUMENTS |
| 5 | 100-100206-MM | SEL MA ProbeSW-024 Lic Month |  | \$32.94 | F1 | 2\% | \$32.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | RTUAL InSTRUMENTS |
| 5 | 100-100207-AM | SEL AS ProbeSW-032 Lic Mnth |  | \$30.77 | K | 31\% | \$21.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | RTUAL INSTRUMENTS |
| 5 | 100-100207-MM | SEL MA ProbeSW-032 Lic Month |  | \$42.35 | F1 | 2\% | \$41.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | RTUAL INSTRUMENTS |
| 5 | 100-100208-AM | SEL AS ProbeSW-192 Lic Mnth |  | \$190.77 | k | 31\% | \$131.63 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | RTUAL InSTRUMENTS |
| 5 | 100-100208-MM | SEL MA ProbeSW-192 Lic Month |  | \$257.65 | F1 | 2\% | \$252.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | RTUAL INSTRUMENTS |
| 5 | 100-100209-AM | SEL AS ProbeSW- 2566 Lic Mnth |  | \$255.38 | K | 31\% | \$176.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | RTUAL INSTRUMENTS |
| 5 | 100-100209-MM | SEL MA ProbeSW-256Lic Month |  | \$337.65 | F1 | 2\% | \$330.90 $\$ 23141$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | RTUAL INSTRUMENTS |
| 5 5 | 100-100210-AM $100-100210-\mathrm{MM}$ | SEL AS ProbeSW-336 Lic Mnth SEL MA ProbeSW-336 Lic Month |  | \$335.38 | K | 31\% | \$231.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | RTUAL INSTRUMENTS RTUAL INSTRUMENTS |
| 5 | 100-100211-AM | SEL AS ProbeSW-384 Lic Mnth |  | \$381.54 | k | 31\% | \$263.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | RTUAL INSTRUMENTS |
| 5 | 100-100211-MM | SEL MA ProbeSW-384 Lic Month |  | \$495.29 | F1 | 2\% | \$485.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | RTUAL InStruments |
| 5 | 100-100212-AM | SEL AS ProbeSW-528 Lic Mnth |  | \$526.15 | k | 31\% | \$363.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | RTUAL InSTRUMENTS |
| 5 | ${ }^{100-100212-M M ~}$ | SEL MA ProbeSW-528 Lic Month |  | \$667.06 | F1 | 2\% | \$653.72 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00R | RTUAL INSTRUMENTS |
| 5 | 100-100213 | SEL SW ProbeVM-001 SSphere Lic |  | \$1,644.62 | k | 31\% | \$1,134.79 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | RTUAL INSTRUMENTS |
| 5 5 | 100-100213-AM 100-100213-MM | SEL AS ProbeVM-001 Lic Mnth |  | \$12.31 | K F1 | 31\% | \$8.49 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | RTUAL INSTRUMENTS |
| 5 | 90949304 | SEL: TPK,LTO-M8,CUST,NCVR |  | \$1,564.00 | k | 31\% | \$1,079.16 | ${ }^{50.00}$ | ${ }_{\$ 0.00}$ | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949305 | SEL: FRU3592TERAPKNO MEDIA-COVER |  | \$395.00 | k | 31\% | \$272.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spectralogic |


| BAND | SKU | description | $\begin{gathered} \text { Model Sub } \\ \text { sku } \end{gathered}$ | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\left\|\begin{array}{c}\text { WTY UPG ENH TO } \\ \text { PS W/MC PREM } \\ \text { LP }\end{array}\right\|$ | wTY UPG BASIC TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | 90949314 | SEL: FRUMAINT TPKNO TAPES3592 |  | \$395.00 | K | 31\% | \$272.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949347 | SEL: TAPESTPKNO CVRCERTLTO-4 |  | \$515.00 | k | 31\% | \$355.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949348 | SEL: TAPESTPKNO CVRCUSTLTO-4 |  | \$515.00 | k | 31\% | \$355.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949350 | SEL: TAPESTPKNO CVRCUSTLTO-5 |  | \$489.00 | k | 31\% | \$337.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949351 | SEL: TAPES20 TPKSNO CVRCERTLTO4 |  | \$10,298.00 | k | 31\% | \$7,105.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949352 | SEL: TAPES20 TPKSNO CVRCUSTLTO4 |  | \$10,298.00 | k | 31\% | \$7,105.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949353 | SEL: TAPES20 TPKSNO CVRCERTLTO5 |  | \$9,755.00 | k | 31\% | \$6,730.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949354 | SEL: TAPES20 TPKSNO CVRCUSTLTO5 |  | \$9,755.00 | k | 31\% | \$6,730.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949367 | SEL: TPK,LTO-M8,CERT |  | \$1,572.00 | k | 31\% | \$1,084.68 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949371 | SEL: FRU,CABLES, T950,EXP, UPGRADE |  | \$1.00 | k | 31\% | \$0.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949372 | SEL: FRU,CABLES,T950,BULK,UPGRADE |  | \$1.00 |  | 31\% | \$0.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949374 | SEL: TAPESLTO5CUST10CASENOTPK |  | \$468.00 | k | 31\% | \$322.92 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Spectralogic |
| 5 | ${ }^{90949375}$ | SEL: TAPESLTO510CERTCASENOTPK |  | \$468.00 | k | 31\% | \$322.92 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949376 | SEL: TAPESLTO410CERTCASENOTPK |  | \$509.00 | k | 31\% | \$351.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949377 | SEL: TAPESLTO410CUSTCASENOTPK |  | \$509.00 | k | 31\% | \$351.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949382 | SEL: FRU,LTO-6,FC,FH,T950 |  | \$23,906.00 | k | 31\% | \$16,495.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | ${ }^{90949396}$ | SEL: TAPES,TTRAPACK,CERT,LTO-6 |  | \$723.00 | k | 31\% | \$498.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spectralogic |
| 5 | 90949397 90949407 | SEL: TAPES,TERAPACK,CUST,LTO-6 SEL- TAPES 20 TPKS NO CVR CuST.LTO6 |  | $\$ 723.00$ $\$ 1706500$ | K | 31\% | $\$ 498.87$ $\$ 1177485$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | SPECTRALOGIC |
| 5 | ${ }^{90949407}$ | SEL: TAPES, 20 TPRS,NO CVR,CUST,LTO6 |  | \$17,065.00 | k | 31\% | \$11,774.85 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949408 | SEL: TAPES,20,WO-TPK,CERT,LTO-6 |  | \$1,379.00 | K | 31\% | \$951.51 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949409 | SEL: TAPES,20,WO-TPK,CUST,LTO-6 |  | \$1,653.00 | K | 31\% | \$1,140.57 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 5 | 90949410 90949474 |  |  | $\$ 74.00$ $\$ 16.644 .00$ | K | 31\% | \$51.06 \$11,484.36 | $\$ 0.00$ 50.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPECTRALOGIC SPECTRALOGIC |
| 5 | 90949475 | SEL: TPS,20TPKS,NOCVR,CUST,LTO6,MP |  | \$16,644.00 | k | 31\% | \$11,484.36 | \$0.00 | \$0.00 | \$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 | k | 31\% | \$843.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949477 | SEL: TAPES,20,WO-TP,CUST,LTO-6,MP |  | \$1,612.00 | k | 31\% | \$1,112.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Spectralogic |
| 5 | 90949478 | SEL: FRU,TAPE,LTO-6,CERTIFIED,MP |  | \$83.00 | k | 31\% | \$57.27 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949479 | SEL: FRU,TAPE,LTO-6,CUSTOM,MP |  | \$83.00 | k | 31\% | \$57.27 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949480 | SEL: TPS,LTOG, $10 \mathrm{CER}, \mathrm{CASE}, \mathrm{NOTPK,MP}$ |  | \$823.00 | k | 31\% | \$567.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | ${ }^{909994978}$ | SEL: TPS,LTOG,CUS,10CASE,NOTPK,MP |  | \$823.00 | K | 31\% | \$567.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949488 | SEL: SLS,SW-KEY,Q1P-CON,T950 |  | \$6,538.00 | K | 31\% | \$4,511.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPECTRALOGIC |
| 5 5 | 90949489 90949497 | SEL: SLSSSW-KEY,QP-CON,TFIN SEL: RUUSTS |  | $\$ 6,538.00$ $\$ 26600$ | K | 31\% | \$4.511.22 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPECTRALOGIC |
| 5 | 90949497 90949538 |  |  | \$ $\begin{array}{r}\$ 266.00 \\ \$ 4.154 .00\end{array}$ | K | $31 \%$ $31 \%$ | \$ $\begin{array}{r}\text { \$183,54 }\end{array}$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPECTRALOGIC |
| 5 | 90949539 | SEL: FRU,IP CAMERA,GEN2,MED-FR,T950B |  | \$4,154.00 | k | 31\% | \$2,866.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949546 | SEL: FRU,PLATES,FOOT SYS |  | \$61.00 | k | 31\% | \$42.09 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949553 | SEL: FRULS SD CARD IND TFIN |  | \$1.00 | k | 31\% | \$0.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949554 | SEL: FRULS SD CARD IND T-SERIES |  | \$1.00 | k | 31\% | \$0.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949557 | SEL: T950/SECURE SITE |  | \$1.00 | k | 31\% | \$0.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949560 | SEL: FRU,TAPE, 3592 JD,CERT |  | \$529.00 | k | 31\% | \$365.01 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | SPECTRALOGIC |
| 5 | ${ }^{90949561}$ | SEL: FRU,TAPE,3592 JD,CUST |  | \$529.00 | k | 31\% | \$365.01 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | 90949576 90949578 | SEL: FRU, 5 -12V PWS,AN,ROHS SEL: FRU,RIM2,T950 |  | $\$ 3,877.00$ $\$ 12,462.00$ | K k | 31\% | $\$ 2,675.13$ $\$ 8,598.78$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPECTRALOGIC SPECTRALOGIC |
| 5 | 90949613 | SEL: TAPES,TERAPACK,CERT,LTO-7 |  | \$1,513.00 | K | 31\% | \$1,043.97 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949614 | SEL: TAPES,TERAPACK,CUST,LTO-7 |  | \$1,513.00 | k | 31\% | \$1,043.97 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949616 | SEL: FRU,LTO-7,FC,FH,IMPACT,T950 |  | \$18,292.00 | k | 31\% | \$12,621.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949635 | SEL: TPR,LTO-7,CERT,NCVR |  | \$1,505.00 | k | 31\% | \$1,038.45 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 5 | ${ }^{90949636}$ | SEL: TPK,LTO-7, CUST, NCVR |  | \$1,505.00 | K | 31\% | \$1,038.45 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | ${ }_{9} 90949642$ | SEL: TAPESS,LTO-7,CUST,CLAM20 |  | \$ \$2,956.00 | k | 31\% | \$ ${ }_{\text {\$2, } 2,0399.64}$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPECTRALOGIC |
| 5 | 90949739 | SEL: FRU24V POW SUPPAMPFUSEROHS |  | \$3,877.00 | k | 31\% | \$2,675.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949740 | SEL: FRU5-12V PWRSUP8AMPFUSEROH |  | \$3,877.00 | k | 31\% | \$2,675.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949743 | SEL: FRUN+1 PWR SUPPLIESROHS ONLY |  | \$9,138.00 | k | 31\% | \$6,305.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949746 | SEL: FRU,HP TRANSPORTER |  | \$32,692.00 | k | 31\% | \$22,557.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 5 | ${ }^{90949752}$ |  |  | $\$ 31,414.00$ $\$ 3126800$ | K | 31\% | \$21,675.66 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | SPECTRALOGIC SPECTRALOGIC |
| 5 | 90949753 9094785 | SEL: 20TPK,LTO-M8,CERT,NCVR |  | \$31,268.00 | K | $31 \%$ $31 \%$ | \$21,574.92 | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | SPECTRALOGIC |
| 5 | 90949793 | SEL: 20TPK,LTO-M8,CUST,NCVR |  | \$31,268.00 | k | 31\% | \$21,574.92 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949803 | SEL: FRU,UPG,SPECTRA LS,GEN IV |  | \$2,520.00 | k | 31\% | \$1,738.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949815 | SEL: TAPES,LTO-M8,CUST,CLAM20 |  | \$3,073.00 |  | 31\% | \$2,120.37 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | ${ }^{90999816}$ | SEL:FRU,TAPE,LTO-M8,CUST |  | \$156.00 | k | 31\% | \$107.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 5 | 90949817 90949818 | SEL: TAPES,LTO-M8,CERT,CASE10 SEL: TAPES,LTO-M8,CUST,CASE10 |  | \$1,546.00 | K | 31\% | \$1,066.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9.00 | \$0.00 | SPECTRALOGIC SPECTRALOGIC |
| 5 | 90949827 | SEL: FRU,TAPE,LTO-M8,CERT |  | \$156.00 |  | 31\% | \$107.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949828 | SEL: TAPES,LTO-M8,CERT,CLAM20 |  | \$3,073.00 | k | 31\% | \$2,120.37 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949863 | SEL:FRU,TS1160,DRIVE,FIBRE,IMPACT |  | \$46,385.00 |  | 31\% | \$32,005.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949875 | SEL: FRU,N+1 AN PWR SUPPLIES |  | \$9,138.00 | k | 31\% | \$6,305.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949878 | SEL: FRU,DUAL AC 2,16A |  | \$4,846.00 | k | 31\% | \$3,343.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 5 | 90949889 90956008 | SEL: TFINSECURE SITE |  | $\$ 1.00$ $\$ 27.00$ | k | 31\% | $\$ 0.69$ $\$ 18.63$ | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 000$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | SPECTRALOGIC SPECTRALOGIC |
| 5 | 90959017 | SEL: FRUTERAPACKNO MEDIAT120 |  | \$315.00 | k | 31\% | \$217.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$8.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90959200 | SEL: FRUTERAPACK STRG CONTNRT120 |  | \$266.00 | K | 31\% | \$183.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90959211 | SEL: FRUOBSERVATORY SOFTWARET120 |  | \$3,269.00 | k | 31\% | \$2,255.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90959226 | SEL: FRUN 1 POWER PACKROHS ONLY |  | \$2,769.00 | k | 31\% | \$1,910.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 5 | 90949411 90949413 | SEL: FRU,TAPE,LTO-6,CUSTOM SEL-TAPES,LTO6,CUST, $10 . C A S E$, |  | $\stackrel{\$ 85.00}{ }$ | K | $31 \%$ $31 \%$ | $\$ 59.34$ $\$ 586.50$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 5 | 90949413 9094943 | SEL: TAPES,LTO6,CUST, 10,CASE,NOTPK SEL: |  | $\$ 850.00$ $\$ 6,148.00$ | K | $31 \%$ $31 \%$ | \% $\begin{array}{r}\$ 586.50 \\ \$ 4,242.12\end{array}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPECTRALOGIC SPECTRALOGIC |
| 5 | 90949442 | SEL FRU,LTO-6,FC,FH,IMPACT |  | \$15,769.00 | k | 31\% | \$10,880.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | ${ }^{90949468}$ | SEL: TAPES,TERAPACK,CERT,LTO-6,MP |  | \$645.00 | k | 31\% | \$445.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
|  | 90949471 | SEL: TPS, TPK,NO CVR,CUST,LTO-6,MP |  | \$833.00 | k | 31\% | \$574.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |


| BAND | SKU | description | Model Sub sku sku | EMC LIST PRICE USD | category CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\begin{array}{\|l\|} \hline \text { WTY UPG ENH TO } \\ \text { PS W/MC PREM } \end{array}$ LP | wTY UPG BASIC TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | 90949473 | SEL: TAPES, 20 TPKS, CUST,LTO-6,MP |  | \$16,778.00 | K | 31\% | \$11,576.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90959229 | SEL: TAPESTERAPACKCERTLTO-4T120 |  | \$474.00 | k | 31\% | \$327.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SpECTRALOGIC |
| 5 | 90959230 | SEL: TAPESTERAPACKCUSTLTO-4T120 |  | \$474.00 | k | 31\% | \$327.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90959231 | SEL: TAPESTRPKCERTLTO4 WORMT 120 |  | \$716.00 | k | 31\% | \$494.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90959232 | SEL: TAPESTRPKCUSTLTO4 WORMT120 |  | \$716.00 | k | 31\% | \$494.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90959239 | SEL: FRUBLANK PLATEDRVHHSF |  | \$51.00 | k | 31\% | \$35.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Spectralogic |
| 5 | 90959248 | SEL: FRULTO-5HHSAST120 |  | \$15,773.00 | k | 31\% | \$10,883.37 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90959249 | SEL: TAPESTRPKCERTLTO5 WORMT 120 |  | \$514.00 | k | 31\% | \$354.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90959250 | SEL: TAPESTRPKCUSTLTOS WORMT120 |  | \$514.00 | k | 31\% | \$354.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | ${ }^{909592588}$ | SEL: TAPESTPKNOCVRCUSTLTOST 120 |  | \$443.00 | K | 31\% | \$307.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90959269 | SEL: TAPES,TPK,NOCVR,CUST,LTO6,T120 |  | \$739.00 |  | 31\% | \$509.91 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90959270 | SEL: TAPES,TRPK,CERT,LTO6 WORM,T120 |  | \$851.00 | k | 31\% | \$587.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90959271 | SEL: TAPES,TRPK,CUST,LTO6 WORM, 1120 |  | \$851.00 | K | 31\% | \$587.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90959272 | SEL: TAPES,TERAPACK,CERT,LTO-6,T120 |  | \$636.00 | k | 31\% | \$438.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | ${ }^{90959273}$ | SEL: TAPES,TERAPACK,CUST,LTT-6,T120 |  | \$636.00 | k | 31\% | \$438.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spectralogic |
| 5 | ${ }^{909959275}$ | SEL: TAPES,TPK,CUST,LTO-6,T120,MP |  | \$728.00 | K | 31\% | \$502.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spectralogic |
| 5 | ${ }^{909592777}$ | SEL: TPK,NOCVR,CUS,LTO6,T120,MP |  | \$721.00 | k | 31\% | \$497.49 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spectralogic |
| 5 | ${ }^{909592927}$ | SEL: TPK,LTO-7,CERT,120,NCVR |  | \$1,245.00 | K | 31\% | \$859.05 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | spectralogic |
| 5 | ${ }^{909593931}$ | SEL: TPK,LTO-7,CERT, 120 |  | \$1,252.00 | k | 31\% | \$863.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90959319 | SEL: TPK,LTO-M8,CERT, 120,NCVR |  | \$1,291.00 | k | 31\% | \$890.79 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | ${ }^{9095939320}$ | SEL: TPK,LTO-M8,CUST, 120,NCVR |  | \$1,291.00 | k | $31 \%$ $31 \%$ | \$890.79 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spectralogic |
| 5 5 | 90959321 | SEL: TPK,LTO-M8,CERT, 120 SEL: TPK,LTO-M884ST 120 |  | $\$ 1,299.00$ $\$ 129900$ | K | $31 \%$ $31 \%$ | $\$ 896.31$ $\$ 896.31$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | spectralogic |
| 5 | 90978105 | SEL: POWER SUPPLY,STACK |  | \$1,308.00 | k | 31\% | \$902.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Spectralogic |
| 5 | 90979426 | SEL: FRUOBSERVATORY SOFTWARET50 |  | \$2,615.00 | k | 31\% | \$1,804.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90979438 | SEL: T50,ENCRYPTION,PROFESSIONAL |  | \$6,538.00 | k | 31\% | \$4,511.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Spectralogic |
| 5 | 90979471 | SEL: FRUPOWER SUPPLYT50E |  | \$1,149.00 | k | 31\% | \$792.81 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90979473 | SEL: FRUSLOT CARTRIDGE SLEDT50E |  | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90979497 | SEL: FRULTO-5SASHHT50E |  | \$6,687.00 | k | 31\% | \$4,614.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90979531 | SEL: FRU,SLSSSOFTWARE,STACK |  | \$3,846.00 | K | 31\% | \$2,653.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90979535 | SEL: FRU,BLUEVIIION CAMERA, STACK |  | \$1,308.00 | K | 31\% | \$902.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90979536 | SEL: STACK ACTIVATION |  | \$2.00 | k | 31\% | \$1.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 100-100213-SM | SEL SS ESX-001 Host MSub |  | \$104.62 | k | 31\% | \$72.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | RTUAL INSTRUMENTS |
| 5 | 100-100214-AM | SEL AS ProbeVM-010 Lic Mnth |  | \$132.31 | K | 31\% | \$91.29 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | RTUAL INSTRUMENTS |
| 5 | 100-100214-MM 100-100215-AM | SEL MA ProbeVM-010 Lic Month SEL AS ProbeVM-050 Lic Mnth |  | \$214.12 | F1 | 2\% | $\$ 209.84$ $\$ 458.59$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | RTUAL INSTRUMENTS |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | 100-100215-AM $100-100215-\mathrm{MM}$ | SEL AS ProbeVM-050 Lic Mnth |  | \$ $\$ 1,064.62{ }^{\text {a }}$ | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~F} 1 \end{aligned}$ | $\begin{aligned} & 31 \% \\ & 2 \% \end{aligned}$ | - $\begin{array}{r}\text { \$458.59 } \\ \mathbf{1 1 , 0 2 7 . 2 8}\end{array}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | RTUAL INSTRUMENTS |
| 5 | 100-100216 | SEL SW ProbeVM-100 vSphere Lic |  | \$164,492.31 | k | 31\% | \$113,499.69 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | RTUAL InSTRUMENTS |
| 5 | 100-100216-AM | SEL AS ProbeVM-100 Lic Mnth |  | \$1,329.23 | K | 31\% | \$917.17 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ | RTUAL INSTRUMENTS |
| 5 | 100-100216-MM | SEL MA ProbeVM-100 Lic Month |  | \$1,885.88 | F1 | 2\% | \$1,848.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | rtual instruments |
| 5 | 100-100216-SM | SEL SS ESX-100 Host MSub |  | \$10,413.85 | k | 31\% | \$7,185.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 100-100217-AM | SEL AS ProbeVM-500 Lic Mnth |  | \$6,646.15 | K | 31\% | \$4,585.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | RTUAL INSTRUMENTS |
| 5 | 100-100217-MM | SEL MA ProbeVM-500 Lic Month |  | \$9,776.47 | F1 | 2\% | \$9,520.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | RTUAL INSTRUMENTS |
| 5 | 100-100288 | SEL HW TCV-008LFLFLL-57-RP Cass |  | \$1,827.69 | K | 31\% | \$1,261.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | RTUAL INSTRUMENTS |
| 5 | 100-100288-MM | SEL MA TCV-008LFLFLF-57-RP Month |  | \$21.18 | F1 | 2\% | \$20.76 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | RTUAL INSTRUMENTS |
| 5 | 100-100289-MM | SEL MA TCV-008LLLFLF-67-RP Month |  | \$21.18 $\$ 2.741 .54$ | F1 | 2\% | \$ $\begin{array}{r}\$ 20.76 \\ \$ 1.891 .66\end{array}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | RTUAL INSTRUMENTS |
| 5 | 100-100290-mm | SEL MA TCV-012LRLFLF-57-RP Month |  | \$31.76 | F1 | 2\% | \$31.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | RTUAL INSTRUMENTS |
| 5 | 100-100292 | SEL HW TCV-012MRLFLF-57-OB Cass |  | \$2,741.54 | k | 31\% | \$1,891.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | rtual instruments |
| 5 | 100-100292-MM | SEL MA TCV-012MRLFLF-57-OB Month |  | \$31.76 | F1 | 2\% | \$31.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 100-100293 | SEL HW TCV-024MRLFMR-57-OB Cass |  | \$5,483.08 | k | 31\% | \$3,783.33 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | RTUAL Instruments |
| 5 | 100-100293-MM | SEL MA TCV-024MRLFMR-57-OB Month |  | \$63.53 | F1 | 2\% | \$62.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 100-100294-MM | SEL MA TPP-016A-57 Month |  | \$82.35 | F1 | 2\% | \$80.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | 100-100295-MM | SEL MA TPP-016A-67 Month |  | \$82.35 | F1 | 2\% | \$80.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | RTUAL INSTRUMENTS |
| 5 | 100-100296-MM | SEL MA TPP-024B-57 Month |  | \$120.00 | F1 | 2\% | \$117.60 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 000$ | \$0.00 | \$0.00 | \$0.00 | RTUAL INSTRUMENTS |
| 5 | (100-100298-MM | SEL MA TPP-024C-57 Month |  | \$121.18 | F1 | 2\% | \$118.76 | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | RTUAL INSTRUMENTS |
| 5 | 100-100300 | SEL HW TPS-010F TCV TAP Shelf 10 |  | \$306.15 | k | 31\% | \$211.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | rtual instruments |
| 5 | 100-100300-MM | SEL MA TPS-010F Month |  | \$3.53 | F1 | 2\% | \$3.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | RTUAL INSTRUMENTS |
| 5 | 100-100301 | SEL HW TPS-010S TCV TAP Shelf 10 |  | \$207.69 | K | 31\% | \$143.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 100-100301-Mm | SEL MA TPS-010S Month |  | \$2.35 | F1 | 2\% | \$2.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | RTUAL InSTRUMENTS |
| 5 | 100-100302 | SEL PS SOS-4-IPM |  | \$83,529.00 | F1 | 2\% | \$81,858.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 100-100303 | SEL PS SOS-4-IPM Addtl Wk Onsite |  | \$42,941.00 | F1 | 2\% | \$42,082.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 100-100304 | SEL PS SOS-4-1-PM Addtl Wk Rem |  | \$299118.00 | F1 | ${ }^{2 \%}$ | \$28.535.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 5 | 100-100308 | SEL PS PAK Addtl Wk Onsite |  | \$14,412.00 | F1 | 2\% | \$14,123.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | rtual instruments |
| 5 | $100-100309$ $100-100310$ | SEL PS Infrastrctr Perf Assessment (IPA) |  | \$257,059.00 | F1 | 2\% | \$555,917.82 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | RTUAL INSTRUMENTS |
| 5 | 100-100311 | SEL PS IPA Addtl Wk Rem |  | \$19,412.00 | F1 | 2\% | \$19,023.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | tual instruments |
| 5 | 100-100312 | SEL PS Baseline ProbeSW-FC8 |  | \$28,824.00 | F1 | 2\% | \$28,247.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 100-100313 | SEL PS Baseline ProbeSW |  | \$19,118.00 | F1 | ${ }^{2 \%}$ | \$18,735.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | RTUAL INSTRUMENTS |
| 5 | 100-100346-Mm | SEL MA ProbeFC8 MM Month |  | \$423.53 | F1 | 2\% | \$415.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | RTUAL InSTRUMENTS |
| 5 | 100-100402 | SELPS SOS-4-PM Adv |  | \$118,235.00 | F1 | 2\% | \$115,870.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | ${ }^{100-100408-M M}$ | SEL MA TCV-012LFLFMR-57-RP Month |  | \$31.76 | F1 | 2\% | \$31.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | RUAL INSTRUMENTS |
| 5 | 100-100426-MM | SEL MA TPP-024-57 Month |  | \$121.18 | F1 | 2\% | \$118.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | RTUAL INSTRUMENTS |
| 5 | 100-100602-AM | SEL AS ProbeFC8-0802 Lic Mnth |  | \$169.23 | K | 31\% | \$116.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | RTUAL INSTRUMENTS |
| 5 | 100-100602-MM | SEL MA FC8-0802 Lic Month |  | \$247.06 | F1 | 2\% | \$242.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | RTUAL INSTRUMENTS |
| 5 | 100-100603-AM | SEL AS ProbeFC8-0808 Lic Mnth |  | \$669.23 | K | 31\% | \$461.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | RTUAL INSTRUMENTS |
| 5 5 | 100-100603-MM | SEL MA FC8-0808 Lic Month |  | \$988.24 |  | 2\% | \$968.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | RTUAL INSTRUMENTS |
| 5 | 100-100617-MM | SEL MA ProbeSWAG-24 Lic Month |  | \$16.47 | F1 | 2\% | \$16.14 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL InSTRUMENTS |


| BAND | SKU | description | $\begin{aligned} & \text { Model Sub } \\ & \text { ckil } \end{aligned}$ sku | EMC LIST PRICE USD | category CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\left\|\begin{array}{c}\text { WTY UPG ENH TO } \\ \text { PS W/MC PREM } \\ \text { LP }\end{array}\right\|$ | WTY UPG BASIC TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | 100-100618-AM | SEL AS ProbeSWAG-192 Lic Mnth |  | \$30.77 | K | 31\% | \$21.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | tual instruments |
| 5 | 100-100618-MM | SEL MA ProbeSWAG-192 Lic Month |  | \$128.24 | F1 | 2\% | \$125.68 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | tual instruments |
| 5 | 100-100619-AM | SEL AS ProbeSWAG-528 Lic Mnth |  | \$87.69 | K | 31\% | \$60.51 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | tual instruments |
| 5 | 100-100619-MM | SEL MA ProbeSWAG-528 Lic Month |  | \$334.12 | F1 | 2\% | \$327.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.0 | tual instruments |
| 5 | 100-100695-Mm | SEL MA FC8-0402 Lic Month |  | \$211.76 | F1 | 2\% | \$207.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | tual instruments |
| 5 | 100-100696-MM | SEL MA FC8-0408 Lic Month |  | \$829.41 | F1 | 2\% | \$812.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | tual instruments |
| 5 | 100-100744-MM | SEL MA ProbeFC8 MM R Month |  | \$423.53 | F1 | 2\% | \$415.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.0 | tual instruments |
| 5 | 100-100842-MM | SEL MA ProbeFC8 SM R Month |  | \$458.82 | F1 | 2\% | \$449.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL INSTRUMENTS |
| 5 | 100-100843-MM | SEL MA ProbeFC8 SM Month |  | \$458.82 | F1 | 2\% | \$449.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL INSTRUMENTS |
| 5 | ${ }^{100-100848-M M}$ | SEL MA TCH-048LFLFMR-57-RP Month |  | \$154.12 | F1 | 2\% | \$151.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$0.0 | TUAL INSTRUMENTS |
| 5 | 100-100851-MM | SEL MA TCV-024FFFFFF-57-TE Month |  | \$63.53 | F1 | 2\% | \$62.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL InSTRUMENTS |
| 5 | 100-100852-MM | SEL MA TCC-024LRLFMR-57-RP Month |  | \$63.53 | F1 | 2\% | \$62.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.0 | TUAL INSTRUMENTS |
| 5 | 100-101048 | SEL HW 51515 A 15 |  | \$66.15 | k | 31\% | \$45.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | tUAL INSTRUMENTS |
| 5 | 100-101049 | SEL HW 52020 A 15 |  | \$98.46 | k | 31\% | \$67.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | tUAL INSTRUMENTS |
| 5 | 100-101050 | SELHW 62020 A 15 |  | \$90.77 | k | 31\% | \$62.63 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.0 | TUAL INSTRUMENTS |
| 5 | 100-101051 | SEL HW 61515 15 15 |  | \$90.77 | K | 31\% | \$62.63 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL INSTRUMENTS |
| 5 | 100-101052 | SEL HW $51518 \times 2$ |  | \$11.00 | k | 31\% | \$7.59 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | tual instruments |
| 5 | 100-101053 | SEL HW $5156 \times 2$ |  | \$17.00 | K | 31\% | \$11.73 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | \$0.0 | TUAL INSTRUMENTS |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | 100-101054 100-101055 | SEL HW C14 $6 \times 2$ <br> SEL HW C14 $18 \times 2$ |  | $\begin{aligned} & \$ 24.62 \\ & \$ 14.00 \end{aligned}$ | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~K} \end{aligned}$ | $\begin{aligned} & 31 \% \\ & 31 \% \end{aligned}$ | $\begin{gathered} \$ 16.99 \\ \$ 9.66 \end{gathered}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.0$ $\$ 0.0$ | TUAL INSTRUMENTS TUAL INSTRUMENTS |
| 5 | 100-101056 | SEL HW CEE77 $2 \times 2$ |  | \$21.54 | k | 31\% | \$14.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.0 | tual instruments |
| 5 | 100-101057 | SEL HW $13632 \times 2$ |  | \$32.31 | K | 31\% | \$22.29 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL INSTRUMENTS |
| 5 | 100-101058 | SEL HW C14 $3 \times 2$ |  | \$17.00 | k | 31\% | \$11.73 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | tual instruments |
| 5 | 100-101231-MM | SEL MA ProbefC8-HD MM Month |  | \$600.00 | F1 | 2\% | \$588.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.0 | TUAL INSTRUMENTS |
| 5 | 100-101281 | SEL HW Fiblns CIT Kit MPO Addon |  | \$4,818.46 | K | 31\% | \$3,324.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL INSTRUMENTS |
| 5 | 100-101309 | SEL HW Fiblns CIT Kit Refill |  | \$2,409.23 | k | 31\% | \$1,662.37 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL INSTRUMENTS |
| 5 | ${ }^{100-101310}$ | SEL HW Fiblns CIT MPO Refill |  | \$581.54 | F1 | 31\% | \$401.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.0 | TUAL INSTRUMENTS |
| 5 | ${ }^{100-101321-M M}$ | SEL MA ProbeFC8-HD SM Month |  | \$662.35 | F1 | 2\% | \$649.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL INSTRUMENTS |
| 5 | 100-101343-AM $100-101343-\mathrm{MM}$ | SEL AS ProbeFC8-0816 Lic Mnth |  | \$923.08 | K F1 | 31\% | \$636.93 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.0 | TUAL INSTRUMENTS |
| 5 | 100-101348 | SEL HW C14 15A 15 |  | \$115.38 | k | 31\% | \$1,379.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL InSTRUMENTS |
| 5 | 100-101377-MM | SEL MA TCV-012MRLRLF-57-UP Month |  | \$31.76 | F1 | 2\% | \$31.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.0 | TUAL INSTRUMENTS |
| 5 | ${ }^{100-101426-M M}$ | SEL MA TCV-024MRMRLF-57-UP Month |  | \$63.53 | F1 | 2\% | \$62.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL INSTRUMENTS |
| 5 | ${ }^{100-101545-M M}$ | SEL MA TCV-012LRLFLF-52-RP Month |  | \$31.76 | F1 | 2\% | \$31.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL INSTRUMENTS |
| 5 | 100-101570 | SEL HW Fiblns Cass Refill |  | \$664.62 | k | 31\% | \$458.59 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.0 | TUAL INSTRUMENTS |
| 5 | 100-101571 | SEL HW Fiblns MPO Cass Refill |  | \$747.69 | K | 31\% | \$515.91 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL INSTRUMENTS |
| 5 | 100-101753-mm | SEL MA VW Srvr Ent DR Lic Month |  | \$247.06 | F1 | 2\% | \$242.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | tual instruments |
| 5 | 100-101804-Mм | SEL MA ProbeFC8-HD48 MM Month |  | \$1,829.41 | F1 | 2\% | \$1,792.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.0 | tual instruments |
| 5 | 100-101854 | SEL HW Fiblns CIT Adv Kit |  | \$22,563.08 | K | 31\% | \$15,568.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL INSTRUMENTS |
| 5 | 100-101855 | SEL HW C206 $\times 2$ |  | \$32.31 | k | 31\% | \$22.29 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL INSTRUMENTS |
| 5 | ${ }^{100-101925}$ | SEL HW TCV-012MRLFLF-57-EB Cass |  | \$2,741.54 | K | 31\% | \$1,8911.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.0 | TUAL INSTRUMENTS |
| 5 5 | 100-101925-MM <br> 100-101929-MM | SEL MA TCV-012MRLFLF-57-EB Month SEL MA TCV-024MFMFFF-57-PO Month |  | $\begin{aligned} & \$ 1.76 \\ & \$ 63.53 \end{aligned}$ | $\begin{aligned} & F_{1} \\ & \text { F1 } \end{aligned}$ | $\begin{aligned} & 2 \% \\ & 2 \% \\ & 2 \% \end{aligned}$ | $\$ 31.12$ $\$ 62.26$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 80.00$ |  | tUAL INSTRUMENTS |
| 5 | 100-101930-Mm | SEL MA TCV-012LRLRLF-57-RP Month |  | \$31.76 | F1 | 2\% | \$31.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.0 | tual instruments |
| 5 | 100-102043-MМ | SEL MA ProbeFC8-HD48 SM Month |  | \$2,001.18 | F1 | 2\% | \$1,961.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL INSTRUMENTS |
| 5 | ${ }^{100-102044}$ | SEL HW ProbeFC8-HD48 FRU Fan |  | \$1,115.00 | K | 31\% | \$769.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL INSTRUMENTS |
| 5 | ${ }^{100-102045}$ | SEL HW ProbefC 8 -HD488 FRU Pwr Sup |  | \$923.00 | K | $31 \%$ $31 \%$ | \$636.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |  |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | 100-102046-AM | SEL AS ProbeFC8-0848 Lic Mnth |  | $\$ 1,923.08$ $\$ 3,010.59$ | K | 31\% | $\$ 1,326.93$ $\$ 2.950 .38$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | TUAL INSTRUMENTS |
| 5 | 100-102048-MM | SEL MA TCV-024MRFRLF-57-UP Month |  | \$63.53 | F1 | 2\% | \$ ${ }^{\text {S62.26 }}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL INSTRUMENTS |
| 5 | 100-102064 | SEL HW TCV-024MRLFMR-57-EB Cass |  | \$5,483.08 | K | 31\% | \$3,783.33 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | tual instruments |
| 5 | 100-102064-MM | SEL MA TCV-024MRLFMR-57-EB Month |  | \$63.53 | F1 | 2\% | \$62.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.0 | TUAL INSTRUMENTS |
| 5 | 100-102065-AM | SEL AS ProbeFC8-0824 Lic Mnth |  | \$1,223.08 | K | 31\% | \$843.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL INSTRUMENTS |
| 5 | 100-102065-MM | SEL MA FC8HD48-0824 Lic Month |  | \$1,943.53 | F1 | 2\% | \$1,904.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | tual instruments |
| 5 | - $100-102069-\mathrm{MM}$ | SEL MA Plitrm Appl 4210 Month |  | \$ $\begin{array}{r}\$ 742.35 \\ \$ 7307692\end{array}$ | F1 | 2\% | $\$ 727.50$ $\$ 50.42307$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.0 | TUAL INSTRUMENTS |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | 100-102070 <br> 100-102070-MM | SEL SW VWisdom Mgmt Ent Ed |  | $\$ 73,076.92$ $\$ 837.65$ | $\begin{aligned} & k \\ & \text { F1 } \end{aligned}$ | $31 \%$ $2 \%$ | $\$ 50,423.07$ $\$ 820.90$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.0$ $\$ 0.0$ | TUAL INSTRUMENTS |
| 5 | 100-102070-SM | SEL SS VW Mgmt Ent MSub |  | \$3,830.77 | k | 31\% | \$2,643.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | tual instruments |
| 5 | 100-102071 | SEL SWW VWisdom Mgmt Virt Ed |  | \$38,461.54 | F1 | 31\% | \$26,538.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL INSTRUMENTS |
| 5 | 100-102071-MM | SEL MA VW Mgmt Virt Ed Month |  | \$456.47 | F1 | 2\% | \$447.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL INSTRUMENTS |
| 5 | 100-102071-SM | SEL SS VW Mgmt Virt MSub |  | \$2,089.23 | K | 31\% | $\$ 1,441.57$ $\$ 2547693$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL INSTRUMENTS |
| 5 5 | 100-102072 $100-102072-\mathrm{MM}$ | SEL SWW V Wisdom Mgmt Ent DR Ed |  | S $\substack{\text { S6,923.08 } \\ \$ 418.82}$ | K1 | 31\% | \$25,476.93 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | \$0.00 | $\$ 0.00$ $\$ 000$ | \$0.0 | tual instruments |
| 5 | 100-102073 | SEL HW PA 4210 FRU PS |  | \$538.00 | k | 31\% | \$371.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL INSTRUMENTS |
| 5 | 100-102074 | SEL HW PA 4210 FRU Data Drv 1TB |  | \$346.00 | k | 31\% | \$238.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | tual instruments |
| 5 | 100-102075 | SEL HW PA 4210 FRU Sys Drv 80GB |  | \$385.00 | k | 31\% | \$265.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.0 | TUAL INSTRUMENTS |
| 5 | 100-102076 | SEL HW PA 4210 Shlw Mnt Kit |  | \$115.00 | K | 31\% | \$79.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.0 | TUAL INSTRUMENTS |
| 5 | 100-102077 | SEL HW PA 4210 FRU Bezel/Keys |  | \$69.00 | K | 31\% | \$47.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL INSTRUMENTS |
| 5 5 | 100-102091-MM $100-102092-\mathrm{MM}$ | SEL MA ProbeFC8-HD Chass Mnth |  | ( $\begin{array}{r}\text { \$458.82 } \\ \$ 1.371 .76 \\ \hline\end{array}$ | F1 | 2\% | \% $\begin{array}{r}\text { \$449.64 } \\ \$ 1.344 .32\end{array}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.0 | tual instruments |
| 5 | $\begin{aligned} & \text { 100-102092-MM } \\ & 100-102094 \end{aligned}$ | SEL MA ProbefC8-HD48 Chass Mnth SEL HW ProbeFC8-HD48 Recess Mnt |  | $\$ 1,371.76$ $\$ 332.31$ | F1 k | 2\% | $\$ 1,344.32$ $\$ 229.29$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.0$ $\$ 0.0$ | TUAL INSTRUMENTS TUAL INSTRUMENTS |
| 5 | 100-102267 | SEL SW ProbeSW-010 Port Lic |  | \$1,230.77 |  | 31\% | \$849.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.0 | TUAL INSTRUMENTS |
| 5 | ${ }^{100-102267-A M ~}$ | SEL AS ProbesW-010 Lic Mnth |  | \$9.23 | K | 31\% | \$6.37 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL INSTRUMENTS |
| 5 | 100-102267-MM | SEL MA ProbeSW-010 Lic Month |  | \$14.12 | F1 | 2\% | \$13.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL INSTRUMENTS |
| 5 | 100-102267-SM | SEL SS FCSW-010 Port MSub |  | \$80.00 | K | 31\% | \$55.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.0 | TUAL INSTRUMENTS |
| 5 | 100-102268 | SEL SW ProbesW-100 Port Lic |  | \$12,307.69 | K | 31\% | \$8,492.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.0 | TUAL INSTRUMENTS |
| 5 | 100-102268-AM | SEL AS ProbeSW-100 Lic Mnth |  | \$98.46 | K | 31\% | \$67.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL INSTRUMENTS |
| 5 | 100-102268-MM $100-102268-\mathrm{SM}$ | SEL MA ProbeSW-100 Lic Month SEL SS FCSW-100 Port MSub |  | \$140.00 $\$ 780.00$ | F1 K | $2 \%$ $31 \%$ | \$ ${ }^{\mathbf{1} 137.20} \mathbf{\$ 5 8 8 . 2 0}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.0 | TUAL INSTRUMMENTS |
| 5 | 100-102269 | SEL SW ProbeSWAG-010 Port Lic |  | \$615.38 | k | 31\% | \$424.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL INSTRUMENTS |


| BAND | SKU | description | Model Sub sku | EMC LIST PRICE USD | category CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT <br> PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | WTY UPG ENH TO <br> PS WIMC PREM <br> LP | WTY UPG BASIC TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | 100-102269-AM | SEL AS ProbeSWAG-010 Lic Mnth |  | \$1.54 | K | 31\% | \$1.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | tual instruments |
| 5 | 100-102269-MM | SEL MA ProbeSWAG-010 Lic Month |  | \$7.06 | F1 | 2\% | \$6.92 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | tual instruments |
| 5 | 100-102270 | SEL SW ProbeSWAG-100 Port Lic |  | \$6,153.85 | k | 31\% | \$4,246.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | tual instruments |
| 5 | 100-102270-AM | SEL AS ProbeSWAG-100 Lic Mnth |  | \$15.38 |  | 31\% | \$10.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 100-102270-Mm | SEL MA ProbeSWAG-100 Lic Month |  | \$70.59 | F1 | 2\% | \$69.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | tual instruments |
| 5 | 100-102271 | SEL SW ProbeNTAP-001 Node Lic |  | \$1,910.77 | k | 31\% | \$1,318.43 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | tual instruments |
| 5 | 100-102271-AM | SEL AS ProbeNTAP-001 Lic Mnth |  | \$13.85 | k | 31\% | \$9.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | ${ }^{100-102271-M M}$ | SEL MA ProbeNTAP-001 Lic Month |  | \$22.35 | F1 | 2\% | \$21.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL INSTR UMENTS |
| 5 | 100-102271-SM | SEL SS NTAP-001 Node MSub |  | \$121.54 | k | 31\% | \$83.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL InStruments |
| 5 | 100-102272 | SEL SW ProbeNTAP-100 Node Lic |  | \$191,076.92 | k | 31\% | \$131,843.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 100-102272-AM | SEL AS ProbeNTAP-100 Lic Mnth |  | \$1,495.38 | k | 31\% | \$1,031.81 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL InStruments |
| 5 | 100-102272-MM | SEL MA ProbenTAP-100 Lic Month |  | \$2,191.76 | F1 | 2\% | \$2,147.92 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 100-102272-SM | SEL SS NTAP-100 Node MSub |  | \$12,030.77 | k | 31\% | \$8,301.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | tual instruments |
| 5 | 100-102297 | SEL HW C---T Digital Probe |  | \$4,178.46 | k | 31\% | \$2,883.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | VIRTUAL Instru |
| 5 | 100-102301 | SEL HW PA 4210 Std Mnt Kit |  | \$115.00 | k | 31\% | \$79.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 100-102341 | SEL HW TCV Blank Plate Kit $\times 3$ |  | \$41.54 | k | $31 \%$ $31 \%$ | ${ }_{\text {¢ }}{ }^{\$ 288.66}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL INSTR UMENTS |
| 5 | 100-102375 | SEL HW ProbeFC-16G-24 Chass |  | \$83,076.92 | K | 31\% | \$57,323.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL INSTRUMENTS |
| 5 | $100-102375-\mathrm{MM}$ $100-102389$ | SEL MA ProbeFC-16G24 Chass Mnth |  | $\$ 952.94$ $\$ 28.23500$ | F1 | 2\% | $\$ 933.88$ $\$ 27670.30$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | TUAL INSTRUMENTS |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | 100-102389 100-102390 | SEL PS Expert Svcs 5 Days Onsite SEL PS Expert Svcs 20 Days Onsite |  | \$28,235.00 $\$ 88,235.00$ | $\begin{aligned} & F_{1} \\ & F_{1} \end{aligned}$ | $\begin{aligned} & 2 \% \\ & 2 \% \\ & 2 \% \end{aligned}$ | \$27,670.30 \$86,470.30 | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 00 \\ & \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | TUAL INSTRUMENTS TUAL INSTRUMENTS |
| 5 | 100-102455 | SEL HW ProbeFC8/All Shliw Mnt Kit |  | \$115.00 | k | 31\% | \$79.35 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 100-102456 | SEL HW ProbeFC8/All Std Mnt Kit |  | \$115.00 | k | 31\% | \$79.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL InStruments |
| 5 | 100-102457 | SEL HW ProbeFC8/All Rk Adpt 1 U35 |  | \$115.00 | k | 31\% | \$79.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | tual instruments |
| 5 | 100-102458 | SEL HW PA-4210 Rk Adpt 2 U35 |  | \$115.00 | k | 31\% | \$79.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL InStruments |
| 5 | 100-102460 | SEL PS Expert Svcs 5 Days Remote |  | \$15,882.00 | F1 | 2\% | \$15,564.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL INSTRUMENTS |
| 5 | 100-102461 | SEL PS Expert Svcs 20 Days Remote |  | \$58,824.00 | F1 | 2\% | \$57,647.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL InStruments |
| 5 | 100-102490 | SEL HW TCV-008LFLFLF-58-RP Cass |  | \$1,993.85 | k | 31\% | \$1,375.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL InStruments |
| 5 | 100-102490-MM | SEL MA TCV-008LFLFLF-58-RP Month |  | \$22.35 | F1 | 2\% | \$21.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL INSTRUMENTS |
| 5 | 100-102491 | SEL HW TCV-012LRLFLF-58-RP Cass |  | \$2,990.77 | k | 31\% | \$2,063.63 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | tual instruments |
| 5 | 100-102491-MM | SEL MA TCV-012LRLFLF-58-RP Month |  | \$34.12 | F1 | 2\% | \$153.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | ${ }^{100-102500}$ | SEL HW TCV-012LRLFLF-97-RP Cass |  | \$2,341.54 | K | 31\% | \$1,615.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL INSTRUMENTS |
| 5 5 | 100-102500-MM | SEL MA TCV-012LRLFLF-97 Month SEL HW SFP 4-Link Kit 8G MM HS |  | $\$ 25.88$ S3238 | F1 | 2\% | \$25.36 $\$ 2.292 .93$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | TUAL INSTRUMENTS |
| 5 | 100-102579-MM | SEL MA SFP 4-Link Kiit 8 G MM Mnth |  | \$3,323.08 | F1 | 2\% | \$2,292.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL INSTRUMENTS |
| 5 | 100-102580 | SEL HW SFP 4-Link Kit 8 CGM SR |  | \$4,652.31 | k | 31\% | \$3,210.09 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | ${ }^{100-102580-M M}$ | SEL MA SFP 4-Link Kit 8 G SM Mnth |  | \$52.94 | F1 | 2\% | \$51.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL INSTRUMENTS |
| 5 | 100-102581 | SEL SW Link Lic 8 4 4-Link Kit |  | \$26,584.62 | k | 31\% | \$18,343.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | tual instruments |
| 5 | 100-102581-AM | SEL AS LnkLic 8 C 4Lnk Kit Mnth |  | \$198.46 | K | 31\% | \$136.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL InStruments |
| 5 | ${ }^{100-102581-M M}$ | SEL MA LnkLic 8 CG 4 -Link Kit Mnth |  | \$304.71 | F1 | 2\% | \$298.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL INSTRUMENTS |
| 5 | 100-102581-SM | SEL SS ProbeFC 8 C 4Lnk MSub |  | \$1,661.54 | k | 31\% | \$1,146.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | tual instruments |
| 5 | 100-102582 | SEL SW Link Lic 8 G Full FC8-HD48 |  | \$219,323.08 | k | 31\% | \$151,332.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 100-102582-AM | SEL AS LnkLic 8 G FC8-HD48 Mnth |  | \$2,076.92 | k | 31\% | \$1,433.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL INSTRUMENTS |
| 5 | 100-102582-MM | SEL MA LnkLic $8 \mathrm{GFC8} 8$-HD48 Mnth |  | \$2,515.29 | F1 | 2\% | \$2,464.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL InSTRUMENTS |
| 5 | 100-102582-SM | SEL SS ProbefC 8G48Lnk MSub |  | \$14,295.38 | K | $31 \%$ $31 \%$ | $\$ 9,863.81$ $\$ 7.520$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | tual instruments |
| 5 | 100-102583 | SEL SW Link Lic 8G Full FC16G24 SEL AS LnkLic 8G FC16G24 Mnth |  | \$108,000.00 | K | 31\% | \$74,520.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \\ & \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ |  | TUAL INSTRUMENTS |
| 5 | 100-102583-MM | SEL MA LnkLic $8 \mathrm{CFC1} 16624 \mathrm{Mnth}$ |  | $\$ 1,195.38$ $\$ 1,238.82$ | F1 | 2\% | \$1,214.04 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$80.00 | \$0.00 $\$ 0.00$ | \$ $\$ 0.00$ | \$0.00 | ${ }_{\$ 0.00}$ | TUAL INSTRUMENTS |
| 5 | 100-102583-SM | SEL SS ProbeFC 8G24Lnk MSub |  | \$7,273.85 | k | 31\% | \$5,018.96 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | tual instruments |
|  | 100-102584 | SEL SW Link Lic 8 G Full FC8-HD |  | \$86,153.85 | k | 31\% | \$59,446.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 100-102584-AM | SEL AS LnkLic 8 G FC8-HD Mnth |  | \$738.46 | K | 31\% | \$509.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 100-102584-MM | SEL MA LnkLic 8 G FC8-HD Mnth |  | \$988.24 | F1 | 2\% | \$968.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL INSTRUMENTS |
| 5 | 100-102595- $100-102595-A M$ | SEL SW Link Lic 16G 4-Link Kit |  | \$39,876.92 | K | $31 \%$ $31 \%$ | \$27.515.07 \$182.59 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | tUAL INSTRUMENTS tual instruments |
| 5 | 100-102595-AM 100-102595-MM | SEL AS LnkLic 16G 4Lnk Kit Mnth SEL MA LnkLic 16G 4Link Kit Mnth |  | $\begin{aligned} & \$ 264.62 \\ & \$ 456.47 \end{aligned}$ | $\begin{aligned} & K \\ & F 1 \end{aligned}$ | $\begin{aligned} & 31 \% \\ & 2 \% \end{aligned}$ | \$182.59 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | TUAL INSTRUMENTS TUAL INSTRUMENTS |
| 5 | 100-102595-SM | SEL SS ProbeFC 16G 4Lnk MSub |  | \$2,447.69 | k | 31\% | \$1,688.91 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 100-102596 | SEL SW Link Lic 16 G Fullic 16 G 24 |  | \$149,538.46 | k | 31\% | \$103,181.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL InSTRUMENTS |
| 5 | 100-102596-AM | SEL AS LnkLic 16G FC16G24 Mnth |  | \$1,593.85 | k | 31\% | \$1,099.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL InSTRUMENTS |
| 5 | 100-102596-Mm | SEL MA LnkLic 16G FC16G24 Mnth |  | \$1,715.29 | F1 | 2\% | \$1,680.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL InSTRUMENTS |
| 5 | 100-102596-SM | SEL SS ProbeFC 16G24Lnk MSub |  | \$9,987.69 | K | 31\% | \$6,891.51 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 100-102614 | SEL HW SFP 4-Link Kit 16 G MM UHS |  | \$6,646.15 | K | 31\% | \$4,585.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 100-102614-MM | SEL MA SFP 4-Link Kit 16 GMM Mnth |  | \$75.29 | F1 | 2\% | \$ $\begin{array}{r}\text { \$73.78 } \\ \$ 5.503\end{array}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 |  |
| 5 5 | 100-102615 <br> 100-102615-MM | SEL HW SFP 4-Link Kit 16G SM SR SEL MA SFP 4-Link Kit 16GSM Mnth |  | $\$ 7,975.38$ $\$ 90.59$ | K F1 | $31 \%$ $2 \%$ | $\$ 5,503.01$ $\$ 88.78$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | TUAL INSTRUMENTS TUAL INSTRUMENTS |
| 5 | 100-102618 | SEL HW SFP 16GFC 1310NM SM LR |  | \$922.00 | k | 31\% | \$636.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL InSTRUMENTS |
| 5 | 100-102618-MM | SEL MA SFP 16GFC 1310NM SM Mnth |  | \$10.59 | F1 | 2\% | \$10.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 100-102619 | SEL HW TCV-012MRLFLF-58-EB |  | \$3,073.85 | K | 31\% | \$2,120.96 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 100-102619-MM | SEL MA TCV-012MRLFLF-58-EB Month |  | \$35.29 | F1 | 2\% | \$34.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | \$0.00 | TUAL INSTRUMENTS |
| 5 | 100-102620 | SEL HW TCV-012MRLFLF-58-OB SEL MA TCV-012MRLFLF-58-OB Month |  | \$3,073.85 | K | 31\% | \$2,120.96 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 5 | 100-102620-MM $100-102621-\mathrm{MM}$ | SEL MA TCV-012MRLFLF-58-OB Month SEL MA TCV-024MRLFMR-58-EB Month |  | ${ }_{\$ 69.41}^{\$ 35.29}$ | F1 F1 | 2\% | ${ }_{\$ 68.02}$ | \$9.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | ${ }_{\text {So }}^{50.00}$ | TUAL INSTRUMENTS |
| 5 | 100-102622-MM | SEL MA TCV-024MRLFMR-58-OB Month |  | \$69.41 | F1 | 2\% | \$68.02 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 100-102624 | SEL 50 OM4MMLC 2M |  | \$93.85 | k | 31\% | \$64.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 100-102625 | SEL 50 OM4MMLC 3M |  | \$98.46 | K | 31\% | \$67.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 100-102626 | SEL 50 OM4MMLC 5M |  | \$109.23 | k | 31\% | \$75.37 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL INSTRUMENTS |
| 5 | 100-102627 |  |  | \$138.46 | K | 31\% | \$995.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 100-102645-AM | SEL AS ProbeVM-001 Hyper-V Mnth |  | \$883.85 | K | 31\% | \$ $\$ 4.24$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | tual instruments |
| 5 | 100-102645-MM | SEL MA ProbeVM-001 Hyper-V Lic1M |  | \$8.24 | F1 | 2\% | \$8.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 100-102645-SM | SEL SS HyperV-001 Host MSub |  | \$50.77 | K | 31\% | \$35.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 100-102646 | SEL SW ProbeVM-100 HyperV Lic |  | \$81,415.38 |  | 31\% | \$56,176.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL INSTRUMENTS |


| BAND | SKU | description | Model Sub sku | EMC LIST PRICE USD | category CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT <br> PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | WTY UPG ENH TO <br> PS WIMC PREM <br> LP | WTY UPG BASIC TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | 100-102646-AM | SEL AS ProbeVM-100 Hyper-V Mnth |  | \$664.62 | K | 31\% | \$458.59 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | tual instruments |
| 5 | 100-102646-MM | SEL MA ProbeVM-100 Hyper-V Lic1M |  | \$932.94 | F1 | 2\% | \$914.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | tual instruments |
| 5 | 100-102646-SM | SEL SS HyperV-100 Host MSub |  | \$5,163.08 | k | 31\% | \$3,562.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | tual instruments |
| 5 | 100-102647 | SEL SW ProbeVM-001 PowerVM Lic |  | \$821.54 | k | 31\% | \$566.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.0 | tual instruments |
| 5 | 100-102647-AM | SEL AS ProbeVM-001 PowerVM Mnth |  | \$6.15 | k | 31\% | \$4.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | tual instruments |
| 5 | 100-102647-MM | SEL MA ProbeVM-001 PowerVM Lic1M |  | \$8.24 | F1 | 2\% | \$8.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | tual instruments |
| 5 | 100-102647-SM | SEL SS PowerVM-001 Core MSub |  | \$50.77 | k | 31\% | \$35.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.0 | tual instruments |
| 5 | 100-102648 | SEL SW ProbeVM-100 PowerVM Lic |  | \$82,246.15 | k | 31\% | \$56,749.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | tual instruments |
| 5 | 100-102648-AM | SEL AS ProbeVM-100 PowerVM Mnth |  | \$664.62 | k | 31\% | \$458.59 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | tual instruments |
| 5 | 100-102648-Mm | SEL MA ProbeVM-100 PowerVM Lic1M |  | \$943.53 | F1 | 2\% | \$924.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | tual instruments |
| 5 | 100-102648-SM | SEL SS PowerVM-100 Core MSub |  | \$5,207.69 | K | 31\% | \$3,593.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | tual instruments |
| 5 | 100-102697 | SEL HW ProbeFC-16G-12 Chass |  | \$43,200.00 | k | 31\% | \$29,808.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | tual instruments |
| 5 | 100-102697-Mm | SEL MA ProbeFC16G12 Chass Mnth |  | \$495.29 | F1 | 2\% | \$485.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | tual instruments |
| 5 | 100-102698 | SEL HW ProbeNAS-10G-16 Chass |  | \$116,307.69 | k | 31\% | \$80,252.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL InStRUMENTS |
| 5 | 100-102698-MM | SEL MA ProbeNAS10G16 Chass Mnt |  | \$1,334.12 | F1 | 2\% | \$1,307.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL INSTRUMENTS |
| 5 | 100-102700 | SEL OM4 MM MTP M LC B |  | \$423.08 | k | 31\% | \$291.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL InStRUMENTS |
| 5 | 100-102701 | SEL OM4 MM MTP FM12 |  | \$403.08 | k | 31\% | \$278.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL INSTRUMENTS |
| 5 | 100-102702 | SEL OS2 SM MTP MM12 |  | \$283.08 | k | 31\% | \$195.33 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL InStruments |
| 5 | 100-102773 | SEL OS2 SM MTP FM12 |  | \$263.08 | F1 | 31\% | \$181.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL INSTRUMENTS |
| 5 | 100-102711 | SEL VI Managed Svc (VIMS) 3 M Activation |  | \$29,412.00 | F1 | 2\% | \$28,823.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL InStruments |
| 5 | 100-102712 | SEL VI Managed Svc (VIMS) 6 M Activation |  | \$35,294.00 | F1 | 2\% | \$34,588.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL InStruments |
| 5 | 100-102713 | SEL VI M Managed Scc (VIMS) 1 Year Activa |  | \$47,059.00 | F1 | 2\% | \$46,117.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL INSTR MUENTS |
| 5 | 100-102714 | SEL VI Managed Svc PM VM100 Month Sub |  | \$3,529.00 | F1 | 2\% | \$3,458.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | tual instruments |
| 5 | 100-102715 | SEL VI Managed Svc PM VM500 Month Sub |  | \$10,588.00 | F1 | 2\% | \$10,376.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.0 | TUAL InSTRUMENTS |
| 5 | 100-102716 | SEL VI Managed Svc PM SW 10 K Month Sub |  | \$4,118.00 | F1 | 2\% | \$4,035.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL INSTRUMENTS |
| 5 | 100-102717 | SEL VI Managed Svc PM SW25K Month Sub |  | \$9,412.00 | F1 | 2\% | \$9,223.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | tual instruments |
| 5 | 100-102718 | SEL VI Managed Svc PM HW96L Month Sub |  | \$16,471.00 | F1 | ${ }_{2 \%}^{2 \%}$ | \$16,141.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 100-102719 | SEL VI Managed Svc PM HW192L Month Sub |  | \$23,294.00 | F1 | 2\% | \$22,828.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL INSTRUMENTS |
| 5 | 100-102739 | SEL OM4 $12 \mathrm{Mmlc3}$ |  | \$507.69 | k | 31\% | \$350.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 100-102740 | SEL OM4 12 MIfc3 |  | ${ }^{\$ 484.62}$ | K | 31\% | \$334.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL InSTRUMENTS |
| 5 | 100-102741 | SEL OM4 $12 \mathrm{MmLC5}$ |  | \$564.62 | K | 31\% | \$389.59 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL INSTRUMENTS |
| 5 5 | 100-102742 | SEL OM4 12 MflC5 |  | $\$ 535.38$ $\$ 700.00$ | K | $31 \%$ $31 \%$ | $\$ 369.41$ $\$ 483.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | \$0.00 | TUAL INSTRUMENTS |
| 5 | 100-102744 | SEL OM4 12 MfLC10 |  | \$672.31 | k | 31\% | \$463.89 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL INSTRUMENTS |
| 5 | 100-102745 | SEL OS2 SM $12 \mathrm{MmLC3}$ |  | \$333.85 | k | 31\% | \$230.36 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 100-102746 | SEL OS2 SM 12 Mflc3 |  | \$304.62 | k | 31\% | \$210.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL INSTR UMENTS |
| 5 | 100-102747 | SEL OS2 SM 12 MmLC5 |  | \$343.08 | k | 31\% | \$236.73 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL INSTRUMENTS |
| 5 | 100-102748 | SEL OS2 SM 12 Mflc 5 |  | \$321.54 | k | 31\% | \$221.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL InStruments |
| 5 | 100-102749 | SEL OS2 SM $12 \mathrm{MmLC10}$ |  | \$378.46 | k | 31\% | \$261.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL INSTRUMENTS |
| 5 | 100-102750 | SEL OS2 2 SM 12 Mflc10 |  | \$355.38 | k | 31\% | \$245.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL INSTRUMENTS |
| 5 | ${ }^{100-102751}$ | SEL HW TCV-008LFLFLF-97-RP Cass |  | \$2,546.15 | K | 31\% | \$1,756.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL INSTRUMENTS |
| 5 | $\begin{aligned} & \text { 100-102751-MM } \\ & \text { 100-102752 } \end{aligned}$ | SEL MA TCV-008LFLFLF-97-RP Month SEL HW TCV-012MRLFLF-97-OB Cass |  | $\begin{array}{r} \$ 22.35 \\ \$ 3,723.08 \end{array}$ | $\begin{aligned} & \text { F1 } \\ & \text { K } \end{aligned}$ | $\begin{aligned} & 2 \% \\ & 31 \% \end{aligned}$ | $\begin{array}{r} \$ 21.90 \\ \$ 2,568.93 \end{array}$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ |  | TUAL INSTRUMENTS TUAL INSTRUMENTS |
| 5 | 100-102752-MM | SEL MA TCV-012MRLFLF-97-OB Month |  | ${ }_{\$ 22.35}$ | F1 | 2\% | \$2,\$21.90 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 | \$0.00 |  | tual instruments |
| 5 | 100-102753 | SEL HW TCV-012MRLFLF-97-EB Cass |  | \$3,723.08 | K | 31\% | \$2,568.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL InStruments |
| 5 | ${ }^{100-102753-M M}$ | SEL MA TCV-012MRLFLF-97-EB Month |  | \$22.35 | F1 | 2\% | \$21.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL INSTRUMENTS |
| 5 | 100-102754 | SEL HW TCV-024MRLFMR-97-OB Cass |  | \$7,444.62 | K | 31\% | \$5,136.79 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ |  | $\$ 0.00$ $\$ 0.00$ |  | tUAL INSTRUMENTS |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | 100-102754-MM 100-102755 | SEL MA TCV-024MRLFMR-97-OB Month SEL HW TCV-024MRLFMR-97-EB Cass |  | $\begin{array}{r} \$ 22.35 \\ \$ 7,444.62 \end{array}$ | F1 | $\begin{aligned} & 2 \% \\ & 31 \% \end{aligned}$ | $\begin{array}{r} \$ 21.90 \\ \$ 5,136.79 \end{array}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ |  | TUAL INSTRUMENTS TUAL INSTRUMENTS |
| 5 | 100-102755-MM | SEL MA TCV-024MRLFMR-97-EB Month |  | \$ $\$ 222.35$ | F1 | 2\% | \$21.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.0 | tual instruments |
| 5 | 100-102791 | SEL SW Link Lic NAS 10 G 1 Active |  | \$7,476.92 | k | 31\% | \$5,159.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL InStruments |
| 5 | 100-102791-AM | SEL AS LnkLic 10 G 1Lnk Actv Mnth |  | \$66.15 | k | 31\% | \$45.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | ${ }^{100-102791-M M}$ | SEL MA LnkLic 10 G 1 Lnk Actv Mnth |  | \$85.88 | F1 | 2\% | \$84.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL INSTRUMENTS |
| 5 | 100-102791-SM | SEL SS ProbeNAS 10G 1Actu MSub |  | \$484.62 | K | 31\% | \$3334.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 100-102792 $100-102792-A M$ | SEL SW Link Lic NAS 10G 1Passive |  | \$1,993.85 | K | $31 \%$ $31 \%$ | \$1,375.76 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | TUAL INSTRUMENTS |
| 5 | 100-102792-MM | SEL MA LnkLic 10G 1Lnk Pasv Mnth |  | \$22.35 | F1 | 2\% | \$21.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 100-102792-SM | SEL SS ProbeNAS 10 G 1 Pasv MSub |  | \$115.38 | k | 31\% | \$79.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL InStRUMENTS |
| 5 | 100-102793 | SEL SW Link Lic 10 G Fullinas $10 \mathrm{G16}$ |  | \$101,353.85 | k | 31\% | \$69,934.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL I INSTRUMENTS |
| 5 | 100-102793-AM | SEL AS LnkLic 10 G NAS 10 G 16 Mnth |  | \$830.77 | k | 31\% | \$573.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL InStruments |
| 5 | 100-102793-Mм | SEL MA LnkLic 10G NAS10G16 Mnth |  | \$1,162.35 | F1 | 2\% | \$1,139.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 100-102793-SM | SEL SS ProbeNAS 10G16Lnk MSub |  | \$6,432.31 | k | 31\% | \$4,438.29 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL InStruments |
| 5 | 100-102794-AM | SEL AS TgtLic $10 \mathrm{G4Tgt}$ Kit Mnth |  | \$76.92 | k | 31\% | \$53.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 100-102795-AM | SEL AS LnkLic 10G 4Lnk Kit Mnth |  | \$307.69 | K | $31 \%$ $31 \%$ | \$212.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | ${ }^{100-102796-A M}$ | SEL AS LnkLic 10 G FCoE10G24 Mnth SEL SW Link Lic $8 \mathrm{GFull} \mathrm{FC16G12}$ |  | \$1,269.23 | K | 31\% | \$875.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS TUAL INSTRUMENTS |
| 5 | 100-102797 | SEL SW Link Lic 8 CG Full $\mathrm{FC16G12}$ |  | \$66,461.54 $\$ 540.00$ | K K | $31 \%$ $31 \%$ | \$45,858.46 \$372.60 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | ${ }_{\$ 0.00}$ | TUAL INSTRUMENTS |
| 5 | 100-102797-MM | SEL MA LnkLic $8 \mathrm{GFC16G12}$ Mnth |  | \$762.35 | F1 | 2\% | \$747.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 100-102798 | SEL SW Link Lic 16G Full FC16G12 |  | \$99,692.31 | k | 31\% | \$68,787.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 100-102798-AM | SEL AS LnkLic 16G FC16G12 Mnth |  | \$830.77 | K | 31\% | \$573.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 100-102798-MM | SEL MA LnkLic 166 FC16G12 Mnth |  | \$1,143.53 | F1 | 2\% | \$1,120.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL INSTRUMENTS |
| 5 | 100-103010 | SEL HW WWisdom Plffrm Appl 4220 |  | \$64,800.00 | K | 31\% | \$44,712.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 100-103010-MM | SEL MA Plftrm Appl 4220 Month |  | \$742.35 | F1 | 2\% | \$727.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 100-103022 | SEL PS IPA PEP PAK Rental Week |  | \$29,412.00 | F1 | 2\% | \$28,823.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 100-103035 | SEL VIPS Capacity Pro Std |  | \$17,058.82 | F1 | 2\% | \$16,717.64 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | TUAL INSTRUMENTS |
| 5 5 | 100-103040-MM $100-103063$ | SEL MA TCM-012MRLFLL-58-EB Month SEL HW TCV-012LFLFLR-58-RP |  |  | F1 | 2\% | $\$ 36.90$ $\$ 2,063.63$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | ${ }_{\$ 0.00} 80$ | TUAL INSTRUMENTS |
| 5 | 100-103063-MM | SEL MA TCV-012LFLFLR-58-RP Month |  | \$34.12 | F1 | 2\% | \$33.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 100-103077 | SEL SW ProbeSDS-001 Server Lic |  | \$2,990.77 | K | 31\% | \$2,063.63 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
|  | 100-103077-AM | SEL AS ProbeSDS-001 Lic Mnth |  | \$26.15 |  | 31\% | \$18.04 |  |  |  | \$0.00 | \$0.00 | \$0.00 |  | TUAL INSTRUMENTS |


| BAND | SKU | description | Model Sub sku sku | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | WTY UPG ENH TO <br> PS W/MC PREM <br> LP | WTY UPG BASIC <br> TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | 100-103077-MM | SEL MA ProbeSDS-001 Lic Month |  | \$34.12 | F1 | 2\% | \$33.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 100-103077-SM | SEL SS SDS-001 Host MSub |  | \$192.31 | K | 31\% | \$132.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | tual instruments |
| 5 | 100-103078 | SEL SW ProbeNetFlow-100 Endpoint Lic |  | \$3,987.69 | k | 31\% | \$2,751.51 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | tual instruments |
| 5 | 100-103078-AM | SEL AS ProbeNetFIow-100 Lic Mnt |  | \$38.46 | K | 31\% | \$26.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 100-103078-MM | SEL MA ProbeNetFlow-100 Lic Mnt |  | \$44.71 | F1 | 2\% | \$43.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | tual instruments |
| 5 | 100-103078-SM | SEL SS NetFlow-100 Endpt MSub |  | \$263.08 | k | 31\% | \$181.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | tual instruments |
| 5 | 100-103139 | SEL SW WWintg CiscoSTS-1 StorPt |  | \$8,307.69 | k | 31\% | \$5,732.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | tUAL INSTRUMENTS |
| 5 | 100-103139-AM | SEL AS WWintg STS-1 Storpt Mnth |  | \$73.85 | F1 | 31\% | $\$ 50.96$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 100-103139-MM | SEL MA VWintg STS-1 StorPt Mnth |  | \$95.29 | F1 | 2\% | \$93.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | tual instruments |
| 5 | 100-103139-SM | SEL SS VWintg STS-1 StorPt Mnth |  | \$398.46 | k | 31\% | \$274.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | tual instruments |
| 5 | 100-103140 | SEL SW VWintg CiscosTS-1LineCd |  | \$132,923.08 |  | 31\% | \$91,716.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | tual instruments |
| 5 | 100-103140-AM | SEL AS VWintg STS-1LineCd Mnth |  | \$1,195.38 | k | 31\% | \$824.81 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | tual instruments |
| 5 | 100-103140-MM | SEL MA VWintg STS-1LineCd Mnth |  | \$1,524.71 | F1 | 2\% | \$1,494.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | tual instruments |
| 5 | 100-103140-SM | SEL SS VWintg STS-1LineCd Mnth |  | \$6,355.38 | k | 31\% | \$4,385.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | tUAL InSTRUMENTS |
| 5 | 100-103142 | SEL HW PA 42220 FRU Sys Drv 240GB |  | \$384.62 | k | 31\% | \$265.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 100-103238 | SEL SW VW VirtServerPack |  | \$2,453.85 | k | 31\% | \$1,693.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | tual instruments |
| 5 | 100-103238-MM | SEL MA VW VirtServerPack Mnth |  | \$28.24 | F1 | 2\% | \$27.68 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | tual instruments |
| 5 | 100-103238-SM | SEL AS VW VirtServerPack SSM |  | \$107.69 | K | 31\% | \$74.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 100-103239 | SEL SW VW EntStoragePack |  | \$25,000.00 | k | 31\% | \$17,250.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | tual instruments |
| 5 | 100-103239-мм | SEL MA VW EntStoragePack Mnth |  | \$287.06 | F1 | 2\% | \$281.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | tUAL Instruments |
| 5 | 100-103239-SM | SEL AS WW EntStoragePack SSM |  | \$1,089.23 | k | 31\% | \$751.57 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | tual instruments |
| 5 | 100-103240 | SEL VW CloudComputePack |  | \$183.08 | K | 31\% | \$126.33 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 100-103240-MM | SEL WW CloudComputePack Mnth |  | \$2.35 | F1 | 2\% | \$2.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 100-103240-SA | SEL AS WW CloudComputePack SSA |  | \$73.85 | k | 31\% | \$50.96 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | tual instruments |
| 5 | 100-103241 | SEL SW VW WireDataPack |  | \$38,153.85 | k | 31\% | \$26,326.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 100-103241-MM | SEL MA VW WireDataPack Mnth |  | \$437.65 | F1 | 2\% | \$428.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | tual instruments |
| 5 | 100-103241-SM | SEL AS VW WireDataPack SSM |  | \$1,661.54 | k | 31\% | \$1,146.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | tual instruments |
| 5 | 100-103279 | SEL SW VW SANSwitchPack |  | \$146.15 | k | 31\% | \$100.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 100-103279-MM | SEL MA VW SANSwitchPack Mnth |  | \$2.35 | F1 | 2\% | \$2.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 100-103279-SM | SEL AS WW SANSWitchPack SSM |  | \$7.69 | K | 31\% | \$5.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | ${ }^{100-103285}$ | SEL SW VW SWDefstorPack |  | \$2,761.54 | F1 | 31\% | \$1,905.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 100-103285-MM | SEL MA VW SWD Deftorpack Mnth |  | \$31.76 | F1 | 2\% | \$31.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 100-103285-SM | SEL AS WW SWDefftorpack SSM |  | \$107.69 | K | 31\% | \$74.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | ${ }^{100-1032887}$ | SEL SW VW IPNetPack |  | \$46.15 | K | 31\% | \$31.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VIRTUAL INSTRU |
| 5 | 100-103287-MM 100-103887-SM | SEL MA VW IPNetPack Mnth |  | $\$ 1.18$ $\$ 3.08$ | F1 | 2\% | $\$ 1.16$ $\$ 2.13$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ 5000 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | VIRTUAL INSTRU |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | 100-103287-SM <br> 100-103291 | SEL AS VW IPNetPack SSM <br> SEL SW VW OperSystemPack |  | \$3.08 $\$ 269.23$ | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~K} \end{aligned}$ | 31\% | ( $\begin{array}{r}\$ 2.13 \\ \$ 185.77\end{array}$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | VIRTUAL INSTRU |
| 5 | 100-103291-MM | SEL MA VW OperSystemPack Mnth |  | \$3.53 | F1 | 2\% | \$3.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 100-103291-SM | SEL AS VW OperSystemPack SSM |  | \$12.31 | K | 31\% | \$8.49 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 100-103293 | SEL SW VW isdom Mgmt CC Ed |  | \$270,769.23 | K | 31\% | \$186,830.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 100-103293-MM | SEL MA VW Mgmt CC Ed Month |  | \$3,105.88 | F1 | 2\% | \$3,043.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 100-103293-SM | SEL AS VW Mgmt CC SSM |  | \$14,187.69 | k | 31\% | \$9,789.51 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 100-103302 | SEL HW TCV-008LFLFLF-59-RP Cass |  | \$2,035.38 | k | 31\% | \$1,404.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ | TUAL INSTRUMENTS |
| 5 | 100-103303 | SEL HW TCV-012LRLFLF-59-RP Cass |  | \$3,000.00 | K | 31\% | \$2,070.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 5 | 100-103335 | SEL HW SFP 4-Link Kit 32G MM XHS SEL MA VW Standard 1 Mon |  | \$11,544.62 | K | 31\% | \$7,965.79 | \$0.00 | \$9.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | TUAL INSTRUMENTS |
| 5 | 100-103356-MM | SEL MA VW Standard 1000 Mon |  | \$1, \$1.18 | F1 | 2\% | \$1,152.94 | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$0.00 | S0.00 \$000 | \$0.00 $\$ 0.00$ | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 100-103357-MM | SEL MA WW Standard 10000 Mon |  | \$11,764.71 | F1 | 2\% | \$11,529.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 100-103358-MM | SEL MA VW Gold 1 Mon |  | \$1.18 | F1 | 2\% | \$1.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 100-103359-MM | SEL MA VW Gold 1000 Mon |  | \$1,176.47 | F1 | 2\% | \$1,152.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 100-103360-MM | SEL MA VW Gold 10000 Mon |  | \$11,764.71 | F1 | 2\% | \$11,529.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL InStRUMENTS |
| 5 | 100-103361-MM | SEL MA VW Plat 1 Mon |  | \$1.18 | F1 | 2\% | \$1.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 100-103362-MM | SEL MA VW Plat 1000 Mon |  | \$1,176.47 | F1 | 2\% | \$1,152.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 100-103363-MM | SEL MA VW Plat 10000 Mon |  | \$11,764.71 | F1 | 2\% | \$11,529.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 100-103364 100-10365-MM | SEL PS VW Deployment |  | \$558,823.53 | F1 | 2\% | \$57,647.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$\$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 100-103365-MM $100-103366-M M$ | SEL MA VW Gold Base Mon |  | $\$ 88,334.12$ $\$ 20,588.24$ | F1 | 2\% | $\$ 8,167.44$ $\$ 20,176.48$ | \$0.00 $\$ 0.00$ | \$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 | \$\$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 100-103369-Mm | SEL MA VW Gold Str Base Mon |  | \$4,902.35 | F1 | 2\% | \$4,804.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL InSTRUMENTS |
| 5 | 100-103370-MM | SEL MA VW Plat Str Base Mon |  | \$14,705.88 | F1 | 2\% | \$14,411.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | ${ }^{100-103385}$ | SEL SW Analytic Perretual Upg 1 |  | \$1.54 | K | 31\% | \$1.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 100-103396 | SEL CM Cloud Migration R 1 |  | \$1.18 | F1 | 2\% | \$1.16 $\$ 11530$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 5 | 100-103397 <br> 100-103398 | SEL CM Cloud Migration R 100 SEL CM Cloud Migration R 1000 |  | \$117.65 | F1 | 2\% | \$115.30 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | ¢ $\begin{aligned} & \$ 0.00 \\ & \$ 0.00\end{aligned}$ | \$9.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 100DLSSP | SEL DT 100 USERS + SS + SUPPORT FIRST YR |  | \$1,915.00 | K | 31\% | \$1,321.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | 100-TCX0857-MM | SEL MA TCX-008-57 Month |  | \$25.88 | F1 | 2\% | \$ $\$ 25.36$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | tual instruments |
| 5 | $100-\mathrm{TCX0858-MM}$ | SEL MA TCX-008-58 Month |  | \$25.88 | F1 | 2\% | \$25.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | $100-\mathrm{TCX1257-MM}$ | SEL MA TCX-012-57 Month |  | \$38.82 | F1 | 2\% | \$38.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | $100-\mathrm{TCX} \times 1258-\mathrm{MM}$ | SEL MA TCX-012-58 Month |  | \$40.00 | F1 | 2\% | \$39.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 5 | 100-TCX2457-MM $100-\mathrm{TCX245-MM}$ | SEL MA TCX-024-57 Month |  | $\$ 74.12$ $\$ 77.65$ | F1 | 2\% | $\$ 72.64$ $\$ 76.10$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | - $\quad \begin{aligned} & \$ 0.00 \\ & \$ 0.00\end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | TUAL INSTRUMENTS |
| 5 5 | 100-TCX2458-MM $100-\mathrm{TCX} 3657-\mathrm{MM}$ | SEL MA TCX-024-58 Month |  | \$77.65 $\$ 109.41$ | F1 | 2\% | \$ $\begin{array}{r}\text { \$76.10 } \\ \mathbf{1 0 7 . 2 2}\end{array}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | TUAL ISTRTRUMENTS |
| 5 | 100-TCX3658-MM | SEL MA TCX-036-58 Month |  | \$122.35 | F1 | 2\% | \$119.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 100-TCX4857-MM | SEL MA TCX-048-57 Month |  | \$148.24 | F1 | 2\% | \$145.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 100-TCX4858-MM | SEL MA TCX-048-58 Month |  | \$164.71 | F1 | 2\% | \$161.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 10-1-COLO-1RU | SEL Colo - 1RU - PDX - 1 Yr ${ }_{\text {SEL }}$ |  | \$ $\$ 3.272 .73$ | K | 31\% | \$2,258.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | - $\quad \$ 0.00$ | \$0.00 | \$0.00 |  |
| 5 | 10-1-CX-100-SMF | SEL Cross Connect SingleModeFiber PDX.1YR SEL Unity DRaas 100VM/50TB - PDX - 1 YR |  | $\$ 10,856.22$ $\$ 441,768.56$ | K k | 31\% | \$7,490.79 $\$ 304,820.31$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | FACTION FACTION |
| 5 | 10-1-DRAAS-SVC | SEL Unity DRaas 100VM/25TB - PDX - 1YR |  | \$87,443.57 | k | 31\% | \$60,336.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 10-1-DRAAS-TB | SEL 1 Add"I TB Unity DRaas - PDX - 1 Yr |  | \$1,486.36 | k | 31\% | \$1,025.59 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 10-1-DRAAS-VM | SEL 1 Add" VM Unity DRaas - PDX - 1Yr |  | \$1,133.80 | k | 31\% | \$782.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |


| BAND | SKU | description | Model Sub sku sku | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\begin{array}{\|l\|} \hline \text { WTY UPG ENH TO } \\ \text { PS W/MC PREM } \end{array}$ LP | WTY UPG BASIC <br> TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | 10-1-FL-IO-UNIT | SEL FlashCcV - 500 IOPS - PDX - 1 Yr |  | \$1,745.45 | K | 31\% | \$1,204.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 10-1-PM-BUNDLE | SEL PowerMX DRaas 100VM/50TB - PDX - 1YR |  | \$682,909.09 | K | 31\% | \$471,207.27 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 10-1-PM-DRAAS-TB | SEL 1 Add"I TB PowerMax DRaas - PDX - 1 Y |  | \$11,781.82 | k | 31\% | \$8,129.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | faction |
| 5 | 10-1-PM-DRAAS-VM | SEL 1 Add'l VM PowerMax DRaas - PDX - 1 Y |  | \$545.45 | k | 31\% | \$376.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | ${ }^{10-1-P R-I O-U N I T}$ | SEL PrimeCCV - 100 IOPs - PDX - 1 Yr |  | \$604.55 | k | 31\% | \$417.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 10-1-PS-DR | SEL PowerStore DRaas 100VM/50TB - PDX-1Y |  | \$581,915.91 | k | 31\% | \$401,521.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 10-1-PS-DR-OD | SEL Powerstore DRaas 100VM/25TB - PDX-1Y |  | \$335,434.29 | K | $31 \%$ $31 \%$ | \$231,449.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 10-1-PS-DR-TB | SEL 1 Add'I TB Powerstore DRas - PDX-1Y |  | \$3,312.44 | k | 31\% | \$2,285.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 10-1-VMCHOST | SEL VMC.Hostij3-16XL. - PDX - 1YR |  | \$94,521.82 | K | 31\% | \$65,220.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 10-1-VPN BW | SEL 100Mbps Managed VPN - PDX - 1 Yr |  | \$1,963.64 | K | 31\% | \$1,354.91 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | FACTION |
| 5 5 | 10-1-VPN-1000BW | SEL 1000Mbps Managed VPN - PDX - 1 Yr |  | \$5,890.91 | K | 31\% | \$4,064.73 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 5 | 10-1-VPN-500BW 10-3-COLO-1RU | SEL 500 Mbps Managed VPN - PDX - 1 Yr SEL Colo - 1 RU - PDX 3 Yr |  | \$3,927.27 $\$ 9818.18$ | k | $31 \%$ $31 \%$ | $\$ 2,799.82$ $\$ 6.774 .54$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | FACTION |
| 5 | 10-3-CX-100-SMF | SEL Crossconnect SingleModefiber PDX. 3 YR |  | $\$ 9,818.18$ $\$ 32,568.67$ | k | 31\% | \$22,472.38 | \$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$ ${ }_{\$ 0.00}$ | \$0.00 $\$ 0.00$ | \$ $\$ 0.00$ | \$ $\$ 0.00$ | \$\$0.00 | ${ }_{\text {FACTION }}$ |
| 5 | 10-3-DRAAS-GLD | SEL Unity DRas 100VM 50 TB-PDX-3YR |  | \$1,149,590.44 | k | 31\% | \$793,217.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 10-3-DRAAS-SVC | SEL Unity DRaas 100VM/25TB - PDX - 3YR |  | \$211,805.66 | K | 31\% | \$146,145.91 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 10-3-DRAAS-TB | SEL 1 Add'I TB Unity DRaas - PDX- 3Yr |  | \$3,342.67 | K | 31\% | \$2,306.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 10-3-DRAAS-VM | SEL 1 Add" VM Unity DRas - PDX - 3Yr |  | \$3,061.26 | k | 31\% | \$2,112.27 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 10-3-FL-IO-UNIT | SEL FlashCCV-500 IOPs - PDX - 3 Yr |  | \$5,236.36 | k | 31\% | \$3,613.09 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 10-3-PS-DR | SEL PowerStore DRaas 100VM 50 TB - PDX-3Y |  | \$1,490,413.64 | k | 31\% | \$1,028,385.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 10-3-PS-DR-OD | SEL Powerstore DRaas 100VM/25TB - PDX-3Y |  | \$771.569.53 | K | 31\% | \$532,382.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 10-3-PS-DR-TB | SEL 1 Add"I TB Powerstore DRaas - PDX 3 -3Y |  | \$7,446.98 | k | 31\% | \$5,138.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 10-3-VMCHOST | SEL VMC.Hosti.3-16XL.- PDX-3YR |  | \$198,847.27 | k | 31\% | \$137,204.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | ${ }^{10-5-F L-I-I O-U N I T}$ | SEL FlashCCV-500 OPS - PDX - 5 Yr |  | \$8,727.27 | k | 31\% | \$6,021.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9.00 | \$0.00 |  |
| 5 | 11-1578-LIC | SEL: VF-HYPM5-F |  | \$408.10 | K | 31\% | \$281.59 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1708-LIC-M1G | SEL Hor Sc Op Ec Add On M1G (100) |  | \$550.00 | F1 | 2\% | $\$ 539.00$ $\$ 512.54$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT CARAHSOFT |
| 5 | 11-1708LIC-M1GL2 | SELTppl2 Hor Sc Op Ec Add On M1G (100) |  | ${ }_{\text {\$512.00 }}$ | F1 | 2\% | \$501.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$\$0.00 | \$\$0.00 | CARAHSOFT |
| 5 | 11-1708LIC-M1GL3 | SEL Tppl3 Hor Sc Op Ec Add On M1G (100) |  | \$495.00 | F1 | 2\% | \$485.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| ${ }_{5}^{5}$ | 11-1708LC-M1GL4 | SEL Tppl4 Hor Sc Op Ec Add On M1G (100) |  | \$479.00 | F1 | 2\% | \$469.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1708LIC-M1GL5 | SEL Tppl5 Hor Sc Op Ec Add On M1G (100) |  | \$457.00 | F1 | 2\% | \$447.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1708-LIC-M1P | SEL Hor Sc Op Ec Add On M1P (100) |  | \$605.00 | F1 | 2\% | \$592.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1708LLC-M1PL1 | SEL Tppl1 Hor Sc Op Ec Add On M1P (100) |  | \$575.00 | F1 | 2\% | \$563.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1708LC-M1PL2 | SEL Tppl2 Hor Sc Op Ec Add On M1P (100) |  | \$563.00 | F1 | 2\% | \$551.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1708LC-M1PL3 | SEL Tppl3 Hor Sc Op Ec Add On M1P (100) |  | \$545.00 | F1 | 2\% | \$534.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1708LIC-M1PL4 | SEL Tppl4 Hor Sc Op Ec Add On M1P (100) |  | \$526.00 | F1 | 2\% | \$515.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1708LC-M1PL5 | SEL Tppl5 Hor Sc Op Ec Add On M1P (100) |  | \$502.00 | F1 | 2\% | \$491.96 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1708-LIC-M2P | SEL Hor Sc Op Ec Add On M2P (100) |  | \$1,137.00 | F1 | 2\% | \$1,114.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1708LLC-M2PL1 | SEL Tppl1 Hor Sc Op Ec Add On M2P (100) |  | \$1,081.00 | F1 | 2\% | \$1,059.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1708LC-M2PL2 | SEL Tppl2 Hor Sc Op Ec Add On M2P (100) |  | \$1,058.00 | F1 | 2\% | \$1,036.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1708LLC-M2PL3 | SEL Tppl3 Hor Sc Op Ec Add On M2P (100) |  | \$1,024.00 | F1 | 2\% | \$1,003.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$\$.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1708LC-M2PL4 | SEL Tppl4 Hor Sc Op Ec Add On M2P (100) |  | \$990.00 | F1 | 2\% | \$970.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1708LLC-M2PL5 | SEL Tppl5 Hor Sc Op Ec Add On M2P (100) |  | \$944.00 | F1 | 2\% | \$925.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1708-LIC-M3G | SEL Hor Sc Op Ec Add On M 3 ( 1000 ) |  | \$1,452.00 | F1 | 2\% | \$1,422.96 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 5 | 11-1708LIC-M3GL1 <br> 11-1708LIC-M3GL2 | SEL Tppl1 Hor Sc Op Ec Add On M3G (100) |  | $\$ 1,379.00$ $\$ 1,350.00$ | $\begin{aligned} & F_{1} 1 \\ & F_{1} \end{aligned}$ | 2\% | $\$ 1,351.42$ $\$ 1,323.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | CARAHSOFT CARAHSOFT |
| 5 | 11-1708LIC-M3GL3 | SEL Tppl3 Hor Sc Op Ec Add On M3G (100) |  | \$1,307.00 | F1 | 2\% | \$1,280.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1708LIC-M3GL4 | SEL Tppl4 Hor Sc Op Ec Add On M3G (100) |  | \$1,263.00 | F1 | 2\% | \$1,237.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1708LIC-M3GL5 | SEL Tppl5 Hor Sc Op Ec Add On M3G (100) |  | \$1,205.00 | F1 | 2\% | \$1,180.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1708-LIC-M3P | SEL Hor Sc Op Ec Add On M3P (100) |  | \$1,597.00 | F1 | 2\% | \$1,565.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1708LIC-M3PL1 | SEL Tppl1 Hor Sc Op Ec Add On M3P (100) |  | \$1,517.00 | F1 | 2\% | \$1,486.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 5 | 11-1708LIC-M3PL2 | SEL Tppl2 Hor Sc Op Ec Add On M 3P (100) |  | $\$ 1,485.00$ $\$ 1,437.00$ | F1 | 2\% | $\$ 1,455.30$ $\$ 140826$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | CARAHSOFT |
| $5$ | 11-1708LLC-M3PL3 | SEL Tppl3 Hor Sc Op Ec Add On M M ( ${ }^{\text {a }}$ (100) |  | \$1,437.00 \$1,390.00 | $\begin{aligned} & \text { F1 } \\ & \text { F1 } \end{aligned}$ | $\begin{aligned} & \text { 2\% } \\ & \text { 2\% } \end{aligned}$ | $\$ 1,408.26$ $\$ 1,362.20$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | CARAHSOFT CARAHSOFT |
| 5 | 11-1708LIC-M3PL5 | SEL Tpp15 Hor Sc Op Ec Add On M3P (100) |  | \$1,326.00 | F1 | 2\% | \$1,299.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1709-LIC-M1G | SEL Hor Sc Op Platm M1G 100+ Min 500 |  | \$4,950.00 | F1 | 2\% | \$4,851.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1709LC-M1GL1 | SEL Tppl1 Hor Sc Op M1G 100+ Min 500 |  | \$4,703.00 | F1 | 2\% | \$4,608.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1709LLC-M1GL2 | SEL Tppl2 Hor Sc Op M1G 100+ Min 500 |  | \$4,604.00 | F1 | 2\% | \$4,511.92 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$0.00 | CARAHSOFT |
| 5 5 | 11-1709LIC-M1GL3 11-1709LIC-M1GL4 | SEL Tppl3 Hor Sc Op M1G $100+\operatorname{Min} 500$ SEL Tppl4 Hor Sc Op M1G 100+ Min 500 |  | $\$ 4,455.00$ $\$ 4.307 .00$ | F1 | 2\% | \$4,365.90 | $\$ 0.00$ $\$ 000$ | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | CARAHSOFT CARAHSOFT |
|  | 11-1709LIC-M1GL5 | SEL Tppl5 Hor Sc Op M1G 100 + Min 500 |  | \$4,109.00 | F1 | 2\% | \$4,026.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1709-LIC-M1P | SEL Hor Sc Op M1P $100+$ Min 500 |  | \$5,445.00 | F1 | 2\% | \$5,336.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1709LIC-M1PL1 | SEL Tppl1 Hor Sc Op M1P 100+ Min 500 |  | \$5,173.00 | F1 | 2\% | \$5,069.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1709LIC-M1PL2 | SELTpl2 Hor Sc Op M1P 100+ Min 500 |  | \$5,064.00 | F1 | 2\% | \$4,962.72 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$0.00 |  |
| 5 | 11-1709LIC-M1PL3 | SEL Tppl3 Hor Sc Op M1P 100+ Min 500 |  | \$4,901.00 | F1 | 2\% | \$4,802.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1709LLC-M1PL4 | SEL Tppl4 Hor Sc Op M1P 100+ Min 500 |  | \$4,737.00 | F1 | 2\% | \$4,642.26 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | CARAHSOFT |
| 5 | 11-1709-LIC-M2G | SEL Hor Sc Op M2G 100 Min 500 |  | \$9,306.00 | F1 | 2\% | \$ $\$ 9,119.88$ | \$0.00 | \$0.00 | \$ $\$ 0.00$ | S0.00 | \$0.00 | S <br> $\$ 0.00$ | \$0.00 $\$ 0.00$ | CARAHSOFT |
| 5 | 11-1709LIC-M2GL1 | SEL Tppl1 Hor Sc Op M2G 100 Min 500 |  | \$8,841.00 | F1 | 2\% | \$8,664.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1709LIC-M2GL2 | SEL Tppl2 Hor Sc Op M2G 100 Min 500 |  | \$8,655.00 | F1 | 2\% | \$8,481.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1709LIC-M2GL3 | SEL Tppl3 Hor Sc Op M2G 100 Min 500 |  | \$8,375.00 | F1 | 2\% | \$8,207.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1709LC-M2GL4 | SEL Tppl4 Hor Sc Op M2G 100 Min 500 |  | \$8,096.00 | F1 | 2\% | \$7,934.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | 11-1709LC-M2GL5 | SEL Tppl5 Hor Sc Op M2G 100 Min 500 SEL Hor Sc Op M2P 100 Min 500 |  | \$7,724.00 $\$ 10,241.00$ | F1 | 2\% | $\$ 7,569.52$ $\$ 10,036.18$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | CARAHSOFT CARAHSOFT |
| 5 | 11-1709LIC-M2PL1 | SEL Tppl1 Hor Sc Op M2P 100 Min 500 |  | \$9,729.00 | F1 | 2\% | \$9,534.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1709LIC-M2PL2 | SEL Tppl2 Hor Sc Op M2P 100 Min 500 |  | \$9,524.00 | F1 | 2\% | \$9,333.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1709LIC-M2PL3 | SEL Tppl3 Hor Sc Op M2P 100 Min 500 |  | \$9,217.00 | F1 | 2\% | \$9,032.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1709LIC-M2PL4 | SEL Tppl4 Hor Sc Op M2P 100 Min 500 |  | \$8,910.00 | F1 | 2\% | \$8,731.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT CARAHSOFT |
| 5 | 11-117099-LIC-M36 | SEL Tpp15 Hor Sc Op M2P 100 Min 500 SEL Hor Sc Op M $3 \mathrm{Cl} \mathrm{l}^{100}$ Min 500 |  | $\$ 8,500.00$ $\$ 13,068.00$ | F1 | 2\% | \$ $\$ 12,8060.64$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$ 80.00 | \$0.00 | CARAHSOFT |


| BAND | SKU | description | $\begin{gathered} \text { Model Sub } \\ \text { sku } \end{gathered}$ | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\left\|\begin{array}{c}\text { WTY UPG ENH TO } \\ \text { PS W/MC PREM } \\ \text { LP }\end{array}\right\|$ | WTY UPG BASIC TO PS ENH LP | Renewal | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | 11-1709LIC-M3GL1 | SEL Tppl1 Hor Sc Op M3G 100 Min 500 |  | \$12,415.00 | F1 | 2\% | \$12,166.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1709LC-M3GL2 | SEL Tppl2 Hor Sc Op M3G 100 Min 500 |  | \$12,153.00 | F1 | 2\% | \$11,909.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Carahsoft |
| 5 | 11-1709LLC-M3GL3 | SEL Tppl3 Hor Sc Op M3G 100 Min 500 |  | \$11,761.00 | F1 | 2\% | \$11,525.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1709LIC-M3GL4 | SEL Tppl4 Hor Sc Op M3G 100 Min 500 |  | \$11,369.00 | F1 | 2\% | \$11,141.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1709LC-M3GL5 | SEL Tpp15 Hor Sc Op M3G 100 Min 500 |  | \$10,846.00 | F1 | 2\% | \$10,629.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1709-LIC-M3P | SEL Hor Sc Op M 3 P 100 Min 500 |  | \$14,377.00 | F1 | 2\% | \$14,089.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1709LIC-M3PL1 | SEL Tppl1 Hor Sc Op M3P 100 Min 500 |  | \$13,658.00 | F1 | 2\% | \$13,384.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1709LIC-M3PL2 | SEL Tppl2 Hor Sc Op M3P 100 Min 500 |  | \$13,371.00 | F1 | 2\% | \$13,103.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1709LC-M3PL3 | SEL Tppl3 Hor Sc Op M3P 100 Min 500 |  | \$12,939.00 | F1 | 2\% | \$12,680.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1709LLC-M3PL4 | SEL Tppl4 Hor Sc Op M 3 P 100 Min 500 |  | \$12,508.00 | F1 | 2\% | \$12,257.84 | \$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$0.00 | CARAHSOFT |
| 5 | 11-1709LIC-M3PL5 | SEL Tpp15 Hor Sc Op M3P 100 Min 500 |  | \$11,933.00 | F1 | 2\% | \$11,694.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1715-M2G $111715-\mathrm{M} 2 \mathrm{~L}$-1 | SEL Hor Sc Op Ec Add On M2 (100) |  | \$1,034.00 | F1 | 2\% | \$1,013.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1715-M2G-L1 | SEL Tppl1 Hor Sc Op Ec Add On M2G (100) |  | \$982.00 | F1 | 2\% | \$962.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | CARAHSOFT CARAHSOFT |
| 5 | 11-1715-M2G-L2 11-1715-M2G-L3 | SEL Tppl2 Hor Sc Op Ec Add On M2G (100) SEL Tppl3 Hor Sc Op Ec Add On M2G (100) |  | $\$ 962.00$ $\$ 931.00$ | F1 | 2\% | \$942.76 $\$ 912.38$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | CARAHSOFT CARAHSOFT |
| 5 | 11-1715-M2G-L4 | SEL Tppl4 Hor Sc Op Ec Add On M2G (100) |  | \$900.00 | F1 | 2\% | \$882.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1715-M2G-L5 | SEL Tppl5 Hor Sc Op Ec Add On M2G (100) |  | \$858.00 | F1 | 2\% | \$840.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1790-LIC | SEL: THIN5-STE-F |  | \$5,659.50 | k | 31\% | \$3,905.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1791-LIC | SEL: THIN5-100PK-F |  | \$2,150.50 | k | 31\% | \$1,483.85 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1820-LIC | SEL Vsan 51 Cpu |  | \$2,745.00 | k | 31\% | \$1,894.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1820-LIC-L1 | SELTppl1 Vsan 51 Cpu |  | \$2,607.00 | k | 31\% | \$1,798.83 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1820-LIC-L2 | SELTppl2 Vsan 51 Cpu |  | \$2,552.00 | k | 31\% | \$1,760.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1820-LIC-L3 | SEL Tppl3 Vsan 51 Cpu |  | \$2,470.00 | k | 31\% | \$1,704.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1820-LIC-L4 | SEL Tppl4 Vsan 51 Cpu |  | \$2,388.00 | k | 31\% | \$1,647.72 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1820-LIC-L5 | SEL Tppl5 Vsan 51 Cpu |  | \$2,278.00 | K | 31\% | \$1,571.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1820-M1G | SEL Basic Sns Vsan 51 Cpu |  | \$576.00 | F1 | 2\% | \$564.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1820-M1P | SEL Production Sns Vsan 51 Cpu |  | \$705.10 | F1 | 2\% | \$691.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 111-1820-M3G | SEL Basic Sns Vsan 51 Cpu 3Yrs |  | \$1,522.00 | F1 | 2\% | \$1,491.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1820-M3P | SEL M3P V san 51 Cpu |  | \$1,812.00 | F1 | 2\% | \$1,775.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 5 | 11-1821-LIC 11-1821-LIC-L1 | SEL Upg: StgApp To Vsan 5 Bun W/6 Lic |  | \$12,623.00 \$11,991.00 | k | 31\% | \$8,709.87 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | CARAHSOFT CARAHSOFT |
| 5 | 11-1821-LIC-L2 | SEL L2 Upg StgApp To Vsan 5 Bun W/ 6 Lic |  | \$11,739.00 | k | 31\% | \$8,099.91 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1821-LIC-L3 | SEL L3 Upg StgApp To Vsan 5 Bun W/ 6 Lic |  | \$11,360.00 | K | 31\% | \$7,838.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1821-LIC-L4 | SEL L4 Upg StgApp To Vsan 5 Bun W/ 6 Lic |  | \$10,982.00 | k | 31\% | \$7,577.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1821-LIC-L5 | SELL L5 Upg StgApp To Vsan 5 Bun W/ 6 Lic |  | \$10,477.00 | K | 31\% | \$7,229.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | ${ }^{\text {11-1821-M1G }}$ | SEL Basic Sns Vsan 5 Bun 1 Yr |  | \$3,458.00 | F1 | 2\% | \$3,388.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1821-M1P | SEL Production Sns Vsan 5 Bun 1 Yr SEL Basic Sns Vsan 5 Bun 2 Months |  | $\$ 4,118.00$ $\$ 576.00$ | F1 | 2\% | \$4,035.64 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | CARAHSOFT CARAHSOFT |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | 11-1821-M2MG 11-1821-M2MP | SEL Basic Sns Vsan 5 Bun 2 Months SEL M2Mp Sns Vsan 5 Bun |  | $\$ 576.00$ $\$ 686.00$ | $\begin{aligned} & F_{1} \\ & F_{1} \end{aligned}$ | $\begin{aligned} & 2 \% \\ & 2 \% \end{aligned}$ | $\$ 564.48$ $\$ 672.28$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | CARAHSOFT |
| 5 | 11-1821-M3G | SEL Basic Sns Vsan 5 Bun 3Yrs |  | \$9,130.00 | F1 | 2\% | \$8,947.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1821-M3P | SEL Production Sns Vsan 5 Bun 3Yrs |  | \$10,873.00 | F1 | 2\% | \$10,655.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1822-LIC | SEL Vsan 5 Desktop 10P Ccu |  | \$550.00 | k | 31\% | \$379.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1822-LIC-L1 | SEL Tppl1 Vsan 5 Desktop 10P Ccu |  | \$523.00 | k | 31\% | \$360.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1822-LIC-L2 | SEL Tppl2 Vsan 5 Desktop 10P Ccu |  | \$512.00 | k | 31\% | \$353.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1822-LIC-L3 | SEL Tppl3 Vsan 5 Desktop 10P Ccu |  | \$495.00 | k | 31\% | \$341.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 5 | 11-1822-LIC-L4 | SEL Tppl4 vsan 5 Desktop 10P Ccu |  | \$479.00 | K | $31 \%$ $31 \%$ | \$330.51 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 5 | - ${ }_{\text {11-1822-M1P-L5 }}$ | SEL Tppl5 Vsan 5 Desktop 10P Ccu SEL M1P Vsan 5 Desktop 10P Ccu |  | $\$ 457.00$ $\$ 141.90$ | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~F} \end{aligned}$ | $31 \%$ $2 \%$ | \$315.33 $\$ 139.06$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | CARAHSOFT CARAHSOFT |
| 5 | 11-1822-M3G | SEL M 3 G Vsan 5 Desktop 10P Ccu |  | \$305.00 | F1 | 2\% | \$298.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1822-M3P | SEL M 3 P Vsan 5 Desktop 10P Ccu |  | \$363.00 | F1 | 2\% | \$355.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1823-LIC | SEL Vsan 5 Desktop 100P Ccu |  | \$5,500.00 | k | 31\% | \$3,795.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1823-LIC-L1 | SEL Tppl1 Vsan 5 Desktop 100 Cc Cu |  | \$5,225.00 | k | 31\% | \$3,605.25 | \$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | 11-1823-LIC-L2 | SEL Tppl2 Vsan 5 Desktop 100P Ccu |  | \$5,115.00 | k | 31\% | \$3,529.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1823-LIC-L3 | SEL Tppl3 Vsan 5 Desktop 100P Ccu |  | $\$ 4,950.00$ $\$ 4.78500$ | K | $31 \%$ $31 \%$ | $\$ 3,415.50$ $\$ 3,30165$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | CARAHSOFT CARAHSOFT |
| 5 | 11-1833-LIC-L5 | SEL Tppl4 Vsan 5 Desktop 100P Ccu |  | $\$ 4,785.00$ $\$ 4,565.00$ | k | 31\% | \$ $\$ 3,149.85$ | \$0.00 | \$ $\$ 0.00$ | \$0.00 | \$0.00 $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | CARAHSOFT |
| 5 | 11-1823-M1P | SEL Vsan 5 Desktop 100P Ccu M1P |  | \$1,416.80 | F1 | 2\% | \$1,388.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1823-M3G | SEL Vsan 5 Desktop 100P Ccu M3G |  | \$3,049.00 | F1 | 2\% | \$2,988.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1823-М3P | SEL M3P Vsan 5 Desktop 100P Ccu |  | \$3,630.00 | F1 | 2\% | \$3,557.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 5 | - 111 -1830-M1P | SEL Hor Adv: 100P Ccu M1P |  | \$11,316.80 | F1 | 2\% | \$11,090.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | - ${ }_{\text {11-1831-M1P }}$ | SEL Hor Adv: 10 P (Nus) M1P SEL Hor Adv: 100P (Nus) M1P |  | $\$ 708.40$ $\$ 7,081.80$ | $\begin{aligned} & F_{1} \\ & \text { F1 } \end{aligned}$ | $\begin{aligned} & 2 \% \\ & 2 \% \\ & 2 \% \end{aligned}$ | $\$ 694.23$ $\$ 6,940.16$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | CARAHSOFT CARAHSOFT |
| 5 | 11-1833-LIC-L5 | SEL Tppl5 Ent: 10P Ccu |  | \$4,565.00 | k | 31\% | \$3,149.85 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1833-M1P | SEL Ent 10P Ccu M1P |  | \$1,629.10 | F1 | 2\% | \$11.596.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1834-LIC-L5 | SEL Tppl5 Ent: 100 PCcu |  | \$45,650.00 | K | 31\% | \$31,498.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | ${ }^{\text {11-1834-M1P }}$ | SEL Ent: 100P Ccu M 1 P |  | \$16,294.30 | F1 | 2\% | \$15.968.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  |
| 5 5 | 11-1835-LIC-L5 11-1835-M1P | SEL Tpp15 Ent: 100 ( Nus) |  | $\$ 2,739.00$ | K1 | 31\% | $\$ 1,889.91$ $\$ 97128$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | CARAHSOFT CARAHSOFT |
| 5 | 11-1836-LIC-L5 | SEL Tppl5 Ent: 100 P (Nus) |  | \$27,390.00 | , | 31\% | \$18,899.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1836-M1P | SEL Ent: 100P (Nus)-M1P |  | \$9,914.30 | F1 | 2\% | \$9,716.01 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1841-LIC-L5 | SEL L5 Upg View Std 10 Ccu To Ent 20 Nus |  | \$3,515.00 | k | 31\% | \$2,425.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1842-LIC-L5 | SEL L5 UG View Std 100 Ccu To Ent 200 NU |  | \$35,151.00 | K | 31\% | \$24,254.19 $\$ 173259$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1845-LIC-L5 | SEL L5 Upg View Std Ccu To Ent 10P Ccu |  | \$2,511.00 | k | 31\% | \$1,732.59 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | ${ }_{\text {CARAHSOFT }}$ |
| 5 5 | 11-1846-LIC-L5 | SEL L5 Upg View Std Ccu To Ent 100P Ccu |  | $\$ 25,108.00$ $\$ 50200$ | k | $31 \%$ $31 \%$ | \$17,324.52 \$346.38 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  |
| 5 | 11-1847-LIC-L5 11-1848-LIC-L5 | SEL LL Upg Adv To Ent 10p Nus SEL L5 Upg Adv Nus To Ent 100p Nus |  | $\$ 502.00$ $\$ 5,022.00$ | K K | 31\% | ( $\begin{array}{r}\text { \$346.38 } \\ \$ 3,465.18\end{array}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | CARAHSOFT CARAHSOFT |
| 5 | 11-1849-LIC-L5 | SEL L5 Upg Adv To Ent 10P Ccu |  | \$1,004.00 | k | 31\% | \$692.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1850-LIC-L5 | SEL L5 Upg Adv Ccu To Ent 100P Ccu |  | \$10,043.00 | K | 31\% | \$6,929.67 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1855-LIC-L5 | SEL L5 UG View Std 250 Ccu To Ent 500 Nu |  | \$87,876.00 | k | 31\% | \$60,634.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1856-LIC-L5 | SEL L5 UG View S 500 Ccu To Ent 1000 Nu |  | \$175,753.00 | k | 31\% | \$121,269.57 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |


| BAND | SKU | description | Model Sub sku | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\left\|\begin{array}{c}\text { WTY UPG ENH TO } \\ \text { PS W/MC PREM } \\ \text { LP }\end{array}\right\|$ | WTY UPG BASIC TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | 11-1857-LIC-L5 | SEL L5 UG View S 250 Ccu To Ent 250 Ccu |  | \$62,769.00 | K | 31\% | \$43,310.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1858-LIC-L5 | SEL L5 Upg View S 500 Ccu To Ent 500 Ccu |  | \$125,538.00 | , | 31\% | \$86,621.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1866-M1P | SEL View Std 10P Ccu -M1P |  | \$708.40 | F1 | 2\% | \$694.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1867-M1P | SEL View Std 100P Ccu-M1P |  | \$7,081.80 | F1 | 2\% | \$6,940.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1868-M1P | SEL View Std Add 10P Ccu -M1P |  | \$537.90 | F1 | 2\% | \$527.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1869-M1P | SEL View Std Add 100P Ccu -M1P |  | \$5,376.80 | F1 | 2\% | \$5,269.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1885-LIC-L5 | SEL L5 Upg View Add To Ent 10 Cou |  | \$3,104.00 | k | 31\% | \$2,141.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1886-LIC-L5 | SEL L5 Upg View Add To Ent 100P Ccu |  | \$31,042.00 | k | 31\% | \$21,418.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-1978-LIC | SEL: VS5-RBSTD-ADV2-UG-F |  | \$145.00 | k | 31\% | \$100.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | 11-1996-LIC-L5 | SEL: HZ-APVENTC10-UG-F-L5 |  | \$3,515.00 | k | 31\% | \$2,425.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | 11-1997-LIC-L5 | SEL: HZ-APVENTC100UG-F-L5 |  | \$35,151.00 | k | 31\% | \$24,254.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | 11-1-COLO-1RU | SEL Colo - 1 RU - RES - 1 Yr |  | \$3,272.73 | k | 31\% | \$2,258.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 11-1-CX-100-SMF | SEL CrossConnect SingleModeFiber RES. 1 YR |  | \$10,856.22 | k | 31\% | \$7,490.79 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 11-1-DRAAS-GLD | SEL Unity DRas 100VM/50TB - RES - 1YR |  | \$441,768.56 | K | 31\% | \$304,820.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 11-1-DRAAS-SVC | SEL Unity DRaas 100VM/25TB - RES - 1YR |  | \$87,443.57 | K | 31\% | \$60,336.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 11-1-FL-IO-UNIT 11-1-PM-BUNDLE | SEL FlashCCV- 500 IOPs - RES - 1 Yr SEL PowerMX DRaas 100VM/50TB - RES - 1 YR |  | $\$ 1,745.45$ $\$ 682909$ | K | $31 \%$ $31 \%$ | $\$ 1,204.36$ $\$ 471,20727$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | FACTION |
| $5$ | 11-1-PM-BUNDLE 11-1-PM-DRAAS-TB | SEL PowerMX DRaas 100VM/50TB - RES - 1 YR |  | $\$ 682,909.09$ $\$ 11,781.82$ | K | $31 \%$ $31 \%$ | \$471,207.27 $\$ 8,129.46$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | FACTION FACTION |
| 5 | 11-1-PM-DRAAS-VM | SEL 1 Add'l VM PowerMax DRaas - RES - $1 Y$ |  | \$545.45 | k | 31\% | \$376.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 11-1-PR-IO-UNIT | SEL PrimeCCV - 100 IOPs - RES - 1 Yr |  | \$604.55 | k | 31\% | \$417.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 11-1-PS-DR | SEL PowerStore DRaas 100VM/50TB - RES-1Y |  | \$581,915.91 | k | 31\% | \$401,521.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 11-1-PS-DR-OD | SEL PowerStore DRaas 100VM/25TB - RES-1Y |  | \$335,434.29 | k | 31\% | \$231,449.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 11-1-PS-DR-TB | SEL 1 Add'I TB PowerStore DRaas - RES-1Y |  | \$3,312.45 | k | 31\% | \$2,285.59 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 11-1-UNITY-DR-TB | SEL 1 Add'I TB Unity DRaas - RES - 1 Yr |  | \$1,486.36 | F1 | 2\% | \$1,456.63 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | faction |
| 5 | 11-1-UNITY-DR-VM | SEL 1 Add'l VM Unity DRaas - Res - 1 Yr |  | \$1,133.80 | F1 | 2\% | \$1,111.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 11-1-VMCHOST | SEL VMC.Hosti 3 -16XL. - RES - 1YR |  | \$94,521.82 | K | 31\% | \$65,220.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 11-1-VPN-1000BW | SEL 1000 Mbps Managed VPN - RES - 1 Yr |  | \$5,890.91 | k | 31\% | \$4,064.73 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 11-1-VPN-500BW | SEL 500Mbps Managed VPN - RES - - Yr |  | \$3,927.27 | k | 31\% | \$2,709.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 11-1-VPN-BW | SEL 100Mbps Managed VPN - RES - 1Yr |  | \$1,963.64 | K | 31\% | \$1,354.91 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 11-2109-LIC | SEL: STG-VF-A100-F SEL STG-VF-A100-F-L1 |  | $\$ 3,000.00$ $\$ 2850$ | K | $31 \%$ $31 \%$ | $\$ 2,070.00$ $\$ 1966.50$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | CARAHSOFT |
| $5$ | 11-2109-LIC-L1 $11-2109-L I C-L 2$ | SEL: ST6-VF-A100-F-L1 |  | \$2,850.00 $\$ 2,790.00$ | K k | $\begin{aligned} & 31 \% \\ & 31 \% \end{aligned}$ | \$1,966.50 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \\ & \end{aligned}$ | CARAHSOFT CARAHSOFT |
| 5 | 11-2109-LIC-L3 | SEL: ST6-VF-A 100-F-L3 |  | \$2,700.00 | k | 31\% | \$1,863.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-2109-LIC-L4 | SEL: ST6-VF-A 100-F-L4 |  | \$2,610.00 | k | 31\% | \$1,800.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-2110-LIC | SEL: STG-VF-A10-F |  | \$300.00 | k | 31\% | \$207.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-2110-LIC-L1 | SEL: STG-VF-A10-F-L1 |  | \$285.00 | K | 31\% | \$196.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | ${ }^{\text {CARAHSOFT }}$ |
| 5 | -11-2110-LIC-L2 | SEL: ST6-VF-A10-F-L2 |  | \$279.00 | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~K} \end{aligned}$ | $31 \%$ $31 \%$ | \$192.51 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$0.00 | CARAHSOFT CARAHSOFT |
| 5 | 11-2110-LIC-L4 | SEL: ST6-VF-A10-F-L4 |  | \$261.00 | k | 31\% | \$180.09 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-2111-LIC | SEL: STG-VF-AD-F |  | \$1,495.00 | k | 31\% | \$1,031.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-2112-LIC | SEL: ST6-VSAN-F |  | \$2,821.50 | k | 31\% | \$1,946.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-2113-LIC | SEL: ST6-VSA-VSAN-UG-F |  | \$12,886.50 | k | 31\% | \$8,891.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-2248-LIC | SEL: VR6-MED-F |  | \$67,925.00 | k | 31\% | \$46,868.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-2249-LIC | SEL HZ-APMCE-10-FPRO |  | \$1,683.00 | k | 31\% | \$1,161.27 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-2249-LIC-L1 | SEL HZ-APMCE-10-FPRO-L1 |  | \$1,599.00 | K | 31\% | \$1,103.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 5 | - $11-2249$-LIC-L2 | SEL HZ-APMCE-10-FPRO-L2 |  | $\$ 1,565.00$ $\$ 1515.00$ | K | 31\% | \$1,079.85 | $\$ 0.00$ S0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | CARAHSOFT CARAHSOFT |
| 5 | 11-2299-LIC-L4 | SEL HZ-APMCE-10-FPRO-L3 |  | \$1,515.00 | K | 31\% | \$1,045.35 | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | CARAASOFT CARAHSOFT |
| 5 | 11-2249-LIC-L5 | SEL HZ-APMCE-10-FPRO-L5 |  | \$1,397.00 | k | 31\% | \$963.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CaRahsoft |
| 5 | 11-2250-LIC | SEL HZ-APMCE-100-FPRO |  | \$16,830.00 | k | 31\% | \$11,612.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-2250-LIC-L1 | SEL HZ-APMCE-100-FPRO-L1 |  | \$15,989.00 | k | 31\% | \$11,032.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-2250-LIC-L2 | SEL HZ-APMCE-100-FPRO-L2 |  | \$15,652.00 | K | 31\% | \$10,799.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 5 | $11-2250-\mathrm{LCC}-\mathrm{L3}$ $11-2250-\mathrm{CL}-14$ | SEL HZ-APMCE-100-FPRO-L3 |  | \$15,147.00 | K | 31\% | $\$ 10,451.43$ $\$ 1010298$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | CARAHSOFT |
| 5 5 | 11-2250-LIC-L4 | SEL HZ-APMCE-100-FPRO-L4 SEL HZ-APMCE-100-FPRO-L5 |  | $\$ 14,642.00$ $\$ 13,969.00$ | K k | $31 \%$ $31 \%$ | $\$ 10,102.98$ $\$ 9,638.61$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | CARAHSOFT CARAHSOFT |
| 5 | 11-2317-LIC | SEL: VR7-ATAD25-F |  | \$7,793.50 | k | 31\% | \$5,377.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-2318-LIC | SEL: VR7-ATEN25-F |  | \$13,475.00 | K | 31\% | \$9,297.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-2321-LIC | SEL: VR7-AUTDT25-F |  | \$3,767.50 | k | 31\% | \$2,599.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-2322-LIC <br> $11-2325-U C$ | SEL: VRT-ATAD-ATEN-UG-F SEL HZ7-TCL-STA10 UG-F |  | \$6,250.20 | K | $31 \%$ $31 \%$ | \$4,312.64 $\$ 132749$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 | \$0.00 |  |
| 5 5 | 11-2325-LIC | SEL: SEL SZ7-TCL-STA10-UG-F |  | $\$ 1,923.90$ $\$ 4.526 .50$ | K | $31 \%$ $31 \%$ | $\$ 1,327.49$ $\$ 3,123.29$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | CARAHSOFT CARAHSOFT |
| 5 | 11-2359-LIC | SEL: HZ7-ADC-100-F |  | \$45,265.00 | k | 31\% | \$31,232.85 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-2360-LIC | SEL: HZZ-ADC-ENC-10-UG-F |  | \$2,182.40 | k | 31\% | \$1,505.86 | \$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 |  | \$21,838.30 | k | 31\% | \$15,068.43 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-2362-LIC | SEL: HZ7-ADN-10-F |  | \$2,832.50 | k | 31\% | \$1,954.43 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-2363-LIC | SEL: HZ7-ADN-100-F |  | \$28,325.00 | k | 31\% | \$19,544.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 5 | 11-2364-LIC 11-2365-LIC | SEL: HZ7-ADN-ENN-10-UG-F SEL: |  | $\$ 1,248.50$ $\$ 1248720$ | K | 31\% | \$861.47 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | \$0.00 | CARAHSOFT |
| 5 | 11-2366-LIC | SEL: HZ7-AVA-ENC10-UG-F |  | \$ $\$ 5,299.80$ | k | 31\% | \$3,656.86 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CaRahsoft |
| 5 | 11-2367-LIC | SEL: HZ7-AVA-ENC 100-UG-F |  | \$52,998.00 | k | 31\% | \$36,568.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-2368-LIC | SEL: HZ7-AVA-ENN10-UG-F |  | \$3,121.80 | k | 31\% | \$2,154.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-2369-LIC | SEL: HZ7-AVA-ENN100-UG-F |  | \$31,218.00 | k | 31\% | \$21,540.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-2370-LIC | SEL: HZ7-AVE-ENC10-UG-F |  | \$4,924.70 | K | 31\% | \$3,398.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT CARAHSOFT |
| 5 | -11-2377-LIC | SEL: HZZ-AVE-ENC 100-UG-F |  | \$49,247.00 $\$ 2,867.70$ | K | $31 \%$ $31 \%$ | $\$ 33,980.43$ $\$ 1,978.71$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$\$0.00 | $\$ 0.00$ $\$ 0.00$ | \$ ${ }_{\text {\$0.00 }}$ | CARAHSOFT CARAHSOFT |
| 5 | 11-2373-LIC | SEL: HZ7-AVE-ENN100-UG-F |  | \$28,677.00 | k | 31\% | \$19,787.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-2374-LIC | SEL: HZ7-AVS-ENC10-UG-F |  | \$6,044.50 | K | 31\% | \$4,170.71 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-2375-LIC | SEL: HZ7-AVS-ENC 100-UG-F |  | \$60,439.50 | , | 31\% | \$41,703.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 5 | 11-2376-LIC | SEL: HZ7-AVS-ENN10-UG-F SEL: HZ7-AVS-ENN100-UG-F |  | $\$ 3,612.40$ $\$ 36,118.50$ | K | $31 \%$ $31 \%$ | \$2,492.56 \$24,921.77 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | CARAHSOFT CARAHSOFT |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |


| BAND | SKU | DESCRIPTION | $\begin{gathered} \text { Model Sub } \\ \text { sku } \end{gathered}$ | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\left\|\begin{array}{c}\text { WTY UPG ENH TO } \\ \text { PS W/MC PREM } \\ \text { LP }\end{array}\right\|$ | wTY UPG BASIC TO PS ENH LP | Renewal | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | 11-2378-LIC | SEL: HZ7-EAD-STD10-UG-F |  | \$1,983.30 | k | 31\% | \$1,368.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-2379-LIC | SEL: HZ7-EAD-STD100-UG-F |  | \$19,831.90 | k | 31\% | \$13,684.01 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-2380-LIC | SEL: HZ7-ENC-10-F |  | \$6,517.50 | k | 31\% | \$4,497.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-2381-LIC | SEL: HZ7-ENC-100-F |  | \$65,175.00 | k | 31\% | \$44,970.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-2382-LIC | SEL: HZ7-ENN-10-F |  | \$3,965.50 | k | 31\% | \$2,736.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-2383-LIC | SEL: HZ7-ENN-100-F |  | \$39,655.00 | k | 31\% | \$27,361.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-2384-LIC <br> $11-2385-\mathrm{LC}$ | SEL: HZ7-ENN-ENC-10-UG-F |  | \$2,803.90 | K | $31 \%$ $31 \%$ | \$1,934.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 5 | 11-2385-LIC | SEL: HZ7-ENN-ENC-100-UG-F |  | \$28,042.30 | K | 31\% | \$19,349.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-2387-LLC | SEL: HZ7-ENA-STDA10-UG-F |  | \$1,131.90 | k | $31 \%$ $31 \%$ | $\$ 781.01$ $\$ 7.817 .70$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | CARAHSOFT |
| 5 | 11-2388-LIC | SEL: HZ7-LXC-10-F |  | \$1,699.50 | k | 31\% | \$1,172.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-2389-LIC | SEL: HZ7-LXC-100-F |  | \$16,995.00 | k | 31\% | \$11,726.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-2390-LIC | SEL: HZ7-LXC-ENC-10-UG-F |  | \$5,299.80 | k | 31\% | \$3,656.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9.00 | \$0.00 | CARAHSOFT |
| 5 | 11-2391-LIC | SEL: HZ7-LXC-ENC-100-UG-F |  | \$52,998.00 | k | 31\% | \$36,568.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-2392-LIC | SEL: HZ7-MGP-ADC-10-UG-F |  | \$3,109.70 | k | 31\% | \$2,145.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-2393-LIC | SEL: HZ7-MGP-ADC-100-UG-F |  | \$31,097.00 | K | 31\% | \$21,456.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-2394-LIC | SEL: HZ7-MGP-ADN-10-UG-F |  | \$1,246.30 | K | 31\% | \$859.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 5 | 11-2395-LIC | SEL: HZ7-MGP-ADN-100-UG-F SEL: HZ7-MRG-ADC-10-UG-F |  | $\$ 12.463 .00$ $\$ 3,10970$ | k | $31 \%$ $31 \%$ | $\$ 8,599.47$ $\$ 2,14569$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | CARAHSOFT |
| 5 5 | 11-2396-LIC 11-2397-LIC | SEL: HZ7-MRG-ADC-10-UG-F SEL: |  | $\$ 3,109.70$ $\$ 31$ | k k | $\begin{aligned} & 31 \% \\ & 31 \% \\ & \hline \end{aligned}$ | $\begin{array}{r} \$ 2,145.69 \\ \$ 21,456.99 \end{array}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | CARAHSOFT CARAHSOFT |
| 5 | 11-2398-LIC | SEL: HZ7-MRG-ADN-10-UG-F |  | \$1,246.30 | k | 31\% | \$859.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-2399-LIC | SEL: HZ7-MRG-ADN-100-UG-F |  | \$12,463.00 | k | 31\% | \$8,599.47 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-2400-LIC | SEL: HZ7-ST-ADC-10-UG-F |  | \$1,863.40 | k | 31\% | \$1,285.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-2401-LIC | SEL: HZ7-ST-ADC-100-UG-F |  | \$18,634.00 | k | 31\% | \$12,857.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-2402-LIC | SEL: HZ7-ST-ADC-250-UG-F |  | \$46,654.30 | k | 31\% | \$32,191.47 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-2403-LIC | SEL: HZ7-ST-ADC-500-UG-F |  | \$93,270.10 | k | 31\% | \$64,356.37 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-2404-LIC | SEL: HZ7-ST-ADN-1K-UG-F |  | \$155,799.60 | k | 31\% | \$107,501.72 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-2405-LIC | SEL: HZ7-ST-ADN-20-UG-F |  | \$3,116.30 | K | 31\% | \$2,150.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 5 | 11-2406-LIC | SEL: HZ7-ST-ADN-200-UG-F |  | \$31,157.50 \$77 931.70 | k | $31 \%$ $31 \%$ | \$21,498.68 $\$ 53772.87$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | CARAHSOFT |
| 5 | 11-2408-LIC | SEL: HZ7-ST-ENC-10-UG-F |  | \$4,052.40 | k | 31\% | \$ $\$ 2,796.16$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-2409-LIC | SEL: HZ7-ST-ENC-100-UG-F |  | \$40,526.20 | k | 31\% | \$27,963.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-2410-LIC | SEL: HZ7-ST-ENC-250-UG-F |  | \$101,261.60 | k | 31\% | \$69,870.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-2411-LIC | SEL: HZ7-ST-ENC-500-UG-F |  | \$202,662.90 | k | 31\% | \$139,837.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-2412-LIC | SEL: HZ7-ST-ENN-1K-UG-F |  | \$280,430.70 | k | 31\% | \$193,497.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-2413-LIC | SEL: HZ7-ST-ENN-20-UG-F |  | \$5,602.30 | k | 31\% | \$3,865.59 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-2414-LIC | SEL: HZ7-ST-ENN-200-UG-F |  | \$56,040.60 | k | 31\% | \$38,668.01 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-2415-LIC | SEL: HZ7-ST-ENN-500-UG-F |  | \$140,250.00 | k | 31\% | \$96,772.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-2416-LIC | SEL: HZ7-STD-10-F |  | \$2,832.50 | k | 31\% | \$1,954.43 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-2417-LIC | SEL: HZ7-STD-100-F |  | \$28,325.00 | k | 31\% | \$19,544.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-2418-LIC | SEL: HZ7-STD-A10-F |  | \$2,150.50 | K | $31 \%$ $31 \%$ | $\$ 1,483.85$ $\$ 14.838 .45$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 5 | 11-2419-LIC 11-2420-LIC | SEL: Hz7-STD-A100-F |  | \$21,505.00 $\$ 795.30$ | k | $31 \%$ $31 \%$ | $\begin{array}{r} \$ 14,838.45 \\ \$ 548.76 \end{array}$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | CARAHSOFT CARAHSOFT |
| 5 | 11-2421-LIC | SEL: HZ7-STDA-STD100-UG-F |  | \$7,956.30 | k | 31\% | \$5,489.85 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-2422-LIC | SEL: HZ7-TAC-STA100-UG-F |  | \$19,354.50 | k | 31\% | \$13,354.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-2423-LIC | SEL: HZ7-THIN-ST100-UG-F |  | \$22,665.50 | k | 31\% | \$15,639.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-2424-LIC | SEL: HZ7-TPRO-ST10-UG-F |  | \$2,379.30 | k | 31\% | \$1,641.72 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-2425-LIC | SEL: HZ7-VAD-ADC-10-UG-F |  | \$2,613.60 | k | 31\% | \$1,803.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | CARAHSOFT CARAHSOFT |
| 5 | 11-2427-LLC | SEL: HZ7-VAD-ADN-100-UG-F |  | \$26,136.00 $\$ 4,803.70$ | k | 31\% | $\$ 18,033.84$ $\$ 3,314.55$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$ ${ }_{\text {\$0.00 }}$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | CARAHSOFT |
| 5 | 11-2428-LIC | SEL: HZ7-VAD-ENC-100-UG-F |  | \$48,037.00 | k | 31\% | \$33,145.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-2429-LIC | SEL: HZ7-VENT-ST10-UG-F |  | \$1,133.00 | k | 31\% | \$781.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-2430-LIC | SEL: HZ7-VENT-ST100-UG-F |  | \$11,330.00 | k | 31\% | \$7,817.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-2431-LIC | SEL: STT-AD-D10-F |  | \$1,127.50 | k | 31\% | \$777.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 5 | 11-2432-LIC | SEL: STG-AD-D100-F SEL STG-AD-EN-UG-F |  | $\$ 11,275.00$ $\$ 187000$ | K | 31\% | $\$ 7,779.75$ $\$ 1.290 .30$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | CARAHSOFT CARAHSOFT |
| 5 | - | SEL: STG-AD-EN-UG-F |  | $\$ 1,870.00$ $\$ 4,526.50$ | K | 31\% | $\$ 1,290.30$ $\$ 3,123.29$ | $\$ 0.00$ $\$ 0.00$ | \$ $\$ 0.00$ | \$0.00 | \$80.00 | \$ $\$ 0.00$ | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-2439-LIC | SEL: STG-EN-F |  | \$6,220.50 | k | 31\% | \$4,292.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-2440-LIC | SEL: STG-ST-AD-UG-F |  | \$1,874.40 | k | 31\% | \$1,293.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-2441-LIC | SEL: STG-ST-EN-UG-F |  | \$3,738.90 | k | 31\% | \$2,579.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-2446-LIC | SEL: VR-BCLADVC-F |  | \$3,393.50 | k | 31\% | \$2,341.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 | \$0.00 |  |
| 5 | - $11-2447-$ LIC | SEL: VR-BCLADVO-25-F SEL: VR-CODE2C-F |  | \$5,659.50 | K | 31\% | \$3,905.06 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | CARAHSOFT CARAHSOFT |
| 5 | 11-2449-LIC | SEL: VR-CODE2O-F |  | \$621.50 | , | 31\% | \$428.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-2493-LIC | SEL: HZ7-PA50-STA100-UG-F |  | \$14,173.50 | k | 31\% | \$9,779.72 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-2494-LIC | SEL: HZ7-PRA50-ST100-UG-F |  | \$14,190.00 | k | 31\% | \$9,791.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| ${ }_{5}^{5}$ | 11-2499-LIC | SEL: HZ7-UEM-ENC-100-UG-F |  | \$59,510.00 | k | 31\% | \$41,061.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-2496-LIC | SEL: HZ7-UEM-ENC-10-UG-F |  | \$5,951.00 | k | 31\% | \$4,106.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 5 | 11-2497-LIC 11-2498-LC | SEL: HZ7-UEM-ENN-100-UG-F SEL: |  | $\$ 36,256.00$ $\$ 625060$ | K | $31 \%$ $31 \%$ | $\begin{array}{r}\$ 25,016.64 \\ \$ 2,501.66 \\ \hline\end{array}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | CARAHSOFT CARAHSOFT |
| 5 | 11-2498-LIC | SEL: HZ7-UEM-ENN-10-UG-F |  | $\$ 3,625.60$ $\$ 12,466.30$ | K k | 31\% | $\$ 2,501.66$ $\$ 8,601.75$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | CARAHSOFT CARAHSOFT |
| 5 | 11-2500-LIC | SEL: HZ7-WSP-ADN-10-UG-F |  | \$1,246.30 |  | 31\% | \$859.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-2505-LIC | SEL: HZ7-ADN-A10-F |  | \$2,260.50 | k | 31\% | \$1,559.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-2506-LIC | SEL: HZ7-ADN-A100-F |  | \$22,605.00 | k | 31\% | \$15,597.45 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 5 | - $11-2507-$ LIC | SEL: HZ7-A100-AERC-F SEL HZ7-A10-AERC-F |  | \$33,935.00 | k | 31\% | $\begin{array}{r}\$ 23,415.15 \\ \$ 2.341 .52 \\ \hline\end{array}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  |
| 5 | 11-2508-LIC | SEL: Hz7-A10-AERC-F SEL: HZ7-E100-AERC-F |  | $\$ 3,393.50$ $\$ 48,125.00$ | K | $31 \%$ $31 \%$ | $\$ 2,341.52$ $\$ 33,206.25$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$ ${ }_{\$ 0.00}$ | CARAHSOFT CARAHSOFT |
| 5 | 11-2510-LIC | SEL: HZ7-E100-AERC-UG-F |  | \$15,609.00 | k | 31\% | \$10,770.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-2511-LIC | SEL: HZ7-E10-AERC-F |  | \$4,812.50 | k | 31\% | \$3,320.63 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
|  | 11-2512-LIC | SEL: HZ7-E10-AERC-UG-F |  | \$1,560.90 | K | 31\% | \$1,077.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |


| BAND | SKU | description | $\begin{aligned} & \text { Model Sub } \\ & \text { ckil } \end{aligned}$ sku | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\left\|\begin{array}{c}\text { WTY UPG ENH TO } \\ \text { PS W/MC PREM } \\ \text { LP }\end{array}\right\|$ | wTY UPG BASIC TO PS ENH LP | Renewal | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | 11-2513-LIC | SEL: HZ7-ENN-A100-F |  | \$32,285.00 | K | 31\% | \$22,276.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-2514-LIC | SEL: HZ7-ENN-A100-UG-F |  | \$10,648.00 | k | 31\% | \$7,347.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-2515-LIC | SEL: HZ7-ENN-A10-F |  | \$3,228.50 | k | 31\% | \$2,227.67 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-2516-LIC | SEL: HZ7-ENN-A10-UG-F |  | \$1,064.80 | k | 31\% | \$734.71 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 11-2535-LIC | SEL. VR-NI-ANXC-F |  | \$1,424.50 | K | 31\% | \$982.91 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | ${ }^{1135-M 1 G}$ | SEL 1135-M1G VCS5-FND-G-SSS-F |  | \$600.00 | F1 | 2\% | \$588.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | 1136-LIC | SEL 1136-LIC VCS5-STD-F |  | \$5,495.00 | k | $31 \%$ $31 \%$ | $\$ 3,791.55$ $\$ 777454$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | 11-3-COLO-1RU | SEL Colo - 1RU - RES - 3 Yr |  | \$9,818.18 | k | 31\% | \$6,774.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 11-3-CX-100-SMF | SEL Cross Connect SingleModeFiber RES.3YR |  | \$32,568.67 | k | 31\% | \$22,472.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 11-3-DRASSGLD | SEL Unity DRaas 100VM/50TB - RES - 3YR |  | \$1,149,500.44 | K | 31\% | \$793,217.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 5 | 11-3-DRAAS-SVC | SEL Unity DRaas 100VM/25TB - RES - 3YR |  | \$211,805.66 | k | 31\% | \$146,145.91 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 11-3-DRAAS-TB | SEL 1 Add'I TB Unity DRaas - RES - 3Yr |  | \$3,342.67 | k | 31\% | \$2,306.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 11-3-DRAAS-VM | SEL 1 Add'I VM Unity DRaas - RES - 3Yr |  | \$3,061.26 | k | 31\% | \$2,112.27 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 11-3-FL-IO-UNIT | SEL FlashCCV - 500 IOPs - RES - 3 Yr |  | \$5,236.36 | k | 31\% | \$3,613.09 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 11-3-PR-IO-UNIT | SEL PrimeCCV - 100 IOPs - RES - 3 Yr |  | \$1,813.64 | k | 31\% | \$1,251.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| ${ }_{5}^{5}$ | 11-3-PS-DR | SEL PowerStore DRaas 100VM/50TB - RES-3Y |  | \$1,490,413.64 | k | 31\% | \$1,028,385.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 11-3-PS-DR-OD | SEL PowerStore DRaas 100VM/25TB - RES-3Y |  | \$771,569.53 | K | 31\% | \$532,382.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 5 | 11-3-PS-DR-TB 11-3MCHOST | SEL 1 Add' TB Powerstore DRaas - RES-3Y |  | $\$ 7,446.98$ $\$ 19884727$ | K | $31 \%$ $31 \%$ | $\$ 5,138.42$ $\$ 137204.62$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | FACTION |
| 5 5 | 11-3-VMCHOST 11-522-M1P | SEL VMC. Host.i3-16XL. - RES - 3YR SEL 11-522-M1P THIN4-STE-P-SSS-F |  | \$198,847.27 <br> \$1,416.80 | $\begin{aligned} & k \\ & \text { F1 } \end{aligned}$ | $\begin{aligned} & 31 \% \\ & 2 \% \end{aligned}$ | $\$ 137,204.62$ $\$ 1,388.46$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | FACTION VmWARE |
| 5 | 11-523-M1P | SEL 11-523-M1P THIN4-CL-P-SSS-F |  | \$11.00 | F1 | 2\% | \$10.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | 11-5-FL-IO-UNIT | SEL FlashCCV - 500 IOPS - RES - 5 Yr |  | \$8,727.27 | к | 31\% | \$6,021.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 11-5-PR-IO-UNIT | SEL PrimeCCV - 100 IOPs - RES - 5 Yr |  | \$3,022.73 | k | 31\% | \$2,085.68 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 1184-LIC | SEL 1184-LIC VC-SRM5-25S-F |  | \$5,363.00 | k | 31\% | \$3,700.47 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | 12-1-COLO-1RU | SEL Colo - 1RU - SCL - 1 Yr |  | \$3,272.73 | k | 31\% | \$2,258.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 12-1-CX-100-SMF | SEL CrossConnect SingleModeFiber SCL. 1 YR |  | \$10,856.22 | k | 31\% | \$7,490.79 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 12-1-DRAAS-GLD | SEL Unity DRaas 100VM/50TB - SCL - 1YR |  | \$479,371.86 | k | 31\% | \$330,766.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 12-1-DRAAS-SVC | SEL Unity DRaas 100VM/25TB - SCL - 1YR |  | \$87,443.57 | k | 31\% | \$60,336.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 12-1-DRAAS-TB | SEL 1 Add'I TB Unity DRaas - SCL - 1 Yr |  | \$1,486.36 | k | 31\% | \$1,025.59 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 12-1-DRAAS-VM | SEL 1 Add'l VM Unity RRaas - SCL - 1 Yr |  | \$1,259.71 | k | 31\% | \$869.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 12-1-FL-IO-UNIT | SEL FlashCCV - 500 IOPs - SCL - 1 Yr |  | \$1,745.45 | k | 31\% | \$1,204.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 12-1-PM-BUNDLE | SEL PowermX DRaas 100VM/50TB - SCL - 1YR |  | \$682,909.09 | k | 31\% | \$471,207.27 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 12-1-PM-DRAAS-TB | SEL 1 Add'I TB PowerMax DRaas - SCL - 1 Y |  | \$11,781.82 | K | 31\% | \$8,129.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 12-1-PM-DRAAS-VM | SEL 1 Add'l VM PowerMax DRaas - SCL - 1 Y |  | \$545.45 | k | 31\% | \$376.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 12-1-PR-IO-UNIT | SEL PrimeCCV - 100 IOPs - SCL - 1 Yr |  | \$604.55 | k | 31\% | \$417.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 12-1-PS-DR | SEL PowerStore DRaas 100VM/50TB - SCL-1Y |  | \$619,629.55 | k | 31\% | \$427,544.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 12-1-PS-DR-OD | SEL PowerStore DRaas 100VM/25TB - SCL-1Y |  | \$335,434.29 | k | 31\% | \$231,449.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 5 | 12-1-PS-DR-TB 12-1-VMCHOST | SEL 1 Add" TB Powerstore DRaas - SCL-1Y |  | \$ $\$ 3,312.45$ | K | $31 \%$ $31 \%$ | $\$ 2,285.59$ $\$ 71909$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 12-1-VMCHOST | SEL VMC. Hostij-16XL.- SCL- 1YR |  | \$104,216.36 | k | 31\% | \$71,909.29 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 12-1-VPN BW 12-1-VPN-1000BW | SEL 100 Mbps Managed VPN - SCL - 1 Yr SEL 1000 Mbps Managed VPN - SCL-1Yr |  | $\$ 1,963.64$ $\$ 5,890.91$ | K | 31\% | \$ ${ }_{\$ 4,064.731}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | fACTION FACTION |
| 5 | 12-1-VPN-500BW | SEL 500Mbps Managed VPN - SCL - 1 Yr |  | \$3,927.27 | k | 31\% | \$2,709.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 12-3-COLO-1RU | SEL Colo - 1RU - SCL - 3 Yr |  | \$9,818.18 | k | 31\% | \$6,774.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | faction |
| 5 | 12-3-CX-100-SMF | SEL CrossConnect SinglemodeFiber SCL.3YR |  | \$32,568.67 | k | 31\% | \$22,472.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 12-3-DRAAS-GLD | SEL Unity DRaas 100VM/50TB - SCL - 3YR |  | \$1,254,342.46 | k | 31\% | \$865,496.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 12-3-DRAAS-SVC | SEL Unity DRaas 100VM/25TB - SCL - 3YR |  | \$211,805.66 | k | 31\% | \$146,145.91 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 12-3-DRAAS-TB | SEL 1 Addll TB Unity DRaas - SCL - 3Yr |  | \$3,342.67 | k | 31\% | \$2,306.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | 12-3-DRAAS-VM 12-3-L-IO-UNIT | SEL 1 Add' VM Unity DRaas- SCL-3Yr |  | \$3,401.22 | k | 31\% | \$2,346.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | FACTION |
| 5 | 12-3-PR-IO-UNIT | SEL FlashCCV-500 10 Ps - SCL- 3 Yr |  | $\$ 5,236.36$ $\$ 1.813 .64$ | k | 31\% | \$3,613.09 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | FACTION FACTION |
| 5 | ${ }^{12-3-P S-D R}$ | SEL PowerStore DRaaS 100VM/50TB - SCL-3Y |  | \$1,590,768.18 | k | 31\% | \$1,997,630.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 12-3-PS-DR-OD | SEL PowerStore DRaas 100VM/25TB - SCL-3Y |  | \$771,569.53 | k | 31\% | \$532,382.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 12-3-PS-DR-TB | SEL 1 Add"I TB Powerstore DRaas - SCL-3Y |  | \$7,446.98 | k | 31\% | \$5,138.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 12-3-VMCHOST | SEL VMC. $\mathrm{Host.i3-16XL.-} \mathrm{SCL-3YR}$ |  | \$219,243.64 | k | 31\% | \$151,278.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 12-5-FL-IO-UNIT | SEL FlashCCV - 500 IOPs - SCL - 5 Yr |  | \$8,727.27 | k | 31\% | \$6,021.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | ${ }^{\text {12-5-PR-IO-UNIT }}$ | SEL PrimeCCV - 100 IOPs - SCL - 5 Yr |  | \$3,022.73 | K | 31\% | \$2,085.68 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | 1271-M1P | SEL 1271-M1P THIN-100PK-P-SSS-F |  | \$537.90 | F1 | 2\% | \$527.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | 14-1-CC-ASED | SEL 1 TB SED Archive-LON-1Yr |  | $\$ 560.68$ $\$ 32450.44$ | K | $31 \%$ $31 \%$ | $\$ 386.87$ $\$ 22414680$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | 14-1-CC-ASED-B | SEL SED Bundle Archive-LON-1 Yr |  | \$324,850.44 | k | 31\% | \$224,146.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 14-1-CC-ASO | SEL 1TB ScaleOut Archive-LON-1Yr |  | \$471.84 | k | 31\% | \$325.57 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 14-1-CC-ASO-B | SEL ScaleOut Bundle Archiv-LON-1Yr |  | \$285,640.34 | K | $31 \%$ $31 \%$ | \$197,091.83 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | 14-1-CC-BE $14-1-C C-B E-B$ | SEL 1TB Block Elite-LON-1Yr SEL Block Bundle Elite-LON-1 Yr |  | $\begin{array}{r}\$ 9,322.36 \\ \$ 302.995 .64 \\ \hline\end{array}$ | K | 31\% | \$6,432.43 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | fACTION FACTION |
| 5 | 14-1-CC-BP | SEL 1TB Block Premier-LON-1Yr |  | \$55,008.91 | , | 31\% | \$3,456.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 14-1-CC-BP-B | SEL Block Bundle Premier-LON-1 Yr |  | \$221,373.99 | k | 31\% | \$152,748.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 14-1-CC-BS | SEL 1 1TB Block Standard-LON-1Yr |  | \$1,423.64 | k | 31\% | \$982.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| ${ }_{5}^{5}$ | 14-1-CC-BS-B | SEL Block Bundle Standard-LON-1 1 Yr |  | \$1877466.02 | k | 31\% | \$129,351.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | faction |
| 5 | 14-1-CC-BT | SEL 1TB Block Turbo-LON-1Yr |  | \$24,455.15 | k | 31\% | \$16,874.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | faction |
| 5 5 | 14-1-CC-BT-B | SEL Block Bundle Turbo-LON-1Yr |  | \$2,902,506.35 | K | $31 \%$ $31 \%$ | \$2,002,729.38 $\$ 5.642 .00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  |
| 5 | 14-1-CC-ESED <br> 14-1-CC-ESED-B | SEL 1TB SED Elite-LON-1Yr ${ }_{\text {SeL }}$ |  | \$8,176.81 $\$ 1,377,138.00$ | K k | 31\% | $\$ 5,642.00$ $\$ 950,225.22$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | FACTION FACTION |
| 5 | 14-1-CC-ESO | SEL 1 TB ScaleOut Elite-LON-1Yr |  | \$5,971.12 | , | 31\% | \$4,120.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 14-1-CC-ESO-B | SEL ScaleOut Bundle Elite-LON-1Yr |  | \$1,127,275.17 | k | 31\% | \$777,819.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 14-1-CC-FE | SEL 1TB File Elite-LON-1 Yr |  | \$9,322.36 | K | 31\% | \$6,432.43 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 14-1-CC-FE-B | SEL File Buncle Elite-LON-1Yr |  | \$302,995.64 | K | 31\% | \$209,066.99 $\$ 3.456 .13$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 14-1-CC-FP $14-1-C C-F P-B$ | SEL 1TB File Premier-LON-1Yr SEL File Bundle Premier-LO--1 |  | \$ $\begin{array}{r}\text { S5,008.89 } \\ \$ 221,373.99\end{array}$ | K | $31 \%$ $31 \%$ | - $\begin{array}{r}\text { \$3,456.13 } \\ \$ 152,748.05\end{array}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | FACTION FACTION |
| 5 | 14-1-CC-FS | SEL 1TB File Standard-LON-1 Yr |  | \$1,423.64 | k | 31\% | \$982.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 14-1-CC-FS-B | SEL File Bundle Standard-LON-1Yr |  | \$187,466.02 | k | 31\% | \$129,351.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
|  | 14-1-CC-PSED | SEL 1TB SED Premier-LON-1Yr |  | \$2,236.78 | K | 31\% | \$1,543.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |


| BAND | SKU | description | Model Sub sku | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | WTY UPG ENH TO <br> PS W/MC PREM <br> LP | WTY UPG BASIC TO PS ENHLP | RENEWAL | THIRD PARTY PRODUCT partner |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | 14-1-CC-PSED-B | SEL SED Bundle Premier-LON-1Yr |  | \$538,510.15 | K | 31\% | \$371,572.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 14-1-CC-PSO | SEL 1 TB ScaleOut Premier-LON-1Yr |  | \$1,821.77 | k | 31\% | \$1,257.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | faction |
| 5 | 14-1-CC-PSO-B | SEL ScaleOut Bunde Premier-LON-1 Yr |  | \$483,558.30 | k | 31\% | \$333,655.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 14-1-CC-SSED | SEL 1TB SED Standard-LON-1Yr |  | \$1,010.09 | k | 31\% | \$696.96 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTIoN |
| 5 | 14-1-CC-SSED-B | SEL SED Bundle Standard-LON-1 $\mathrm{Yr}^{\text {r }}$ |  | \$211,100.30 | k | 31\% | \$145,659.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 14-1-CC-SSO | SEL 1TB ScaleOut Standard-LON-1Yr |  | \$827.46 | k | 31\% | ${ }_{\text {\$570.95 }}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 14-1-CC-SSO-B | SEL ScaleOut Bundle Standard-LON-1Yr |  | \$186,917.76 | k | 31\% | \$128,973.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 14-1-COLO-1RU | SEL Colo - 1RU - LON - 1 Yr |  | \$3,927.27 | k | 31\% | \$2,709.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 14-1-CX-100-SMF | SEL CrossConnect Singlemodefiber LON. 1 YR |  | \$14,113.09 | K | 31\% | \$9,738.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 14-1-DRAAS-GLD | SEL Unity DRaas 100VM/50TB - LON - 1YR |  | \$554,797.69 | k | 31\% | \$382,810.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | faction |
| 5 | 14-1-DRAAS-SVC | SEL Unity DRaas 100VM/25TB - LON - 1YR |  | \$102,681.82 | k | 31\% | \$70,850.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 14-1-DRAAS-TB | SEL 1 Add'I TB Unity DRaas - Lon - 1 Yr |  | \$1,783.64 | k | 31\% | \$1,230.71 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 14-1-DRAAS-Vm | SEL 1 Add'l VM Unity DRaas - LON - 1 Yr |  | \$1,331.55 | k | 31\% | \$918.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | faction |
| 5 | 14-1-MCN-100G | SEL 100Gbps Multicloud Network LON - 1 Y |  | \$460,122.08 | k | 31\% | \$317,484.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 14-1-MCN-10G | SEL 10Gbps Multicloud Network LON - 1Y |  | \$60, 106.41 | k | 31\% | \$41,473.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 14-1-MCN-19 | SEL 1 Gbps Multicloud Network LON - 1 Yr |  | \$6,156.82 | k | 31\% | \$4,248.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 14-1-MCN-2G | SEL 2Gbps Multicloud Network LON - 1Yr |  | \$12,313.64 | k | 31\% | \$8,496.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 14-1-MCN-40G | SEL 40Gbps Multicloud Network LON - 1Y |  | \$232,243.83 | k | 31\% | \$160,248.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 14-1-MCN-80G | SEL 80Gbps Multicloud Network LoN-1Y |  | \$460,122.08 | k | 31\% | \$317,484.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 14-1-PM-BUNDLE | SEL PowerMX DRaas 100VM/TB-LON- 1YR |  | \$819,490.91 | K | $31 \%$ $31 \%$ | \$565,448.73 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 14-1-PM-DRAAS-TB | SEL 1 Add"I TB PowerMax DRaas - LON - 1Y |  | \$14,138.18 | k | 31\% | \$9,755.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | faction |
| 5 | 14-1-PM-DRAAS-VM 14-1-PS-DR | SEL 1 Add'l VM PowerMax DRaas - LON - Y SEL PowerStore DRaas 100VM/50TB - Lon-1Y |  | $\$ 654.55$ $\$ 642.600 .00$ | K | 31\% | $\$ 451.64$ $\$ 443,394.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | faction faction |
| 5 | 14-1-PS-DR-OD | SEL Powerstore DRaas 100VM/25TB-LON-1Y |  | \$402,521.14 | K | 31\% | \$277,739.59 | S0.00 $\$ 000$ | \$9.00 | \$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$ $\$ 0.00$ | \$\$0.00 | \$\$0.00 | FACTION |
| 5 | 14-1-PS-DR-TB | SEL 1 Add'I TB Powerstore DRaas - LON-1Y |  | \$3,974.93 | k | 31\% | \$2,742.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 14-1-VMCHOST | SEL VMC. Hosti.i3-16XL. - LON - 1YR |  | \$109,669.09 | k | 31\% | \$75,671.67 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 14-1-VPN BW | SEL 100Mbps Managed VPN - LON - 1 Yr |  | \$2,356.36 | k | 31\% | \$1,625.89 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 14-1-VPN-1000BW | SEL 1000 Mbps Managed VPN - LON - 1 Yr |  | \$7,069.09 | k | 31\% | \$4,877.67 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 14-1-VPN-5008W | SEL 500Mbps Managed VPN - LON - 1Yr |  | \$4,712.73 | k | 31\% | \$3,251.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | $14.3-\mathrm{CC}-$-ASED | SEL 1 TB SED Archiv-LON-3Y |  | \$1,429.72 | K | $31 \%$ $31 \%$ | \$986.51 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 5 | 14-3-CC-ASED-B | SEL SED Bundle Archive-LON-3Yr SEL 1 TB Scaleout Archive-ON-3Yr |  | \$828.368.62 | K | $31 \%$ $31 \%$ | S571,574.35 $\$ 830.20$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | FACTION |
| 5 5 | $\begin{aligned} & \text { 14-3-CC-ASO } \\ & \text { 14-3-CC-ASO-B } \end{aligned}$ | SEL 1TB ScaleOut Archive-LON-3Yr SEL ScaleOut Bundle Archive-LON-3Yr |  | $\$ 1,203.19$ $\$ 728,382.86$ | $\begin{aligned} & \mathrm{k} \\ & \mathrm{k} \end{aligned}$ | $\begin{aligned} & 31 \% \\ & 31 \% \end{aligned}$ | $\$ 830.20$ $\$ 502,584.17$ | $\begin{aligned} & \$ .000 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | FACTION |
| 5 | 14-3-CC-BE | SEL 1TB Block Elite-LON-3Yr |  | \$23,771.78 | k | 31\% | \$16,402.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 14-3-CC-BE-B | SEL Block Bundle Elite-LON-3Yr |  | \$772,632.00 | k | 31\% | \$533,116.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 14-3-CC-BP | SEL 1TB Block Premier-LON-3Yr |  | \$12,772.72 | k | 31\% | \$8,813.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 14-3-CC-BP-B | SEL Block Bundle Premier-LON-3Yr |  | \$564,503.66 | k | 31\% | \$389,507.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | faction |
| 5 | 14-3-CC-BS | SEL 1 TB Block Standard-LON-3Yr |  | \$3,629.78 | k | 31\% | \$2,504.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 14-3-CC-BS-B | SEL Block Bundle Standard-LON-3Yr |  | \$478,038.35 | k | 31\% | \$329,846.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | ${ }^{\text {14-3-CC-BT }}$ | SEL 1TB Block Turbo-LON-3Yr |  | \$ $\$ 62,3600.63$ | K | 31\% | \$ $\$ 43,0028.83$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | faction |
| 5 | 14-3-CC-BT-B | SEL Block Bundle Turbo-LON-3Yr |  | \$7,401,391.19 | K | 31\% | \$5, 106,959.92 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 5 | 14-3-CC-ESED | SEL 1 TB SED Elite-LON-3Yr SEL SED Bunde Elite-LON-3Yr |  | \$ $\begin{array}{r}\text { \$20,811, } 80.101 .91\end{array}$ | K | $31 \%$ $31 \%$ | $\$ 14,387.09$ $\$ 2.423,074.32$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | FACTION |
| 5 | 14-3-CC-ESO | SEL 1TB ScaleOut Elit-LON-3Yr |  | \$3, $\$ 15,226.37$ | k | 31\% | \$2,410,506.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9.00 | FACTION |
| 5 | 14-3-CC-ESO-B | SEL ScaleOut Bundle Elite-LON-3Yr |  | \$2,874,551.69 | k | 31\% | \$1,983,440.67 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | $14.3-\mathrm{CC}-\mathrm{FE}$ | SEL 1TB File Elite-LON-3Yr |  | \$23,771.78 | k | 31\% | \$16,402.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 14-3-CC-FE-B | SEL File Bundle Elite-LON-3Yr |  | \$772,632.00 | k | 31\% | \$533,116.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | faction |
| 5 | 14-3-CC-FP | SEL 1TB File Premier-LON-3Yr |  | \$12,772.68 | k | 31\% | \$8,813.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 14-3-CC-FP-B | SEL File Bundle Premier-LON-3Yr |  | \$564,503.69 | k | 31\% | \$389,507.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 14-3-CC-FS | SEL 1TB File Standard-LON-3Yr |  | \$3,629.78 | k | 31\% | \$2,504.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 5 | 14-3-CC-FS-B 14-3-CC-PSED | SEL File Bundle Standard-LON-3Y\% |  | \$478.038.35 | K | $31 \%$ $31 \%$ | S329,846.46 $\$ 393561$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 5 | 14-3-CC-PSED 14-3-CC-PSED-B | SEL 1 TB SED Premier-LON-3Yr SEL SED Bunde Premier-LON-3Yr |  | $\begin{array}{r} \$ 5,703.78 \\ \$ 1,373,200.88 \end{array}$ | k | 31\% | \$3,935.61 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | FACTION |
| 5 | 14-3-CC-PSO | SEL 1TB ScaleOut Premier-LON-3Yr |  | \$4,645.52 | k | 31\% | \$3,205.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 14-3-CC-PSO-B | SEL ScaleOut Bundle Premier-LON-3Yr |  | \$1,233,073.68 | k | 31\% | \$850,820.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 14-3-CC-SSED | SEL 1TB SED Standard-LON-3Yr |  | \$2,575.74 | k | 31\% | \$1,777.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 14-3-CC-SSED-B $14.3-C C S S O$ | SEL SED Bunde Standard-LON-3Yr |  | \$538,305.75 | K | $31 \%$ $31 \%$ | \$371,430.97 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | 14-3-CC-SSO | SEL 1TB ScaleOut Standard-LON-3Yr |  | \$2,110.03 | k | 31\% | \$1,455.92 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | faction |
| 5 5 | 14-3-CC-SSO-B 14-3-COLO-1RU | SEL ScaleOut Bundle Standard-LON-3Yr SEL Colo - 1 RU-LON-3 ${ }^{\text {a }}$ ( |  | $\$ 476,640.29$ $\$ 11,781.82$ | K | 31\% | $\$ 328,881.80$ $\$ 8,129.46$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 9.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | faction FACTION |
| 5 | 14-3-CX-100-SMF | SEL Crossconnect SingleModeFiber LON.3YR |  | \$11,781.82 | k | 31\% | \$ $\$ 29,214.10$ | \$0.00 \$00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9.00 | \$9.00 | FACTION |
| 5 | 14-3-DRAAS-GLD | SEL Unity DRaas 100VM/50TB - LON - 3YR |  | \$1,379,508.53 | k | 31\% | \$951,860.89 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 14-3-DRAAS-SVC | SEL Unity DRaas 100VM/25TB - LoN - 3YR |  | \$240,136.36 | k | 31\% | \$165,694.09 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | 14-3-DRAAS-TB | SEL 1 Add'I TB Unity DRaas - Lon - 3Yr |  | \$4,011.20 | k | 31\% | \$2,767.73 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 5 | 14-3-DRAAS-VM 14-3CN-100G | SEL 1 Add'l VM Unity DRaas - LON - 3Yr |  | $\$ 3,595.14$ $\$ 1.38,36623$ | K | $31 \%$ $31 \%$ | $\$ 2,480.65$ $\$ 952.452 .70$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | 14-3-MCN-100G 14-3CN-10G | SEL 100Gbps Multicloud Network LON - 3 Yr SEL 10 Gbps Multicloud Network LON 3 Yr |  | $\$ 1,380,366.23$ $\$ 180,319.24$ | K | $31 \%$ $31 \%$ | \$952,452.70 $\$ 124,420.28$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | FACTION |
| 5 | 14-3-MCN-16 | SEL 1Gbps Multicloud Network LON - 3Yr |  | \$18,470.45 | k | 31\% | \$12,744.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 14-3-MCN-2G | SEL 2Gbps Multicloud Network LON - 3Yr |  | \$36,940.91 | K | 31\% | \$25,489.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 14-3-MCN-40G | SEL 40Gbps Multicloud Network LON - 3Yr |  | \$696,731.49 | K | 31\% | \$480,744.73 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 14-3-MCN-80G | SEL 80Gbps Multicloud Network LoN-3Y |  | \$1,380,366.23 | K | 31\% | \$952,452.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9.00 | \$0.00 | FACTION |
| 5 5 | 14-3-PS-DR 14-3S-DR-OD | SEL PowerStore DRaas 100VM/50TB - LON-3Y SEL PowerStore DRaas $100 \mathrm{~V} / 25$ TB - CN -3Y |  | $\underset{\substack{\text { S } \\ \$ 9,652,868.883 .43 \\ \text { S }}}{ }$ | K | 31\% | $\$ 1,140,479.04$ $\$ 638.859 .57$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | FACTION |
| 5 | 14-3-PS-DR-TB | SEL 1 Add'I' TB Powerstore DRaas - LON-3Y |  | \$8,936.38 | k | 31\% | \$6,166.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 14-3-VMCHOST | SEL VMC.Hosti 3 -16XL. - LON - 3YR |  | \$230,714.55 | k | 31\% | \$159,193.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 14-5-CC-ASED | SEL 1 TB SED Archiv-LON-5Yr |  | \$2,144.59 | k | 31\% | \$1,479.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | faction |
| 5 | 14-5-CC-ASED-B | SEL SED Bundle Archive-LON-5Yr |  | \$1,242,552.93 | K | 31\% | \$857,361.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 5 | ${ }_{\text {14-5-CC-ASO-B }}^{\text {14-C-C-ASO }}$ | SEL 1 18 ScaleOut Archive-LON-5Yr SEL ScaleOut Bundle Archive-LON-5Yr |  | $\$ 1,804.78$ $\$ 1,092,574.29$ | K k | $31 \%$ $31 \%$ | $\$ 1,245.30$ $\$ 753,876.26$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | FACTION FACTION |
|  | 14-5-CC-BE | SEL 1TB Block Elite-LON-5Yr |  | \$35,658.00 | k | 31\% | \$24,604.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |


| BAND | SKU | description | $\begin{aligned} & \text { Model Sub } \\ & \text { ckil } \end{aligned}$ sku | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\left\|\begin{array}{c}\text { WTY UPG ENH TO } \\ \text { PS W/MC PREM } \\ \text { LP }\end{array}\right\|$ | wTY UPG BASIC TO PS ENH LP | Renewal | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | 14-5-CC-BE-B | SEL Block Bundle Elite-LON-5Yr |  | \$1,158,970.91 | k | 31\% | \$799,689.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 14-5-CC-BP | SEL 1TB Block Premier-LON-5Yr |  | \$19,159.07 | K | 31\% | \$13,219.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 14-5-CC-BP-B | SEL Block Bundle Premier-LON-5Yr |  | \$846,755.50 | k | 31\% | \$584,261.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 14-5-CC-BS | SEL 1TB Block Standard-LON-5Yr |  | \$5,445.82 | k | 31\% | \$3,757.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 14-5-CC-BS-B | SEL Block Bundle Standard-LON-5Yr |  | \$717,057.53 | k | 31\% | \$494,769.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | $14-5-\mathrm{CC}-\mathrm{BT}$ | SEL 1TB Block Turbo-LON-5Yr |  | \$93,540.95 | k | 31\% | \$64,543.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 14-5-CC-BT-B | SEL Block Bundle Turbo-LON-5Yr |  | \$11,102,086.79 | k | 31\% | \$7,660,439.89 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 14-5-CC-ESED | SEL 1TB SED Elite-LON-5Yr |  | \$31,276.28 | k | 31\% | \$21,580.63 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 14-5-CC-ESED-B | SEL SED Bundle Elite-LON-5Yr |  | \$5,267,552.86 | k | 31\% | \$3,634,611.47 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 14-5-CC-ESO | SEL 1 TB Scaleout Elite-ON-5Yr |  | \$22,839.55 | K | 31\% | \$ $\$ 15.759 .29$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 14-5-CC-ESO-B | SEL ScaleOut Bundle Elite-LON-5Yr |  | \$4,311,827.54 | k | 31\% | \$2,975,161.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 14-5-CC-FE | SEL 1TB File Elite-LON-5Yr |  | \$35,658.00 | k | 31\% | \$24,604.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 14-5-CC-FE-B | SEL File Bundle Elite-LON-5Yr |  | \$1,158,970.91 | k | 31\% | \$799,689.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 14-5-CC-FP | SEL 1TB File Premier-LON-SYr |  | \$19,159.02 | k | 31\% | \$13,219.72 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 14-5-CC-FP-B | SEL File Bundle Premier-LON-5Yr |  | \$846,755.53 | k | 31\% | \$584,261.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| ${ }_{5}^{5}$ | 14-5-CC-FS | SEL 1TB File Standard-LON-5Yr |  | \$5,405.82 | k | 31\% | \$3,757.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 14-5-CC-FS-B | SEL File Bundle Standard-LON-SYr |  | \$717,057.53 | k | 31\% | \$494,769.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | faction |
| 5 | 14-5-CC-PSED | SEL 1TB SED Premier-LON-5Yr |  | \$8,555.67 | k | 31\% | \$5,903.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 14-5-CC-PSED-B | SEL SED Bundle Premier-LON-5Yr |  | \$2,059,801.32 | k | 31\% | \$1,421,262.91 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 14-5-CC-PSO | SEL 1TB ScaleOut Premier-LON-5Yr |  | \$6,968.28 | k | 31\% | \$4,808.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | faction |
| 5 | 14-5-CC-PSO-B | SEL ScaleOut Bundle Premier-LON-5Yr |  | \$1,849,610.52 | k | 31\% | \$1,276,231.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 14-5-CC-SSED | SEL 1TB SED Standard-LON-5Yr |  | \$3,863.61 | k | 31\% | \$2,665.89 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 14-5-CC-SSED-B | SEL SED Bunde Standard-LON-5Yr |  | \$807,458.63 | k | 31\% | \$557,146.45 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 14-5-CC-SSO | SEL 1TB ScaleOut Standard-LON-5Yr |  | \$3,165.05 | k | 31\% | \$2,183.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | $14-5-\mathrm{CC}-$-SOO-B | SEL ScaleOut Bundle Standard-LON-5Yr |  | \$714,960.44 | k | 31\% | \$493,322.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 14-5-MCN-100G | SEL 100Gbps Multicloud Network LON - 5Yr |  | \$2,300,610.39 | k | 31\% | \$1,587,421.17 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | faction |
| 5 | 14-5-MCN-10G | SEL 10Gbps Multicloud Network LON - 5Yr |  | \$300,532.06 | k | 31\% | \$207,367.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 14-5-MCN-1G | SEL 1Gbps Multicloud Network LON - 5 Yr |  | \$30,784.09 | k | 31\% | \$21,241.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 14-5-MCN-2G | SEL 2Gbps Multicloud Network LON - 5 Yr |  | \$61,568.18 | k | 31\% | \$42,482.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| ${ }_{5}^{5}$ | 14-5-MCN-40G | SEL 40Gbps Multicloud Network LON - 5Y |  | \$1,161,219.16 | k | $31 \%$ $31 \%$ | \$801,241.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 14-5-MCN-80G | SEL 80 Gbps Multicloud Network LON-5Y |  | \$2,300,610.39 | k | 31\% | \$1,587,421.17 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 15-1-CC-ASED | SEL 1 TB SED Archive-FRT-1Yr |  | \$584.04 | k | 31\% | \$402.99 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 15-1-CC-ASED-B | SEL SED Bundle Archive-FRT-1Yr |  | \$338,385.87 | k | 31\% | \$233,486.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 15-1-CC-ASO | SEL 1 TB ScaleOut Archive-FRT-1Yr |  | \$491.50 | k | 31\% | \$339.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 5 | 15-1-CC-ASO-B | SEL ScaleOut Bunde Archiv-FRT-1Yr SEL 1 1 TB Block Elit--RT-1Yr |  | \$297,542.02 $\$ 9710.80$ | k | $31 \%$ $31 \%$ | \$205,303.99 \$6,700.45 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | FACTION |
| 5 5 | $15-1-C C-B E$ $15-1-C C-B E-B$ | SEL 1 TB Block Elite-RRT-1Yr SEL Block Bundle Elite-RRT-1 |  | $\$ 9,710.80$ $\$ 315,620.45$ | K | $\begin{aligned} & 31 \% \\ & 31 \% \\ & 31 \% \end{aligned}$ | $\$ 6,700.45$ $\$ 217,778.11$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | FACTION FACTION |
| 5 | 15-1-CC-BP | SEL 1TB Block Premier-FRT-1Yr |  | \$5,217.61 | k | 31\% | \$3,600.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 15-1-CC-BP-B | SEL Block Bundle Premier-RRT-1 Yr |  | \$230,597.90 | k | 31\% | \$159,112.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 15-1-CC-BS | SEL 1TB Block Standard-FRT-1 1 Yr |  | \$1,482.95 | k | 31\% | \$1,023.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | faction |
| 5 | 15-1-CC-BS-B | SEL Block Bundle Standard-FRT-1Yr |  | \$195,277.10 | k | 31\% | \$134,741.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | $15-1-C C-B T$ | SEL 1 1TB Block Turbo-FRT-1Yr |  | \$25,474.11 | k | 31\% | \$17,577.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 15-1-CC-BT-B | SEL Block Bunde Tirbo-FRT-1Yr |  | \$3,023,444.11 | k | 31\% | \$2,086,176.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 15-1-CC-ESED | SEL 1 TB SED Elite-FRT-1Yr |  | \$8,517.51 | K | $31 \%$ $31 \%$ | $\$ 5,877.08$ $\$ 989817.94$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | faction |
| 5 | 15-1-CC-ESED-B | SEL SED Bundle Elite-FRT-1Yr |  | \$1,434,518.75 | K | 31\% | \$989,817.94 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | FACTION FACTION |
| 5 5 | 15-1-CC-ESO <br> 15-1-CC-ESO-B | SEL 1TB ScaleOut Elite-RRT-1Yr |  | \$6,219.92 $\$ 1,174,244.97$ | K | $31 \%$ $31 \%$ | $\$ 4,291.74$ $\$ 810,229.03$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | FACTION FACTION |
| 5 | 15-1-CC-FE | SEL 1TB File Elite-FRT-1Yr |  | \$9,710.80 | k | 31\% | \$6,700.45 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 15-1-CC-FE-B | SEL File Bundle Elite-FRT-1Yr |  | \$315,620.45 | k | 31\% | \$217,778.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 15-1-CC-FP | SEL 1TB File Premier-FRT-1Yr |  | \$5,217.60 | k | 31\% | \$3,600.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 15-1-CC-FP-B | SEL File Bundle Premier-FRT-1Yr |  | \$230,597.91 | k | 31\% | \$159,112.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 15-1-CC-FS | SEL 1TB File Standard-FRT-1 1 Yr |  | \$1,482.95 | k | 31\% | \$11.023.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | 15-1-CC-FS-B 15-1-CC-PSED | SEL File Bundle Standard-FRT-1Yr SEL 1 TB SED Premier-FRT-1Yr |  | $\$ 195,277.10$ $\$ 2,329.97$ | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~K} \end{aligned}$ | $\begin{aligned} & 31 \% \\ & 31 \% \end{aligned}$ | \$134,741.20 \$1,607.68 | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | FACTION FACTION |
| 5 | 15-1-CC-PSED-B | SEL SED Bundle Premier-FRT-1Yr |  | \$560,948.07 | k | 31\% | \$387,054.17 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 15-1-CC-PSO | SEL 1TB ScaleOut Premier-FRT-1 Yr |  | \$1,897.68 | k | 31\% | \$1,309.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 15-1-CC-PSO-B | SEL ScaleOut Bundle Premier-FRT-1Yr |  | \$503,706.57 | k | 31\% | \$347,557.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | faction |
| 5 | 15-1-CC-SSED | SEL 1TB SED Standard-FRT-1Yr |  | \$1,052.18 | k | 31\% | \$726.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 15-1-CC-SSED-B | SEL SED Bundle Standard-FRT-1 Yr |  | \$219,896.14 | k | 31\% | \$151,728.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 15-1-CC-SSO | SEL 1TB ScaleOut Standard-FRT-1Yr |  | \$861.94 | k | 31\% | \$594.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 15-1-CC-SsO-B | SEL ScaleOut Bundle Standard-FRT-1Yr |  | \$194,706.00 | K | $31 \%$ $31 \%$ | \$134,347.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 | \$0.00 |  |
| 5 | 15-1-COLO-1RU 15-1-CX-100-SMF | SEL Colo - 1RU - FRT - 1 Yr SEL Crossconnect SingleModeFiber FRT. 1 YR |  | $\$ 4,090.91$ $\$ 15,198.71$ | K | 31\% | \$2,822.73 $\mathbf{\$ 1 0 , 4 8 7 . 1 1}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | fACTION FACTION |
| 5 | 15-1-DRAAS-GLD | SEL Unity DRaas 100VM/50TB - FRT - 1YR |  | \$577,914.26 | , | 31\% | \$398,760.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 15-1-DRAAS-SVC | SEL Unity DRaas 100VM/25TB - FRT - 1YR |  | \$106,960.23 | k | 31\% | \$73,802.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 15-1-MCN-100G | SEL 100Gbps Multicloud Network FRT - 1Y |  | \$479,293.83 | k | 31\% | \$330,712.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| ${ }_{5}^{5}$ | 15-1-MCN-10G | SEL 10Gbps Multicloud Network FRT-1Y |  | \$62,610.85 | k | 31\% | \$43,201.49 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | 15-1-MCN-16 | SEL 1 Gbps Multicloud Network FRT - 1 Yr |  | \$6,413.35 | k | 31\% | \$4,425.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | faction |
| 5 5 | 15-1-MCN-2G | SEL 2Gbps Multicloud Network FRT - Yrr |  | $\$ 12,826.70$ $\$ 241920.66$ | k | $31 \%$ $31 \%$ | ( $\begin{array}{r}\$ 8,850.42 \\ \$ 16692526\end{array}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  |
| 5 | 15-1-MCN-40G 15-1-MCN-80G | SEL L 40Gbps Multicloud Network FRT-1Y SEL 80Gbps Multicloud Network FRT-1Y |  | \$241,920.66 $\$ 479,293.83$ | K k | 31\% | \$166,925.26 $\$ 330,712.74$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | FACTION FACTION |
| 5 | 15-1-PM-BUNDLE | SEL PowerMX DRaas 100VM/50TB - FRT - 1YR |  | \$853,636.36 |  | 31\% | \$589,009.09 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 15-1-PM-DRAAS-TB | SEL 1 Add'II TB PowerMax DRaas - FRT - 1 Y |  | \$14,727.27 | k | 31\% | \$10,161.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 15-1-PM-DRAAS-VM | SEL 1 Add'l VM PowerMax DRaas - FRT - 1 Y |  | \$681.82 | k | 31\% | \$470.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 15-1-PS-DR | SEL Powerstore DRaas 100VM 50 TB - FRT-1Y |  | \$654,665.91 | K | 31\% | \$451,719.48 $\$ 289312.07$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 15-1-PS-DR-OD 15-1-PS-DR-TB | SEL Powerstore DRaas 100VM/25TB-FRT-1Y SEL 1 Add'I $T$ Powerstore DRaas - FRT-1Y |  | $\$ 419,292.86$ $\$ 4,140.55$ | K | $31 \%$ $31 \%$ | \$289,312.07 $\$ 2,856.98$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | FACTION FACTION |
| 5 | 15-1-UNITY-DR-TB | SEL 1 Add'I TB Unity DRaas - FRT - 1 Yr |  | \$1,857.95 | k | 31\% | \$1,281.99 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 15-1-UNITY-DR-VM | SEL 1 Add'l VM Unity DRas - FRT - 1 Yr |  | \$1,367.59 | k | 31\% | \$943.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 15-1-VMCHOST | SEL VMC. Hosti i3.-16XL.-FRT - 1YR |  | \$112,700.00 | k | 31\% | \$77,763.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |


| BAND | SKU | description | $\begin{aligned} & \text { Model Sub } \\ & \text { ckil } \end{aligned}$ sku | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\left\|\begin{array}{c}\text { WTY UPG ENH TO } \\ \text { PS W/MC PREM } \\ \text { LP }\end{array}\right\|$ | wTY UPG BASIC TO PS ENH LP | Renewal | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | 15-1-VPN-1000BW | SEL 1000Mbps Managed VPN - FRT - 1 Yr |  | \$7,363.64 | k | 31\% | \$5,080.91 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 15-1-VPN-500BW | SEL 500Mbps Managed VPN - FRT - 1Yr |  | \$4,909.09 | k | 31\% | \$3,387.27 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 15-1-VPN-BW | SEL 100Mbps Managed VPN - FRT - 1 Yr |  | \$2,454.55 | k | 31\% | \$1,693.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 15-3-CC-ASED | SEL 1 TB SED Archive-FRT-3Yr |  | \$1,489.30 | k | 31\% | \$1,027.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 15-3-CC-ASED-B | SEL SED Bundle Archive-FRT-3Yr |  | \$882,883.98 | k | 31\% | \$595,389.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 15-3-CC-ASO | SEL 1TB ScaleOut Archive-FRT-3Yr |  | \$1,253.32 | k | 31\% | \$862.79 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 15-3-CC-ASO-B | SEL Scale ${ }^{\text {Set }}$ Sundle Archiv-FRT-3Yr |  | \$758.732.15 | K | 31\% | \$523,525.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 5 | $15-3-\mathrm{CC}-\mathrm{BE}$ | SEL LTB Block Elit-FRT-3Yr |  | $\$ 24,762.27$ $\$ 804.825 .00$ | K | 31\% | \$17,085.97 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | ${ }^{15-3-3-C C-B E-B P}$ | SEL 1TB Block Premier-FRT-3Yr |  | \$804,825.00 $\$ 13,304.91$ | k | 31\% | \$555,329.25 $\$ 9,180.39$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | FACTION |
| 5 | 15-3-CC-BP-B | SEL Block Bundle Premier-FRT-3Yr |  | \$588,024.65 | k | 31\% | \$405,737.01 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 15-3-CC-BS | SEL 1 1TB Block Standard-FRT-3Yr |  | \$3,781.02 | k | 31\% | \$2,608.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | faction |
| 5 | 15-3-CC-BS-B | SEL Block Bundle Standard-RT-3Yr |  | \$497,955.62 | k | 31\% | \$343,590.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 15-3-CC-BT | SEL 1 1TB Block Turbo-FRT-3Yr |  | \$64,958.99 | k | 31\% | \$44,821.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 15-3-CC-BT-B | SEL Block Bundle Turbo-FRT-3Yr |  | \$7,709,782.49 | k | 31\% | \$5,319,749.92 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 15-3-CC-ESED | SEL 1TB SED Elit--FRT-3Yr |  | \$21,719.64 | k | 31\% | \$14,986.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 15-3-CC-ESED-B | SEL SED Bundil Elite-FRT-3Y |  | \$3,658,022.82 | k | 31\% | \$2,524,035.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 15-3-CC-ESO | SEL 1TB ScaleOut Elite-FRT-3Yr |  | \$15,860.80 | k | 31\% | \$10,943.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 15-3-CC-ESO-B | SEL ScaleOut Bundle Elite-FRT-3Yr |  | \$2,994,324.68 | k | 31\% | \$2,066,084.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 15-3-CC-FE | SEL 1 TP File Elit--FRT-3Yr |  | \$24,762.27 | k | 31\% | \$17,085.97 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | ${ }^{15-3-3 C C-F E-B}$ | SEL File Bundle Elite-FRT-3Yr |  | \$804,825.00 | K | $31 \%$ $31 \%$ | \$555,329.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 5 | 15-3-CC-FP | SEL 1TB File Premier-FRT-3Yr |  | \$13,304.88 | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~K} \end{aligned}$ | $\begin{aligned} & 31 \% \\ & 31 \% \\ & 31 \% \end{aligned}$ | $\$ 9,180.37$ $\$ 405,737.02$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | FACTION |
| 5 | 15-3-CC-FS | SEL 1TB File Standard-FRT-3Yr |  | \$ ${ }^{\text {3,781.02 }}$ | k | 31\% | \$2,608.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 15-3-CC-FS-B | SEL File Bundle Standard-RRT-3Yr |  | \$497,956.62 | k | 31\% | \$343,590.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 15-3-CC-PSED | SEL 1TB SED Premier-FRT-3Yr |  | \$5,941.43 | k | 31\% | \$4,099.59 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | faction |
| 5 | 15-3-CC-PSED-B | SEL SED Bundle Premier-FRT-3Yr |  | \$1,430,417.58 | K | 31\% | \$986,988.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 15-3-CC-PSO | SEL 1TB ScaleOut Premier-FRT-3Yr |  | \$4,839.08 | k | 31\% | \$3,338.97 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 15-3-CC-PSO-B | SEL ScaleOut Bundle Premier-FRT-3Yr |  | \$1,284,451.75 | k | 31\% | \$886,271.71 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 1 1-3-CC-SSED | SEL 1TB SED Standard-FRT-3Yr |  | \$2,683.06 | K | 31\% | \$1,851.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 15-3-CC-SSED-B | SEL SED Bundle Standard-FRT-3Yr |  | \$560,735.16 | k | 31\% | \$386,907.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 15-3-CC-SSO | SEL 1 1TB ScaleOut Standard-FRT-3Yr SEL ScaleOut Bundle Standard-FRT-3Yr |  | $\$ 2,197.95$ $\$ 496,500.31$ | K | $31 \%$ $31 \%$ | \$ $\$ 1.516 .59$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | FACTION |
| 5 | 15-3-COLO-1RU | SEL Colo - 1RU - -RT - 3 Yr |  | \$4912,272.73 | k | 31\% | \$342,585.21 | $\$ 0.00$ $\$ 0.00$ | \$ $\$ 0.00$ | \$0.00 | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | FACTION |
| 5 | 15-3-CX-100-SMF | SEL CrossConnect SingleModeFiber FRT. 3 YR |  | \$45,596.14 | k | 31\% | \$31,461.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 15-3-DRAAS-GLD | SEL Unity DRaas 100VM/50TB - FRT - 3YR |  | \$1,436,988.05 | K | 31\% | \$991,521.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 15-3-DRAAS-SVC | SEL Unity DRaas 100VM/25TB - FRT - 3YR |  | \$250,142.05 | k | 31\% | \$172,598.01 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 15-3-DRAAS-TB | SEL 1 Add'I TB Unity DRaas - FRT - 3Yr |  | \$4,178.34 | k | 31\% | \$2,883.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 15-3-DRAAS-VM | SEL 1 Add'l VM Unity DRas - FRT - 3Yr |  | \$3,692.50 | k | 31\% | \$2,547.83 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 15-3-MCN-100G | SEL 100Gbps Multicloud Network FRT - 3Yr |  | \$1,437,881.49 | k | 31\% | \$992,138.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | faction |
| 5 | 15-3-MCN-10G | SEL 10Gbps Multicloud Network FRT - 3Yr |  | \$187,832.54 | k | 31\% | \$129,604.45 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 15-3-MCN-1G | SEL 1Gbps Multicloud Network FRT - 3Yr |  | \$19,240.06 |  | 31\% | \$13,275.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 15-3-MCN-2G | SEL 2 Gbps Multicloud Network FRT- - 3r |  | \$38,480.11 | k | 31\% | \$26,551.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 15-3-MCN-40G | SEL 40 Gbps Multicloud Network FRT - 3Yr |  | \$725,761.97 | K | 31\% | \$500,775.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ | \$0.00 | \$0.00 | FACTION |
| 5 | 15-3-MCN-80G | SEL 80Gbps Multicloud Network FRT-3Y |  | \$1,437,881.49 | K | 31\% | $\$ 992,138.23$ $\$ 1,162,792.71$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | \$9.00 | $\$ 0.00$ $\$ 0.00$ | FACTION FACTION |
| 5 5 | 15-3-PS-DR <br> 15-3-PS-DR-OD | SEL Powerstore DRaas 100VM/50TB - FRT-3Y SEL PowerStore DRaas 100VM/25TB - FRT-3Y |  | $\$ 1,685,206.82$ $\$ 964,461.91$ | K | 31\% | $\$ 1,162,792.71$ $\$ 665,478.72$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | FACTION |
| 5 | 15-3-PS-DR-TB | SEL 1 Add'I TB Powerstore DRaas - FRT-3Y |  | \$944,308.73 | k | 31\% | \$656,423.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 15-3-VMCHOST | SEL VMC. Hostili3-16XL.-FRT-3YR |  | \$236,907.27 | k | 31\% | \$163,466.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 15-5-CC-ASED | SEL 1 TB SED Archive-FRT-5Yr |  | \$2,233.94 | k | 31\% | \$1,541.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 15-5-CC-ASED-B | SEL SED Bundle Archive-FRT-5Yr |  | \$1,294,325.97 | k | 31\% | \$893,084.92 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | faction |
| 5 | 15-5-CC-ASO | SEL 1TB ScaleOut Archive-FRT-5Yr |  | \$1,879.98 | k | 31\% | \$1,297.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 15-5-CC-ASO-B | SEL Scale ${ }^{\text {det }}$ Bundle Archiv-FRT-5Yr |  | \$1,138,098.22 | k | 31\% | \$785,287.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | ${ }^{15-5-C C-B E}$ | SEL 1TB Block Elite-FRT-5Yr |  | \$37,143.75 | k | 31\% | \$25,629.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 15-5-CC-BE-B | SEL Block Bundle Elite-FRT-5Yr |  | \$1,207,261.36 | k | 31\% | \$833,010.34 | \$0.00 | \$\$000 | \$\$.00 | \$0.00 | \$9.00 | \$\$000 | \$0.00 | FACTION FACTION |
| 5 | 15-5-CC-BP | SEL 1TB Block Premier-FRT-5Yr |  | \$19,957.37 $\$ 882,036.97$ | K | 31\% | $\$ 313,770.59$ $\$ 608,605.51$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | FACCTION |
| 5 | 15-5-CC-BS | SEL 1TB Block Standard-FRT-5Yr |  | \$5,672.73 | k | 31\% | \$3,914.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 15-5-CC-BS-B | SEL Block Bundle Standard-FRT-5 Yr |  | \$746,934.92 | k | 31\% | \$515,385.09 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | ${ }^{15-5-C C-B T}$ | SEL 1TB Block Turbo-FRT-5Yr |  | \$97,438.49 | k | 31\% | \$67,232.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 15-5-CC-BT-B | SEL Block Bunde Torbo-FRT-5Yr |  | \$11,564,677.74 | k | 31\% | \$7,979,624.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ | \$0.00 | \$0.00 | faction |
| 5 | 15-5-CC-ESO | SEL 1TB ScaleOut Elite-FRT-5Yr |  | \$23,791.20 | , | 31\% | \$16,415.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 15-5-CC-EsO-B | SEL ScaleOut Bundle Elit-FRT-5Yr |  | \$4,491,487.02 | k | 31\% | \$3,099,126.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 15-5-CC-FE | SEL 1TB File Elit-FRT-5Yr |  | \$37,143.75 | k | 31\% | \$25,629.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| ${ }_{5}^{5}$ | ${ }^{15-5-C C-F E-B}$ | SEL File Bundle Elite-FRT-5Yr |  | \$1,207,261.36 | k | 31\% | \$833,010.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | faction |
| 5 | 15-5-CC-FP | SEL 1TB File Premier-FRT-5Yr |  | \$19,957.31 | K | 31\% | \$13,770.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 5 | 15-5-CC-FP-B | SEL File Bundle Premier-FRT-5Yr |  | \$882,037.01 | k | $31 \%$ $31 \%$ | $\$ 608,605.54$ <br> $\$ 3.914 .18$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  |
| 5 | ${ }_{1}^{15-5-5-C C-F S-F S-B ~}$ | SEL L 1TB File Standard-FRT-5Yr SEL File Bundle Standard-FRT-5Yr |  | $\$ 5,672.73$ $\$ 746,934.92$ | K k | 31\% | \$3,914.18 $\$ 515,385.09$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | FACTION FACTION |
| 5 | 15-5-CC-PSED | SEL 1TB SED Premier-FRT-5Yr |  | \$8,912.15 | k | 31\% | \$6,149.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | $15-5-\mathrm{CC}-\mathrm{PSED}$-B | SEL SED Bundle Premier-FRT-5Y |  | \$2,145,626.37 | k | 31\% | \$1,480,482.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 15-5-CC-PSO | SEL 1TB ScaleOut Premier-FRT-5Yr |  | \$7,258.62 | K | 31\% | \$5,008.45 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 5 | 15-5-CC-PSO-B 15-5C-SSED | SEL ScaleOut Bunde Premier-FRT-5Yr |  | \$1,926,6677.62 | k | $31 \%$ $31 \%$ | \$1,329,407.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | ${ }_{\text {1 }}^{\text {15-5-CC-SSED }}$ 15-CC-SSED-B | SEL 1TB SED Standard-FRT-5Yr ${ }_{\text {del }}^{\text {S }}$ |  | \$4,024.59 $\$ 841,102.74$ | K | $31 \%$ $31 \%$ | $\$ 2,776.97$ $\$ 580,360.89$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | FACTION FACTION |
| 5 | 15-5-CC-sso | SEL 1TB ScaleOut Standard-FRT-5Yr |  | \$3,296.92 | k | 31\% | \$2,274.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | ${ }^{15-5-C C-S S O-B ~}$ | SEL ScaleOut Bundle Standard-FRT-5Yr |  | \$744,750.46 | k | 31\% | \$513,877.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 15-5-MCN-100G | SEL 100Gbps Multicloud Network FRT - 5Yr |  | \$2,396,469.16 | k | 31\% | \$1,653,563.72 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |


| BAND | SKU | description | Model Sub sku | EMC LIST PRICE USD | category CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\left\|\begin{array}{c}\text { WTY UPG ENH TO } \\ \text { PS W/MC PREM } \\ \text { LP }\end{array}\right\|$ | WTY UPG BASIC TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | 15-5-MCN-10G | SEL 10Gbps Multicloud Network FRT - 5Yr |  | \$313,054.23 | K | 31\% | \$216,007.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 15-5-MCN-16 | SEL 1Gbps Multicloud Network FRT - 5 Yr |  | \$32,066.76 | k | 31\% | \$22,126.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 15-5-MCN-2G | SEL 2Gbps Multicloud Network FRT - 5Yr |  | \$64,133.52 | k | 31\% | \$44,252.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 15-5-MCN-40G | SEL 40Gbps Multicloud Network FRT - 5Yr |  | \$1,209,603.29 | k | 31\% | \$834,626.27 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 15-5-MCN-80G | SEL 80 Gbps Multicloud Network FRT-5Y |  | \$2,396,469.16 | K | 31\% | \$1,653,563.72 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 1568-M1P | SEL 1568-M1P VF-HYPM5-P-SSS-F |  | \$102.30 | F1 | 2\% | \$100.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | 1558-M3P | SEL 1568-M3P VF-HYPM5-3P-SSS-F |  | \$270.07 | F1 | 2\% | ${ }_{\$ 264.67}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | 1601-M1P | SEL 1601-M1P HZ-MRG-10-P-SSS-F |  | \$424.60 | F1 | 2\% | \$416.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | 1602-M1P | SEL 1602-M1P HZ-MRG-100-P-SSS-F |  | \$4,249.30 | F1 | 2\% | \$4,164.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | 16G-ER-BR2 | SEL-SFP+, 16/8/4GFC, $1550 \mathrm{nmm}, \mathrm{SM}, 40 \mathrm{~km}, 13 \mathrm{~dB}$ |  | \$4,858.46 | k | 31\% | \$3,352.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | smartoptics |
| 5 5 | 16G-ER-D210-BR2 16 G -ER-D20-BR2 |  |  | \$4,858.46 | k | 31\% | \$3,352.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SMARTOPTICS SMARTOPTICS |
| 5 | 16G-ER-D230-BR2 |  |  | \$4,858.46 | k | $31 \%$ $31 \%$ | \$3,352.34 $\$ 3,352.34$ | \$0.00 | \$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SMARTOPTICS |
| 5 | 16G-ER-D240-BR2 | SEL-SFP+,16/8/4Gbps, FC, $89240,13 \mathrm{~dB}, 40 \mathrm{~km}$ |  | \$4,858.46 | k | 31\% | \$3,352.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SmARTOPTICS |
| 5 | 16G-ER-D250-BR2 | SEL-SFP+,16/8/4Gbps,FC, D9250,13dB,40km |  | \$4,858.46 | k | 31\% | \$3,352.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SmARTOPTICS |
| 5 | 16G-ER-D260-BR2 | SEL-SFP+, 16/8/4GbpsFC, D9260, $13 \mathrm{~dB}, 40 \mathrm{~km}$ |  | \$4,858.46 | k | 31\% | \$3,352.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | smartoptics |
| 5 | 16G-ER-D270-BR2 | SEL-SFP+,161/8/4Gbps,FC, D9270,13dB,40km |  | \$4,858.46 | k | 31\% | \$3,352.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SmARTOPTICS |
| 5 | 16G-ER-D280-BR2 | SEL-SFP+,161/8/4Gbps,FC, D9280, 13dB,40km |  | \$4,858.46 | k | 31\% | \$3,352.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SmARTOPTICS |
| 5 | 16G-ER-D290-BR2 | SEL-SFP+,16/8/4Gbps,FC, D9290, 13dB, 40km |  | \$4,858.46 | k | 31\% | \$3,352.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SMARTOPTICS |
| 5 | 16G-ER-D300-BR2 | SEL-SFP+,161/8/4Gbps,FC, D9300, 13dB,40km |  | \$4,858.46 | k | 31\% | \$3,352.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SmARTOPTICS |
| 5 | 16G-ER-D310-BR2 | SEL-SFP+,161/8/4Gbps,FC, D9310,13dB,40km |  | \$4,858.46 | k | 31\% | \$3,352.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SmARTOPTICS |
| 5 | 16G-ER-D320-BR2 | SEL-SFP+,161/8/4Gbss,FC, $\mathrm{D} 93230,13 \mathrm{~dB}, 40 \mathrm{~km}$ |  | \$4,858.46 | k | 31\% | \$3,352.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SMARTOPTICS |
| 5 | 16G-ER-D330-BR2 | SEL-SFP+,161/84Gbps,FC, D99330, 13d8, 40 km |  | \$4,858.46 | k | 31\% | \$3,352.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SMARTOPTICS |
| 5 | 16G-ER-D340-BR2 | SEL-SFP+,1618/4Gbps,FC, D9340,13dB,40km |  | \$4,858.46 | k | 31\% | \$3,352.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Smartoptics |
| 5 | 16G-ER-D350-BR2 | SEL-SFP+,16/8/4Gbps,FC, D9350, 13dB, 40km |  | \$4,858.46 | K | 31\% | \$3,352.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SMARTOPTICS |
| 5 | 16G-ER-D360-BR2 | SEL-SFP+,161/8/4Gbps,FC, D9360,13dB,40km |  | \$4,858.46 | k | 31\% | \$3,352.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SmARTOPTICS |
| 5 | 1-CC-ASED | SEL 1 TB SED Archive-USA-1Yr |  | \$467.23 | k | 31\% | \$322.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 1 -CC-ASED-B | SEL SED Bundle Archive-USA-1Yr |  | \$270,708.70 | K | 31\% | \$186,789.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 1 -CC-ASO | SEL 1TB ScaleOut Archive-USA-1 Yr |  | \$393.20 | k | 31\% | \$271.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 1 1-CC-ASO-B | SEL Scale Out Bunde Archiv-USA-1 Yr |  | \$238,033.62 | K | 31\% | \$164,243.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 1-CC-BE | SEL 1 TB Block Elite-USA-1Yr |  | \$7,768.64 | k | 31\% | \$5,360.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 5 | 1-CC-BE-B | SEL Block Bundle Elite-USA-1Yr |  | \$252,496.36 $\$ 4.174 .09$ | K | 31\% | \$174,222.49 \$2.880.12 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | FACTION |
| 5 | 1-CC-BP-B | SEL Block Bundle Premier-USA-1Yr |  | \$184,478.32 | k | 31\% | \$127,290.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 1-CC-BS | SEL 1 1TB Block Standard-USA-1Yr |  | \$1,186.36 | k | 31\% | \$818.59 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | faction |
| 5 | 1 1-CC-BS-B | SEL Block Bundle Standard-USA-1Yr |  | \$156,221.68 | K | 31\% | \$107,792.96 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | $1-C C-B T$ | SEL 1TB Block Turbo-USA-1Yr |  | \$20,379.29 | k | 31\% | \$14,061.71 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 1-CC-BT-B | SEL Block Bundle Turbo-USA-1Yr |  | \$2,418,755.29 | k | 31\% | \$1,668,941.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 1 -CC-ESED | SEL 1TB SED Elit-USA-1Yr |  | \$6,814.00 | k | 31\% | \$4,701.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 1-CC-ESED-B | SEL SED Bundle Elite-USA-1Yr |  | \$1,147,615.00 | K | 31\% | \$791,854.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 1-CC-EsO | SEL 1 TB Scaleout Elite-USA-1Yr |  | \$4,975.94 $\$ 939$ | K | $31 \%$ $31 \%$ | \$3,433.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | ${ }^{\text {1-CCC-FE- }}$ | SEL ScaleOut Bundle Elite-USA-1Yr SEL $1 T B$ File Elite-USA-1Yr |  | \$939,395.98 | K k | $31 \%$ $31 \%$ | \$648,183.23 $\$ 5,360.36$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | FACTION FACTION |
| 5 | 1-CC-FE-B | SEL File Bundle Elite-USA-1Yr |  | \$252,496.36 | k | 31\% | \$174,222.49 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 1-CC-FP | SEL 1TB File Premier-USA-1Yr |  | \$4,174.08 | k | 31\% | \$2,880.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 1-CC-FP-B | SEL File Bundle Premier-USA-1Yr |  | \$184478.33 | k | 31\% | \$127,290.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 1 -CC-FS | SEL 1TB Fill Standard-USA-1Yr |  | \$ $\$ 1.186 .36$ | K | 31\% | $\$ 818.59$ $\$ 10779296$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | 1-CC-FS-B <br> 1-CC-PSED | SEL File Bundle Standard-USA-1Yr <br> SEL 1TB SED Premier-USA-1Yr |  | \$156,221.68 \$1,863.98 | K | $\begin{aligned} & 31 \% \\ & 31 \% \end{aligned}$ | $\$ 1077,92.96$ $\$ 1,286.15$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | FACTION FACTION |
| 5 | 1-CC-PSED-B | SEL SED Bundle Premier-USA-1Yr |  | \$448,758.46 | k | 31\% | \$309,643.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 1 -CC-PSO | SEL 1 1 TB Scaleout Premier-USA-1 Yr |  | \$1,518.14 | k | 31\% | \$1,047.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | faction |
| 5 | 1-CC-Pso-B | SEL ScaleOut Bundle Premier-USA-1Yr |  | \$402,965.25 | k | 31\% | \$278,046.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 1 -CC-SSED | SEL TTB SED Standard-USA-1Yr |  | \$841.74 | k | 31\% | \$580.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 1 1-CC-SSED-B | SEL SED Bundle Standard-USA-1Yr |  | \$175,916.91 | K | 31\% | \$121,382.67 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | ${ }^{1-C C-S S S O}$ | SEL 1TB ScaleOut Standard-USA-1 Yr |  | \$689.55 $\$ 155,764.80$ | K | $31 \%$ $31 \%$ | \$475.79 $\$ 107,477.71$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | FACTION FACTION |
| 5 | 1-CREDIT-UNIT | SEL Faction Credit Unit |  | \$272.73 | k | 31\% | \$188.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
|  | 1-MCN-100G | SEL 100Gbps Multicloud Network USA - 1 Y |  | \$383,435.06 | k | 31\% | \$264,570.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | ${ }^{1-M C N-10 G}$ | SEL 10Gbps Multicloud Network USA - 1Y |  | \$50,088.68 | k | 31\% | \$34,561.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 1-MCN-1G | SEL 1 1Gbps Multicloud Network USA - 1 Yr |  | \$5,130.68 | k | 31\% | \$3,540.17 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 1-MCN-2G | SEL 2Gbps Multicloud Network USA - 1 Yr |  | $\$ 10,261.36$ $\$ 19353653$ | K | $31 \%$ $31 \%$ | \$17,080.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 5 | ${ }^{1-M C N-40 G}$ | SEL L0Gbps Multicloud Network USA - - Y SEL 5 Gbps Multicloud Network USA - 1 Yr |  | \$193,536.53 <br> \$25,653.41 | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~K} \end{aligned}$ | $\begin{aligned} & 31 \% \\ & 31 \% \end{aligned}$ | \$133,540.21 <br> \$17,700.85 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | FACTION FACTION |
| 5 | 1-MCN-80G | SEL 80 Gbps Multicloud Network USA-1Y |  | \$383,435.06 | k | 31\% | \$264,570.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 1YR-ENT-BUNDLE | SEL Catalog/Data Mgmt Starter for ENT |  | \$38,461.54 | k | 31\% | \$26,538.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | index Engines |
| 5 | 1YR-ENTGOV-BUNDL | SEL Primary Data Governance POC for ENT |  | \$15,000.00 | k | 31\% | \$10,350.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Index engines |
| ${ }_{5}^{5}$ | 1YR-MM-BUNDLE | SEL Catalog/Data Mgmt Starter for MM |  | \$15,384.62 | k | $31 \%$ $31 \%$ | \$10,615.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | 1YR-MMGOV-BUNDLE | ESEL Primary Data Governance POC for MM |  | \$5,000.00 | K | 31\% | \$3,450.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 5 | 200-200025 $200-20025-S M$ | SEL-SW Virt LDX-E1000V-10TB-VW SEL AS LDXE-1000V-10TB-WW SSM |  | $\$ 31.538 .46$ $\$ 1.466 .15$ | k | $31 \%$ $31 \%$ | \$21,761.54 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | RTUAL INSTRUMENTS |
| 5 | 200-200069 | SEL-SW LG CInt FCS FCS-FCl1-4 |  | \$65,384.62 | k | 31\% | \$45,115.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 200-200070 | SEL-SW LG CInt isCSI ISC-10GC1-4 |  | \$42,461.54 | k | 31\% | \$29,298.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 200-200072 | SEL-SW LG CInt SMB2 SMB-10GC2-4 |  | \$42,461.54 | k | 31\% | \$29,298.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | RTUAL INSTRUMENTS |
| 5 | 200-200073 | SEL-SW LG CInt SMB3 SMB-10GC3-4 |  | \$42,461.54 | k | 31\% | \$29,298.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | RTUAL INSTRUMENTS |
| 5 | 200-200075 | SEL-SW LG CInt NFSV3 NFS-10GC3-4 |  | \$42,461.54 | K | 31\% | \$29,298.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | RTUAL INSTRUMENTS |
| 5 | 200-200077 | SEL-SW LG CIntNFS41 NFS-10GC41-4 |  | \$ ${ }^{\mathbf{S} 42,461.54}$ | k | 31\% | \$29,298.46 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 200-200078 | SEL-SW LG CInt HTTP HCS-10GC1-4 |  | \$42,461.54 | k | 31\% | \$29,298.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | RTUAL INSTRUMENTS |
| 5 | 200-200079 | SEL-SW LG Clnt HTPS HCSS-10GC1-4 |  | \$12,000.00 | K | 31\% | \$8,280.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | RTUAL INSTRUMENTS |
|  | 200-200080 | SEL-SW LG Clint Swt OSSWT-10GC1-4 |  | \$12,000.00 | K | 31\% | \$8,280.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL INSTRUMENTS |


| BAND | SKU | description | Model Sub sku | EMC LIST PRICE USD | category CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT <br> PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | WTY UPG ENH TO <br> PS WIMC PREM <br> LP | WTY UPG BASIC TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | 200-200084 | SEL-SW LG CInt Kerb KER-10GC1-4 |  | \$12,000.00 | k | 31\% | \$8,280.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | tual instruments |
| 5 | 200-200089 | SEL-SW LG CInt IPv6 IPV6-10GC1-4 |  | \$97,076.92 | k | 31\% | \$66,983.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | tual instruments |
| 5 | 200-200090 | SEL-SW LG CInt FCS FCS-FCl1-8 |  | \$108,923.08 | k | 31\% | \$75,156.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | tual instruments |
| 5 | 200-200091 | SEL-SW LG CInt iSCSII ISC-10GC1-8 |  | \$70,769.23 | k | 31\% | \$48,830.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 200-200093 | SEL-SW LG CInt SMB2 SMB-10GC2-8 |  | \$70,769.23 | k | 31\% | \$48,830.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | tual instruments |
| 5 | 200-200094 | SEL-SW LG CInt SMB3 SMB-10GC3-8 |  | \$70,769.23 | k | 31\% | \$48,830.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | tual instruments |
| 5 | 200-200096 | SEL-SW LG CInt NFSv3 NFS-10GC3-8 |  | \$70,769.23 | k | 31\% | \$48,830.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 200-200097 | SEL-SW LG CInt NFSV4 NFS-10GC4-8 |  | \$70,769.23 | k | 31\% | \$488,830.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL INSTRUMENTS |
| 5 | 200-200098 | SEL-SW LG CIntNFS41 NFS-10GC41-8 |  | \$70,769.23 | k | 31\% | \$48,830.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL InStruments |
| 5 | 200-200099 | SEL-SW LG CInt HTTP HCS-10GC1-8 |  | \$70,769.23 | k | 31\% | \$48,830.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$\$000 | \$0.00 $\$ 800$ | \$0.00 | TUAL INSTRUMENTS |
| 5 | 200-200100 | SEL-SW LG CInt HTPS HCSS-10GC1-8 |  | \$20,153.85 | k | 31\% | \$13,906.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL INSTR UMENTS |
| 5 | 200-200101 | SEL-SW LG CInt SWt OSSWT-10GC1-8 |  | \$20,153.85 | k | 31\% | \$13,906.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 200-200105 | SEL-SW LG CInt Kerb KER-10GCC1-8 |  | \$20,153.85 | k | 31\% | \$13,906.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 200-200110 | SEL-SW LG CInt IPVG IPV6-10GC1-8 |  | \$162,000.00 | k | 31\% | \$111,780.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | tUAL INSTRUMENTS |
| 5 | 200-200111 | SEL-SW LDX-E Mgmt 2P LDXE-APPO2 |  | \$43,538.46 | k | 31\% | \$30,041.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 200-200112 | SEL-SW LDX-E Mgmt 4P LDXE-APP04 |  | \$65,384.62 | k | 31\% | \$45,115.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 200-200113 | SEL-SW LDX-E Mgmt 8P LDXE-APP08 |  | \$108,923.08 | k | 31\% | \$75,156.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL INSTRUMENTS |
| 5 | 200-200305 | SEL-HW LDX LoadGenA LDX-6204-32G |  | \$180,000.00 | k | 31\% | \$124,200.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL InStruments |
| 5 | 200-200398 | SEL-SW LG CInt FCS FCS-FCI2-4 |  | \$82,769.23 | k | 31\% | \$57,110.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL INSTRUMENTS |
| 5 | 200-200419 | SEL-HW WL Gen 7104-40G |  | \$230,923.08 | k | 31\% | \$159,336.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL InStruments |
| 5 | 200-200430 | SEL-SW LG CInt iscSI ISC-40GC1-4 |  | \$102,307.69 | k | 31\% | \$70,592.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL InStruments |
| 5 | 200-200432 | SEL-SW LG CIInt SMB2 SMB-40GC2-4 |  | \$102,307.69 | k | 31\% | \$70,592.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL INSTRUMENTS |
| 5 | 200-200433 | SEL-SW LG Clint SMB3 SMB-40GC3-4 |  | \$102,307.69 | k | 31\% | \$70,592.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | tual instruments |
| 5 | 200-200435 | SEL-SW LG CInt NFSV3 NFS-40GC3-4 |  | \$102,307.69 | k | 31\% | \$70,592.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL InSTRUMENTS |
| 5 | 200-200437 | SEL-SW LG CIIt NFSV4 NFS-40GC4-4 |  | \$102,307.69 | k | 31\% | \$70,592.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL INSTRUMENTS |
| 5 | 200-200438 | SEL-SW LG CInt NFS41 NFS-40GC41- |  | \$102,307.69 | k | 31\% | \$70,592.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | tual instruments |
| 5 | $\begin{array}{r}200-200439 \\ \hline 00020049\end{array}$ | SEL-SW LG CIIn HTTP HCS-40GC1-4 |  | \$102,307.69 | K | $31 \%$ $31 \%$ | \$70,592.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 200-200440 | SEL-SW LG CInt HTTPS-40GC1-4 |  | \$29,230.77 | k | 31\% | \$20,169.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 |  | TUAL INSTRUMENTS TUAL INSTRUMENTS |
| 5 |  | SEL-SW LG Clint Swt OSSWT-40GC1-4 SEL-SW LG CInt Kerb KER-40GC1-4 |  | \$29,230.77 $\$ 2923077$ | K | $31 \%$ $31 \%$ | \$20,169.23 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | ${ }_{\$ 0.00}$ | TUAL INSTRUMENTS |
| 5 | 200-200450 | SEL-SW LG CInt IPVG IPVG-40GC1-4 |  | \$233,846.15 | k | 31\% | \$161,353.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 $\$ 0.00$ | ${ }_{\$ 0.00}$ | TUAL INSTRUMENTS |
| 5 | 200-200482 | SEL HW WL Gen 7104-25G |  | \$180,000.00 | k | 31\% | \$124,200.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | tual instruments |
| 5 | 200-200482-MM | SEL MA 7104-25G 9x5MO |  | \$2,064.71 | F1 | 2\% | \$2,023.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 200-200487 | SEL SW LG CInt iscsi ISC-25GC1-4 |  | \$79,692.31 | k | 31\% | \$54,987.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL InSTRUMENTS |
| 5 | 200-200487-MM | SEL MA ISC-25GC 1-4 9x5Mo |  | \$914.12 | F1 | 2\% | \$895.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 200-200489 | SEL SW LG CIInt SMB2 SMB-25GC2-4 |  | \$79,692.31 | k | 31\% | \$54,987.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL INSTRUMENTS |
| 5 | 200-200489-MM | SEL MA SMB-25GC2-4 9x5Mo |  | \$914.12 | F1 | 2\% | \$895.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 200-200490 | SEL SW LG CInt SMB3 SMB-25GC3-4 |  | \$79,692.31 | K | 31\% | \$54,987.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 200-200490-MM | SEL MA SMB-25GC3-4 9x5Mo |  | \$914.12 | F1 | 2\% | \$895.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL INSTRUMENTS |
| 5 | 200-200492 | SEL SW LG CInt NFSV3 3 NS-25GC3-4 |  | \$79,692.31 | K | 31\% | \$54,987.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL INSTRUMENTS |
| 5 | 200-200492-MM | SEL MA NFS-25GC3-4 9x5Mo |  | \$914.12 | F1 | 2\% | \$895.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 200-200493 | SEL SW LG CIIt NFSV4 NFS-25GC4-4 |  | \$79,692.31 | K | 31\% | \$54,987.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL INSTRUMENTS |
| 5 | 200-200493-MM | SEL MA NFS-25GC4-49x5MO |  | \$914.12 | F1 | 2\% | \$5895.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | ${ }^{200-200444}$ | SEL SWW LG CInt NFS41 NFS-25GC41-4 |  | \$79,692.31 | K | 31\% | \$54,987.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ | $\$ 0.00$ | \$0.00 | tual instruments |
| 5 | 200-200494-MM 200-200495 | SEL MA NFS-25GC41-4 9x5Mo <br> SEL SW LG CInt HTTP HCS-25GC1-4 |  | $\$ 914.12$ $\$ 79,692.31$ | $\begin{aligned} & F_{1} \\ & \mathrm{~K} \end{aligned}$ | $\begin{aligned} & 2 \% \\ & 31 \% \end{aligned}$ | $\$ 895.84$ $\$ 54,987.69$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | ${ }_{\$ 0.00}$ | TUAL INSTRUMENTS tual instruments |
| 5 | 200-200495-MM | SEL MA HCS-25GC1-4 9x5Mo |  | \$9914.12 | F1 | 2\% | \$5895.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 200-200496 | SEL SW LG CInt HTTPS HCSS-25GC1-4 |  | \$22,923.08 | k | 31\% | \$15,816.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL INSTRUMENTS |
| 5 | 200-200496-MM | SEL MA HCSS-25GC1-4 9x5Mo |  | \$263.53 | F1 | 2\% | \$258.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 200-200497 | SEL SW LG CInt Swt OSSWT-25GC1-4 |  | \$22,923.08 | K | 31\% | \$15,816.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | 200-200497-MM | SEL MA OSSWT-25GC1-49x5Mo |  | \$263.53 | F1 | 2\% | \$258.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL INSTRUMENTS |
| 5 | 200-200498-MM | SEL MA AMZS3-25GC1-4 9x5MO |  | ${ }^{\$ 262.35}$ | F1 | 2\% | $\$ 257.10$ $\$ 15,816.93$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | TUAL INSTRUMENTS |
| 5 | 200-200501-MM | SEL MA KER-25GC1-4 9x5Mo |  | \$2, ${ }_{\text {\$263,53 }}$ | F1 | 2\% | \$258.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | ${ }_{\text {S0,00 }}$ | tual instruments |
| 5 | 200-200506 | SEL SW LG CInt IPv6 IPV6-25GC1-4 |  | \$182,307.69 | k | 31\% | \$125,792.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 200-200506-MM | SEL MA IPV6-25GC1-49×5Mo |  | \$2,091.76 | F1 | 2\% | \$2,049.92 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 200-200519 | SEL HW Wwisdom E2000 |  | \$64,769.23 | K | 31\% | \$44,690.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VIRTUAL INSTRU |
| 5 | 200-200559-MM | SEL MA WWisdom E2000 9x5Mo |  | \$743.53 | F1 | 2\% | $\$ 728.66$ $\$ 6613384$ | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ |  | $\$ 0.00$ $\$ 0.00$ | \$0.00 |  |
| 5 | 200-200520 | SEL HW WL Gen $7104-10 \mathrm{G}$ SEL MA 7104-10G 9x5Mo |  | \$95,846.15 \$1,100.00 | K F1 | $\begin{aligned} & 31 \% \\ & 2 \% \end{aligned}$ | \$66,133.84 \$1,078.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | ${ }_{\$ 0}^{\$ 0.00}$ | TUAL INSTRUMENTS tUAL INSTRUMENTS |
| 5 | 200-200521 | SEL HW WL Gen 7108-10G |  | \$159,846.15 | k | 31\% | \$110,293.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL InSTRUMENTS |
| 5 | 200-200521-MM | SEL MA 7108-10G 9x5Mo |  | \$1,834.12 | F1 | 2\% | \$1,797.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 200-200522 | SEL HW WL Gen 6204-16G |  | \$147,538.46 | K | 31\% | \$101,801.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 200-200552-MM | SEL MA 6204-16G 9x5Mo |  | \$1,692.94 | F1 | 2\% | \$1,659.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 | \$0.00 |  |
| 5 5 | ${ }^{200-200523-200523-M M ~}$ | SEL HW WL Gen 6208-16G SEL MA $6208-16 \mathrm{G} \mathrm{9x5M0}$ |  | \$246,000.00 | K | 31\% | $\$ 169,740.00$ $\$ 2.765 .90$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | TUAL INSTRUMENTS |
| 5 | 200-200524 | SEL HW WL Gen U2022-10G-16FC |  | \$156,461.54 | k | 31\% | $\$ 2,765.90$ $\$ 107,958.46$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 $\$ 000$ | \$0.00 | S0.00 $\$ 0.00$ | ${ }_{\$ 0}^{50.00}$ | TUAL INSTRUMENTS |
| 5 | 200-200524-MM | SEL MA U2022-10G-16FC 9x5Mo |  | \$1,795.29 | F1 | 2\% | \$1,759.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 200-200525 | SEL HW WL Gen U2044-10G-16FC |  | \$260,769.23 | k | 31\% | \$179,930.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | ${ }^{200-200555-M M}$ | SEL MA U2044-10G-16FC 9x5Mo |  | \$2,991.76 | F1 | 2\% | \$2,931.92 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 200-200526 | SEL SW BN PROT 10G-2 |  | \$86,615.38 | K | 31\% | \$59,764.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 200-200526-MM | SEL MA BN PROT 10G-2 9x5Mo |  | \$994.12 | F1 | 2\% | \$974.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 200-200527 | SEL SW BN PROT 10G-4 |  | \$129,846.15 | K | 31\% | \$89,593.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 200-2005527-MM | SEL MA BN PROT $10 \mathrm{G}-49 \times 5 \mathrm{Mo}$ |  | \$1,489.41 | F1 | 2\% | \$1,459.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | ${ }^{200-200528}$ | SEL SW BN PROT 10G-8 |  | \$194,769.23 | K | 31\% | \$134,390.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | ${ }_{200-200529}$ | SEL SW BN PROT $256-4$ |  | \$243,692.31 | K | 31\% | \$168,147.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | tual instruments |
| 5 | 200-200529-MM | SEL MA BN PROT 25G-4 9x5Mo |  | \$2,795.29 | F1 | 2\% | \$2,739.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 200-200530 | SEL SW BN PROT 40G-2 |  | \$209,230.77 | K | 31\% | \$144,369.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
|  | 200-200530-MM | SEL MA BN PROT 40G-2 9x5Mo |  | \$2,400.00 | F1 | 2\% | \$2,352.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL INSTRUMENTS |


| BAND | SKU | description | $\begin{gathered} \text { Model Sub } \\ \text { sku } \end{gathered}$ | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> W/MC PREM MNT <br> LP$\|$ | PROSUPPORT Enh Mnt Lp | BASIC MNT LP | $\left\|\begin{array}{c}\text { WTY UPG ENH TO } \\ \text { PS W/MC PREM } \\ \text { LP }\end{array}\right\|$ | WTY UPG BASIC TO PS ENH LP | Renewal | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | 200-200531 | SEL SW BN PROT 40G-4 |  | \$314,000.00 | K | 31\% | \$216,660.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL INSTRUMENTS |
| 5 | 200-200531-MM | SEL MA BN PROT 40G-4 9x5Mo |  | \$3,602.35 | F1 | 2\% | \$3,530.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | tual instruments |
| 5 | 200-200545 | SEL SW CII S3P-10GC1-4 |  | \$24,153.85 | K | 31\% | \$16,666.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | tUAL Instruments |
| 5 | 200-200545-MM | SEL MA CI S3P-10GC1-4 9x5Mo |  | \$277.65 | F1 | 2\% | \$272.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | tUAL Instruments |
| 5 | 200-200546 | SEL SW CI S3P-10GC1-8 |  | \$40,461.54 | k | 31\% | \$27,918.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | tUAL InSTRUMENTS |
| 5 | 200-200546-MM | SEL MA CI S3P-10GC1-89x5Mo |  | \$464.71 | F1 | 2\% | \$455.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | tUAL InSTRUMENTS |
| 5 | 200-200566 | SEL SW CI S3P-40GC1-4 |  | \$58,461.54 | k | 31\% | \$40,338.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL INSTRUMENTS |
| 5 | 200-200566-MM | SEL MA CI S3P-40GC1-4 9x5Mo |  | \$670.59 | F1 | 2\% | \$657.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | tual instruments |
| 5 | 200-200567 | SEL SW CI S3P-25GC1-4 |  | \$45,846.15 | k | 31\% | \$31,633.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL INSTRUMENTS |
| 5 | 200-200567-MM | SEL MA CI S3P-25GC1-4 9x5Mo |  | \$525.88 | F1 | 2\% | \$515.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL INSTRUMENTS |
| 5 | 200-200585 | SEL SW WW SB-APP04 |  | \$108,923.08 | K | 31\% | \$75,156.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | tual instruments |
| 5 | 200-200586 | SEL HW SBWLG VLF 25604-32G |  | \$180,000.00 | k | 31\% | \$124,200.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | tUAL InSTRUMENTS |
| 5 | 200-200589-MM | SEL MA WW Standard 1 Mon |  | \$1.18 | F1 | 2\% | \$1.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL INSTRUMENTS |
| 5 | 200-200590-MM | SEL MA WW Standard 1000 Mon |  | \$1,176.47 | F1 | 2\% | \$1,152.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | tual instruments |
| 5 | 200-200591-MM | SEL MA WW Standard 10000 Mon |  | \$11,764.71 | F1 | 2\% | \$11,529.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | tUAL InSTRUMENTS |
| 5 | 200-200594 | SEL SW BN PROT V5Plus |  | \$70,923.08 | K | 31\% | \$48,936.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | tUAL INSTRUMENTS |
| 5 | 200-200594-MM | SEL MA BN PROT V5Plus 9x5Mo |  | \$814.12 | F1 | 2\% | \$797.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | tUAL InSTRUMENTS |
| 5 | 200-200600-SM | SEL AS StackPlay Eng P25 SSM |  | \$2,230.77 | k | 31\% | \$1,539.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | tual instruments |
| 5 | 210-AEDP | SEL S3048-ON, PSU to IO, 1xAC PSU, OS9 |  | \$8,102.00 | k | 31\% | \$5,590.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | ELL NETWORKING |
| 5 | 210-AEDR | SEL S3048-ON, PSU to $101 \times 1 \times$ C PSU OS9 TAA |  | \$8,102.00 | k | 31\% | \$5,590.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | Ell networking |
| 5 | 210-ALSR | SEL S4148F-ON, PSU to IO, 2 PSU, OS 10 |  | \$19,679.00 | k | 31\% | \$13,578.51 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | ell networking |
| 5 | 210-ALSS | SEL S4148F-ON, PSU to IO 2 PSU OS 10 TAA |  | \$19,679.00 | k | 31\% | \$13,578.51 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | Ell networking |
| 5 | 210-ALSV | SEL S4148T-ON, PSU to IO, 2 PSU, OS 10 |  | \$20,609.00 | k | 31\% | \$14,220.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | ELL Networking |
| 5 | 210-ALSW | SEL S4148T-ON, PSU to IO 2 PSU OS10 TAA |  | \$20,609.00 | k | 31\% | \$14,220.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | Ell networking |
| 5 | 210-ALTF | SEL S4128F-ON, PSU to 10,2 PSU, OS 10 |  | \$13,241.00 | k | 31\% | \$9,136.29 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | Ell networking |
| 5 | 210-ALTG | SEL S4128F-ON, PSU to 102 PSU OS10 TAA |  | \$13,241.00 | k | 31\% | \$9,136.29 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | ELL NETWORKING |
| 5 | 210-ALTI | SEL S4128T-ON, PSU to IO, 2 PSU, OS 10 |  | \$14,361.00 | K | 31\% | \$9,909.09 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | ELL NETWORKING |
| 5 | 210-ALTJ | SEL S4128T-ON, PSU to 102 PSU OS10 TAA |  | \$14,361.00 | k | 31\% | \$9,909.09 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | Ell networking |
| 5 | 210-AOYS | SEL S4112F-ON, PSU to IO, 2xAC PSU, OS10 |  | \$10,032.00 | k | 31\% | \$6,922.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | Ell networking |
| 5 | 210-AOYZ | SEL S4112F-ON, PSUtolO $2 \times$ AC PSU OS 10 TAA |  | \$10,032.00 | K | 31\% | \$6,922.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | ELL NETWORKING |
| 5 | 210-AOZC | SEL S4112T-ON, PSU to IO, 2xAC PSU, OS 10 |  | \$11,159.00 | k | 31\% | \$7,699.71 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | Ell networking |
| 5 | 210-AOZD | SEL S4112T-ON, PSUtolo 2xAC PSU OS 10 TAA |  | \$11,159.00 | k | 31\% | \$7,699.71 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | Ell networking |
| 5 | $210-\mathrm{APFB}$ | SEL S5248F-ON, PSU to IO, 2 PSU, OS 10 |  | \$25,499.00 | K | 31\% | \$17,594.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | ELL NETWORKING |
| 5 | 210-APFC | SEL S5248F-ON, PSU to 102 PSU OS 10 TAA |  | \$28,936.00 | k | 31\% | \$19,965.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | ell networking |
| 5 | 210-APGF | SEL Z9264F-ON, PSU to $10,2 \times A C$ PSU, OS10 |  | \$52,020.00 | K | 31\% | \$35,893.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | ELL NETWORKING |
| 5 | 210-APGG | SEL Z9264F-ON PSUtolo $2 \times$ AC PSU OS 10 TAA |  | \$57,450.00 | k | 31\% | \$39,640.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | ELL NETWORKING |
| 5 | 210-APHG | SEL S5296F-ON, PSU to IO, 2 PSU, OS 10 |  | \$35,700.00 | k | 31\% | \$24,633.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | Ell networking |
| 5 | 210-APHI | SEL S5596F-ON, PSU to 102 PSUU OS10 TAA |  | \$41,227.00 | K | $31 \%$ $31 \%$ | \$288,446.63 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | ELL NETWORKING |
| 5 | 210-APHL | SEL S5232F-ON PSUtolo 2xAC PSU OS 10 TAA |  | \$39,593.00 | k | 31\% | \$27,319.17 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | ELL NETWORKING ELI NETWORKING |
| 5 | 210-APHN | SEL S5232-ON, PSU to $10,2 \times A C$ PSU, OS10 SEL S5224F-ON, PSU to 102 2 PSU, OS 10 |  | \$34,680.00 | K | 31\% | $\$ 23,929.20$ $\$ 10557.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ |  | ELL NETWORKING |
| 5 | 210-APHU | SEL S5224F-ON, PSU to IO 2 PSU OS 10 TAA |  | \$19,584.00 | k | 31\% | \$13,512.96 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | ELL NETWORKING |
| 5 | 210-APHZ | SEL S5212F-ON, PSU to IO, 2 PSU, OS 10 |  | \$11,120.00 | k | 31\% | \$7,672.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | Ell networking |
| 5 | ${ }^{210-A P I B}$ | SEL S5212F-ON, PSU to 102 PSU OS 10 TAA |  | \$13,107.00 | K | 31\% | \$9,043.83 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | ELL NETWORKING |
| 5 | 250DLSSP | SEL DT 250 USERS + SS + SUPPORT FIRST YR |  | \$2,958.00 | k | 31\% | \$2,041.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.0 | VARONIS |
| 5 | 25DLSSP | SEL DT 25 USERS + SS + SUPPORT FIRST YR |  | \$901.00 | k | 31\% | \$621.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.0 | VARONIS |
| 5 | 300-000001-SM | SEL AS CW CostMgmt SSM |  | \$9.23 | K | 31\% | \$6.37 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | tual instruments |
| 5 | 300-000002-SM | SEL AS CW CloudMon SSM |  | \$23.08 | k | 31\% | \$15.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | TUAL INSTRUMENTS |
| 5 | 300-000003-SM | SEL AS CW CloudCostMon SSM |  | \$29.23 | k | 31\% | \$20.17 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | tUAL InSTRUMENTS |
| 5 | 3048AMER1PMC | SEL S3048-ON 1 Yr ProSupport MC (4 hr) |  | \$1,254.00 | F1 | 2\% | \$1,228.92 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | ELL NETWORKING |
| 5 | 3048AMER1PNBD | SEL S3348-ON 1 Yr ProSupport NBD |  | \$614.00 | F1 | 2\% | \$601.72 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | ELL NETWORKING |
| 5 | 3048AMER1PPMC | SEL S3048-ON 1 Yr ProSupport Plus MC(4hr) |  | \$1,724.00 | F1 | 2\% | \$1,699.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |  |
| 5 | 3048AMER1RTD 3048AMER3PMC | SEL S3048-ON 1 Yr Return to Depot SEL S3048-ON 3 Yr ProSupport MC (4 hr) |  | \$85.00 $\$ 2.424 .00$ | $\begin{aligned} & \text { F1 } \\ & \text { F1 } \end{aligned}$ | $\begin{aligned} & 2 \% \\ & 2 \% \\ & 2 \% \end{aligned}$ | $\$ 83.30$ $\$ 2,375.52$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | ELL NETWORKING ELL NETWORKING |
| 5 | 3048AMER3PPMC | SEL S3048-ON 3Yr ProSupport Plus MC(4hr) |  | \$3,364.00 | F1 | 2\% | \$3,296.72 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | ELL NETWORKING |
| 5 | 3048AMER3PSNBD | SEL S 3048 -ON 3 Yr Prosupport NBD |  | \$1,134.00 | F1 | 2\% | \$1,111.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | Ell networking |
| 5 | 3048AMER5PMC | SEL S3048-ON 5 Yr ProSupport MC ( 4 hr ) |  | \$3,824.00 | F1 | 2\% | \$3,747.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | ell networking |
| 5 | 3048AMER5PNBD | SEL S3048-ON 5 Y P ProSupport NBD |  | \$1,774.00 | F1 | 2\% | \$1,738.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |  |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | 3048AMER5PPMC | SEL S3048-ON 5Yr ProSupport Plus MC(4hr) |  | \$5,324.00 | F1 | 2\% | \$5,217.52 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | ELL NETWORKING ELL NETWORKING |
| 5 | 3048APJ1RTD | SEL S3048-ON 1 Yr Return to Depot |  | \$1,077.50 | F1 | 2\% | \$175.95 | \$5000 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | ELL NETWORKING |
| 5 | 3048APJ3PNBD | SEL S3048-ON 3 Yr Prosupport NBD |  | \$1,170.83 | F1 | 2\% | \$1,147.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | Ell networking |
| 5 | 3048BRA1PMC | SEL S3048-ON 1 Yr ProSupport MC (4 hr) |  | \$877.80 | F1 | 2\% | \$860.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | ELL NETWORKING |
| 5 | 3048BRAAPNBD | SEL S3048-ON 1 Yr ProSupport NBD |  | \$429.80 | F1 | 2\% | \$421.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | ELL NETWORKING |
| 5 | 3048BRA1PPMC | SEL S3048-ON 1 Yr ProSupport Plus MC(4hr) |  | \$1,206.80 | F1 | 2\% | \$1,182.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | ELL NETWORKING |
| 5 | 30488RA1RTD 3048RRA3PMC | SEL S3048-ON 1 Yr Return to Depot |  | \$85.00 $\$ 169680$ | F1 | 2\% | \$163.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |  |
| 5 | 3048BRA3PMC 3048BRA3PPMC | SEL S3048-ON 3 Yr ProSupport MC ( 4 hr ) SEL S S S |  | $\$ 1,696.80$ $\$ 2,354.80$ | $\begin{aligned} & \begin{array}{l} \text { F1 } \\ \text { F1 } \end{array} \end{aligned}$ | 2\% | $\$ 1,662.86$ $\$ 2,307.70$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | ELL NETWORKING ELL NETWORKING |
| 5 | 3048BRA3PSNBD | SEL S 3048 -ON 3 Yr ProSupport NBD |  | \$793.80 | F1 | 2\% | \$777.92 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | Ell networking |
| 5 | 3048BRA5PMC | SEL S3048-ON 5 Yr ProSupport MC (4 hr) |  | \$2,676.80 | F1 | 2\% | \$2,623.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | ELL NETWORKING |
| 5 | 3048BRASPNBD | SEL S 3048 -ON 5 Yr ProSupport NBD |  | \$1,241.80 | F1 | 2\% | \$1,216.96 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | Ell networking |
| 5 | 3048BRA5PPMC | SEL S 3048 -ON 5 Yr ProSupport Plus MC(4hr) |  | \$3,726.80 | F1 | 2\% | \$3,652.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | Ell networking |
| 5 | 3048EMEA1PMC | SEL S3048-ON 1 Yr ProSupport MC (4 hr) |  | \$1,455.78 | F1 | 2\% | \$1,426.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | ELL NETWORKING |
| 5 | 3048EMEA1PNBD | SEL S3048-ON 1 Yr ProSupport NBD |  | \$348.07 | F1 | 2\% | \$341.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | ELL NETWORKING |
| 5 | 3048EMEA1PPMC | SEL S3048-ON 1 Yr Prosupport Plus MC(4hr) |  | \$2,132.65 | F1 | 2\% | \$2,090.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | ELL NETWORKING |
| 5 | 3048EMEA1RTD 3048EMEA3PMC | SEL S3048-ON 1 Yr Return to Depot SEL S3048-ON 3 Yr Prosupport MC ( 4 hr ) |  | \% $\begin{array}{r}\text { \$236.96 } \\ \$ 3,148.53\end{array}$ | F1 | 2\% | $\$ 232.22$ $\$ 3,085.56$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | ELL NETWORKING |
| 5 | 3048EMEA3PNBD | SEL S 3048 -ON 3 Yr ProSupport NBD |  | \$2,102.04 | F1 | 2\% | \$2,060.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | Ell networking |
| 5 | 3048EMEA3PPMC | SEL S 3048-ON 3Yr ProSupport Plus MC(4hr) |  | \$4,502.27 | F1 | 2\% | \$4,412.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | ELL NETWORKING |
|  | 3048EMEA5PMC | SEL S3048-ON 5 Yr ProSupport MC (4 hr) |  | \$5,180.27 | F1 | 2\% | \$5,076.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | ELL NeTWORKING |


| BAND | SKU | DESCRIPTION | $\begin{aligned} & \text { Model Sub } \\ & \text { sku } \end{aligned}$ | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP$\|$ | PROSUPPORT | BASIC MNT LP | WTY UPG ENH TO <br> PS W/MC PREM <br> LP | WTY UPG BASIC TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | 3048EMEA5PNBD | SEL S 3048 -ON 5 Yr ProSupport NBD |  | \$2,471.66 | F1 | 2\% | \$2,422.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 | 3048EMEA5PPMC | SEL S 3048-ON 5Yr ProSupport Plus MC(4hr) |  | \$7,345.80 | F1 | 2\% | \$7,198.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | DELL NETWORKING |
| 5 | 3048LATAM1PMC | SEL S3048-ON 1 Yr ProSupport MC (4 hr) |  | \$1,128.60 | F1 | 2\% | \$1,106.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | dell networking |
| 5 | 3048LATAM1PNBD | SEL S3048-ON 1 Yr ProSupport NBD |  | \$552.60 | F1 | 2\% | \$541.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | dell networking |
| 5 | 3048LATAM 1PPMC | SEL S3048-ON 1 Yr ProSupport Plus MC(4hr) |  | \$1,551.60 | F1 | 2\% | \$1,520.57 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | dell networking |
| 5 | 3048 LATAM 1RTD | SEL S 3048 -ON 1 Y r Return to Depot |  | \$85.00 | F1 | 2\% | \$83.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | DELL NETWORKING |
| 5 | 3048LATAM3PMC | SEL S3048-ON 3 Yr ProSupport MC (4 hr) |  | \$2,181.60 | F1 | 2\% | \$2,137.97 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | dell networking |
| 5 | 3048LATAM3PNBD | SEL S3048-ON 3 Yr ProSupport NBD |  | \$1,020.60 | F1 | 2\% | \$1,000.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | dell networking |
| 5 | 3048LATAM3PPMC | SEL S3048-ON 3Yr ProSupport Plus MC(4hr) |  | \$3,027.60 | F1 | 2\% | \$2,967.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | dell networking |
| 5 | 3048LATAM5PMC | SEL S3048-ON 5 Yr Prosupport MC (4 hr) |  | \$3,441.60 | F1 | 2\% | \$3,372.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | dell networking |
| 5 | 3048LATAM5PNBD | SEL S 3048 -ON 5 Yr Prosupport NBD |  | \$1,596.60 | F1 | 2\% | \$1,564.67 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | dell networking |
| 5 | 3048LATAM5PPMC | SEL S S3048-ON 5Yr ProSupport Plus MC(4hr) |  | \$4,791.60 | F1 | 2\% | \$4,695.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 | 30DAY-CC-PROMO | SEL IE Workshop 30 Day Single Server |  | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | index Engines |
| 5 | ${ }^{3136 S L}$ | SEL: CORD,PWR,NS-15 C13,18AWG,6FT |  | $\$ 5.00$ $\$ 6.14 .15$ | k | $31 \%$ $31 \%$ | ( $\begin{array}{r}\$ 3.45 \\ \$ 4.20 .84\end{array}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 32G-IR-D210-BR | SEL-SFP28,32/16/8/Gbps, FC, D9210,7dB, 10km |  | \$6,146.15 | k | 31\% | \$4,240.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SMARTOPTICS |
| 5 | 32G-IR-D220-BR | SEL-SFP28,32/16/8/Gbps, FC, D92220,7dB, 10km |  | \$6,146.15 | k | 31\% | \$4,240.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SMARTOPTICS |
| 5 | 32G-IR-D230-BR | SEL-SFPP28,32/16/7/Gbpss,FC, DP9230,7dB 10 km |  | \$6,146.15 | k | 31\% | \$4,240.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SMARTOPTICS |
| 5 | 32G-IR-D240-BR | SEL-SFP28,32/16/1/Gbps,FC,D9240,7dB, 10km |  | \$6,146.15 | k | 31\% | \$4,240.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SMARTOPTICS |
| 5 | 32G-IR-D250-BR | SEL-SFP28,32/16/8/Gbps, FC, D9250,7dB, 10km |  | \$6,146.15 | k | 31\% | \$4,240.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SMARTOPTICS |
| 5 | $32 \mathrm{ClR-D260-BR}$ $32 \mathrm{G}-1 \mathrm{D}$ - $270-\mathrm{R}$ |  |  | \$6,146.15 | K | 31\% | \$4,240.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SMARTOPTICS |
| 5 | 32G-IR-D270-BR | SEL-SFP28,32/16/1/Gbps,FC, D9270,7dB, 10km |  | \$6,146.15 | k | 31\% | \$4,240.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SMARTOPTICS |
| 5 | 32G-IR-D280-BR | SEL-SFP28,32/16/1/Gbps, FC, D9280,7dB, 10km |  | \$6,146.15 | k | 31\% | \$4,240.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SMARTOPTICS |
| 5 | 32G-IR-D290-BR | SEL-SFP28,32/116//Gbpss,FC, D92900,7dB, 10 km |  | \$6,146.15 | K | 31\% | \$4,240.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SMARTOPTICS |
| 5 | ${ }^{32 G-I R-D 300-B R ~}$ | SEL-SFPPP8,32/16/8/Gbpps,FC, $\mathrm{D} 93000,7 \mathrm{daB}, 10 \mathrm{~km}$ |  | \$6,146.15 | k | 31\% | \$4, 240.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Smartoptics |
| 5 | 32G-IR-D310-BR | SEL-SFP28,32/16/8/Gbpps,FC, D93910,7dB, 10 km |  | \$6,146.15 | K | 31\% | \$4,240.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SMARTOPTICS |
| 5 | 32G-IR-D320-BR | SEL-SFP28,32/16/8/Gbps, FC, D93320,7dB, 10km |  | \$6,146.15 | k | 31\% | \$4,240.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SMARTOPTICS |
| 5 | $32 \mathrm{G}-1 \mathrm{R}-\mathrm{D} 330-\mathrm{BR}$ | SEL-SFPP28,32/16/8/Gbpps,FC, D99330,7dB, 10 km |  | \$6,146.15 | k | 31\% | \$4,240.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SMARTOPTICS |
| 5 | 32G-IR-D340-BR | SEL-SFP28,32/16/8/Gbps, FC, D99340,7dB, 10 km |  | \$6,146.15 | K | 31\% | \$4,240.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SMARTOPTICS |
| 5 5 | $32 \mathrm{ClR-D}-$ D350-BR $32 \mathrm{C}-1 \mathrm{D} 360 \mathrm{BR}$ | SEL-SFP28,32/316/1/Gbps, FC, D93350,7dB, 10 km SEL-SFP28,32/16/8/Gbps, FC, |  | \$6,146.15 | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~K} \end{aligned}$ | $31 \%$ $31 \%$ | \$4,240.84 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SMARTOPTICS SMARTOPTICS |
| 5 | ${ }^{\text {3-CC-ASED }}$ | SEL TTB SED Archive-USA-3Y |  | \$1,191.44 | k | 31\% | \$4,240.84 | \$50.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | FACTION |
| 5 | 3 -CC-ASED-B | SEL SED Bundle Archive-USA-3Yr |  | \$690,307.18 | k | 31\% | \$476,311.95 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 3 -CC-ASO | SEL 1TB ScaleOut Archive-USA-3Yr |  | \$1,002.66 | k | 31\% | \$691.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 3-CC-AsO-B | SEL Scale ${ }^{\text {at }}$ Bundle Archive-USA-3Yr |  | \$606,985.72 | k | 31\% | \$418,820.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | ${ }_{3-\mathrm{CC}-\mathrm{BE}-\mathrm{B}}^{3-\mathrm{CC}}$ | SEL 1TB Block Elite-USA-3Yr |  | \$19,809.82 | k | 31\% | \$13,668.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | ${ }_{3-\mathrm{CC}-\mathrm{BP}}^{\mathrm{SOCL}}$ | SEL Block Bunde Elite-USA-3Yr |  | $\$ 643,860.00$ $\$ 10,643.93$ | K | $31 \%$ $31 \%$ | \$444,263.40 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | FACTION |
| 5 | $3-\mathrm{CC}$-BP-B | SEL Block Bundle Premier-USA-3Yr |  | \$470,419.72 | k | 31\% | \$324,589.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | $3-C C-B S$ | SEL 1 1TB Block Standard-USA-3Yr |  | \$3,024.82 | k | 31\% | \$2,087.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | ${ }^{3-C C-B S-B}$ | SEL Block Bundle Standard-USA-3Yr |  | \$398,365.29 | k | 31\% | \$274,872.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | ${ }^{3-C C-B T}$ | SEL 1TB Block Turbo-USA-3Yr |  | \$51,967.19 | , | 31\% | \$35,857.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | ${ }^{3}$ 3-CC-BT-B | SEL Block Bundle Turbo-USA-3Yr |  | \$6,167,825.99 | K | 31\% | \$4,255,799.93 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | FACTION |
| 5 | 3-CC-ESED <br> 3-CC-ESED-B | SEL 1TB SED Elite-USA-3Yr SEL SED Bundie Elite-USA-3Y |  | $\begin{array}{r} \$ 17,375.71 \\ \$ 2,926,418.26 \end{array}$ | K K | $31 \%$ $31 \%$ | $\$ 11,989.24$ $\$ 2,019,228.60$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | FACTION |
| 5 | 3 -CC-ESO | SEL 1TB ScaleOut Elite-USA-3Yr |  | \$2, $12,688.64$ | k | 31\% | \$8,755.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 3-CC-EsO-B | SEL ScaleOut Bundle Elit-USA-3Yr |  | \$2,395,459.74 | k | 31\% | \$1,652,867.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 3 -CC-FE | SEL 1 TB File Elite-USA-3Yr |  | \$19,809.82 | k | 31\% | \$13,668.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTIoN |
| 5 | ${ }_{3}^{3-\mathrm{CC}}$ - $\mathrm{CE}-\mathrm{FP}$ - | SEL File Bundle Elite-USA-3Yr |  | $\$ 643,860.00$ $\$ 1064390$ | K | $31 \%$ $31 \%$ | \$444,263.40 $\$ 7344.29$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | ${ }_{3}^{3-C C C-F P-F P-B}$ | SEL 1TB File Premier-USA-3Yr |  | \$10,643.90 | K | 31\% | \$7,344.29 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | FACTION |
| 5 | 3 -CC-FS | SEL 1TB File Standard-USA-3Yr |  | \$43,024.82 | к | 31\% | \$2,087.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | $3-C C-F S-B$ | SEL File Bundle Standard-USA-3Yr |  | \$398,365.29 | k | 31\% | \$274,872.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 3-CC-PSED | SEL 1TB SED Premier-USA-3Yr |  | \$4,753.15 | k | 31\% | \$3,279.67 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 3-CC-PSED-B | SEL SED Bundle Premier-USA-3Yr |  | \$1,144,334.06 | k | 31\% | \$789,599.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | ${ }^{3-C C-P S O}$ | SEL 1 TB Scaleout Premier-USA-3Yr |  | \$3,871.26 | K | 31\% | \$2,671.17 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 5 | ${ }^{\text {3-CC-PSO-B }}$ | SEL ScaleOut Bundle Premier-USA-3Yr |  | \$1,027,561.40 | K | $31 \%$ $31 \%$ | \$709,017.37 $\$ 11481.05$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ 5000 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | FACTION |
| 5 | 3 -CC-SSED-B | SEL SED Bundle Standard-USA-3Yr |  | \$448,588.13 | k | 31\% | \$309,525.81 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 3 -CC-sso | SEL 1TB ScaleOut Standard-USA-3Yr |  | \$1,758.36 | k | 31\% | \$1,213.27 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | ${ }^{3-C C-S S O-B}$ | SEL ScaleOut Bundle Standard-USA-3Yr |  | \$397,200.24 | k | 31\% | \$274,068.17 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 3 -MCN-100G | SEL 100Gbps Multicloud Network USA - 3Yr |  | \$1,150,305.19 | K | 31\% | \$793,710.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 3-MCN-10G | SEL 10Gbps Multicloud Network USA - 3Yr |  | \$150,266.03 | K | 31\% | \$103,683.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 3 3-MCN-2G | SEL 2Gbps Multicloud Network USA - -3Y |  | \$15,392.05 | k | 31\% | \$21,241.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
|  | 3 -MCN-40G | SEL 40Gbps Multicloud Network USA - 3Yr |  | \$580,609.58 | k | 31\% | \$400,620.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 3 -MCN-5G | SEL 5Gbps Multicloud Network USA - 3Yr |  | \$76,960.23 | k | 31\% | \$53,102.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 3 -MCN-80G | SEL 80 Gbps Multicloud Network USA-3Y |  | \$1,150,305.19 | k | 31\% | \$793,710.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 407 -BBBY | SEL - QSFP+-40G SR4 Attach |  | \$1,265.00 | K | 31\% | \$872.85 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | 407-BBDB | SEL - 1 G XCVR SX Attach SEL - 10 C XVVR LR-SFP Atach |  | \$250.00 | K | 31\% | \$172.50 | \$9.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | DELL NETWORKING |
| 5 | 407-BBEF | SEL-10G XCVR SR Attach |  | $\$ 1,100.00$ $\$ 60000$ | k | 31\% | \$799.00 | \$80.00 | \$ $\$ 0.00$ | \$0.00 | S0.00 \$0.00 | \$0.00 | \$0.00 | \$0.00 | dekl Networking |
| 5 | 407-BBEL | SEL - 16 XCVR BaseT RJ45 Attach |  | \$134.00 | k | 31\% | \$92.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | dell networking |
| 5 | 407-BBOP | SEL - 10 XXCVR LR - SFP Cus kit |  | \$1,100.00 | k | 31\% | \$759.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | dell networking |
| 5 | 407-BBOR | SEL-16 XCVR SX Cus Kit |  | \$250.00 | k | 31\% | \$172.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | dell networking |
| 5 | 407-BBOS | SEL - 16 XCVR Baset RJ45 Cus Kit |  | \$275.00 | k | 31\% | \$189.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | dell networking |
| 5 | 407-BBOU | SEL-10G XCVR SR Cut Kit |  | \$600.00 | k | 31\% | \$444.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | DELL NETWORKING |
| 5 | 407 -BBOV | SEL-10G XCVR ZR 80 Km Cuskit |  | \$3,950.00 | K | 31\% | \$2,725.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | DELL NETWORKING |
| 5 | 407-BBOZ | SEL QSFP40 - 40 G SR4 Cus Kit |  | \$1,265.00 | K | 31\% | \$872.85 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | dell networking |
| 5 5 | 407-BBPH | SEL - 40 C XCVR ESR4 Cus Kit SEL-10G XCVR ER 40 Km Cuskit |  | $\$ 3,100.00$ $\$ 8,500.00$ | k | $31 \%$ $31 \%$ | \$2,139.00 $\$ 5,865.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | DELL NETWORKING |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |


| BAND | SKU | description | Model Sub sku | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\left\|\begin{array}{c}\text { WTY UPG ENH TO } \\ \text { PS W/MC PREM } \\ \text { LP }\end{array}\right\|$ | WTY UPG BASIC TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | 407-BBVF | SEL - 100 G XCVR SWDM4 ( Duplex) Attach |  | \$1,895.00 | K | 31\% | \$1,307.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 | 407-BBVH | SEL - 40 GXCVR ESR4 Attach |  | \$13,250.00 | k | 31\% | \$9,142.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 407-BBVN | SEL - 100 O XCVR SWDM4 (Duplex) Cus Kit |  | \$1,895.00 | k | 31\% | \$1,307.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 407-BBWL | SEL - 10 G XCVR BaseT RJ45 Cus Kit |  | \$510.00 | k | 31\% | \$351.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 | 407-BBWQ | SEL - QSFP28-100G SR4 NoF Attach |  | \$1,825.00 | K | 31\% | \$1,259.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 | 407-BBWT | SEL - 10 GXCVR BaseT RJ45 Attach |  | \$510.00 | k | 31\% | \$351.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 407-BBWV | SEL GA6Z3IR - 100 G SR4 NoF Cus Kit |  | \$1,825.00 | k | 31\% | \$1,259.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 407-BBXT | SEL - 40 GXCVR BiDi (Duplex) Cus Kit |  | \$710.00 | k | 31\% | \$489.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 407-BBYC | SEL - 40 GXCVR BiDi ( Duplex) Attach |  | \$710.00 | k | 31\% | \$489.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 | 407-BBYM | SEL - 100 GXCVR BiDi ( (duplex) Cus Kit |  | \$1,995.00 | k | 31\% | \$1,376.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 407-BBYN | SEL - 100G XCVR BiDi ( (uplex) Attach |  | \$1,995.00 | K | 31\% | \$1,376.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 4112FAMER1PMC | SEL S4112F-ON 1 Yr ProSupport MC (4 hr) |  | \$1,699.00 | F1 | 2\% | \$1,665.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 4112FAMER1PNBD | SEL S4112F-ON 1 Yr ProSupport NBD |  | \$799.00 | F1 | 2\% | \$783.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 4112FAMER1PPMC | SEL S4112F-ON 1Yr ProSupportPlus MC(4hr) |  | \$2,298.00 | F1 | 2\% | \$2,252.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 4112FAMER1RTD | SEL S4112F-ON 1 Yr Return to Depot |  | \$199.00 | F1 | 2\% | \$195.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 | 4112FAMER3PMC | SEL S4112F-ON 3 Yr ProSupport MC (4 hr) |  | \$3,198.00 | F1 | 2\% | \$3,134.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 4112FAMER3PNBD | SEL S4112F-ON 3 Yr ProSupport NBD |  | \$1,399.00 | F1 | 2\% | \$1,371.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 4112FAMER3PPMC | SEL S4112F-ON 3Yr ProSupportPlus MC(4hr) |  | \$4,398.00 | F1 | 2\% | \$4,310.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 | 4112FAMER5PMC | SEL S4112F-ON 5 Yr ProSupport MC (4 hr) |  | \$4,997.00 | F1 | 2\% | \$4,897.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 | 4112FAMER5PNBD 4112FAMER5PPMC | SEL S4112F-ON 5 Y ProSupport NBD |  | \$2,118.00 | F1 | 2\% | \$2,075.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 | 4112FAMER5PPMC | SEL S4112F-ON 5Yr ProSupportPlus MC(4hr) |  | \$6,917.00 | F1 | 2\% | \$6,778.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 4112FAPJ1PMC | SEL S4112F-ON 1 Yr ProSupport MC (4 hr) |  | \$1,865.83 | F1 | 2\% | \$1,828.51 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 | 4112FAPJIPNBD | SEL S4112F-ON 1 Y ProSupport NBD |  | \$933.33 | F1 | 2\% | \$914.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DEL NETWORKING |
| 5 | 4112FAPJIPPMC | SEL S4112F-ON 1Yr ProSupportPus MC(4hr) |  | \$2,613.33 | F1 | ${ }^{2 \%}$ | \$2,561.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 41 | SEL S4112F-ON 1 Yr Return to Depot ${ }^{\text {a }}$ ( r ) |  | - $\$ 186.67$ | F1 | 2\% | \$182.94 | $\$ 0.00$ $\$ 0.00$ | \$9000 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ |  | DELL NETWORKING |
| 5 | 4112FAPJ3PNBD | SEL S4112F-ON 3 Yr ProSupport NBD |  | \$1,866.67 | F1 | 2\% | \$1,829.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 4112FAPJ3PPMC | SEL S4112F-ON 3Yr ProSupportPlus MC(4hr) |  | \$5,225.83 | F1 | 2\% | \$5,121.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 4112FAPJ5PMC | SEL S4112F-ON 5 Yr Prosupport MC (4 hr) |  | \$6,720.00 | F1 | 2\% | \$6,585.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 4112FAPJ5PNBD | SEL S4112F-ON 5 Yr ProSupport NBD |  | \$3,360.83 | F1 | 2\% | \$3,293.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 4112FAPJSPPMC | SEL S4112F-ON 5Yr ProSupportPlus MC(4hr) |  | \$9,409.07 | F1 | 2\% | \$9,220.89 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 | 4112 FBRA1PMC | SEL S4112F-ON 1 Yr ProSupport MC (4 hr) |  | \$1,249.00 | F1 | 2\% | \$1,224.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 | 4112FBRA1PNBD | SEL S4112F-ON 1 Yr ProSupport NBD |  | \$619.00 | F1 | 2\% | \$606.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 | 4112FBRA1PPMC | SEL S4112F-ON 1Yr ProSupportPus MC(4hr) |  | \$1,668.00 | F1 | 2\% | \$1,634.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 4112FBRA1RTD | SEL S4112F-ON 1 Yr Return to Depot |  | \$199.00 | F1 | 2\% | \$195.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 4112FBRA3PMC | SEL S4112F-ON 3 Yr ProSupport MC (4 hr) |  | \$2,298.00 | F1 | 2\% | \$2,252.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 | 4112 FBRA3PNBD | SEL S S4112F-ON 3 Yr ProSupport NBD |  | \$1,039.00 | F1 | 2\% | \$1,018.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 4112FBRA3PPMC | SEL S4112F-ON 3Yr ProSupportPlus MC(4hr) |  | \$3,138.00 | F1 | 2\% | \$3,075.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 4112FBRA5PMC | SEL S4112F-ON 5 Yr Prosupport MC (4 hr) |  | \$3,557.00 | F1 | 2\% | \$3,485.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 4112FBRA5PNBD | SEL S4112F-ON 5 Yr ProSupport NBD |  | \$1,542.00 | F1 | 2\% | \$1,511.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 4112FBRA5PPMC | SEL S4112F-ON 5Yr ProSupportPlus MC(4hr) |  | \$4,901.00 | F1 | 2\% | \$4,802.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 | 4112FEMEAPPMC | SEL S4112F-ON 1 Yr ProSupport MC (4 hr) |  | \$1,501.13 | F1 | 2\% | \$1,471.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 | 4112FEMEAAPNBD | SEL S4112F-ON 1 Yr ProSupport NBD |  | \$666.67 | F1 | 2\% | \$653.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |  |
| 5 | 4112FEMEA1PPMC | SEL S4112F-ON 1Yr ProSupportPlus MC(4hr) |  | \$2,134.92 | F1 | 2\% | \$2,092.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 | 4112FEMEA1RTD | SEL S4112F-ON 1 Yr Return to Depot ${ }_{\text {cel }}$ |  | \$ $\$ 178.00$ | F1 | 2\% | $\$ 174.44$ $\$ 3,10555$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ |  | DELL NETWORKING |
| 5 | 4112FEMEA3PNBD | SEL S4112F-ON 3 Yr ProSupport NBD |  | \$1,501.13 | F1 | 2\% | \$1,471.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 4112FEMEA3PPMC | SEL S4112F-ON 3Yr ProSupportPlus MC(4hr) |  | \$4,277.78 | F1 | 2\% | \$4,192.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
|  | 4112FEMEASPMC | SEL S4112F-ON 5 Yr ProSupport MC (4 hr) |  | \$5,170.07 | F1 | 2\% | \$5,066.67 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 4112FEMEASPNBD | SEL S4112F-ON 5 Yr ProSupport NBD |  | \$2,501.13 | F1 | 2\% | \$2,451.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 4112FEMEASPPMC | SEL S4112F-ON 5Yr ProSupportPus MC(4hr) |  | \$7,039.68 | F1 | 2\% | \$6,898.89 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 4112FLATAM1PMC | SEL S4112F-ON 1 Yr ProSupport MC (4 hr) |  | \$1,549.00 | F1 | 2\% | \$1,518.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 | 4112FLATAM1PNBD | SEL S4112F-ON 1 Yr ProSupport NBD |  | \$739.00 | F1 | 2\% | \$724.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 4112FLATAM1PPMC | SEL S4112F-ON 1Yr ProSupportPlus MC(4hr) |  | \$2,088.00 | F1 | 2\% | \$2,046.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 4112FLATAM1RTD | SEL S4112F-ON 1 Yr Return to Depot |  | \$199.00 | F1 | 2\% | \$195.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 | 4112FLATAM3PMC | SEL S4112F-ON 3 Yr ProSupport MC (4 hr) |  | \$2,898.00 | F1 | 2\% | \$2,840.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 | 4112FLATAM3PNBD | SEL S4112F-ON 3 Y ProSupport NBD |  | \$1,279.00 | F1 | 2\% | $\$ 1,253.42$ $\$ 38984$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 |  |  |
| 5 | 4112FLATAM3PPMC 4112FLATAM5PMC | SEL S4112F-ON 3Yr ProSupportPlus MC(4hr) SEL S4112F-ON 5 Yr ProSupport MC ( 4 hr) |  | $\$ 3,978.00$ $\$ 4.517 .00$ | F1 | 2\% | \$3,898.44 $\$ 4.426 .66$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | S0.0 $\$ 0.0$ | deLl Networking |
| 5 | 4112FLATAM5PMC | SEL S4112F-ON 5 Y Prosupport Mc (4 hr) |  | \$ $\$ 2,51178.00$ | F1 F1 | 2\% | ${ }_{\text {\$2, }}^{\$ 4,4265.66}$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | DELL NETWORKING |
| 5 | 4112FLATAM5PPMC | SEL S4112F-ON 5Yr ProSupportPus MC(4hr) |  | \$6,245.00 | F1 | 2\% | \$6,120.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 4112TAMER1PMC | SEL S4112T-ON 1 Yr ProSupport MC (4 hr) |  | \$1,699.00 | F1 | 2\% | \$1,665.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 4112TAMER1PNBD | SEL S4112T-ON 1 Yr ProSupport NBD |  | \$799.00 | F1 | 2\% | \$783.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 | 4112 TAMER1PPMC | SEL S4112T-ON 1 Yr ProSupportPlus MC(4hr) |  | \$2,998.00 | F1 | 2\% | \$2,252.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.0 | dell networking |
| 5 | 4112TAMER1RTD | SEL S4112T-ON 1 Yr Return to Depot |  | \$199.00 | F1 | 2\% | \$195.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 | 4112TAMER3PMC | SEL S4112T-ON 3 Yr ProSupport MC (4 hr) |  | \$3,198.00 | F1 | 2\% | \$3,134.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 4112TAMER3PNBD | SEL S4112T-ON 3 Y ProSupport NBD |  | \$1,399.00 | F1 | 2\% | \$1,371.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.0 | DELL NETWORKING |
| 5 | 4112TAMER3PPMC | SEL S4112T-ON 3Yr ProsupportPlus MC(4hr) |  | \$4,398.00 | F1 | 2\% | $\$ 4,310.04$ $\$ 4.897$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 | 4112TAMER5PMC 4112TAMER5PNBD | SEL S4112T-ON 5 Yr Prosupport MC (4 4 hr) SEL S4112T-ON 5 Yr Prosupport NBD |  | \$4,997.00 | F1 F1 | 2\% | \$4,897.06 $\$ 2,075.64$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | DELL NETWORKING |
| 5 | 4112TAMER5PPMC | SEL S4112T-ON 5Yr ProSupportPlus MC(4hr) |  | \$6,917.00 | F1 | 2\% | \$6,778.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 4112TAPJ1PMC | SEL S4112T-ON 1 Yr ProSupport MC (4 hr) |  | \$1,655.00 | F1 | 2\% | \$1,621.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.0 | dell networking |
| 5 | 4112TAPJIPNBD | SEL S4112T-ON 1 Yr ProSupport NBD |  | \$826.67 | F1 | 2\% | \$810.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 | 4112TAPJ1PPMC | SEL S4112T-ON 1Yr ProSupportPlus MC(4hr) |  | \$2,315.00 | F1 | ${ }^{2 \%}$ | \$2,268.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 | 4112TAPJ1RTD 4112TAPJ3PMC | SEL S4112T-ON 1 Yr Return to Depot SEL S4112T-ON 3 Yr Prosupport MC ( 4 hr ) |  | $\$ 165.00$ $\$ 3,308.33$ | F1 | 2\% | \$161.70 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | DELL NETWORKING |
| 5 | 4112 TAPJ3PNBD | SEL S4112T-ON 3 Yr Prosupport NBD |  | \$1,654.17 | F1 | 2\% | \$1,621.09 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 4112TAPJ3PPMC | SEL S4112T-ON 3Yr ProSupportPlus MC(4hr) |  | \$4,630.83 | F1 | 2\% | \$4,538.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 4112TAPJ5PMC | SEL S4112T-ON 5 Yr Prosupport MC (4 hr) |  | \$5,954.17 | F1 | 2\% | \$5,835.09 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
|  | 4112TAPJ5PNBD | SEL S4112T-ON 5 Yr Prosupport NBD |  | \$2,976.67 | F1 | 2\% | \$2,917.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | NETWORKING |


| BAND | SKU | description | $\begin{gathered} \text { Model Sub } \\ \text { sku } \end{gathered}$ | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\left\|\begin{array}{c}\text { WTY UPG ENH TO } \\ \text { PS W/MC PREM } \\ \text { LP }\end{array}\right\|$ | WTY UPG BASIC TO PS ENH LP | Renewal | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | 4112TAPJSPPMC | SEL S4112T-ON 5Yr ProsupportPlus MC(4hr) |  | \$8,335.83 | F1 | 2\% | \$8,169.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | ELL NETWORKING |
| 5 | 4112TBRA1PMC | SEL S4112T-ON 1 Yr ProSupport MC (4 hr) |  | \$1,249.00 | F1 | 2\% | \$1,224.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | ell networking |
| 5 | 4112TBRA1PNBD | SEL S4112T-ON 1 Yr ProSupport NBD |  | \$619.00 | F1 | 2\% | \$606.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 4112TBRA1PPMC | SEL S4112T-ON 1Yr ProSupportPlus MC(4hr) |  | \$1,688.00 | F1 | 2\% | \$1,634.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | ELL NetWORKING |
| 5 | 4112 TBRA1RTD | SEL S4112T-ON 1 Yr Return to Depot |  | \$199.00 | F1 | 2\% | \$195.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 | 4112TBRA3PMC | SEL S4112T-ON 3 Yr ProSupport MC (4 hr) |  | \$2,298.00 | F1 | 2\% | \$2,252.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 4112 TBRA3PNBD | SEL S4112T-ON 3 Yr ProSupport NBD |  | \$1,039.00 | F1 | 2\% | \$1,018.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | ELL NetWORKING |
| 5 | 4112 TBRA3PPMC | SEL S S 4112 T -ON 3Yr ProsupportPlus MC(4hr) |  | \$3,138.00 | F1 | 2\% | \$3,075.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 4112TBRA5PMC | SEL S4112T-ON 5 Yr Prosupport MC (4 hr) |  | \$3,557.00 | F1 | 2\% | \$3,485.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 4112 TBRA5PNBD | SEL S4112T-ON 5 Yr ProSupport NBD |  | \$1,542.00 | F1 | 2\% | \$1,511.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 4112TBRASPPMC | SEL S4112T-ON 5Yr ProsupportPlus MC(4hr) |  | \$4,901.00 | F1 | 2\% | \$4,802.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | ELL Networking |
| 5 | 4112TEMEA1PMC | SEL S4112T-ON 1 Yr ProSupport MC (4 hr) |  | \$1,608.84 | F1 | 2\% | \$1,576.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.0 | ell networking |
| 5 | 4112TEMEA1PNBD | SEL S4112T-ON 1 Yr ProSupport NBD |  | \$715.42 | F1 | 2\% | \$701.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 4112 TEMEA1PPMC | SEL S4112T-ON 1Yr ProSupportPlus MC(4hr) |  | \$2,287.98 | F1 | 2\% | \$2,242.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | ELL Networking |
| 5 | 4112TEMEA1RTD | SEL S4112T-ON 1 Yr Return to Depot |  | \$190.48 | F1 | 2\% | \$186.67 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.0 | deLl NeTWORKING |
| 5 | 4112TEMEA3PMC | SEL S4112T-ON 3 Yr ProSupport MC (4 hr) |  | \$3,395.69 | F1 | 2\% | \$3,327.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 4112TEMEA3PNBD | SEL S4112T-ON 3 Yr ProSupport NBD |  | \$1,608.84 | F1 | 2\% | \$1,576.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | ELL Networking |
| 5 | 4112TEMEA3PPMC | SEL S4112T-ON 3Yr ProSupportPlus MC(4hr) |  | \$4,585.03 | F1 | 2\% | \$4,493.33 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | ELL NETWORKING |
| 5 | 4112TEMEASPMC | SEL S4112T-ON 5 Yr ProSupport MC (4 hr) |  | \$5,540.82 | F1 | 2\% | \$5,430.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | ELL NetWorking |
| 5 | 4112TEMEA5PNBD | SEL S4112T-ON 5 Yr ProSupport NBD |  | \$2,681.41 | F1 | 2\% | \$2,627.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 4112TEMEA5PPMC | SEL S4112T-ON 5Yr ProSupportPlus MC(4hr) |  | \$7,544.22 | F1 | 2\% | \$7,393.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | ELL NetWorking |
| 5 | 4112TLATAM1PMC | SEL S4112T-ON 1 Yr ProSupport MC (4 hr) |  | \$1,549.00 | F1 | 2\% | \$1,518.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 4112TLATAM 1PNBD | SEL S4112T-ON 1 Yr ProSupport NBD |  | \$739.00 | F1 | 2\% | \$724.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 4112TLATAM 1 PPMC | SEL S4112T-ON 1Yr ProSupportPlus MC(4hr) |  | \$2,088.00 | F1 | 2\% | \$2,046.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | ELL Networking |
| 5 | 4112TLATAM1RTD | SEL S4112T-ON 1 Yr Return to Depot |  | \$199.00 | F1 | 2\% | \$195.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 4112TLATAM3PMC | SEL S4112T-ON 3 Yr ProSupport MC (4 hr) |  | \$2,898.00 | F1 | 2\% | \$2,840.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 4112TLATAM3PNBD | SEL S4112T-ON 3 Yr ProSupport NBD |  | \$1,279.00 | F1 | 2\% | \$1,253.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.0 | dell networking |
| 5 | 4112TLATAM 3 PPMC | SEL S4112T-ON 3Yr ProsupportPlus MC(4hr) |  | \$3,978.00 | F1 | 2\% | \$3,898.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | ELL NETWORKING |
| 5 | 4112TLATAM5PMC | SEL S4112T-ON 5 Yr ProSupport MC (4 hr) |  | \$4,517.00 | F1 | 2\% | \$4,426.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | ELL NETWORKING |
| 5 | 4112TLATAM5PNBD | SEL S4112T-ON 5 Yr ProSupport NBD |  | \$2,118.00 | F1 | 2\% | \$2,075.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | ELL NETWORKING |
| 5 | 4112TLATAM5PPMC | SEL S4112T-ON 5Yr ProSupportPlus MC(4hr) |  | \$6,245.00 | F1 | 2\% | \$6,120.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | ELL NetWorking |
| 5 | 4128FAMER1PMC | SEL S4128F-ON 1 Yr ProSupport MC (4 hr) |  | \$2,070.00 | F1 | 2\% | \$2,028.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | deLl Networking |
| 5 | 4128FAMER1PNBD | SEL S4128F-ON 1 Yr ProSupport NBD |  | \$972.00 | F1 | 2\% | \$952.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | ELL NETWORKING |
| 5 | 4128FAMER1PPMC | SEL S4128F-ON 1Yr ProsupportPlus MC(4hr) |  | \$2,618.00 | F1 | 2\% | \$2,565.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | ELL Networking |
| 5 | 4128FAMER1RTD | SEL S4128F-ON 1 Yr Return to Depot |  | \$240.00 | F1 | 2\% | \$235.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | ELL NETWORKING |
| 5 | 4128FAMER3PMC | SEL S4128F-ON 3 Yr Prosupport MC (4 hr) |  | \$3,899.00 | F1 | 2\% | \$3,821.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | ELL Networking |
| 5 | 4128FAMER3PNBD | SEL S4128F-ON 3 Yr ProSupport NBD |  | \$1,704.00 | F1 | 2\% | \$1,669.92 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 4128FAMER3PPMC | SEL S4128F-ON 3Yr ProsupportPlus MC(4hr) |  | \$4,997.00 | F1 | 2\% | \$4,897.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 4128FAMER5PMC | SEL S4128F-ON 5 Yr ProSupport MC (4 hr) |  | \$6,094.00 | F1 | 2\% | \$5,972.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 4128FAMER5PNBD | SEL S S 1128 F-ON 5 Y ProSupport NBD |  | \$2,582.00 | F1 | 2\% | \$2,530.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 4128FAMER5PPMC | SEL S4128F-ON 5Yr ProsupportPlus MC(4hr) |  | \$7,851.00 | F1 | 2\% | \$7,693.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.0 | dell networking |
| 5 | 4128FAPJ1PMC | SEL S4128F-ON 1 Yr ProSupport MC (4 hr) |  | \$2,045.00 | F1 | 2\% | \$2,004.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 | 4128FAPJIPNBD | SEL S4128F-ON 1 Yr ProSupport NBD |  | \$1,022.50 | F1 | 2\% | \$1,002.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.0 | DELL NETWORKING |
| 5 | 4128FAPJ1PPMC | SEL S4128F-ON YYr ProsupportPlus MC(4hr) |  | \$2,862.50 | F1 | 2\% | \$2,805.25 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ | $\$ 0.00$ | \$0.00 | \$0.0 | dell networking |
| 5 5 | 4128FAPJ1RTD | SEL S4128F-ON 1 Yr Return to Depot SEL S4128F-ON 3 Y Prosuport MC ( 4 hr ) |  | $\$ 204.17$ $\$ 4.090 .00$ | F1 | 2\% | $\$ 200.09$ $\$ 4.008 .20$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ |  | ELL NETWORKING |
| 5 | ${ }^{\text {412 }}$ 4128FAPAPJ3PMPNBD | SEL S4128F-ON 3 Yr Prosupport MC (4 hr) |  | \$4,090.00 $\$ 2.045 .00$ | F1 | 2\% | ${ }_{\text {\$ }} \mathbf{\$ 4 , 0 0 8 4 . 1 0}$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$0.0 | DELL NETWORKING |
| 5 | 4128FAPJ3PPMC | SEL S4128F-ON 3Yr ProsupportPus MC(4hr) |  | \$5,725.83 | F1 | 2\% | \$5,611.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 4128FAPJ5PMC | SEL S4128F-ON 5 Yr Prosupport MC (4 hr) |  | \$7,364.17 | F1 | 2\% | \$7,216.89 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.0 | dell networking |
| 5 | 4128FAPJ5PNBD | SEL S4128F-ON 5 Yr ProSupport NBD |  | \$3,681.67 | F1 | 2\% | \$3,608.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 | 4128FAPJ5PPMC | SEL S4128F-ON 5Yr ProsupportPlus MC(4hr) |  | \$10,308.33 | F1 | 2\% | \$10,102.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 4128FBRA1PMC | SEL S4128F-ON 1 Yr ProSupport MC (4 hr) |  | \$1,521.00 | F1 | 2\% | \$1,490.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.0 | dell networking |
| 5 | 4128FBRA1PNBD | SEL S4128F-ON 1 Yr ProSupport NBD |  | \$752.00 | F1 | 2\% | \$736.96 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 4128FBRA1PPMC | SEL S4128F-ON 1Yr ProSupportPlus MC(4hr) |  | \$1,905.00 | F1 | 2\% | \$1,866.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 4128FBRA1RTD | SEL S4128F-ON 1 Yr Return to Depot |  | \$240.00 | F1 | 2\% | \$235.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 | 4128FBRA3PMC | SEL S4128F-ON 3 Yr ProSupport MC (4 hr) |  | \$2,801.00 | F1 | 2\% | \$2,744.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | $4128 F$ FRABPAPND | SEL S4128F-ON 3 Y ProSupport NBD |  | \$1,265.00 | F1 | 2\% | \$1,239.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 | 4128FBRA3PPMC | SEL S4128F-ON 3Yr ProsupportPlus MC(4hr) |  | \$3,570.00 | F1 | 2\% | \$3,498.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 4128FBRA5PMC | SEL S4128F-ON 5 Yr Prosupport MC (4 hr) |  | \$4,338.00 | F1 | 2\% | \$4,251.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 4128 FBRASPNBD | SEL S4128F-ON 5 Yr ProSupport NBD |  | \$1,879.00 | F1 | 2\% | \$1,841.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.0 | DELL NETWORKING |
| 5 | 41128FRRA5PPMC | SEL S4128F-ON 5Yr ProsupportPlus MC(4hr) |  | \$5,568.00 | F1 | 2\% | \$5,456.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.0 | dell networking |
| 5 | 4128FEMEA1PMC 4128FEMEA1PNBD | SEL S4128F-ON 1 Yr ProSupport MC (4 hr) SEL S4128F-ON 1 Yr ProSupport NBD |  | $\$ 2,326.53$ $\$ 1,040.82$ | $\begin{aligned} & F_{1} \\ & F_{1} \end{aligned}$ | 2\% | $\$ 2,280.00$ $\$ 1,020.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 9.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.0 S0. | ELL NETWORKING |
| 5 | 4128FEMEA1PPMC | SEL S4128F-ON 1Yr ProsupportPlus MC(4hr) |  | \$3,304.99 | F1 | 2\% | \$3,238.89 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 | 4128FEMEA1RTD | SEL S4128F-ON 1 Yr Return to Depot |  | \$414.97 | F1 | 2\% | \$406.67 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 4128FEMEA3PMC | SEL S4128F-ON 3 Yr ProSupport MC (4 hr) |  | \$4,896.83 | F1 | 2\% | \$4,798.89 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.0 | DELL NETWORKING |
| 5 | 4128FEMEA3PNBD | SEL S4128F-ON 3 Yr ProSupport NBD |  | \$2,326.53 | F1 | 2\% | \$2,280.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 | 4128FEMEA3PPMC | SEL S4128F-ON 3Yr ProsupportPlus MC(4hr) |  | \$6,609.98 | F1 | 2\% | \$6,477.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 4128FEMEASPMC | SEL S4128F-ON 5 Yr ProSupport MC (4 hr) |  | \$7,981.86 | F1 | 2\% | \$7,822.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 4128FEMEASPNBD | SEL S4128F-ON 5 Yr ProSupport NBD |  | \$3,868.48 | F1 | 2\% | \$3,791.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 | 4128FEMEASPPMC | SEL S4128F-ON 5Yr ProsupportPlus MC(4hr) |  | \$10,870.75 | F1 | 2\% | \$10,653.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.0 | DELL NETWORKING |
| 5 5 | 4128FLATAM1PMC 4128FLATAM1PNBD | SEL S4128-ON 1 Yr ProSupport MC (4 4 ) SEL S4128F-ON 1 Yr Prosupoort NBD |  | $\$ 1,887.00$ $\$ 89900$ | F1 | 2\% | \$1,849.26 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ |  | DELL NETWORKING |
| 5 | 4128FLATAM 1 PPMC | SEL S4128F-ON 1Yr ProsupportPlus MC(4hr) |  | \$2,380.00 | F1 | 2\% | \$2,332.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.0 | deli networking |
| 5 | 4128FLATAM1RTD | SEL S4128F-ON 1 Yr Return to Depot |  | \$240.00 | F1 | 2\% | \$235.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 4128FLATAM3PMC | SEL S4128F-ON 3 Yr ProSupport MC (4 hr) |  | \$3,533.00 | F1 | 2\% | \$3,462.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 | 4128FLATAM3PNBD | SEL S4128F-ON 3 Yr ProSupport NBD |  | \$1,558.00 | F1 | 2\% | \$1,526.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 | 4128FLATAM3PPMC | SEL S4128F-ON 3Yr Prosupportilus MC(4hr) |  | \$4,551.00 | F1 | ${ }^{2 \%}$ | \$4,430.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.0 | DELL NETWORKING |
| 5 | 4128FLATAM5PMC 4128FLATAM5PNBD | SEL S4128F-ON 5 Yr Prosupport MC (4 hr) SEL S4128F-ON 5 Yr Prosupport NBD |  | \$5,509.00 $\$ 2,348.00$ | F1 F1 | 2\% | $\$ 5,398.82$ $\$ 2,301.04$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | dell Networking |


| BAND | SKU | description | $\begin{array}{\|c\|} \hline \text { Model Sub } \\ \text { sku } \end{array}$ | EMC LIST | $\begin{aligned} & \text { CATEGORY } \\ & \text { CODE } \end{aligned}$ | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP$\|$ | PROSUPPORT ENH MNT LP | BASIC MNT LP | WTY UPG ENH TO <br> PS W/MC PREM <br> LP | WTY UPG BASIC TO PS ENHLP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | 4128FLATAM5PPMC | SEL S4128F-ON 5Yr ProSupportPlus MC(4hr) |  | \$7,090.00 | F1 | 2\% | \$6,948.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 DELL NETWORKING |
| 5 | 4128TAMER1PMC | SEL S4128T-ON 1 Yr ProSupport MC (4 hr) |  | \$2,240.00 | F1 | 2\% | \$2,195.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 DELL NETWORKING |
| 5 | 4128TAMER1PNBD | SEL S4128T-ON 1 Yr Prosupport NBD |  | \$1,052.00 | F1 | 2\% | \$1,030.96 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 DELL NETWORKING |
| 5 | 4128TAMER1PPMC | SEL S4128T-ON 1 Yr ProsupportPlus MC(4hr) |  | \$2,833.00 | F1 | 2\% | \$2,776.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 DELL NETWORKING |
| 5 | 4128TAMER1RTD | SEL S4128T-ON 1 Yr Return to Depot |  | \$260.00 | F1 | 2\% | \$254.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 DELL NETWORKING |
| 5 | 4128TAMER3PMC | SEL S4128T-ON 3 Yr ProSupport MC (4 hr) |  | \$4,219.00 | F1 | 2\% | \$4,134.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 DELL NETWORKING |
| 5 | 4128TAMER3PNBD | SEL S4128T-ON 3 Yr ProSupport NBD |  | \$1,844.00 | F1 | 2\% | \$1,807.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 DELL NETWORKING |
| 5 | 4128TAMER3PPMC | SEL S4128T-ON 3Yr ProSupportPlus MC(4hr) |  | \$5,407.00 | F1 | 2\% | \$5,298.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 deLl networking |
| 5 | 4128TAMER5PMC | SEL S4128T-ON 5 Yr ProSupport MC (4 hr) |  | \$6,594.00 | F1 | 2\% | \$6,462.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 DELL NETWORKING |
| 5 | 4128TAMER5PNBD | SEL S4128T-ON 5 Yr ProSupport NBD |  | \$2,794.00 | F1 | 2\% | \$2,738.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 DELL NETWORKING |
| 5 | 4128TAMER5PPMC | SEL S4128T-ON 5Yr ProSupportPlus MC(4hr) |  | \$8,495.00 | F1 | 2\% | \$8,325.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 DELL NETWORKING |
| 5 | 4128TAPJ1PMC | SEL S4128T-ON 1 Yr ProSupport MC (4 hr) |  | \$2,142.50 | F1 | 2\% | \$2,099.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 DELL NETWORKING |
| 5 | $4128 T$ PPJ1PNBD | SEL S4128T-ON 1 Yr ProSupport NBD |  | \$1,070.83 | F1 | 2\% | \$1,049.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 DELL NETWORKING |
| 5 | 4128TAPJIPPMC | SEL S4128T-ON 1 Yr ProSupportPlus MC(4hr) |  | \$3,000.83 | F1 | 2\% | \$2,940.81 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 DELL NETWORKING |
| 5 | 4128TAPJ1RTD | SEL S4128T-ON 1 Yr Return to Depot |  | \$214.17 | F1 | 2\% | \$209.89 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 DELL NETWORKING |
| 5 | 4128 TAPJ3PMC | SEL S4128T-ON 3 Yr ProSupport MC (4 hr) |  | \$4,285.83 | F1 | 2\% | \$4,200.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 DELL NETWORKING |
| 5 | 4128TAPJ3PNBD | SEL S4128T-ON 3 Yr ProSupport NBD |  | \$2,142.50 | F1 | 2\% | \$2,099.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 DELL NETWORKING |
| 5 | 4128TAPJ3PPMC | SEL S4128T-ON 3Yr ProSupportPlus MC(4hr) |  | \$6,001.67 | F1 | 2\% | \$5,881.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 DELL NETWORKING |
| 5 | 4128TAPJ5PMC | SEL S4128T-ON 5 Yr ProSupport MC (4 hr) |  | \$7,715.83 | F1 | 2\% | \$7,561.51 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 DELL NETWORKING |
| 5 | 4128TAPJ5PNBD | SEL S4128T-ON 5 Yr ProSupport NBD |  | \$3,857.50 | F1 | 2\% | \$3,780.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 DELL NETWORKING |
| 5 | 4128TAPJSPPMC | SEL S4128T-ON 5 Yr ProSupportPlus MC(4hr) |  | \$10,803.33 | F1 | 2\% | \$10,587.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 DELL NETWORKING |
| 5 | 4128TBRA1PMC | SEL S4128T-ON 1 Yr ProSupport MC (4 hr) |  | \$1,646.00 | F1 | 2\% | \$1,613.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 deLL Networking |
| 5 | 4128TBRA1PNBD | SEL S4128T-ON 1 Yr ProSupport NBD |  | \$814.00 | F1 | 2\% | \$797.72 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 DELL NETWORKING |
| 5 | 4128TBRA1PPMC | SEL S4128T-ON 1 Yr ProSupportPlus MC(4hr) |  | \$2,061.00 | F1 | 2\% | \$2,019.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 DELL NETWORKING |
| 5 | 4128TBRA1RTD | SEL S4128T-ON 1 Yr Return to Depot |  | \$260.00 | F1 | 2\% | \$254.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 DELL NETWORKING |
| 5 | 4128 TBRA3PMC | SEL S4128T-ON 3 Yr ProSupport MC (4 hr) |  | \$3,031.00 | F1 | 2\% | \$2,970.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 DELL NETWORKING |
| 5 | 4128TBRA3PNBD | SEL S4128T-ON 3 Yr ProSupport NBD |  | \$1,369.00 | F1 | 2\% | \$1,341.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 deLl networking |
| 5 | 4128TBRA3PPMC | SEL S4128T-ON 3Yr ProSupportPlus MC(4hr) |  | \$3,863.00 | F1 | 2\% | \$3,785.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 DELL NETWORKING |
| 5 | 4128TBRA5PMC | SEL S4128T-ON 5 Yr ProSupport MC (4 hr) |  | \$4,694.00 | F1 | 2\% | \$4,600.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 DELL NETWORKING |
| 5 | 4128TBRASPNBD | SEL S4128T-ON 5 Yr ProSupport NBD |  | \$2,034.00 | F1 | 2\% | \$1,993.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 DELL NETWORKING |
| 5 | 4128TBRA5PPMC | SEL S4128T-ON 5 Yr ProsupportPlus MC(4hr) |  | \$6,025.00 | F1 | 2\% | \$5,904.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 DELL NETWORKING |
| 5 | 4128TEMEA1PMC | SEL S4128T-ON 1 Yr ProSupport MC (4 hr) |  | \$2,476.19 | F1 | 2\% | \$2,426.67 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 DELL NETWORKING |
| 5 | 4128TEMEA1PNBD | SEL S4128T-ON 1 Yr ProSupport NBD |  | \$1,119.05 | F1 | 2\% | \$1,096.67 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 DELL NETWORKING |
| 5 | 4128TEMEA1PPMC | SEL S4128T-ON 1Yr ProSupportPlus MC(4hr) |  | \$3,514.74 | F1 | $2 \%$ | \$3,444.45 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 DELL NETWORKING |
| 5 | 4128TEMEA1RTD | SEL S4128T-ON 1 Y R Return to Depot |  | \$414.97 | F1 | 2\% | \$406.67 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 DELL NETWORKING |
| 5 | 4128TEMEA3PMC | SEL S4128T-ON 3 Yr ProSupport MC (4 hr) |  | \$5,191.61 | F1 | 2\% | \$5,087.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 DELL NETWORKING |
| 5 | 4128TEMEA3PNBD | SEL S4128T-ON 3 Yr ProSupport NBD |  | \$2,476.19 | F1 | 2\% | \$2,426.67 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 DELL NETWORKING |
| 5 | 4128TEMEA3PPMC | SEL S4128T-ON 3Yr ProSupportPlus MC(4hr) |  | \$7,009.07 | F1 | 2\% | \$6,868.89 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 DELL NETWORKING |
| 5 | 4128TEMEASPMC | SEL S4128T-ON 5 Yr ProSupport MC (4 hr) |  | \$8,448.98 | F1 | 2\% | \$8,280.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 DELL NETWORKING |
| 5 | 4128TEMEA5PNBD | SEL S4128T-ON 5 Yr ProSupport NBD |  | \$4,105.44 | F1 | $2 \%$ | \$4,023.33 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 deLl networking |
| 5 | 4128TEMEA5PPMC | SEL S4128T-ON 5Yr ProSupportPlus MC(4hr) |  | \$11,512.47 | F1 | 2\% | \$11,282.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 DELL NETWORKING |
| 5 | 4128TLATAM1PMC | SEL S4128T-ON 1 Yr ProSupport MC (4 hr) |  | \$2,292.00 | F1 | 2\% | \$2,246.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 DELL NETWORKING |
| 5 | 4128TLATAM1PNBD | SEL S4128T-ON 1 Yr ProSupport NBD |  | \$1,223.00 | F1 | 2\% | \$1,198.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 DELL NETWORKING |
| 5 | 4128TLATAM 1 PPMC | SEL S41228T-ON 1YY ProSupportPlus MC(4hr) |  | \$2,826.00 | F1 | 2\% | \$2,769.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 DELL NETWORKING |
| 5 | 4128TLATAM1RTD | SEL S4128T-ON 1 Y R Return to Depot |  | \$260.00 | F1 | 2\% | \$254.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 DELL NETWORKING |
| 5 | 4128TLATAM3PMC | SEL S S 4128 T -ON 3 Yr ProSupport MC (4 hr) |  | \$4,073.00 | F1 | 2\% | \$3,991.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | \$0.00 |  | .00 DELL NETWORKING |
| 5 | 4128TLATAM 3 PNBD | SEL S4128T-ON 3 Yr ProSupport NBD |  | \$1,936.00 | F1 | 2\% | \$1,897.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |  |
| 5 | ${ }^{\text {4122TLATAM }}$ 3PPMC | SEL S4128T-ON 3Y ProSupportPlus MC(4hr) |  | \$5,142.00 | F1 | 2\% | \$5,039.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 DELL NETWORKING |
| 5 | 4128TLATAM5PMC | SEL S4128T-ON 5 Yr ProSupport MC (4 4 r ) |  | \$6,211.00 | F1 | 2\% | \$6,086.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 DELL NETWORKING |
| 5 | 4128TLATAM5PPMC | SEL S4128T-ON 5Yr ProSupportPlus MC(4hr) |  | \$2,791.00 $\$ 7,922.00$ | F1 | 2\% | \$ $\$ 7,763.36$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | .00 DELL NETWORKING |
| 5 | 4148FAMER1PMC | SEL S4148F-ON 1 Yr ProSupport MC (4 hr) |  | \$3,690.00 | F1 | 2\% | \$3,616.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 DELL NETWORKING |
| 5 | 4148FAMER1PNBD | SEL S4148F-ON 1 Yr ProSupport NBD |  | \$1,632.00 | F1 | $2 \%$ | \$1,599.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 DELL NETWORKING |
| 5 | 4148FAMER1PPMC | SEL S4148F-ON 1Yr ProSupportPlus MC(4hr) |  | \$4,718.00 | F1 | 2\% | \$4,623.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 DELL NETWORKING |
| 5 | 4148FAMER1RTD | SEL S4148F-ON 1 Yr Return to Depot |  | \$260.00 | F1 | 2\% | \$254.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 DELL NETWORKING |
| 5 | 4148FAMER3PMC | SEL S4148F-ON 3 Yr ProSupport MC (4 hr) |  | \$7,119.00 | F1 | 2\% | \$6,976.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 DELL NETWORKING |
| 5 | 4148FAMER3PNBD | SEL S4148F-ON 3 Yr ProSupport NBD |  | \$3,004.00 | F1 | 2\% | \$2,943.92 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 DELL NETWORKING |
| 5 | 4148FAMER3PPMC | SEL S4148F-ON 3Yr ProSupportPlus MC(4hr) |  | \$9,177.00 | F1 | $2 \%$ | \$8,993.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 DELL NETWORKING |
| 5 | 4148FAMER5PMC | SEL S4148F-ON 5 Yr ProSupport MC (4 hr) |  | \$11,234.00 | F1 | $2 \%$ | \$11,009.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 deLl networking |
| 5 | 4148FAMER5PNBD | SEL S4148F-ON 5 Yr ProSupport NBD |  | \$4,650.00 | F1 | 2\% | \$4,557.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 DELL NETWORKING |
| 5 | 4148FAMER5PPMC | SEL S4148F-ON 5Yr ProSupportPlus MC(4hr) |  | \$14,527.00 | F1 | 2\% | \$14,236.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 DELL NETWORKING |
| 5 | 4148FAPJ1PMC | SEL S4148F-ON 1 Yr ProSupport MC (4 hr) |  | \$2,910.00 | F1 | $2 \%$ | \$2,851.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 dell networking |
| 5 | 4148FAPJ1PNBD | SEL S4148F-ON 1 Yr ProSupport NBD |  | \$1,455.00 | F1 | 2\% | \$1,425.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 DELL NETWORKING |
| 5 | 4148FAPJIPPMC | SEL S4148F-ON 1Yr ProSupportPlus MC(4hr) |  | \$4,073.33 | F1 | 2\% | \$3,991.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 DELL NETWORKING |
| 5 | 4148FAPJ1RTD | SEL S4148F-ON 1 Yr Return to Depot |  | \$291.67 | F1 | 2\% | \$285.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 DELL NETWORKING |
| 5 | 4148FAPJ3PNBD | SEL S4148F-ON 3 Yr ProSupport NBD |  | \$2,910.00 | F1 | 2\% | \$2,851.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 DELL NETWORKING |
| 5 | ${ }^{\text {4148FAPPJ3PSMMC }}$ | SEL S4148F-ON 3Yr ProsupporfPus MC(4hr) |  | $\$ 8,145.00$ $\$ 5,818.33$ | F1 | 2\% | \$\$5,701.96 | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | . 000 DELL NETWORKING |
| 5 | 4148FAPJSPNBD | SEL S4148F-ON 5 Yr ProSupport NBD |  | \$5,236.67 | F1 | 2\% | \$5,131.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 DELL NETWORKING |
| 5 | 4148FAPJSPPMC | SEL S4148F-ON 5Yr ProSupportPlus MC(4hr) |  | \$14,660.00 | F1 | 2\% | \$14,366.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 DELL NETWORKING |
| 5 | 4148FAPJ5PSMC | SEL S4148F-ON 5 Yr ProSupport MC (4 hr) |  | \$10,471.67 | F1 | 2\% | \$10,262.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 DELL NETWORKING |
| 5 | 4148FBRA1PMC | SEL S4148F-ON 1 Yr ProSupport MC (4 hr) |  | \$2,162.00 | F1 | $2 \%$ | \$2,118.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 deLl networking |
| 5 | 4148FBRA1PNBD | SEL S4148F-ON 1 Yr ProSupport NBD |  | \$1,009.00 | F1 | 2\% | \$988.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 DELL NETWORKING |
| 5 | 4148FBRA1PPMC | SEL S4148F-ON 1Yr ProSupportPlus MC(4hr) |  | \$2,939.00 | F1 | 2\% | \$2,880.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 DELL NETWORKING |
| 5 | 4148FRRA1RTD | SEL S4148F-ON 1 Yr Return to Depot |  | \$240.00 | F1 | 2\% | \$235.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |  |
| 5 | 4148FBRA3PMC 4148FBRA3PNBD | SEL S4148F-ON 3 Yr ProSupport MC (4 4 r) SEL S4148F-ON 3 Yr ProSupport NBD |  | $\$ 4,082.00$ $\$ 1,777.00$ | F1 | 2\% | $\$ 4,000.36$ $\$ 1,741.46$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | . 00 DELL NETWORKING |
| 5 | 4148FBRA3PPMC | SEL S4148F-ON 3Yr ProSupportPlus MC(4hr) |  | \$5,235.00 | F1 | $2 \%$ | \$5,130.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 DELL NETWORKING |
| 5 | 4148FBRASPMC | SEL S4148F-ON 5 Y ProSupport MC (4 hr) |  | \$6,387.00 | F1 | 2\% | \$6,259.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 DELL NETWORKING |
|  | 4148FBRA5PNBD | SEL S4148F-ON 5 Yr ProSupport NBD |  | \$2,699.00 | F1 | 2\% | \$2,645.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 DELL NETWORKING |



| BAND | SKU | DESCRIPTION $\quad$Model Sub <br> sku | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> W/MC PREM MNT <br> LP$\|$ | PROSUPPORT Enh Mnt Lp | BASIC MNT LP | $\left\|\begin{array}{c}\text { WTY UPG ENH TO } \\ \text { PS W/MC PREM } \\ \text { LP }\end{array}\right\|$ | WTY UPG BASIC TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | 456-101-526 | SEL XPRESSO FOR WORD CLIENT=UA | \$0.00 | D3 | 36\% | \$0.00 | \$2,175.00 | \$2,025.00 | \$1,725.00 | \$1,425.00 | \$0.00 | \$0.00 | \$2,025.00 | CUMENT SCIENCES |
| 5 | 456-101-529 | SEL XPRESSO FOR INDESIGN CLIENT=UA | \$0.00 | D3 | 36\% | \$0.00 | \$2,175.00 | \$2,025.00 | \$1,725.00 | \$1,425.00 | \$0.00 | \$0.00 | \$2,025.00 | cument sciences |
| 5 | 456-101-530 | SEL XPRESSO FOR DREAMWEAVER CLIENT=UA | \$0.00 | D3 | 36\% | \$0.00 | \$2,175.00 | \$2,025.00 | \$1,725.00 | \$1,425.00 | \$0.00 | \$0.00 | \$2,025.00 | cument sciences |
| 5 | 456-101-531 | SEL XPRESSO SERVER ADAPTER=IA | \$0.00 | D3 | 36\% | \$0.00 | \$4,350.00 | \$4,050.00 | \$3,450.00 | \$2,850.00 | \$0.00 | \$0.00 | \$4,050.00 | CUMENT SCIENCES |
| 5 | 456-101-532 |  | \$0.00 | D3 | 36\% | \$0.00 | \$7,250.00 | \$6,750.00 | \$5,750.00 | \$4,750.00 | \$0.00 | \$0.00 | \$6,750.00 | CUMENT SCIENCES |
| 5 | 456-101-537 | SEL XPRESSION COMPUSET ENABLEMENT=IA SEL XPRESSION COMPUSET BRIDGE=IA | \$0.00 | D3 | 36\% | \$0.00 | \$58,000.00 | \$54,000.00 | \$46,000.00 | \$38,000.00 | \$0.00 | \$0.00 | \$54,000.00 | CUMENT SCIENCES |
| 5 | 456-101-539 | SEL XPRESSION COMPUSET BRIDGE=IA SEL XPRESSION COMPUSET BRIDGE T/D=IA | \$0.00 | D3 | 36\% | \$0.00 | \$23,200.00 | \$21,600.00 | \$18,400.00 | \$15,200.00 | \$0.00 | \$0.00 | \$21,600.00 | CUMENT SCIENCES |
| 5 | 456-101-554 | SEL XPRESSION COMPUSET BRIDGE T/D=IA <br> SEL XPRESSO SERVER ADAPTER T/D=IA | \$0.00 | D3 | 36\% | \$0.00 | \$1,740.00 | \$1,620.00 | \$1,380.00 | \$1,140.00 | \$0.00 | \$0.00 | \$1,620.00 | cument sciences |
| 5 | 456-101-555 | SEL XPRESSO SERVER ADAPTER RECOVERY=IA | \$0.00 | D3 | 36\% | \$0.00 | \$870.00 | \$810.00 | \$690.00 | \$570.00 | \$0.00 | \$0.00 | \$810.00 | CUMENT SCIENCES |
| 5 | 456-101-560 | SEL XPRESSION COMPUSET ENABLEMNT T/DIA | \$0.00 | D3 | 36\% | \$0.00 | \$2,900.00 | \$2,700.00 | \$2,300.00 | \$1,900.00 | \$0.00 | \$0.00 | \$2,700.00 | cument sciences |
| 5 | 456-101-561 | SEL XPRESSION COMPUSET ENBLMNT RECVRY=IA | \$0.00 | D3 | 36\% | \$0.00 | \$1,450.00 | \$1,350.00 | \$1,150.00 | \$950.00 | \$0.00 | \$0.00 | \$1,350.00 | cument sciences |
| 5 | 456-101-566 | SEL X PRESSION COMPUSET BRIDGE RECOVRY=IA | \$0.00 | D3 | 36\% | \$0.00 | \$11,600.00 | \$10,800.00 | \$9,200.00 | \$7,600.00 | \$0.00 | \$0.00 | \$10,800.00 | CUMENT SCIENCES |
| 5 | 456-101-582 | SEL XPRESSFORRM USER=UA | \$0.00 | ${ }^{\text {D3 }}$ | 36\% | \$0.00 | \$2,175.00 | \$2,025.00 | \$1,725.00 | \$1,425.00 | \$0.00 | \$0.00 | \$2,025.00 | CUMENT SCIENCES |
| 5 | 456-101-583 | SEL XPRESSFORMS U SERVER $=1 /$ | \$0.00 | ${ }^{\text {D3 }}$ | 36\% | \$0.00 | \$29,000.00 | \$27,000.00 | \$23,000.00 | \$19,000.00 | \$0.00 | \$0.00 | \$27,000.00 | CUMENT SCIENCES |
| 5 | 456-101-914 | SEL XPRESSFORMS UI SERVER T/D=IA | \$0.00 | ${ }^{\text {D3 }}$ | 36\% | \$0.00 | \$11,600.00 | \$10,800.00 | \$9,200.00 | \$7,600.00 | \$0.00 | \$0.00 | \$10,800.00 | CUMENT SCIENCES |
| 5 5 | 456-101-915 $456-101-916$ | SEL XPRESSFORMS UI SERVER RECOVERY=IA | $\$ 0.00$ $\$ 0.00$ | D3 | $36 \%$ $36 \%$ | $\$ 0.00$ $\$ 0.00$ | $\$ 5,800.00$ $\$ 870.00$ $\$ 8$ | $\$ 5,400.00$ $\$ 810.00$ | $\$ 4,600.00$ $\$ 690.00$ | $\$ 3,800.00$ $\$ 570.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 5,400.00$ <br> $\$ 810.00$ | CUMENT SCIENCES |
| 5 | 456-101-917 |  | \$0.00 | D3 | 36\% | \$0.00 | \$435.00 | \$405.00 | \$345.00 | \$285.00 | \$0.00 | \$0.00 | \$405.00 | CUMENT SCIENCES |
| 5 | 456-101-960 |  | \$0.00 | D3 | 36\% | \$0.00 | \$36,250.00 | \$33,750.00 | \$28,750.00 | \$23,750.00 | \$0.00 | \$0.00 | \$33,750.00 | cument sciences |
| 5 | 456-101-961 | SEL xPression DCTM Edtn Svr 4 Cores=IA <br> SEL XPRESSION DCTM EDITION T/D SVR=IA | \$0.00 | D3 | 36\% | \$0.00 | \$14,500.00 | \$13,500.00 | \$11,500.00 | \$9,500.00 | \$0.00 | \$0.00 | \$13,500.00 | CUMENT SCIENCES |
| 5 | 456-101-962 | SEL XPRESSION DCTM EDITION T/D SVR=IA SEL XPRESSION DCTM EDTN RECOVERY SVR=IA | \$0.00 | D3 | 36\% | \$0.00 | \$7,250.00 | \$6,750.00 | \$5,750.00 | \$4,750.00 | \$0.00 | \$0.00 | \$6,750.00 | CUMENT SCIENCES |
| 5 | 456-101-963 | SEL XPRESSION DCTM EDTN RECOVERY SVR=IA <br> SEL XPRESSION DCTM EDITION ADD 2 CORE=IA | \$0.00 | ${ }^{\text {D3 }}$ | 36\% | \$0.00 | \$18,125.00 | \$16,875.00 | \$14,375.00 | \$11,875.00 | \$0.00 | \$0.00 | \$16,875.00 | CUMENT SCIENCES |
| 5 | 456-102-264 | SEL XPRESSION DCTM EDITION ADD 2 CORE=IA SEL CAPTIVA SERVER VOLUME +100 K PPY=PA | \$1,499.00 | D3 | 36\% | \$959.36 | \$434.71 | \$404.73 | \$344.77 | \$284.81 | \$0.00 | \$0.00 | \$404.73 | CAPTURE |
| 5 | 456-102-265 | SEL CAPTIVA SERVER VOLUME + 100 K PPY=PA SEL CPTV Svr VOL+ADV Rcg+100 | \$5,276.00 | D3 | 36\% | \$3,376.64 | \$1,530.04 | \$1,424.52 | \$1,213.48 | \$1,002.44 | \$0.00 | \$0.00 | \$1,424.52 | CAPTURE |
| 5 | 456-102-266 |  | \$4,197.00 | D3 | 36\% | \$2,886.08 | \$1,217.13 | \$1,133.19 | \$965.31 | \$797.43 | \$0.00 | \$0.00 | \$1,133.19 | CAPTURE |
| 5 | 456-102-272 | SEL CAPTIVA ADV RCG VOLUME +100 K PPY=PA SEL Captiva Software Developers Kit=UB | \$0.00 | D3 | 36\% | \$0.00 | \$4,741.50 | \$4,414.50 | \$3,760.50 | \$3,106.50 | \$0.00 | \$0.00 | \$4,414.50 | CAPTURE |
| 5 | 456-102-273 |  | \$0.00 | ${ }^{\text {D3 }}$ | 36\% | \$0.00 | \$316.10 | \$294.30 | \$250.70 | \$207.10 | \$0.00 | \$0.00 | \$294.30 | CAPTURE |
| 5 | 456-102-274 | SEL Captiva ScanPlus Module (Std)=UB SEL Captiva ScanPlus Module (Premium)=UB | \$0.00 | ${ }^{\text {D3 }}$ | 36\% | \$0.00 | \$1,896.60 | \$1,765.80 | \$1,504.20 | \$1,242.60 | \$0.00 | \$0.00 | \$1,765.80 | CAPTURE |
| 5 | ${ }^{456-102-275}$ | SEL Captiva ScanPlus Module (Premium)=UB SEL Captiva Attended Client=UB | \$3,500.00 | ${ }^{\text {D3 }}$ | 36\% | \$2,240.00 | \$1,015.00 | \$ $\$ 945.00$ | \$8805.00 | \$665.00 | \$0.00 | \$0.00 | \$945.00 | ${ }^{\text {CAPTURE }}$ |
| 5 5 | $456-102-278$ $456-102-280$ | SEL Captiva Export for IA | $\$ 0.00$ $\$ 0.00$ | D3 | $36 \%$ $36 \%$ | $\$ 0.00$ $\$ 0.00$ | $\$ 1,580.50$ $\$ 1,580.50$ | \$1,471.50 | $\$ 1,253.50$ $\$ 1,253.50$ | $\$ 1,035.50$ $\$ 1,035.50$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 1,471.50$ $\$ 1,471.50$ | ${ }_{\text {CAPTURE }}^{\text {CAPTURE }}$ |
| 5 | 456-102-282 | SEL Captiva Export for IBM + FileNet=IA SEL Captiva Export for SharePoint=IA | \$0.00 | D3 | 36\% | \$0.00 | \$1,580.50 | \$1,471.50 | \$1,253.50 | \$1,035.50 | \$0.00 | \$0.00 | \$1,471.50 | CAPTURE |
| 5 | 456-102-284 | SEL Captiva Export for SharePoint=IA <br> SEL Captiva Export for GLOBAL360=IA | \$0.00 | D3 | 36\% | \$0.00 | \$1,580.50 | \$1,471.50 | \$1,253.50 | \$1,035.50 | \$0.00 | \$0.00 | \$1,471.50 | CAPTURE |
| 5 | 456-102-286 | SEL Captiva Export for GLOBAL360=IA <br> SEL CPTV Export for OPENTEXT LIVELINK=IA | \$0.00 | D3 | 36\% | \$0.00 | \$1,580.50 | \$1,471.50 | \$1,253.50 | \$1,035.50 | \$0.00 | \$0.00 | \$1,471.50 | CAPTURE |
| 5 | 456-102-288 | SEL CPTV Export for OPENTEXT LIVELINK=IA SEL Captiva Export for SAP Arch + AP=IA | \$0.00 | D3 | 36\% | \$0.00 | \$3,161.00 | \$2,943.00 | \$2,507.00 | \$2,071.00 | \$0.00 | \$0.00 | \$2,943.00 | CAPTURE |
| 5 | 456-102-290 | SEL CPTV East Euro / APAC OCR per CL=MA | \$12,426.00 | D3 | 36\% | \$7,952.64 | \$3,603.54 | \$3,355.02 | \$2,857.98 | \$2,360.94 | \$0.00 | \$0.00 | \$3,355.02 | CAPTURE |
| 5 | 456-102-296 | SEL CPTV CheckReadingUS 100KPPY percl=PA | \$2,800.00 | ${ }^{\text {D3 }}$ | 36\% | \$1,792.00 | \$812.00 | \$756.00 | \$644.00 | \$532.00 | \$0.00 | \$0.00 | \$756.00 | CAPTURE |
| 5 | 456-102-297 | SEL CPTV CheckReadingFR 100KPPY perCL=PA | \$2,800.00 | ${ }^{\text {D3 }}$ | 36\% | \$1,792.00 | \$812.00 | \$756.00 | \$640.00 | \$532.00 | \$0.00 | \$0.00 | \$756.00 | CAPTURE |
| 5 | 456-102-307 | SEL APPX Web Public Access 5 CC Pk $=$ UB | \$0.00 | ${ }^{\text {D3 }}$ | 36\% | \$0.00 | \$507.50 | \$472.50 | \$402.50 | \$0.00 | \$0.00 | \$0.00 | $\$ 472.50$ $\$ 2.362 .50$ | PLICATIONXTENDER |
| 5 5 | 456-102-308 $456-102-309$ | SEL APPX Web Public Access 25 CC User Pk | $\$ 0.00$ $\$ 0.00$ | D3 | $36 \%$ $36 \%$ | $\$ 0.00$ $\$ 0.00$ | $\$ 2,537.50$ $\$ 7,612.50$ | $\$ 2,362.50$ $\$ 7.087 .50$ | $\$ 2,012.50$ $\$ 6,037.50$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$2,362.50 | PLICATIONXTENDER |
| 5 | 456-102-310 | SEL APPX Web Public Access 75 CC User Pk SEL APPX Workflow Mgr 5 CC Usr Pk=UB | \$0.00 | D3 | 36\% | \$0.00 | \$1,595.00 | \$1,485.00 | \$1,265.00 | \$0.00 | \$0.00 | \$0.00 | \$1,485.00 | PLICATIONXTENDER |
| 5 | 456-102-311 | SEL APPX Workflow Mgr 5 CC Usr Pk=UB SEL APPX Workflow Mgr 25 CC User Pk | \$0.00 | ${ }^{\text {D3 }}$ | 36\% | \$0.00 | \$7,975.00 | \$7,425.00 | \$6,325.00 | \$0.00 | \$0.00 | \$0.00 | \$7,425.00 | PLICATIONXTENDER |
| 5 | 456-102-312 |  | \$0.00 | ${ }^{\text {D3 }}$ | 36\% | \$0.00 | \$23,925.00 | \$22,275.00 | \$18,975.00 | \$0.00 | \$0.00 | \$0.00 | \$22,275.00 | PLICATIONXTENDER |
| 5 | 456-102-313 | SEL APPX Workflow Mgr 75 CC USer Pk | \$0.00 | ${ }^{\text {D3 }}$ | 36\% | \$0.00 | \$725.00 | \$675.00 | \$575.00 | \$0.00 | \$0.00 | \$0.00 | \$675.00 | PLICATIONXTENDER |
| 5 | ${ }^{456-102-314} 4$ | SEL AppXtender Workflow Manager Forms=IA SEL ApXXtender Worklow Mgr ServeriA | \$0.00 | ${ }^{\text {D3 }}$ | 36\% | $\$ 0.00$ $\$ 0.00$ | \$775.00 | $\$ 675.00$ $\$ 27000$ | \$5575.00 | \$0.00 | \$0.00 | \$0.00 | \$675.00 | PLICATIONXTENDER |
| 5 | ${ }_{456-102-316}$ | SEE ApPXtender Worfflow M Mr Server=IA SEL IPM for AppXtender Serverli | $\$ 0.00$ $\$ 0.00$ | ${ }_{\text {D3 }}$ | 36\% | \$ $\$ 0.00$ | S2,900.00 $\$ 217.50$ | \$2,700.00 $\$ 202.50$ | $\$ 2,300.00$ $\$ 172.50$ | $\$ 0.00$ $\$ 0.00$ | \$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$2,700.00 $\$ 202.50$ | PLICATIONXTENDER |
| 5 | 456-102-317 | SEL IRM for AppXtender 5 CC Usr Pk=UB SEL IRM for APPX CC User 25 CC User Pk | \$0.00 | D3 | 36\% | \$0.00 | \$1,087.50 | \$1,012.50 | \$862.50 | \$0.00 | \$0.00 | \$0.00 | \$1,012.50 | PLICATIONXTENDER |
| 5 | 456-102-318 | SEL IRM for APPX CC User 25 CC User Pk SEL IRM for APPX CC User 75 CC User Pk | \$0.00 | D3 | 36\% | \$0.00 | \$3,262.50 | \$3,037.50 | \$2,587.50 | \$0.00 | \$0.00 | \$0.00 | \$3,037.50 | PLICATIONXTENDER |
| 5 | ${ }^{456-102-320}$ | SEL IRM for APPX CC User 75 CC User Pk | \$0.00 | ${ }^{\text {D3 }}$ | 36\% | \$0.00 | \$29.00 | \$27.00 | \$23.00 | \$0.00 | \$0.00 | \$0.00 | \$27.00 | PLICATIONXTENDER |
| 5 | 456-103-717 | SEL AppXtender Image Enhancer=\|A | \$0.00 | D3 | 36\% | \$0.00 | \$790.25 | \$735.75 | \$626.75 | \$517.75 | \$0.00 | \$0.00 | \$735.75 | CAPTURE |
| 5 5 | 456-104-244 | SEL CPTV Adv Rcg Prod Auto Learning=1A | $\$ 0.00$ $\$ 0.00$ | D3 D3 | $36 \%$ $36 \%$ | $\$ 0.00$ $\$ 0.00$ | $\$ 725.00$ $\$ 3,625.00$ | $\$ 675.00$ $\$ 3,375.00$ | $\$ 575.00$ $\$ 2,875.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 675.00$ $\$ 3,375.00$ | PLICATIONXTENDER |
| 5 | 456-104-246 | SEELAPpXXXender Connector- 25 CCC Sers | \$0.00 | D3 | 36\% | \$0.00 | \$10,875.00 | \$10,125.00 | \$8,625.00 | \$0.00 | \$0.00 | \$0.00 | \$10,125.00 | PLICATIONXTENDER |
| 5 | 456-104-330 |  | \$0.00 | D3 | 36\% | \$0.00 | \$14,500.00 | \$13,500.00 | \$11,500.00 | \$0.00 | \$0.00 | \$0.00 | \$13,500.00 | CUMENT SCIENCES |
| 5 | 456-104-331 | SEL INTERACTIVE EDITOR SERVER=IA | \$0.00 | ${ }^{\text {D3 }}$ | 36\% | \$0.00 | \$116.00 | \$108.00 | \$92.00 | \$0.00 | \$0.00 | \$0.00 | \$108.00 | CUMENT SCIENCES |
| 5 | 456-104-895 | SEL INTERACTIVE EDITOR USER=UA SEL Documentum xDB=UA | \$81,750.00 | ${ }^{\text {D3 }}$ | 36\% | \$52,320.00 | \$23,707.50 | \$22,072.50 | \$18,802.50 | \$15,532.50 | \$0.00 | \$0.00 | \$22,072.50 | PLATFORM |
| 5 | $456-105-180$ $456-106-022$ | SEL DCTM Conneect for MSSP from MYD=UA | $\$ 0.00$ $\$ 0.00$ | D3 | $36 \%$ $36 \%$ | $\$ 0.00$ $\$ 0.00$ | $\$ 11.60$ $\$ 43500$ | $\$ 10.80$ $\$ 40500$ | $\$ 9.20$ $\$ 34500$ | $\$ 7.60$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 10.80$ $\$ 40500$ | CORE PLATFORM |
| 5 | 456-106-023 |  | S0.00 | D3 | 36\% | \$0.00 | \$1,160.00 | \$1,080.00 | \$920.00 | \$0.00 | \$8000 | \$0.00 | \$1,080.00 | PLICATIONXTENDER |
| 5 | 456-106-538 |  | \$0.00 | D3 | 36\% | \$0.00 | \$14,500.00 | \$13,500.00 | \$11,500.00 | \$9,500.00 | \$0.00 | \$0.00 | \$13,500.00 | CAPTURE |
| 5 | 456-106-539 | SEL Captiva Mobile SDK $=$ MA | \$6,000.00 | D3 | 36\% | \$3,840.00 | \$1,740.00 | \$1,620.00 | \$1,380.00 | \$1,140.00 | \$0.00 | \$0.00 | \$1,620.00 | CAPTURE |
| 5 | 456-106-540 |  | \$0.00 | ${ }^{\text {D3 }}$ | 36\% | \$0.00 | \$1,305.00 | \$1,215.00 | \$1,035.00 | \$855.00 | \$0.00 | \$0.00 | \$1,215.00 | CAPTURE |
| 5 | 456-106-541 |  | \$0.00 | D3 | 36\% | \$0.00 | \$1,044.00 | \$972.00 | \$828.00 | \$684.00 | \$0.00 | \$0.00 | \$972.00 | CAPTURE |
| 5 | 456-106-542 | SEL Captiva Mobile Runtime Tier 2=MA SEL Captiva Mobile Runtime Tier 3=MA | \$0.00 | ${ }^{\text {D3 }}$ | 36\% | \$0.00 | \$812.00 | \$756.00 | \$644.00 | \$532.00 | \$0.00 | \$0.00 | \$756.00 | ${ }^{\text {CAPTURE }}$ |
| 5 5 | 456-106-543 | SEL Captiva Mobile Runtime Tier $4=$ MA | $\$ 0.00$ $\$ 0.00$ | D3 D3 | $36 \%$ $36 \%$ | $\$ 0.00$ $\$ 0.00$ | $\$ 696.00$ $\$ 15,660.00$ | $\$ 648.00$ $\$ 14,580.00$ | $\$ 552.00$ $\$ 12,420.00$ | \$456.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 648.00$ $\$ 14,580.00$ | CAPTURE |
| 5 | 456-106-923 | SEL XCP User Single Application=UA | \$500.00 | D3 | 36\% | \$320.00 | \$145.00 | \$135.00 | \$115.00 | \$95.00 | \$0.00 | \$0.00 | \$135.00 | XCP |
| 5 | 456-106-924 |  | \$1,260.00 | D3 | 36\% | \$800.40 | \$365.40 | \$340.20 | \$289.80 | \$239.40 | \$0.00 | \$0.00 | \$340.20 | $\times$ |
| 5 | 456-106-925 | SEL XCP User Unlimited Applications=UA | \$5,000.00 | D3 | 36\% | \$3,200.00 | \$1,450.00 | \$1,350.00 | \$1,150.00 | \$950.00 | \$0.00 | \$0.00 | \$1,350.00 | XCP |
| 5 | 456-107-265 |  | \$0.00 | D3 | 36\% | \$0.00 | \$43.50 | \$40.50 | \$34.50 | \$0.00 | \$0.00 | \$0.00 | \$40.50 | PROCESS MANAGEMENT |
| 5 | 456-107-267 | SEL Asset Operations M Monile=UA | \$0.00 | ${ }^{\text {D3 }}$ | 36\% | \$0.00 | \$217,500.00 | \$202,500.00 | \$172,500.00 | \$142,500.00 | \$0.00 | \$0.00 | \$202,500.00 | PLATFORM |
| 5 | 456-107-268 | SEL ExternUsersPubSectiokResidentUA | \$0.00 | D3 | 36\% | \$0.00 | \$87,000.00 | \$81,000.00 | \$69,000.00 | \$57,000.00 | \$0.00 | \$0.00 | \$81,000.00 | PLATFORM |
| 5 | 456-107-269 |  | \$0.00 | ${ }^{\text {D3 }}$ | 36\% | \$0.00 | \$7,902.50 | \$7,357.50 | \$6,267.50 | \$5,177.50 | \$0.00 | \$0.00 | \$77.357.50 | L ASSET MANAGEMENT |
| 5 | 456-107-270 | SEL Content Trans Services Documents=ZA SEL Content Transformation Sycs Media=ZA | $\$ 0.00$ $\$ 0.00$ | D3 D3 | $36 \%$ $36 \%$ | $\$ 0.00$ $\$ 0.00$ | $\$ 7,902.50$ $\$ 7,902.50$ | $\underset{\$ 7,357.50}{\$ 7,37.50}$ | \$6,267.50 | $\$ 5,177.50$ $\$ 5,177.50$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | ${ }_{\$ 7,357.50} \$ 7.30$ | L ASSET MANAGEMENT |
| 5 | 456-108-235 | SEL Content Transformation Svcs Media=ZA | \$0.00 | D3 | 36\% | \$0.00 | \$52,200.00 | \$48,600.00 | \$41,400.00 | \$34,200.00 | \$0.00 | \$0.00 | \$48,600.00 | cument Sciences |
| 5 | 456-108-236 |  | \$0.00 | D3 | 36\% | \$0.00 | \$20,880.00 | \$19,440.00 | \$16,560.00 | \$13,680.00 | \$0.00 | \$0.00 | \$19,440.00 | CUMENT SCIENCES |
|  | 456-108-238 | SEL XPRESSION ENTERPRISE Svr RECOVERY=IA | \$0.00 | D3 | 36\% | \$0.00 | \$10,440.00 | \$9,720.00 | \$8,280.00 | \$6,840.00 | \$0.00 | \$0.00 | \$9,720.0 | CUMENT SCIENCES |


| BAND | SKU | DESCRIPTION $\quad$Model Sub <br> sku | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT Enh Mnt Lp | BASIC MNT LP | $\left\|\begin{array}{c}\text { WTY UPG ENH TO } \\ \text { PS W/MC PREM } \\ \text { LP }\end{array}\right\|$ | WTY UPG BASIC TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | 456-108-444 | SEL eRoom (Core)=UA | \$0.00 | D3 | 36\% | \$0.00 | \$58.00 | \$54.00 | \$46.00 | \$38.00 | \$0.00 | \$0.00 | \$54.0 | Collaboration |
| 5 | 456-108-445 | SEL eRoom EnterpriseUUA | \$0.00 | D3 | 36\% | \$0.00 | \$43.50 | \$40.50 | \$34.50 | \$28.50 | \$0.00 | \$0.00 |  | collaboration |
| 5 | 456-108-447 | SEL EROOM SERVER (MS SQL SERVER) ST=UA | \$0.00 | ${ }^{\text {D3 }}$ | 36\% | \$0.00 | \$21.75 | \$20.25 | \$17.25 | \$14.25 | \$0.00 | \$0.00 | \$20.2 | COLLABORATION |
| 5 | 456-108-453 | SEL INTERACTIVE DLVRY SRVCS SRCE CORE=ZA | \$0.00 | ${ }^{\text {D3 }}$ | 36\% | \$0.00 | \$3,161.00 | \$2,943.00 | $\$ 2,507.00$ $\$ 1,2535$ | \$2,071.00 | \$0.00 | \$0.00 | \$2,943.00 | Content Management |
| 5 | 456-108-454 | SEL INTERACTIVE DLVRY SRVC TARGT CORE=ZA | \$0.00 | ${ }^{\text {D3 }}$ | 36\% | \$0.00 | \$1,580.50 | \$1,471.50 | \$1,253.50 | \$1,035.50 | \$0.00 | \$0.00 | \$1,471.5 | CONTENT MANAGEMENT |
| 5 | 456-108-456 | SEL XML TRANSFORMATION SERVICES CPU=ZA | \$0.00 | ${ }^{\text {D3 }}$ | 36\% | \$0.00 | \$7,902.50 | \$7,357.50 | \$6,267.50 | \$5,177.50 | \$0.00 | \$0.00 | \$7,357.5 | SE DOCUMENT MANAGEMENT |
| 5 | 456-108-458 | SEL ARCHIVE SERVICES FOR SAP IA | \$0.00 | ${ }^{\text {D3 }}$ | 36\% | \$0.00 | \$11,063.50 | \$10,300.50 | \$8,774.50 | \$7,248.50 | \$0.00 | \$0.00 | \$10,300.5 | RATION ENTRPRISE APPS |
| 5 | 456-108-459 | SEL CONTENT SERVICES FOR SAP ST=UA | \$0.00 | D3 | 36\% | \$0.00 | \$63.22 | \$58.86 | \$50.14 | \$41.42 | \$0.00 | \$0.00 | \$58.8 | RATION ENTRPRISE APPS |
| 5 | 456-108-460 | SEL CONTENT SVCS FOR SAP SVR AGENT=IA | \$0.00 | D3 | 36\% | \$0.00 | \$15,805.00 | \$14,715.00 | \$12,535.00 | \$10,355.00 | \$0.00 | \$0.00 | \$14,715.00 | RATION ENTRPRISE APPS |
| 5 | 456-108-461 | SEL PROCESS SVCS SAP XTNS CMA PCS STE=IA | \$0.00 | D3 | 36\% | \$0.00 | \$7,902.50 | \$7,357.50 | \$6,267.50 | \$5,177.50 | \$0.00 | \$0.00 | \$7,357.5 | SS PROCESS MANAGEMENT |
| 5 | 456-108-462 | SEL AppXtender Server 5 CC User Pack=UB | \$0.00 | ${ }^{\text {D3 }}$ | 36\% | \$0.00 | \$2,175.00 | \$2,025.00 | \$1,725.00 | \$0.00 | \$0.00 | \$0.00 | \$2,025.0 | PLICATIONXTENDER |
| 5 | 456-108-463 | SEL AppXtender Capture Package=MA | \$0.00 | D3 | 36\% | \$0.00 | \$203.00 | \$189.00 | \$161.00 | \$0.00 | \$0.00 | \$0.00 | \$189.0 | PLICATIONXTENDER |
| 5 | 456-108-465 | SEL Reports Management Package=IA | \$0.00 | ${ }^{\text {D3 }}$ | 36\% | \$0.00 | \$2,900.00 | \$2,700.00 | \$2,300.00 | \$0.00 | \$0.00 | \$0.00 | \$2,700.0 | PLICATIONXTENDER |
| 5 | 456-108-732 | SEL Documentum Custom Client ( $1-50$ )=UA | \$0.00 | ${ }^{\text {D3 }}$ | 36\% | \$0.00 | \$23.78 | \$22.14 | \$18.86 | \$15.58 | \$0.00 | \$0.00 | \$22.14 | PLATFORM CLIENT |
| 5 | ${ }^{456-108-733} 4$ | SEL Documentum Custom Client ( $51-200)=$ UA | \$0.00 | ${ }^{\text {D3 }}$ | 36\% | \$0.00 | \$18.85 | \$17.55 | \$14.95 | \$12.35 | \$0.00 | \$0.00 | \$17.5 | PLATFORM CLIENT |
| 5 5 | 456-108-734 | SEL DCTM Custom Client (201-500)=UA | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \text { D3 } \\ & \text { D3 } \end{aligned}$ | 36\% | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | \$14.79 | \$13.77 | \$11.73 | $\begin{aligned} & \$ 9.69 \\ & \$ 8.55 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | \$13.7 | PLATFORM CLIENT |
| 5 | 456-108-736 | SEL Documentum Custom Client (1251+)=UA | \$0.00 | D3 | 36\% | \$0.00 | \$11.89 | \$11.07 | \$9.43 | \$7.79 | \$0.00 | \$0.00 | \$11.07 | PLATFORM CLIENT |
| 5 | 456-108-768 | SEL My Documentum for MS Outiook=UA | \$0.00 | D3 | 36\% | \$0.00 | \$23.78 | \$22.14 | \$18.86 | \$15.58 | \$0.00 | \$0.00 | \$22.1 | IISE CONTENT INTEG |
| 5 | 456-108-770 | SEL Documentum IRM Client 1-50=UA | \$0.00 | D3 | 36\% | \$0.00 | \$63.22 | \$58.86 | \$50.14 | \$0.00 | \$0.00 | \$0.00 | \$58.8 | IRM |
| 5 | 456-108-771 | SEL Documentum IRM Client 51-200=UA | \$0.00 | D3 | 36\% | \$0.00 | \$50.46 | \$46.98 | \$40.02 | \$0.00 | \$0.00 | \$0.00 | \$46.9 | IRM |
| 5 | 456-108-772 | SEL Documentum IRM Client 201-500=UA | \$0.00 | D3 | 36\% | \$0.00 | \$39.73 | \$36.99 | \$31.51 | \$0.00 | \$0.00 | \$0.00 | \$36.9 | IRM |
| 5 | 456-108-773 | SEL Documentum IRM Client 501-1250=UA | \$0.00 | D3 | 36\% | \$0.00 | \$34.80 | \$32.40 | \$27.60 | \$0.00 | \$0.00 | \$0.00 | \$32.4 | IRM |
| 5 | 456-108-774 | SEL Documentum IRM Client 1251-PLUS=UA | \$0.00 | ${ }^{\text {D3 }}$ | 36\% | \$0.00 | \$31.61 | \$29.43 | \$25.07 | \$0.00 | \$0.00 | \$0.00 | \$29.4 | IRM |
| 5 | 456-109-016 | SEL Trusted Content Services 1-50=UA | \$0.00 | ${ }^{\text {D3 }}$ | 36\% | \$0.00 | \$32.48 | \$30.24 | \$25.76 | \$21.28 | \$0.00 | \$0.00 | \$30.2 | PLATFORM |
| 5 5 | ${ }^{456-109-017}$ | SEL Trusted Content Services 51-200=UA SEL Trusted Content Services $201-500=$ UA | $\$ 0.00$ $\$ 0.00$ | D3 | 36\% | $\$ 0.00$ $\$ 0.00$ | $\$ 25.81$ $\$ 20.59$ | \$24.03 $\$ 1917$ | \$20.47 $\$ 16.33$ | \$16.91 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$24.03 | PLATFORM |
| 5 | 456-109-019 | SEL Trusted Content Services 501-1250=UA | \$0.00 | ${ }_{\text {D3 }}$ | 36\% | \$0.00 | \$17.98 | \$16.74 | \$14.26 | \$11.78 | \$0.00 | \$0.00 | \$16.7 | PLATFORM |
| 5 | 456-109-020 | SEL Trusted Content Services 1251+ = UA | \$0.00 | D3 | 36\% | \$0.00 | \$16.53 | \$15.39 | \$13.11 | \$10.83 | \$0.00 | \$0.00 | \$15.3 | PLATFORM |
| 5 | 456-109-100 | SEL AppXtender Server 25 CC User Pack=UB | \$0.00 | ${ }^{\text {D3 }}$ | 36\% | \$0.00 | \$10,875.00 | \$10,125.00 | \$8,625.00 | \$0.00 | \$0.00 | \$0.00 | \$10,125.0 | PLICATIONXTENDER |
| 5 | 456-109-101 | SEL AppXtender Server 75 CC User Pack=UB | \$0.00 | ${ }^{\text {D3 }}$ | 36\% | \$0.00 | \$32,625.00 | \$30,375.00 | \$25,875.00 | \$0.00 | \$0.00 | \$0.00 | \$30,375.0 | PLICATIONXTENDER |
| 5 5 | $456-109-102$ $456-109-103$ | SEL APPX 3 CC USER WITH QSP=UB SEL APPX 10 CC User Prolndex \& OSP=UB | $\$ 0.00$ $\$ 0.00$ | D3 | 36\% | $\$ 0.00$ $\$ 0.00$ | $\$ 1,738.55$ $\$ 699955$ | \$1,618.65 | \$1,378.85 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$1,618.6 | PLLCATIONXTENDER PLICATIONXTENDER |
| 5 | ${ }^{456-109-103}$ | SEL APPT 10 cc user, Prondex \& QSP=UB | \$0.00 \$0.00 | $\begin{aligned} & \text { D3 } \\ & \text { D3 } \end{aligned}$ | 36\% | \$0.00 $\$ 0.00$ | \$66,929.55 | \$6,451.65 | \$5,495.85 $\$ 46.00$ | \$0.00 $\$ 38.00$ | \$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$6,451.60 | VCE RECORDS MANAGEMENT |
| 5 | 456-109-187 | SEL RETENTION MANAGEMENT 51-200=UA | \$0.00 | D3 | 36\% | \$0.00 | \$46.40 | \$43.20 | \$36.80 | \$30.40 | \$0.00 | \$0.00 | \$43.2 | NCE RECORDS MANAGEMENT |
| 5 | 456-109-188 | SEL RETENTION MANAGEMENT $201-500=$ UA | \$0.00 | D3 | 36\% | \$0.00 | \$36.25 | \$33.75 | \$28.75 | \$23.75 | \$0.00 | \$0.00 | \$33.7 | NCE RECORDS MANAGEMENT |
| 5 | 456-109-189 | SEL RETENTION MANAGEMENT 501-1250=UA | \$0.00 | D3 | 36\% | \$0.00 | \$31.90 | \$29.70 | \$25.30 | \$20.90 | \$0.00 | \$0.00 | \$29.7 | NCE RECORDS MANAGEMENT |
| 5 | 456-109-190 | SEL RETENTION MANAGEMENT 1251-PLUS=UA | \$0.00 | D3 | 36\% | \$0.00 | \$29.00 | \$27.00 | \$23.00 | \$19.00 | \$0.00 | \$0.00 | \$27.0 | NCE RECORDS MANAGEMENT |
| 5 | 456-109-191 | SEL UPGRADE RETENTION TO CRM 1-50=UA | \$0.00 | ${ }^{\text {D3 }}$ | 36\% | \$0.00 | \$72.50 | \$67.50 | \$57.50 | \$47.50 | \$0.00 | \$0.00 | \$67.5 | NCE RECORDS MANAGEMENT |
| 5 | 456-109-192 | SEL UPGRADE RETENTION TO CRM 51-200=UA | \$0.00 | ${ }^{\text {D3 }}$ | 36\% | \$0.00 | \$58.00 | \$54.00 | \$46.00 | \$38.00 | \$0.00 | \$0.00 | \$54.0 | NCE RECORDS MANAGEMENT |
| 5 | 456-109-193 | SEL UPGRADE RETENTION TO CRM 201-500=UA | \$0.00 | ${ }_{\text {D3 }}$ | 36\% | \$0.00 | \$45.82 | \$42.66 | \$36.34 | \$30.02 | \$0.00 | \$0.00 | \$42.6 | NCE RECORDS MANAGEMENT |
| 5 5 | 456-109-194 <br> 456-109-195 | SEL UPGRADE RETENTION TO CRM 501-1250=UA SEL UPGRADE RETENTION TO CRM $1251+=$ UA | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \text { D3 } \\ & \text { D3 } \end{aligned}$ | $\begin{aligned} & 36 \% \\ & 36 \% \\ & 36 \% \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 40.02$ $\$ 36.25$ | \$\$37.26 | ${ }_{\text {\$ }}^{\text {\$28.75 }}$ | \$26.22 $\$ 23.75$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$37.22 | NCE RECORDS MANAGEMENT |
| 5 | 456-109-196 | SEL CERTIFIED RECORDS MANAGER 1 - 50=UA | \$0.00 | D3 | 36\% | \$0.00 | \$130.50 | \$121.50 | \$103.50 | \$85.50 | \$0.00 | \$0.00 | \$121.5 | NCE RECORDS MANAGEMENT |
| 5 | 456-109-197 | SEL CERTIFIED RECORDS MANAGER 51-200=UA | \$0.00 | D3 | 36\% | \$0.00 | \$104.40 | \$97.20 | \$82.80 | \$68.40 | \$0.00 | \$0.00 | \$97.2 | VCE RECORDS MANAGEMENT |
| 5 | 456-109-198 | SEL CERTIIIED RECORDS MGR 201 - 500=UA | \$0.00 | D3 | 36\% | \$0.00 | \$82.36 | \$76.68 | \$65.32 | \$53.96 | \$0.00 | \$0.00 | \$76.6 | NCE RECORDS MANAGEMENT |
| 5 | 456-109-199 | SEL CERTIFIED RECORDS Mgr 501-1250=UA | \$0.00 | D3 | 36\% | \$0.00 | \$71.92 | \$66.96 | \$57.04 | \$47.12 | \$0.00 | \$0.00 | \$66.9 | NCE RECORDS MANAGEMENT |
| 5 | 456-109-200 | SEL CERTIFIED RECORDS MGR 1251-PLUS=UA | \$0.00 | D3 | 36\% | \$0.00 | \$65.25 | \$60.75 | \$51.75 | \$42.75 | \$0.00 | \$0.00 | \$60.7 | JCE RECORDS MANAGEMENT |
| 5 | 456-109-201 | SEL PHYSICAL RECORDS MODULE 1-50=UA | \$0.00 | D3 | 36\% | \$0.00 | \$31.61 | \$29.43 | \$25.07 | \$20.71 | \$0.00 | \$0.00 | \$29.4 | JCE RECORDS MANAGEMENT |
| 5 | 456-109-202 | SEL PHYSICAL RECORDS MODULE 51-200=UA | \$0.00 | D3 | 36\% | \$0.00 | \$25.23 | \$23.49 | \$20.01 | \$16.53 | \$0.00 | \$0.00 | \$23.4 | NCE RECORDS MANAGEMENT |
| 5 | 456-109-203 | SEL PHYSICAL RECORDS MODULE 201 - 500=UA | \$0.00 | D3 | 36\% | \$0.00 | \$20.01 | \$18.63 | \$15.87 | \$13.11 | \$0.00 | \$0.00 | \$18.6 | JCE RECORDS MANAGEMENT |
| 5 | 456-109-204 | SEL PHYSICAL RECORDS MODULE 501-1250=UA | \$0.00 | D3 | 36\% | \$0.00 | \$17.40 | \$16.20 | \$13.80 | \$11.40 | \$0.00 | \$0.00 | \$16.2 | NCE RECORDS MANAGEMENT |
| 5 | 456-109-205 | SEL PHYSICAL RECORDS MODULE 1251-PLUS=UA | \$0.00 | ${ }^{\text {D3 }}$ | 36\% | \$0.00 | \$15.95 | \$14.85 | \$12.65 | \$10.45 | \$0.00 | \$0.00 | \$14.8 | ICE RECORDS MANAGEMENT |
| 5 | 456-109-249 | SEL Documentum WebTop ( $1-50$ ) UA | \$0.00 | D3 | 36\% | \$0.00 | \$72.79 | \$67.77 | \$57.73 | \$47.69 | \$0.00 | \$0.00 | \$67.7 | PLATFORM CLIENT |
| 5 | 456-109-250 | SEL Documentum WebTop ( $51-200)=$ UA SEL Documentum WebTop (201-500) | $\$ 0.00$ $\$ 0.00$ | D3 D3 | $36 \%$ $36 \%$ | $\$ 0.00$ $\$ 0.00$ | $\$ 58.29$ $\$ 45.82$ | \$54.27 | \$46.23 | \$38.19 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | \$54.27 | PLATFORM CLIENT |
| 5 | 456-109-252 | SEL Documentum WebTop ( $501-1250$ ) =UA | \$0.00 | D3 | 36\% | \$0.00 | \$40.02 | \$37.26 | \$31.74 | \$26.22 | \$0.00 | \$0.00 | \$37.2 | PLATFORM CLIENT |
| 5 | 456-109-253 | SEL Documentum WebTop (1251-PLUS)=UA | \$0.00 | D3 | 36\% | \$0.00 | \$36.25 | \$33.75 | \$28.75 | \$23.75 | \$0.00 | \$0.00 | \$33.7 | PLATFORM CLIENT |
| 5 | 456-109-254 | SEL INTERACTIVEDLVRYSVCS ADVSRCE CORE=ZA | \$0.00 | ${ }^{\text {D3 }}$ | 36\% | \$0.00 | \$6,322.00 | \$5,886.00 | \$5,014.00 | \$4,142.00 | \$0.00 | \$0.00 | \$5,886.0 | Content Management |
| 5 | 456-109-255 | SEL INTERACTIVEDLVRYSVCS ADVTRGT CORE=ZA | \$0.00 | D3 | 36\% | \$0.00 | \$3,161.00 | \$2,943.00 | \$2,507.00 | \$2,071.00 | \$0.00 | \$0.00 | \$2,943.0 | CONTENT MANAGEMENT |
| 5 | 456-109-302 | SEL Life Sciences eTMF Module $=$ MA | \$0.00 | ${ }^{\text {D3 }}$ | 36\% | \$0.00 | \$877000.00 | \$81,000.00 | \$69,000.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$81,000.00 | SE DOCUMENT MANAGEMENT |
| 5 5 | ${ }^{456-109-303}$ | SEL Life Sciences $\mathrm{Q}+\mathrm{M}$ Module $=$ MA SEL Life Sciences $\mathrm{R}+\mathrm{D}$ Module $=$ MA | $\$ 0.00$ $\$ 0.00$ | D3 D3 | $36 \%$ $36 \%$ | $\$ 0.00$ $\$ 0.00$ | \$877,000.00 | \$81,000.00 \$81,000.00 | \$69,000.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$81,000.00 | SE DOCUMENT MANAGEMENT SE DOCUMENT MANAGEMENT |
| 5 | 456-109-305 | SEL Life Sciences SSV Module $=$ MA | \$0.00 | D3 | 36\% | \$0.00 | \$87,000.00 | \$81,000.00 | \$69,000.00 | \$0.00 | \$0.00 | \$0.00 | \$81,000.00 | Se document management |
| 5 | 456-109-750 | SEL DCTM D2 Adv Publishing Services=MA | \$200,000.00 | ${ }^{\text {D3 }}$ | 36\% | \$128,000.00 | \$58,000.00 | \$54,000.00 | \$46,000.00 | \$0.00 | \$0.00 | \$0.00 | \$54,000.00 | DOCUMENTUM D2 |
| 5 | 456-109-968 | SEL APPLICATIONXTENDER OCR SERVER=UA | \$0.00 | ${ }^{\text {D3 }}$ | 36\% | \$0.00 | \$580.00 | \$540.00 | \$460.00 | \$0.00 | \$0.00 | \$0.00 | \$540.00 | PLICATIONXTENDER |
| 5 | 456-109-970 | SEL ApplicationXtender Web Services=UA | \$0.00 | ${ }^{\text {D3 }}$ | 36\% | \$0.00 | \$2,900.00 | \$2,700.00 | \$2,300.00 | \$0.00 | \$0.00 | \$0.00 | \$2,700.0 | PPLCATIONXTENDER |
| 5 | 456-109-971 | SEL APPXtender Svr 74 CC User=UA SEL APPXtender Sur 71 CC User=UA | $\$ 0.00$ $\$ 0.00$ | D3 D3 | $36 \%$ $36 \%$ | $\$ 0.00$ $\$ 0.00$ | $\$ 1,740.00$ $\$ 435.00$ | $\$ 1,620.00$ $\$ 405.00$ | $\$ 1,380.00$ $\$ 34500$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$1,620.0 $\$ 4050$ | PPLCATIONXTENDER |
| 5 | 456-110-146 | SEL Captiva Real-Time Server =IA | \$40,000.00 | D3 | 36\% | \$25,600.00 | \$11,600.00 | \$10,800.00 | \$9,200.00 | \$7,600.00 | \$0.00 | \$0.00 | \$10,800.0 | APTIVAIA PRODUCTS |
| 5 | 456-110-147 | SEL CPTV Real-Time OCR/PDF 100 K PPY=PA | \$2,000.00 | D3 | 36\% | \$1,280.00 | \$580.00 | \$540.00 | \$460.00 | \$380.00 | \$0.00 | \$0.00 | \$540.0 | APtivala products |
| 5 | 456-110-148 | SEL CPTV Real-Time Adv Rcg 100K PPY=PA | \$7,500.00 | ${ }^{\text {D3 }}$ | 36\% | \$4,800.00 | \$2,175.00 | \$2,025.00 | \$1,725.00 | \$1,425.00 | \$0.00 | \$0.00 | \$2,025.0 | APTIVAIA PRODUCTS |
| 5 | 456-110-149 | SEL Captiva Web Client =UB | \$3,000.00 | ${ }^{\text {D3 }}$ | 36\% | \$1,920.00 | \$870.00 | \$810.00 | \$690.00 | \$570.00 | \$0.00 | \$0.00 | \$810.0 | APTIVAIA PRODUCTS |
| 5 | $456-110-204$ $456-110-205$ | SEL MYDocumentum for Desktop=UA SEL DCTM CONNECT FOR MSHAREPOINT 1-50=UA | \$0.00 | D3 | 36\% | \$0.00 | \$23.78 | \$22.14 | \$18.86 | \$15.58 | \$0.00 | \$0.00 | \$22.14 | SE DOCUMENT MANAGEMENT |
| 5 | 456-110-206 | SEL LCTM CONNECTOR for MS SP 51-200=UA | $\$ 0.00$ $\$ 0.00$ | ${ }_{\text {D3 }}$ | 36\% | \$9000 | \$72.79 $\$ 58.29$ | \$667.77 $\$ 54.27$ | ${ }_{\$ 46.73}$ | \$47.69 $\mathbf{\$ 3 8 . 1 9}$ | \$0.00 | \$0.00 $\$ 0.00$ | \$54.2 | CORE PLATFORM |
| 5 | 456-110-207 | SEL DCTM CONNECTOR FOR MS SP 201-500=UA | \$0.00 | ${ }^{\text {D3 }}$ | 36\% | \$0.00 | \$45.82 | \$42.66 | \$36.34 | \$30.02 | \$0.00 | \$0.00 | \$42.6 | CORE PLATFORM |
| 5 | 456-110-208 | SEL DCTM CONNECTOR for MS SP 501-1250=UA | \$0.00 | D3 | 36\% | \$0.00 | \$40.02 | \$37.26 | \$31.74 | \$26.22 | \$0.00 | \$0.00 | \$37.2 | CORE PLATFORM |
| 5 5 | 456-110-209 | SEL DCTM CONNECTOR FOR MS SP $1251+=$ UA | \$0.00 | ${ }^{\text {D3 }}$ | 36\% | \$0.00 | \$36.25 | \$33.75 | \$28.75 | \$23.75 | \$0.00 | \$0.00 | \$33.75 | CORE PLATFORM |
|  | 456-110-574 | SEL DOCUMENTUM D2 + D2 PLUSPACK=UA | \$500.00 |  | 36\% | \$320.00 | \$145.00 | \$135.00 |  |  |  |  |  | DOCUMENTUM D2 |


| BAND | SKU | description ${ }^{\text {a }}$ ( $\begin{gathered}\text { Model Sub } \\ \text { sku }\end{gathered}$ | EMC LIST PRICE USD | category CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\left\|\begin{array}{c}\text { WTY UPG ENH TO } \\ \text { PS W/MC PREM } \\ \text { LP }\end{array}\right\|$ | WTY UPG BASIC TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | 456-110-575 | SEL DOCUMENTUM D2=UA | \$450.00 | D3 | 36\% | \$288.00 | \$130.50 | \$121.50 | \$103.50 | \$0.00 | \$0.00 | \$0.00 | \$121.50 | DOCUMENTUM D2 |
| 5 | 456-110-576 | SEL DOCUMENTUM D2 PLUSPACK=UA | \$150.00 | D3 | 36\% | \$96.00 | \$43.50 | \$40.50 | \$34.50 | \$0.00 | \$0.00 | \$0.00 | \$40.50 | documentum D2 |
| 5 | 456-110-577 | SEL DOCUMENTUM D2 PARTNER ASL=UA | \$200.00 | D3 | 36\% | \$128.00 | \$58.00 | \$54.00 | \$46.00 | \$0.00 | \$0.00 | \$0.00 | \$54.00 | DOCUMENTUM D2 |
| 5 | 456-110-578 | SEL DCTM D2 PLUSPACK PARTNER ASL=UA | \$75.00 | D3 | 36\% | \$48.00 | \$21.75 | \$20.25 | \$17.25 | \$0.00 | \$0.00 | \$0.00 | \$20.25 | DOCUMENTUM D2 |
| 5 | 456-110-579 | SEL DCTM D2+ PLUSPACK PARTNER ASL=UA | \$250.00 | D3 | 36\% | \$160.00 | \$72.50 | \$67.50 | \$57.50 | \$0.00 | \$0.00 | \$0.00 | \$67.50 | documentum d2 |
| 5 | 456-111-189 | SEL InfoArchive Tier 1=CA | \$0.00 | D3 | 36\% | \$0.00 | \$22,040.00 | \$20,520.00 | \$17,480.00 | \$0.00 | \$0.00 | \$0.00 | \$20,520.00 | InfoARCHIVE |
| 5 | 456-111-190 | SEL InfoArchive Tier 2=CA | \$0.00 | D3 | 36\% | \$0.00 | \$16,530.00 | \$15,390.00 | \$13,110.00 | \$0.00 | \$0.00 | \$0.00 | \$15,390.00 | InFOARCHIVE |
| 5 | 456-111-191 | SEL InfoArchive Tier 3=CA | \$0.00 | ${ }^{\text {D3 }}$ | 36\% | \$0.00 | \$11,020.00 | \$10,260.00 | \$8,740.00 | \$0.00 | \$0.00 | \$0.00 | \$10,260.00 | Infoarchive |
| 5 | 456-111-192 | SEL InfoArchive Tier 4=CA | \$0.00 | ${ }^{\text {D3 }}$ | 36\% | \$0.00 | \$8,816.00 | \$8,208.00 | \$6,992.00 | \$0.00 | \$0.00 | \$0.00 | \$8,208.00 | Infoarchive |
| 5 | 456-111-193 | SEL Infoarchive Tier 5=CA | \$0.00 | ${ }^{\text {D3 }}$ | 36\% | \$0.00 | \$6,612.00 | \$6,156.00 | \$5,244.00 | \$0.00 | \$0.00 | \$0.00 | \$6,156.00 | INFOARCHIVE |
| 5 | 456-111-283 | SEL Clinical Archiving ASL=MC | \$0.00 | ${ }^{\text {D3 }}$ | 36\% | \$0.00 | \$14,500.00 | \$13,500.00 | \$11,500.00 | \$0.00 | \$0.00 | \$0.00 | \$13,500.002 | Inical archiving |
| 5 | 456-111-470 | SEL EAST EURO / APJ OCR FOR CAPTURE=MA | \$12,426.00 | D3 | 36\% | \$7,952.64 | \$3,603.54 | \$3,355.02 | \$2,857.98 | \$2,360.94 | \$0.00 | \$0.00 | \$3,355.02 | CAPTURE |
| 5 | 456-111-483 | HCIA NP UPG VSPH E+ TO VSOM E+ 1 CPU $=16$ | \$9661.29 | k | 31\% | \$663.29 | \$259.55 | \$240.32 | \$211.48 | \$0.00 | \$0.00 | \$0.00 | \$240.32 | VXRAIL SOFTWARE |
| 5 | 456-111-484 | HCIA NP UPG VSPH STD TO VSOM E+ 1 1-PU=IG | \$3,631.54 | k | 31\% | \$2,505.76 | \$980.52 | \$907.89 | \$798.94 | \$0.00 | \$0.00 | \$0.00 | \$907.89 | VXRAIL SOFTWARE |
| 5 | 456-111-485 | HCIA NP UPG VSPH STD TO E+ 1CPU=IG | \$2,670.25 | k | 31\% | \$1,842.47 | \$720.97 | \$667.56 | \$587.46 | \$0.00 | \$0.00 | \$0.00 | \$667.56 | VXRALL SOFTWARE |
| 5 | 456-111-486 | HCIA NP UPG VSPH ROBO STD TO ADV 25 V M $=1 \mathrm{~B}$ | \$1,602.15 | K | 31\% | \$1,105.48 | \$432.58 | \$400.54 | \$352.47 | \$0.00 | \$0.00 | \$0.00 | $\$ 400.54 \mathrm{~V}$ | VXRAIL SOFTWARE |
| 5 | 456-111-593 | SEL DCTM xCP User Single App=UA | \$0.00 | D3 | 36\% | \$0.00 | \$145.00 | \$135.00 | \$115.00 | \$95.00 | \$0.00 | \$0.00 | \$135.00 | XCP |
| 5 | 456-111-594 | SEL DCTM xCP User Unlimited Apps=UA | \$0.00 | D3 | 36\% | \$0.00 | \$365.40 | \$340.20 | \$289.80 | \$239.40 | \$0.00 | \$0.00 | \$340.20 | XCP |
| 5 | 456-111-595 | SEL DCTM $\times$ CP Designer=UA | \$0.00 | ${ }^{\text {D3 }}$ | 36\% | \$0.00 | \$1,450.00 | \$1,350.00 | \$1,150.00 | \$950.00 | \$0.00 | \$0.00 | \$1,350.00 | XCP |
| 5 | 456-111-643 | SEL Kazeon Centera Per TB=CA | \$0.00 | ${ }^{\text {D3 }}$ | 36\% | \$0.00 | \$2,900.00 | \$2,700.00 | \$2,300.00 | \$0.00 | \$0.00 | \$0.00 | \$2,700.00: | OURCEONE EDISCOVERY |
| 5 | ${ }^{456-111-644}$ | SEL Kazeon Laptop/Desktop Per TB=CA | \$0.00 | ${ }^{\text {D3 }}$ | 36\% | \$0.00 | \$4,350.00 | \$4,050.00 | \$3,450.00 | \$0.00 | \$0.00 | \$0.00 | \$4,050.00: | :OURCEONE EDISCOVERY |
| 5 | 456-111-645 | SEL Kazeon Documentum Per TB=CA | \$0.00 | ${ }^{\text {D3 }}$ | 36\% | \$0.00 | \$4,350.00 | \$4,050.00 | \$3,450.00 | \$0.00 | \$0.00 | \$0.00 | \$4,050.00: | OURCEONE EDISCOVERY |
| 5 | 456-111-646 | SEL Kazeon Celerra FIL LVI Retn Per TB=CA | \$0.00 | ${ }^{\text {D3 }}$ | 36\% | \$0.00 | \$2,900.00 | \$2,700.00 | \$2,300.00 | \$0.00 | \$0.00 | \$0.00 | \$2,700.00: | OOURCEONE EDISCOVERY |
| 5 | ${ }^{456-111-647}{ }_{4}$ | SEL Kazeon NETAPP Snaplock Per TB=CA | \$0.00 | D3 | 36\% | $\$ 0.00$ $\$ 0.00$ | \$2,900.00 | \$2,700.00 | \$2,300.00 | \$0.00 | \$0.00 | \$0.00 | \$2,700.00: | :OURCEONE EDISCOVERY |
| 5 5 | 456-111-648 | SEL Kazeon IBM Lotus Domino Per TB=CA <br> SEL Kazeon NETAPP SNAPSHOTS Per TB=CA | \$0.00 | D3 | 36\% | \$0.00 | \$4,350.00 | \$4,050.00 | \$3,450.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$4,050.00:00, \$2,700.00: | :OURCEONE EDISCOVERY :OURCEONE EDISCOVERY |
| 5 | 456-111-651 | SEL Kazeon Microsoft Exchange Per TB=CA | \$0.00 $\$ 0.00$ | ${ }_{\text {D3 }}$ | $36 \%$ $36 \%$ | \$0.00 $\$ 0.00$ | \$2,900.00 $\$ 4,350.00$ | \$2,700.00 $\$ 4,050.00$ | \$2,300.00 $\$ 3,450.00$ | \$0.00 $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$2,700.00:000000 | OOURCEONE EDISCOVERY |
| 5 | 456-111-652 | SEL Kazeon Symantec Entpr Vautt perTB=CA | \$0.00 | D3 | 36\% | \$0.00 | \$4,350.00 | \$4,050.00 | \$3,450.00 | \$0.00 | \$0.00 | \$0.00 | \$4,050.00: | OURCEONE EDISCOVERY |
| 5 | 456-111-653 | SEL Kazeon File Intel Entpr SW perTB=CA | \$0.00 | D3 | 36\% | \$0.00 | \$6,380.00 | \$5,940.00 | \$5,060.00 | \$0.00 | \$0.00 | \$0.00 | \$5,940.00: | OURCEONE EDISCOVERY |
| 5 | 456-111-654 | SEL Kazeon Centera ROE 500GB=CA | \$0.00 | D3 | 36\% | \$0.00 | \$1,450.00 | \$1,350.00 | \$1,150.00 | \$0.00 | \$0.00 | \$0.00 | \$1,350.00: | :OURCEONE EDISCOVERY |
| 5 | 456-111-655 | SEL Kazeon Laptop/Desktop ROE 500GB=CA | \$0.00 | D3 | 36\% | \$0.00 | \$1,450.00 | \$1,350.00 | \$1,150.00 | \$0.00 | \$0.00 | \$0.00 | \$1,350.00: | OURCEONE EDISCOVERY |
| 5 | 456-111-656 | SEL Kazeon Documentum RoE $500 \mathrm{~GB}=\mathrm{CA}$ | \$0.00 | ${ }^{\text {D3 }}$ | 36\% | \$0.00 | \$5,800.00 | \$5,400.00 | \$4,600.00 | \$0.00 | \$0.00 | \$0.00 | \$5,400.00: | OURCEONE EDISCOVERY |
| 5 | 456-111-657 | SEL Kazeon Celerra FLR ROE 500 GB =CA | \$0.00 | D3 | 36\% | \$0.00 | \$1,450.00 | \$1,350.00 | \$1,150.00 | \$0.00 | \$0.00 | \$0.00 | \$1,350.00: | OOURCEONE EDISCOVERY |
| 5 | 456-111-658 | SEL Kazeon LOTUS DOMINO ROE $500 \mathrm{~GB}=\mathrm{CA}$ | \$0.00 | D3 | 36\% | \$0.00 | \$1,450.00 | \$1,350.00 | \$1,150.00 | \$0.00 | \$0.00 | \$0.00 | \$1,350.00: | OURCEONE EDISCOVERY |
| 5 | 456-111-660 | SEL Kazeon MS Exchange ROE 500GB=CA | \$0.00 | D3 | 36\% | \$0.00 | \$1,450.00 | \$1,350.00 | \$1,150.00 | \$0.00 | \$0.00 | \$0.00 | \$1,350.00: | :OURCEONE EDISCOVERY |
| 5 | 456-111-661 | SEL Kazeon MS SharePoint ROE 500GB=CA | \$0.00 | ${ }^{\text {D3 }}$ | 36\% | \$0.00 | \$5,800.00 | \$5,400.00 | \$4,600.00 | \$0.00 | \$0.00 | \$0.00 | \$5,400.00: | OOURCEONE EDISCOVERY |
| 5 | 456-111-662 | SEL Kazeon Symntc Ent Vaut ROE 500GB=CA | \$0.00 | D3 | 36\% | \$0.00 | \$1,450.00 | \$1,350.00 | \$1,150.00 | \$0.00 | \$0.00 | \$0.00 | \$1,350.00: | OURCEONE EDISCOVERY |
| 5 | 456-111-663 | SEL Kazeon File Intel ROE 15M FILES=IA | \$0.00 | D3 | 36\% | \$0.00 | \$2,900.00 | \$2,700.00 | \$2,300.00 | \$0.00 | \$0.00 | \$0.00 | \$2,700.00; | OURCEONE EDISCOVERY |
| 5 | 456-111-664 | SEL Kazeon File Intel SW 100M FILES=IA | \$0.00 | D3 | 36\% | \$0.00 | \$11,600.00 | \$10,800.00 | \$9,200.00 | \$0.00 | \$0.00 | \$0.00 | \$10,800.00: | OURCEONE EDISCOVERY |
| 5 | 456-111-665 | SEL Kazeon File Intel Federation SW=IA | \$0.00 | ${ }^{\text {D3 }}$ | 36\% | \$0.00 | \$2,900.00 | \$2,700.00 | \$2,300.00 | \$0.00 | \$0.00 | \$0.00 | \$2,700.00: | OOURCEONE EDISCOVERY |
| 5 | ${ }^{456-111-666}$ | SEL Kazeon File intel FED Node Lic=1A | \$0.00 | ${ }^{\text {D3 }}$ | 36\% | \$0.00 | \$725.00 | \$675.00 | \$575.00 | \$0.00 | \$0.00 | \$0.00 | \$675.00: | OURCEONE EDISCOVERY |
| 5 | 456-111-667 | SEL Kazeon File Intel FED ROE Lic=IA SEL Kazeon File Intel Entpr FED SW=IA | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \text { D3 } \\ & \text { D3 } \end{aligned}$ | $\begin{aligned} & 36 \% \\ & 36 \% \\ & 3 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 725.00$ $\$ 7,250.00$ | $\$ 675.00$ $\$ 6,750.00$ | $\$ 575.00$ $\$ 5,750.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | \$675.00: | :OURCEONE EDISCOVERY OURCEONE EDISCOVERY |
| 5 | 456-111-669 | SEL Kazeon FILE INT Ent FED NODE LIC=IA | \$0.00 | D3 | 36\% | \$0.00 | \$1,450.00 | \$1,350.00 | \$1,150.00 | \$0.00 | \$0.00 | \$0.00 | \$1,350.00: | OURCEONE EDISCOVERY |
| 5 | 456-111-670 | SEL Kazeon FILE INT - FI Entpr Upg=IA | \$0.00 | ${ }^{\text {D3 }}$ | 36\% | \$0.00 | \$26,680.00 | \$24,840.00 | \$21,160.00 | \$0.00 | \$0.00 | \$0.00 | \$24,840.00: | OURCEONE EDISCOVERY |
| 5 | 456-111-671 | SEL Kazeon MS SharePoint Per TB=CA | \$0.00 | ${ }^{\text {D3 }}$ | 36\% | \$0.00 | \$4,350.00 | \$4,050.00 | \$3,450.00 | \$0.00 | \$0.00 | \$0.00 | \$4,050.00: | OURCEONE EDISCOVERY |
| 5 | ${ }^{456-111-711}$ | SEL CAPTIVA CLOUD CAPTURE TOOLKIT=UA | \$1,630.00 | ${ }^{\text {D3 }}$ | 36\% | \$1,043.20 | \$472.70 | \$440.10 | \$374.90 | \$309.70 | \$0.00 | \$0.00 | \$440.10 | CAPTURE |
| 5 | 456-112-111 <br> 456-112-112 | SEL DOCUMENTUM D2 + D2 PLUSPACK=UA SEL DOCUMENTUM D2=UA | \$0.00 | ${ }_{\text {D3 }}$ | 36\% | \$0.00 | \$145.00 | \$135.00 | \$115.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$135.00 | DOCUMENTUM D2 DOCUMENTUM D2 |
| 5 | 456-112-113 | SEL DOCUMENTUM D2 PLUSPACK=UA | \$0.00 | D3 | 36\% | \$0.00 | \$ ${ }_{\text {\$43.50 }}$ | \$40.50 | \$34.50 | \$0.00 | \$0.00 | \$0.00 | \$40.50 | DOCUMENTUM D2 |
| 5 | 456-112-114 | SEL DOCUMENTUM D2 PARTNER ASL=UA | \$0.00 | D3 | 36\% | \$0.00 | \$58.00 | \$54.00 | \$46.00 | \$0.00 | \$0.00 | \$0.00 | \$54.00 | DOCUMENTUM D2 |
| 5 | 456-112-115 | SEL DCTM D2 PLuspack Partner AsL=UA | \$0.00 | ${ }^{\text {D3 }}$ | 36\% | \$0.00 | \$21.75 | \$20.25 | \$17.25 | \$0.00 | \$0.00 | \$0.00 | \$20.25 | DOCUMENTUM D2 |
| 5 | 456-112-116 | SEL DCTM D2+ PLUSPACK PARTNER ASL=UA | \$0.00 | ${ }^{\text {D3 }}$ | 36\% | \$0.00 | \$72.50 | \$67.50 | \$57.50 | \$0.00 | \$0.00 | \$0.00 | \$67.50 | DOCUMENTUM D2 |
| 5 | 456-112-117 | SEL DCTM D2 Adv Publishing Services=MA | \$0.00 | D3 | 36\% | \$0.00 | \$58,000.00 | \$54,000.00 | \$46,000.00 | \$0.00 | \$0.00 | \$0.00 | \$54,000.00 | DOCUMENTUM D2 |
| 5 | $456-112-181$ $456-12-260$ | Secure VM KMIP Client Perpetual=IA SEL Captiva Std Svr TTD OKP PPY=IA | $\$ 8,000.00$ $\$ 0.00$ | K | 31\% | \$5,520.00 | \$2,000.00 | \$11840.00 | $\$ 0.00$ $\$ 349.60$ | $\$ 0.00$ $\$ 28880$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$1,840.00 | CLOUDLINK APTIVAIA PRODUCTS |
| 5 | ${ }_{\text {4 }}^{456-112-260}$ | SEL Captiva Std Svr Tiv 10 K PPY=1A | $\$ 0.00$ $\$ 0.00$ | - ${ }_{\text {D3 }}$ | 36\% | $\$ 0.00$ $\$ 0.00$ | \$ $\$ 1.020 .80$ | \$410.40 $\$ 950.40$ | \$3499.60 | \$288.80 | \$0.00 $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$410.40 | APTIIAIA PRODUCTS |
|  | 456-112-266 | SEL Captiva Attended Client=UB | \$0.00 | D3 | 36\% | \$0.00 | \$1,015.00 | \$945.00 | \$805.00 | \$665.00 | \$0.00 | \$0.00 | \$945.00 | APTIVAIA PRODUCTS |
| 5 | 456-112-267 | SEL Captiva Web Client =UB | \$0.00 | ${ }^{\text {D3 }}$ | 36\% | \$0.00 | \$870.00 | \$810.00 | \$690.00 | \$570.00 | \$0.00 | \$0.00 | \$810.00 | APTIVAIA PRODUCTS |
| 5 | 456-112-268 | SEL Captiva ScanPlus Client =UB | \$0.00 | ${ }^{\text {D3 }}$ | 36\% | \$0.00 | \$464.00 | \$432.00 | \$368.00 | \$304.00 | \$0.00 | \$0.00 | \$432.00 | APTIVAIA PRODUCTS |
| 5 | 456-112-269 | SEL Captiva Server Volume +100 KPPY PPA | \$0.00 | ${ }^{\text {D3 }}$ | 36\% | \$0.00 | \$464.00 | \$432.00 | \$368.00 | \$304.00 | \$0.00 | \$0.00 | \$432.00 | APTIVAIA PRODUCTS |
| 5 | 456-112-273 | SEL Capt Check Read US 100KPPY perCL=PA | \$0.00 | D3 | 36\% | \$0.00 | \$812.00 | \$ 756.00 | \$ $\$ 644.00$ | \$532.00 | \$0.00 | \$0.00 | \$756.00 | APTIVAIA PRODUCTS |
| 5 | 456-112-274 | SEL Capt Check Read FR 100 KPPY perCL=PA | \$0.00 | D3 | 36\% | \$0.00 | \$812.00 | \$756.00 | \$644.00 | \$532.00 | \$0.00 | \$0.00 | \$756.00 | APTIVAIA PRODUCTS |
| 5 | 456-112-275 | SEL Capt EastEuro/APJ OCR for Capture=MA | \$0.00 | D3 | 36\% | \$0.00 | \$3,603.54 | \$3,355.02 | \$2,857.98 | \$2,360.94 | \$0.00 | \$0.00 | \$3,355.02 | APTIVAIA PRODUCTS |
| 5 | ${ }^{456-112-276}$ | SEL Capt AR EastEuro/APAC OCR, per CL=MA | \$0.00 | ${ }^{\text {D3 }}$ | 36\% | \$0.00 | \$3,603.54 | \$3,355.02 | \$2,857.98 | \$2,360.94 | \$0.00 | \$0.00 | \$3,355.02 A | APTIVAIA PRODUCTS |
| 5 | 456-112-277 | SEL Captiva Mobile SDK=MA | \$0.00 | D3 | 36\% | \$0.00 | \$1,740.00 | \$1,620.00 | \$1,380.00 | \$1,140.00 | \$0.00 | \$0.00 | \$1,620.00 | APTIVAIA PRODUCTS |
| 5 | $456-112-278$ $456-112-279$ | SEL Captiva Mobile Runtime 1 K Devices=MA SEL Captiva Cloud Capture Toolkit=UA | $\$ 0.00$ $\$ 0.00$ | D3 | $36 \%$ $36 \%$ | $\$ 0.00$ $\$ 0.00$ | $\$ 696.00$ $\$ 472.70$ | $\$ 648.00$ $\$ 440.10$ | $\$ 552.00$ $\$ 374.90$ | $\$ 456.00$ $\$ 309.70$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | \$648.00 | APTIVAIA PRODUCTS |
| 5 | 456-112-280 | SEL PIXTOOLS FOR . NET $=$ MA | \$0.00 | ${ }_{\text {D3 }}$ | 36\% | \$0.00 | \$946.85 | \$881.55 | \$750.95 | ${ }_{\$ 620.35}$ | \$0.00 | \$0.00 | \$881.55 | APTIVAIA PRODUCTS |
| 5 | 456-112-281 | SEL Captiva Real-Time Server=IA | \$0.00 | D3 | 36\% | \$0.00 | \$11,600.00 | \$10,800.00 | \$9,200.00 | \$7,600.00 | \$0.00 | \$0.00 | \$10,800.00 | APTIVAIA PRODUCTS |
| 5 | 456-112-282 | SEL Captiva Real-Time OCRPDF 100 KPPY =PA | \$0.00 | D3 | 36\% | \$0.00 | \$580.00 | \$540.00 | \$460.00 | \$380.00 | \$0.00 | \$0.00 | \$540.00 A | APTIVAIA PRODUCTS |
| 5 | 456-112-283 | SEL Captiva Real-Time AdvRcg 100K PPYYPA | \$0.00 | D3 | 36\% | \$0.00 | \$2,175.00 | \$2,025.00 | \$1,725.00 | \$1,425.00 | \$0.00 | \$0.00 | \$2,025.00 | APTIVAIA PRODUCTS |
| 5 | ${ }^{456-112-443}$ | HCIA UP VSOM E+ 1CPU w/ 1Yr MaintIG | \$4,268.00 | K | 31\% | \$2,944.92 | \$1,152.36 | \$1,067.00 | ${ }^{\$ 933.96}$ | \$0.00 | \$0.00 | \$0.00 | \$1,067.00 | VXRALL SOFTWARE |
| 5 5 | 456-112-444 |  | $\$ 4,268.00$ $\$ 4,268.00$ | K | $31 \%$ $31 \%$ | \$2,944.92 $\$ 2,944.92$ | \$1,152.36 $\$ 1,152.36$ | $\$ 1,067.00$ $\$ 1,067.00$ | $\$ 938.96$ $\$ 938.96$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 1,067.00 \mathrm{~V}$ $\$ 1,067.00$ | VXRAIL SOFTWARE VXRAIL SOFTWARE |
| 5 | 456-112-446 | HCIA UP VSOM E+ 1 CPU w/ 4Yr Maint=IG | \$4,268.00 | k | 31\% | \$2,944.92 | \$1,152.36 | \$1,067.00 | \$938.96 | \$0.00 | \$0.00 | \$0.00 | \$1,067.00 | VXRALL SOFTWARE |
| 5 | 456-112-447 | HCIA UP VSOM E+ 1 CPU W/ 5 Yr Maint=1G | \$4,268.00 | k | 31\% | \$2,944.92 | \$1,152.36 | \$1,067.00 | \$938.96 | \$0.00 | \$0.00 | \$0.00 | \$1,067.00 | VXRALL SOFTWARE |
|  | 456-112-448 | HCIA UP VSPH E+ 1 CPU w/ 1Yr Maint=iG | \$3,394.00 |  |  | \$2,341.86 | \$916.38 | \$848.50 |  | \$0.00 |  |  | \$848.50 | VXRALL SOFTWARE |


| BAND | SKU | DESCRIPTION $\quad$Model Sub <br> sku | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\left\|\begin{array}{c}\text { WTY UPG ENH TO } \\ \text { PS W/MC PREM } \\ \text { LP }\end{array}\right\|$ | WTY UPG BASIC TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | 456-112-449 | HCIA UP VSPH E+ 1 CPU w/ 2 Yr Maint=1G | \$3,394.00 | K | 31\% | \$2,341.86 | \$916.38 | \$848.50 | \$746.68 | \$0.00 | \$0.00 | \$0.00 | \$848.5 | All Software |
| 5 | 456-112-450 | HCIA UP VSPH E+ 1 CPU w/ 3 Yr Maint=IG | \$3,394.00 | k | 31\% | \$2,341.86 | \$916.38 | \$848.50 | \$746.68 | \$0.00 | \$0.00 | \$0.00 | \$848.5 | XRail software |
| 5 | 456-112-451 | HCIA UP VSPH E+ 1 CPU $\mathrm{w} / 4 \mathrm{4} \mathrm{r}$ Maint=1G | \$3,394.00 | k | 31\% | \$2,341.86 | \$916.38 | \$848.50 | \$746.68 | \$0.00 | \$0.00 | \$0.00 | \$848.5 | XRail software |
| 5 | 456-112-452 | HCIA UP VSPH E+ 1 CPU w/ 5 Yr Maint=1G | \$3,394.00 | k | 31\% | \$2,341.86 | \$916.38 | \$848.50 | \$746.68 | \$0.00 | \$0.00 | \$0.00 | \$848.5 | XRAIL SOFTWARE |
| 5 | 456-112-453 | HCIA UP VSPH STD 1CPU w/ 1Yr Maint=IG | \$966.00 | k | 31\% | \$666.54 | \$260.82 | \$241.50 | \$212.52 | \$0.00 | \$0.00 | \$0.00 | \$241.5 | XRAIL SOFTWARE |
| 5 | 456-112-454 | HCIA UP VSPH STD 1 CPU w/ 2 Yr Maint $=16$ | \$966.00 | k | 31\% | \$666.54 | \$260.82 | \$241.50 | \$212.52 | \$0.00 | \$0.00 | \$0.00 | \$241.5 | XRAIL SOFTWARE |
| 5 | 456-112-455 | HCIA UP VSPH STD 1CPU $\mathrm{w} / 3 \mathrm{Yr}$ Maint=IG | \$966.00 | k | 31\% | \$666.54 | \$260.82 | \$241.50 | \$212.52 | \$0.00 | \$0.00 | \$0.00 | \$241.5 | XRAIL SOFTWARE |
| 5 | 456-112-456 | HCIA UP VSPH STD 1CPU w/ 4Yr Maint=IG | \$966.00 | k | 31\% | \$666.54 | \$260.82 | \$241.50 | \$212.52 | \$0.00 | \$0.00 | \$0.00 | \$241.5 | WRAIL SOFTWARE |
| 5 | 456-112-457 | HCIA UP VSPH STD 1 CPU w/ 5 Yr Maint ${ }^{\text {a }}$ | \$966.00 | k | 31\% | \$666.54 | \$260.82 | \$241.50 | \$212.52 | \$0.00 | \$0.00 | \$0.00 | \$241.5 | XRALL SOFTWARE |
| 5 | 456-112-458 | HCIA UP VSPH ROBO ADV 25VM w/1YrMaint=1B | \$4,370.00 | k | 31\% | \$3,015.30 | \$1,179.90 | \$1,092.50 | \$961.40 | \$0.00 | \$0.00 | \$0.00 | \$1,092.5 | XRAIL SOFTWARE |
| 5 | 456-112-459 | HCIA UP VSPH ROBO ADV 25VM w/2YrMaint=IB | \$4,370.00 | k | 31\% | \$3,015.30 | \$1,179.90 | \$1,092.50 | \$961.40 | \$0.00 | \$0.00 | \$0.00 | \$1,092.5 | XRall software |
| 5 | 456-112-460 | HCIA UP VSPH ROBO ADV 25VM w/3YrMaint=IB | \$4,370.00 | k | 31\% | \$3,015.30 | \$1,179.90 | \$1,092.50 | \$961.40 | \$0.00 | \$0.00 | \$0.00 | \$1,092.5 | XRAIL SOFTWARE |
| 5 | 456-112-461 | HCIA UP VSPH ROBO ADV 25VM w/4YrMaint=IB | \$4,370.00 | k | 31\% | \$3,015.30 | \$1,179.90 | \$1,092.50 | \$961.40 | \$0.00 | \$0.00 | \$0.00 | \$1,092.5 | XRAIL SOFTWARE |
| 5 | 456-112-462 |  | \$4,370.00 | k | 31\% | \$3,015.30 | \$1,179.90 | \$1,092.50 | \$961.40 | \$0.00 | \$0.00 | \$0.00 | \$1,092.5 | XRAIL SOFTWARE |
| 5 | 456-112-463 | HCIA UP VSPH ROBO STD 25VM w/1YrMaint=IB | \$2,913.00 | k | 31\% | \$2,009.97 | \$786.51 | \$728.25 | \$640.86 | \$0.00 | \$0.00 | \$0.00 | \$728.2 | XRAIL SOFTWARE |
| 5 | 456-112-464 | HCIA UP VSPH ROBO STD 25VM w/2YrMaint=IB | \$2,913.00 | k | 31\% | \$2,009.97 | \$786.51 | \$728.25 | \$640.86 | \$0.00 | \$0.00 | \$0.00 | \$728.2 | XRAIL SOFTWARE |
| 5 | 456-112-465 | HCIA UP VSPH ROBO STD 25VM w/3Y/Maint $=1$ B | \$2,913.00 | k | 31\% | \$2,009.97 | \$786.51 | \$728.25 | \$640.86 | \$0.00 | \$0.00 | \$0.00 | \$728.2 | XRALL SOFTWARE |
| 5 | 456-112-466 | HCIA UP VSPH ROBO STD 25VM w/4YrMaint=IB | \$2,913.00 | k | 31\% | \$2,009.97 | \$786.51 | \$728.25 | \$640.86 | \$0.00 | \$0.00 | \$0.00 | $\$ 728.2$ | XRAIL Software |
| 5 | 456-112-467 | HCIA UP VSPH ROBO STD 25VM w/5YrMaint=IB | \$2,913.00 | k | 31\% | \$2,009.97 | \$786.51 | \$728.25 | \$640.86 | \$0.00 | \$0.00 | \$0.00 | \$728.2 | XRAIL SoFTWARE |
| 5 | 456-112-468 | HCIA UP VSPH DSKTP 100VM w/ 1Yr MaintIB | \$7,768.00 | k | 31\% | \$5,359.92 | \$2,097.36 | \$1,942.00 | \$1,708.96 | \$0.00 | \$0.00 | \$0.00 | \$1,942.0 | XRAIL SOFTWARE |
| 5 | 456-112-469 | HCIA UP VSPH DSKTP 100VM w/ 2 Yr Maint IB | \$7,768.00 | k | 31\% | \$5,359.92 | \$2,097.36 | \$1,942.00 | \$1,708.96 | \$0.00 | \$0.00 | \$0.00 | \$1,942.0 | XRAIL SoFtware |
| 5 | 456-112-470 | HCIA UP VSPH DSKTP 100VM w/ 3Yr MaintIB | \$7,768.00 | k | 31\% | \$5,359.92 | \$2,097.36 | \$1,942.00 | \$1,708.96 | \$0.00 | \$0.00 | \$0.00 | \$1,942.0 | XRAIL Software |
| 5 | 456-112-471 | HCIA UP VSPH DSKTP 100VM w/ 4Yr MaintIB | \$7,768.00 | k | 31\% | \$5,359.92 | \$2,097.36 | \$1,942.00 | \$1,708.96 | \$0.00 | \$0.00 | \$0.00 | \$1,942.0 | XRAIL SOFTWARE |
| 5 | 456-112-472 | HCIA UP VSPH DSKTP 100VM w/ 5Yr Maint=1B | \$7,768.00 | k | 31\% | \$5,359.92 | \$2,097.36 | \$1,942.00 | \$1,708.96 | \$0.00 | \$0.00 | \$0.00 | \$1,942.0 | XRAIL SOFTWARE |
| 5 | 456-112-473 | UPG VSPH E+ TO VSOM $\mathrm{E}+1 \mathrm{CPU}$ w/1Yr M Mnt=IG | \$961.00 | k | 31\% | \$663.09 | \$259.47 | \$240.25 | \$211.42 | \$0.00 | \$0.00 | \$0.00 | \$240.2 | XRAIL SOFTWARE |
| 5 | 456-112-474 | UPG VSPH E+ TO VSOM E+ 1 CPU w/2Yr Mnt=1G | \$961.00 | k | 31\% | \$663.09 | \$259.47 | \$240.25 | \$211.42 | \$0.00 | \$0.00 | \$0.00 | \$240.2 | XRAIL SOFTWARE |
| 5 | 456-112-475 | UPG VSPH E+ TO VSOM $\mathrm{E}+1 \mathrm{CPU}$ w/3Yr Mnt=IG | \$961.00 | k | 31\% | \$663.09 | \$259.47 | \$240.25 | \$211.42 | \$0.00 | \$0.00 | \$0.00 | \$240.2 | XRAIL SOFTWARE |
| 5 | 456-112-476 | UPG VSPH E+ TO VSOM $\mathrm{E}+1 \mathrm{CPU}$ w/4Yr Mnt=IG | \$961.00 | k | 31\% | \$663.09 | \$259.47 | \$240.25 | \$211.42 | \$0.00 | \$0.00 | \$0.00 | \$240.2 | XRAIL SOFTWARE |
| 5 | 456-112-477 | UPG VSPH E+ TO VSOM E+ 1 CPU w/5Yr Mnt=IG | \$961.00 | K | 31\% | \$663.09 | \$259.47 | \$240.25 | \$211.42 | \$0.00 | \$0.00 | \$0.00 | \$240.2 | XRAIL SOFTWARE |
| 5 | 456-112-478 | UPG VSPH STD TO VSOM E+ 1 CPUw/1 1 Y Mnt=1G | \$3,632.00 | k | 31\% | \$2,506.08 | \$980.64 | \$908.00 | \$799.04 | \$0.00 | \$0.00 | \$0.00 | \$908.0 | XRAIL SOFTWARE |
| 5 | 456-112-479 | UPG VSPH STD TO VSOM E+ 1 CPUw/2Yr Mnt=1G | \$3,632.00 | k | 31\% | \$2,506.08 | \$980.64 | \$908.00 | \$799.04 | \$0.00 | \$0.00 | \$0.00 | \$908.0 | XRAIL SOFTWARE |
| 5 | 456-112-480 | UPG VSPH STD TO VSOM E+ 1 CPUw/3Yr Mnt=IG | \$3,632.00 | k | 31\% | \$2,506.08 | \$980.64 | \$908.00 | \$799.04 | \$0.00 | \$0.00 | \$0.00 | \$908.0 | XRAIL SoFtware |
| 5 | 456-112-481 | UPG VSPH STD To VSOM E+ 1 CPUw/4Yr Mnt=\|G | \$3,632.00 | k | 31\% | \$2,506.08 | \$980.64 | \$908.00 | \$799.04 | \$0.00 | \$0.00 | \$0.00 | \$908.0 | XRAIL SOFTWARE |
| 5 | 456-112-482 | UPG VSPH STD TO VSOM E+ 1 CPUw/5Yr Mnt=1G | \$3,632.00 | k | 31\% | \$2,506.08 | \$980.64 | \$908.00 | \$799.04 | \$0.00 | \$0.00 | \$0.00 | \$908.0 | XRAIL SOFTWARE |
| 5 | 456-112-483 | UPG VSPH STD TO E +1 CPU $\mathrm{w} / 1 \mathrm{Yr}$ Maint=1G | \$2,670.00 | K | 31\% | \$1,842.30 | \$720.90 | \$667.50 | \$587.40 | \$0.00 | \$0.00 | \$0.00 | \$667.5 | XRAIL SoFtware |
| 5 | 456-112-484 | UPG VSPH STD TO E+ 1 CPU w/ 2 Yr Maint $=1 \mathrm{G}$ | \$2,670.00 | k | 31\% | \$1,842.30 | \$720.90 | \$667.50 | \$587.40 | \$0.00 | \$0.00 | \$0.00 | \$667.5 | XRAIL SOFTWARE |
| 5 | 456-112-485 | UPG VSPH STD TO E+ 1 CPU w/ 3Yr Maint=1G | \$2,670.00 | k | 31\% | \$1,842.30 | \$720.90 | \$667.50 | \$587.40 | \$0.00 | \$0.00 | \$0.00 | \$667.5 | XRAIL SOFTWARE |
| 5 | 456-12-486 | UPG VSPH STD TO E+ 1 CPU w/ 4 Yr Maint= $=1$ | \$2,670.00 | k | 31\% | \$1,842.30 | \$720.90 | \$667.50 | \$587.40 | \$0.00 | \$0.00 | \$0.00 | \$667.5 | XRAIL SOFTWARE |
| 5 | 456-112-487 | UPG VSPH STD TO E+ 1 CPU $\mathrm{w} / 5 \mathrm{Yr}$ Maint=1G | \$2,670.00 | k | 31\% | \$1,842.30 | \$720.90 | \$667.50 | \$587.40 | \$0.00 | \$0.00 | \$0.00 | \$667.5 | XRAIL SOFTWARE |
| 5 | 456-112-488 | UPG VSPH ROBO STD TO ADV $25 \mathrm{VM}-1 \mathrm{Yr}$ Mntilib | \$1,602.00 | k | 31\% | \$1,105.38 | \$432.54 | \$400.50 | \$352.44 | \$0.00 | \$0.00 | \$0.00 | \$400.5 | XRAIL SOFTWARE |
| 5 | 456-112-489 | UPG VSPH ROBO STD TO ADV 25VM-2Yr Mntili | \$1,602.00 | k | 31\% | \$1,105.38 | \$432.54 | \$400.50 | \$352.44 | \$0.00 | \$0.00 | \$0.00 | \$400.5 | XRAIL SOFTWARE |
| 5 | 456-112-490 | UPG VSPH ROBO STD TO ADV 25VM-3Yr Mnt=IB | \$1,602.00 | k | 31\% | \$1,105.38 | \$432.54 | \$400.50 | \$352.44 | \$0.00 | \$0.00 | \$0.00 | \$400.5 | XRAIL SOFTWARE |
| 5 | 456-12-491 | UPG VSPH ROBO STD TO ADV 25VM-4Yr Mnt=IB | \$1,602.00 |  | 31\% | \$1,105.38 | \$432.54 | \$400.50 | \$352.44 | \$0.00 | \$0.00 | \$0.00 | \$400.5 | XRAIL SOFTWARE |
| 5 | 456-112-492 | UPG VSPH ROBO STD TO ADV 25VM-5Yr Mnt=IB | \$1,602.00 | k | 31\% | \$1,105.38 | \$432.54 | \$400.50 | \$352.44 | \$0.00 | \$0.00 | \$0.00 | \$400.5 | XRAIL SOFTWARE |
| 5 | 456-113-115 | Secure VM 6.0 Perp 10 VM HCP Bundle $=1 \mathrm{~B}$ | \$1.00 | k | 31\% | \$0.69 | \$3,562.50 | \$3,277.50 | ${ }^{\$ 0.00}$ | \$0.00 | \$0.00 | \$0.00 | \$3,277.5 | CLOUDLINK |
| 5 | 456-113-139 | HCIA NP VSOM E+ 1 CPU w/ 1 Yr Maint=1G | \$4,268.00 | k | 31\% | \$2,944.92 | \$1,152.36 | \$1,067.00 | \$938.96 | \$0.00 | \$0.00 | \$0.00 | \$1,067.0 | XRALL software |
| 5 | 456-113-140 | HCIA NP VSOM E+ 1 CPU w/ 2 Yr Maint $=1 G$ | \$4,268.00 | k | 31\% | \$2,944.92 | \$1,152.36 | \$1,067.00 | \$938.96 | \$0.00 | \$0.00 | \$0.00 | \$1,067.0 | XRAIL SOFTWARE |
| 5 | 456-113-141 | HCIA NP VSOM E +1 CPU w/ 3Yr Maint=1G | \$4,268.00 | K | 31\% | \$2,944.92 | \$1,152.36 | \$1,067.00 | \$938.96 | \$0.00 | \$0.00 | \$0.00 | \$1,067.0 |  |
| 5 | 456-113-142 | HCIA NP VSOM E+ 1 CPU W W / 4 Y Maint=1G | \$4,268.00 | K | 31\% | \$2,944.92 | \$1,152.36 | \$1,067.00 | \$938.96 | \$0.00 | \$0.00 | \$0.00 | \$1,067.00 | XRALL SOFTWARE |
| 5 | 456-113-143 |  | $\$ 4,268.00$ $\$ 3.394 .00$ | K | $31 \%$ $31 \%$ | \$2,944.92 | \$1,152.36 | \$ $\$ 1.067 .00$ | \$938.96 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$1,067.00 | XRAIL SOFTWARE |
| 5 | 456-113-145 | HCIA NP VSPH E+ 1 CPU w/ 2 Yr MaintIIG | \$3,394.00 | k | 31\% | ${ }_{\text {\$2,341.86 }}$ | ${ }_{\$ 916.38}$ | \$848.50 | \$746.68 | \$0.00 | \$0.00 | \$0.00 | ${ }_{\$ 848.5}$ | XRAIL SOFTWARE |
| 5 | 456-113-146 | HCIA NP VSPH E+ 1 CPU w/ 3Yr Maint=IG | \$3,394.00 | k | 31\% | \$2,341.86 | \$916.38 | \$848.50 | \$746.68 | \$0.00 | \$0.00 | \$0.00 | \$848.5 | XRAIL SOFTWARE |
|  | 456-113-147 | HCIA NP VSPH E+ 1 CPU w/ 4Yr Maint=IG | \$3,394.00 | k | 31\% | \$2,341.86 | \$916.38 | \$848.50 | \$746.68 | \$0.00 | \$0.00 | \$0.00 | \$848.5 | XRAIL SOFTWARE |
| 5 | 456-113-148 | HCIA NP VSPH E+ 1 CPU w/ 5 Yr Maint $=1 \mathrm{G}$ | \$3,394.00 | k | 31\% | \$2,341.86 | \$916.38 | \$848.50 | \$746.68 | \$0.00 | \$0.00 | \$0.00 | \$848.5 | XRAIL SOFTWARE |
| 5 | 456-113-149 | HCIA NP VSPH STD 1CPU w/1Yr Maint=IG | \$966.00 | k | 31\% | \$666.54 | \$260.82 | \$241.50 | \$212.52 | \$0.00 | \$0.00 | \$0.00 | \$241.5 | XRAIL SOFTWARE |
|  | 456-113-150 | HCIA NP VSPH STD 1CPU w/2Yr Maint=IG | \$966.00 | k | 31\% | \$666.54 | \$260.82 | \$241.50 | \$212.52 | \$0.00 | \$0.00 | \$0.00 | \$241.5 | XRAIL SOFTWARE |
| 5 | 456-113-151 | HCIA NP VSPH STD 1CPU w/3Yr Maint=\|G | \$966.00 | k | 31\% | \$666.54 | \$260.82 | \$241.50 | \$212.52 | \$0.00 | \$0.00 | \$0.00 | \$241.5 | XRAIL SOFTWARE |
| 5 | 456-113-152 | HCIA NP VSPH STD 1CPU w/4Yr Maint=IG | \$966.00 | k | 31\% | \$666.54 | \$260.82 | \$241.50 | \$212.52 | \$0.00 | \$0.00 | \$0.00 | \$241.5 | XRAIL SOFTWARE |
| 5 | 456-113-153 | HCIA NP VSPH STD 1 CPU w/5Yr Maint=1G | \$966.00 | k | 31\% | \$666.54 | \$260.82 | \$241.50 | \$212.52 | \$0.00 | \$0.00 | \$0.00 | \$241.5 | XRAIL SOFTWARE |
| 5 | 456-113-154 | HCIA NP VSPH ROBOADV 25VM w/1YrMntili | \$4,370.00 | k | 31\% | \$3,015.30 | \$1,179.90 | \$1,092.50 | \$961.40 | \$0.00 | \$0.00 | \$0.00 | \$1,092.5 | XRAIL SOFTWARE |
| 5 | 456-113-155 | HCIA NP VSPH ROBOADV 25VM w/2YrMntili | \$4,370.00 | k | 31\% | \$3,015.30 | \$1,179.90 | \$1,092.50 | \$961.40 | \$0.00 | \$0.00 | \$0.00 | \$1,092.5 | XRALL SOFTWARE |
| 5 | 456-113-156 | HCIA NP VSPH ROBOADV 25VM w/3YrMntil | \$4,370.00 | k | 31\% | \$3,015.30 | \$1,179.90 | \$1,092.50 | \$961.40 | \$0.00 | \$0.00 | \$0.00 | \$1,092.5 | XRAIL SOFTWARE |
| 5 | 456-113-157 | HCIA NP VSPH ROBOADV 25VM w/4YrMntili | \$4,370.00 | k | 31\% | \$3,015.30 | \$1,179.90 | \$1,092.50 | \$961.40 | \$0.00 | \$0.00 | \$0.00 | \$1,092.5 | XRALL SOFTWARE |
| 5 | 456-113-158 | HCIA NP VSPH ROBOADV 25VM w/5YrMnt=1B | \$4,370.00 | K | 31\% | \$3,015.30 | \$1,179.90 | \$1,092.50 | \$961.40 | \$0.00 | \$0.00 | \$0.00 | \$1,092.5 | XRAIL SOFTWARE |
| 5 | 456-113-159 | HCIA NP VSPH Robostd 25VM w/YrMntili | \$2,913.00 | K | 31\% | \$2,009.97 | \$786.51 | \$728.25 | \$640.86 | \$0.00 | \$0.00 | \$0.00 | \$7728.2 | XRALL SOFTWARE |
| 5 | 456-113-160 | HCIA NP VSPH ROBOSTD 25VM w/2YrMntili | \$2,913.00 | k | 31\% | \$2,009.97 | \$786.51 | \$728.25 | \$640.86 | \$0.00 | \$0.00 | \$0.00 | \$728.2 | XRAIL SOFTWARE |
| 5 | 456-113-161 | HCIA NP VSPH ROBOSTD 25VM w/3YrMntilib | \$2,913.00 | k | 31\% | \$2,009.97 | \$786.51 | \$728.25 | \$640.86 | \$0.00 | \$0.00 | \$0.00 | \$728.2 | XRAIL SOFTWARE |
| 5 | 456-113-162 | HCIA NP VSPH ROBOSTD 25VM w/4YrMntili | \$2,913.00 | K | 31\% | \$2,009.97 | \$786.51 | \$728.25 | \$640.86 | \$0.00 | \$0.00 | \$0.00 | \$772.2 | XRALL SOFTWARE |
| 5 | 456-113-163 | HCIA NP VSPH ROBOSTD 25VM w/5YrMnt=IB | \$2,913.00 | K | 31\% | \$2,009.97 | \$786.51 | \$728.25 | \$640.86 | \$0.00 | \$0.00 | \$0.00 | \$728.2 | XRAIL SOFTWARE |
| 5 | 456-113-164 | HCIA NP VSPH DSKTP 100VM w/YrMnteli | \$7,768.00 | K | 31\% | \$5,359.92 | \$2,097.36 | \$1,942.00 | \$1,708.96 | \$0.00 | \$0.00 | \$0.00 | \$1,942.00 | XRALL SOFTWARE |
| 5 | 456-113-165 | HCIA NP VSPH DSKTP 100VM W/2YrMntic | \$7,768.00 | K | $31 \%$ $31 \%$ | \$5,359.92 | \$2,097.36 | \$1,942.00 | \$1,708.96 | \$0.00 | \$0.00 | \$0.00 | \$1,942.0 | XRAIL SOFTWARE |
| 5 | 456-113-166 | HCIA NP VSPH DSKTP 100VM w/3rMntic HCIA NP VSPH DSKTP 100 M W/4YMntels | \$7,768.00 | K | $31 \%$ $31 \%$ | \$5,359.92 | \$2,097.36 | \$1,942.00 | \$1,708.96 | \$0.00 | \$0.00 | \$0.00 | \$1,942.0 | XRALL SOFTWARE |
| 5 5 | ${ }^{456-113-167}$ | HCIA NP VSPH DSKTP 100VM w/4YrMntic HCIA NP VSPH DSKTP 100VM w/FYrMntic | $\$ 7,768.00$ $\$ 7,768.00$ | K | $31 \%$ $31 \%$ | $\$ 5,359.92$ $\$ 5,359.92$ | \$2,097.36 $\$ 2,097.36$ | $\$ 1,942.00$ $\$ 1,942.00$ | $\$ 1,708.96$ $\$ 1,708.96$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$1,942.00 | XRALL SOFTWARE |
| 5 | 456-113-169 | HCIA UP VSOM E+ 1 CPU w/ 1 Yr Maint=IG | \$4,268.00 | k | 31\% | \$2,944.92 | \$1,152.36 | \$1,067.00 | \$938.96 | \$0.00 | \$0.00 | \$0.00 | \$1,067.00 | XRALL SoftwARE |
| 5 | 456-113-170 | HCIA UP VSOM E+ 1 CPU w/ 2 Yr Maint $=1 G$ | \$4,268.00 | k | 31\% | \$2,944.92 | \$1,152.36 | \$1,067.00 | \$938.96 | \$0.00 | \$0.00 | \$0.00 | \$1,067.0 | XRAIL SOFTWARE |
| 5 | 456-113-171 | HCIA UP VSOM E+ 1 CPU w/ 3Yr Maint=1G | \$4,268.00 | k | 31\% | \$2,944.92 | \$1,152.36 | \$1,067.00 | \$938.96 | \$0.00 | \$0.00 | \$0.00 | \$1,067.0 | XRAIL SOFTWARE |
| 5 | $456-113-172$ $456-113-173$ | HCIA UP VSOM E+ 1 CPU w/ 4 Yr Maint/G HCIA UP VSOM E+ 1CPU w/ 5 Yr Maint=1G | $\$ 4,268.00$ $\$ 4.268 .00$ | K | $31 \%$ $31 \%$ | \$2,944.92 $\$ 2,944.92$ | $\$ 1,152.36$ $\$ 1,152.36$ | $\$ 1,067.00$ $\$ 1,067.00$ | \$933.96 $\$ 938.96$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 1,067.0$ $\$ 1,067.0$ | XRALL SOFTWARE XRALL SoFTWARE |
|  |  |  |  |  |  |  | \$1,152.36 | \$1,067.00 | \$938.96 | \$0.00 |  | \$0.00 | \$1,067.0 | XRALL SOFTWARE |


| BAND | SKU | description $\quad \begin{gathered}\text { Model Sub } \\ \text { sku }\end{gathered}$ | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP$\|$ | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\begin{array}{\|c\|} \hline \text { WTY UPG ENH TO } \\ \text { PS W/MC PREM } \\ \text { LP } \end{array}$ | WTY UPG BASIC TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | 456-113-174 | HCIA UP VSPH E+ 1 CPU w/ 1 Yr Maint=IG | \$3,394.00 | K | 31\% | \$2,341.86 | \$916.38 | \$848.50 | \$746.68 | \$0.00 | \$0.00 | \$0.00 | \$848.50 | XRAIL SOFTWARE |
| 5 | 456-113-175 | HCIA UP VSPH E+ 1 CPU w/ 2 Yr Maint=IG | \$3,394.00 | k | 31\% | \$2,341.86 | \$916.38 | \$848.50 | \$746.68 | \$0.00 | \$0.00 | \$0.00 | \$848.50 | XRAIL SOFTWARE |
| 5 | 456-113-176 | HCIA UP VSPH E+ 1 CPU w/ 3Yr Maint=IG | \$3,394.00 | k | 31\% | \$2,341.86 | \$916.38 | \$848.50 | \$746.68 | \$0.00 | \$0.00 | \$0.00 | \$848.50 | XRAIL Software |
| 5 | 456-113-177 | HCIA UP VSPH E+ 1 CPU w/ 4 Yr Maint=IG | \$3,394.00 | k | 31\% | \$2,341.86 | \$916.38 | \$848.50 | \$746.68 | \$0.00 | \$0.00 | \$0.00 | \$848.50 | YXAIL SOFTWARE |
| 5 | 456-113-178 | HCIA UP VSPH E+ 1 CPU w/ 5 Yr Maint=IG | \$3,394.00 | k | 31\% | \$2,341.86 | \$916.38 | \$848.50 | \$746.68 | \$0.00 | \$0.00 | \$0.00 | \$848.50 | XRAIL Software |
| 5 | 456-113-179 | HCIA UP VSPH STD 1 CPU w/1Yr Maint=\|G | \$966.00 | k | 31\% | \$666.54 | \$260.82 | \$241.50 | \$212.52 | \$0.00 | \$0.00 | \$0.00 | \$241.50 | XRAIL SOFTWARE |
| 5 | 456-113-180 | HCIA UP VSPH STD 1CPU w/2Yr Maint=1G | \$966.00 | k | 31\% | \$666.54 | \$260.82 | \$241.50 | \$212.52 | \$0.00 | \$0.00 | \$0.00 | \$241.50 | XRAIL SoFtware |
| 5 | 456-113-181 | HCIA UP VSPH STD 1 CPU w/3Yr Maint=1G | \$966.00 | k | 31\% | \$666.54 | \$260.82 | \$241.50 | \$212.52 | \$0.00 | \$0.00 | \$0.00 | \$241.50 | XRAIL Software |
| 5 | 456-113-182 | HCIA UP VSPH STD 1CPU w/4Yr Maint=\|G | \$966.00 | k | 31\% | \$666.54 | \$260.82 | \$241.50 | \$212.52 | \$0.00 | \$0.00 | \$0.00 | \$241.50 | XRAIL SOFTWARE |
| 5 | 456-113-183 | HCIA UP VSPH STD 1 CPU w/5Y Maint=1G | \$966.00 | k | 31\% | \$666.54 | \$260.82 | \$241.50 | \$212.52 | \$0.00 | \$0.00 | \$0.00 | \$241.50 | XRALI Software |
| 5 | 456-113-184 | HCIA UP VSPH ROBOADV 25VM w/1 YrMnt=IB | \$4,370.00 | k | 31\% | \$3,015.30 | \$1,179.90 | \$1,092.50 | \$961.40 | \$0.00 | \$0.00 | \$0.00 | \$1,092.50 | XRAIL Software |
| 5 | 456-113-185 | HCIA UP VSPH ROBOADV 25VM w/2YrMnt=IB | \$4,370.00 | k | 31\% | \$3,015.30 | \$1,179.90 | \$1,092.50 | \$961.40 | \$0.00 | \$0.00 | \$0.00 | \$1,092.50 | XRAIL SOFTWARE |
| 5 | 456-113-186 | HCIA UP VSPH ROBOADV 25VM w/3YrMnteli | \$4,370.00 | k | 31\% | \$3,015.30 | \$1,179.90 | \$1,092.50 | \$961.40 | \$0.00 | \$0.00 | \$0.00 | \$1,092.50 | XRAIL SOFTWARE |
| 5 | 456-113-187 | HCIA UP VSPH ROBOADV 25VM w/4YrMntili | \$4,370.00 | k | 31\% | \$3,015.30 | \$1,179.90 | \$1,092.50 | \$961.40 | \$0.00 | \$0.00 | \$0.00 | \$1,092.50 | XRAIL Software |
| 5 | 456-113-188 | HCIA UP VSPH ROBOADV 25VM w/5YrMnt=IB | \$4,370.00 | k | 31\% | \$3,015.30 | \$1,179.90 | \$1,092.50 | \$961.40 | \$0.00 | \$0.00 | \$0.00 | \$1,092.50 | XRAIL SOFTWARE |
| 5 | 456-113-189 | HCIA UP VSPH ROBOSTD 25VM w/1 YMMntili | \$2,913.00 | k | 31\% | \$2,009.97 | \$786.51 | \$728.25 | \$640.86 | \$0.00 | \$0.00 | \$0.00 | \$728.25 | XRAIL SOFTWARE |
| 5 | 456-113-190 | HCIA UP VSPH ROBOSTD 25VM w/2YrMntili | \$2,913.00 | k | 31\% | \$2,009.97 | \$786.51 | \$728.25 | \$640.86 | \$0.00 | \$0.00 | \$0.00 | \$728.25 | XRAIL SOFTWARE |
| 5 | 456-113-191 | HCIA UP VSPH ROBOSTD 25VM w/3YrMntili | \$2,913.00 | k | 31\% | \$2,009.97 | \$786.51 | \$728.25 | \$640.86 | \$0.00 | \$0.00 | \$0.00 | \$728.25 | XRAIL SOFTWARE |
| 5 | 456-113-192 | HCIA UP VSPH ROBOSTD 25VM w/4YrMntili | \$2,913.00 | k | 31\% | \$2,009.97 | \$786.51 | \$728.25 | \$640.86 | \$0.00 | \$0.00 | \$0.00 | \$728.25 | XRAIL SOFTWARE |
| 5 | 456-113-193 | HCIA UP VSPH ROBOSTD 25VM w/5YrMnt=IB | \$2,913.00 | k | 31\% | \$2,009.97 | \$786.51 | \$728.25 | \$640.86 | \$0.00 | \$0.00 | \$0.00 | \$728.25 | XRAIL SOFTWARE |
| 5 | 456-113-194 | HCIA UP VSPH DSKTP 100VM W/ $/$ YrMnt 1 IB | \$7,768.00 | k | 31\% | \$5,359.92 | \$2,097.36 | \$1,942.00 | \$1,708.96 | \$0.00 | \$0.00 | \$0.00 | \$1,942.00 | XRAIL SoFtware |
| 5 | 456-113-195 | HCIA UP VSPH DSKTP 100VM W/2YrMnteli | \$7,768.00 | k | 31\% | \$5,359.92 | \$2,097.36 | \$1,942.00 | \$1,708.96 | \$0.00 | \$0.00 | \$0.00 | \$1,942.00 | VRAIL SOFTWARE |
| 5 | 456-113-196 |  | $\$ 7,768.00$ $\$ 7768.00$ | K | $31 \%$ $31 \%$ | \$5,359.92 | \$2,097.36 | $\$ 1,942.00$ $\$ 1.94200$ | $\$ 1,708.96$ $\$ 1708.96$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | \$1,942.00 | VRAIL SOFTWARE |
| 5 | 456-113-198 | HCIA UP VSPH DSKTP 100VM w/5YrMntili | \$7,768.00 | k | 31\% | ${ }_{\text {\$5,359.92 }}$ | \$2,,997.36 | \$1,942.00 | \$1,708.96 | \$0.00 | \$0.00 | \$0.00 | \$1,942.00 | XRAIL SOFTWARE VRAAIL SOFTWARE |
| 5 | 456-113-199 | UPG VSPH E+TOVSOM E +1 1 $C$ PUw/1 1 rMnt $=1 \mathrm{I}$ | \$961.00 | k | 31\% | \$663.09 | \$259.47 | \$240.25 | \$211.42 | \$0.00 | \$0.00 | \$0.00 | \$240.25 | XRAIL SOFTWARE |
| 5 | 456-113-200 | UPG VSPH E+TOVSOM E +1 1CPUw/2YrMnt $=1 \mathrm{G}$ | \$961.00 | k | 31\% | \$663.09 | \$259.47 | \$240.25 | \$211.42 | \$0.00 | \$0.00 | \$0.00 | \$240.25 | XRAIL SOFTWARE |
| 5 | 456-113-201 | UPG VSPH E+TOVSOM E+ 1 CPUw/3YTMnt=IG | \$961.00 | k | 31\% | \$663.09 | \$259.47 | \$240.25 | \$211.42 | \$0.00 | \$0.00 | \$0.00 | \$240.25 | XRAIL SOFTWARE |
| 5 | 456-113-202 | UPG VSPH E+TOVSOM E+ 1 CPUw/4Y/Mnt=IG | \$961.00 | k | 31\% | \$663.09 | \$259.47 | \$240.25 | \$211.42 | \$0.00 | \$0.00 | \$0.00 | \$240.25 | XRAIL SOFTWARE |
| 5 | 456-113-203 | UPG VSPH E+TOVSOM E+ 1CPUw/5YrMnt=\|G | \$961.00 | K | 31\% | \$663.09 | \$259.47 | \$240.25 | \$211.42 | \$0.00 | \$0.00 | \$0.00 | \$240.25 | XRAIL SOFTWARE |
| 5 | 456-113-204 | UPG VSPH STDTOVSOM E+1CPUw/1YrMnt=IG | \$3,632.00 | k | 31\% | \$2,506.08 | \$980.64 | \$908.00 | \$799.04 | \$0.00 | \$0.00 | \$0.00 | \$908.00 | XRAIL SoFtware |
| 5 | 456-113-205 | UPG VSPH STDTOVSOM $\mathrm{E}+1$ CPUw/2YrMntig | \$3,632.00 | k | 31\% | \$2,506.08 | \$980.64 | \$908.00 | \$799.04 | \$0.00 | \$0.00 | \$0.00 | \$908.00 | XRAIL Software |
| 5 | 456-113-206 | UPG VSPH STDTOVSOM E+1CPUw/3YrMnticic | \$3,632.00 | K | 31\% | \$2,506.08 | \$980.64 | \$908.00 | \$799.04 | \$0.00 | \$0.00 | \$0.00 | \$908.00 | XRAIL SOFTWARE |
| 5 | 456-113-207 | UPG VSPH STDTOVSOM $\mathrm{E}+1$ CPUw/4YrMntig | \$3,632.00 | k | 31\% | \$2,506.08 | \$980.64 | \$908.00 | \$799.04 | \$0.00 | \$0.00 | \$0.00 | \$908.00 | XRAIL Software |
| 5 | 456-113-208 | UPG VSPH STDTOVSOM E+1CPUw/5YrMnt=IG | \$3,632.00 | k | 31\% | \$2,506.08 | \$980.64 | \$908.00 | \$799.04 | \$0.00 | \$0.00 | \$0.00 | \$908.00 | XRAIL SOFTWARE |
| 5 | 456-113-209 | UPG VSPH STD TO E+ 1 CPU w/1 Yr Mntilig | \$2,670.00 | K | 31\% | \$1,842.30 | \$720.90 | \$667.50 | \$587.40 | \$0.00 | \$0.00 | \$0.00 | \$667.50 | XRAIL SOFTWARE |
| 5 | 456-113-210 | UPG VSPH STD TO E+ 1 CPU w/2Yr Mnt=IG | \$2,670.00 | k | 31\% | \$1,842.30 | \$720.90 | \$667.50 | \$587.40 | \$0.00 | \$0.00 | \$0.00 | \$667.50 | XRAIL SOFTWARE |
| 5 | 456-113-211 | UPG VSPH STD TO E+ 1 CPU w/3Yr Mnt=1G | \$2,670.00 | K | 31\% | \$1,842.30 | \$720.90 | \$667.50 | \$587.40 | \$0.00 | \$0.00 | \$0.00 |  | XRAIL SOFTWARE |
| 5 | 456-113-212 | UPG VSPH STD TO E+ 1 CPU $\mathrm{w} / 4 \mathrm{Y} \mathrm{Y}$ Mnt=1G | \$2,670.00 | K | 31\% | \$1,842.30 | \$720.90 | \$667.50 | \$587.40 | \$0.00 | \$0.00 | \$0.00 | \$667.50 | XRAIL SOFTWARE |
| 5 5 | 456-113-213 <br> 456-113-214 | UPG VSPH STD TO E+ 1 CPU W/5Yr Mnt=IG | $\$ 2,670.00$ $\$ 1,602.00$ | K | 31\% | \$1,842.30 | \$7720.90 | \$667.50 $\$ 400.50$ | \$587.40 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$667.50 ${ }_{\text {S }}$ | XRAIL SOFTWARE VRALL SOFTWARE |
| 5 | 456-113-215 | UPG VSPH ROBO STDTOADV 25 V M-2YrMnteib | \$1,602.00 | k | 31\% | \$1,105.38 | \$432.54 | \$400.50 | \$352.44 | \$0.00 | \$0.00 | \$0.00 | \$400.50 | VRAALL SoFtware |
| 5 | 456-113-216 | UPG VSPH ROBO STDTOADV 25 V M-3YrMnt=IB | \$1,602.00 | k | 31\% | \$1,105.38 | \$432.54 | \$400.50 | \$352.44 | \$0.00 | \$0.00 | \$0.00 | \$400.50 | XRAIL SOFTWARE |
| 5 | 456-113-217 | UPG VSPH ROBO STDTOADV 25 V --4YrMnt=IB | \$1,602.00 | K | 31\% | \$1,105.38 | \$432.54 | \$400.50 | \$352.44 | \$0.00 | \$0.00 | \$0.00 | \$400.50 | XRAIL SOFTWARE |
| 5 | 456-113-218 | UPG VSPH ROBO STDTOADV 25 V M-5YrMnt=IB | \$1,602.00 | k | 31\% | \$1,105.38 | \$432.54 | \$400.50 | \$352.44 | \$0.00 | \$0.00 | \$0.00 | \$400.50 | XRAIL SOFTWARE |
| 5 | 456-113-448 | Secure VM Encrypt for Machines Tier $1=1 \mathrm{~B}$ | \$1,425.00 | k | 31\% | \$983.25 | \$356.25 | \$327.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$327.75 | CLOUdLINK |
| 5 | 456-113-449 | Secure VM Encrypt for Machines Tier $2=1 \mathrm{~B}$ | \$1,175.00 |  | 31\% | \$810.75 | \$293.75 | \$270.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$270.25 | CLOUDLINK |
| 5 | 456-113-450 | Secure VM Encrypt for Machines Tier $3=1 \mathrm{~B}$ | \$1,010.00 | k | 31\% | \$696.90 | \$252.50 | \$232.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$232.30 | CLOUDLINK |
| 5 | 456-113-451 | Secure VM Encrypt for Machines Tier $4=1 \mathrm{~B}$ | \$775.00 | k | 31\% | \$534.75 | \$193.75 | \$178.25 | \$0.00 |  | $\$ 0.00$ | $\$ 0.00$ | $\$ 178.25$ | CLOUDLINK |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | 456-113-452 | Secure VM Encrypt CPSD per VM =IB Secure VM Encrypt CPSD Socket=ZC | $\$ 500.00$ $\$ 5,000.00$ | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~K} \end{aligned}$ | $31 \%$ $31 \%$ | - $\begin{array}{r}\$ 345.00 \\ \$ 3,450.00\end{array}$ | $\$ 125.00$ $\$ 1,25000$ | $\$ 115.00$ $\$ 1,150.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{array}{r} \$ 115.00 \\ \$ 1,150.00 \end{array}$ | CLOUDLINK CLOUDLINK |
| 5 | 456-113-502 | VMware Cloud Foundation Basic $3 \mathrm{Y}=$ ZA | \$13,135.00 | k | 31\% | \$9,063.15 | \$3,546.45 | \$3,283.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$3,283.75 | sdDC Vmw sw |
| 5 | 456-113-503 | VMware Cloud Foundation Basic 4Y=ZA | \$13,135.00 | K | 31\% | \$9,063.15 | \$3,546.45 | \$3,283.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$3,283.75 | sDDC VMw sw |
| 5 | 456-113-504 | VMware Cloud Foundation Basic 5Y=ZA | \$13,135.00 | k | 31\% | \$9,063.15 | \$3,546.45 | \$3,283.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$3,283.75 | SDDC VMW SW |
| 5 | 456-113-507 | UPG of VSphere to VCF Basic 3Y=ZA | \$9,645.00 | K | 31\% | \$6,655.05 | \$2,604.15 | \$2,411.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |  |
| 5 | 456-113-508 | UPG of vSphere to VCF Basic 4 Y=ZA | \$9,645.00 | k | 31\% | \$6,655.05 | $\$ 2,604.15$ $\$ 2.604 .15$ | $\$ 2,411.25$ $\$ 2.411 .25$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | \$2,411.25 | SDDC VMW SW |
| 5 5 | 456-113-509 <br> 456-113-512 |  | $\$ 9,645.00$ $\$ 73,340.00$ | K | $31 \%$ $31 \%$ | $\$ 6,655.05$ $\$ 50,604.60$ | $\$ 2,604.15$ $\$ 19,801.80$ | $\$ 2,411.25$ $\$ 18,335.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$2,411.25 $\$ 18,335.00$ | SDDC VMWW SW SDDC VMW SW |
| 5 | 456-113-513 | VCF SDDCMgr | \$73,340.00 | k | 31\% | \$50,604.60 | \$19,801.80 | \$18,335.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$18,335.00 | sDDC VMw Sw |
| 5 | 456-113-514 | VCF SDDCMgr NSXAdv w/HZN ENT 100PK 5Y=UB | \$73,340.00 | k | 31\% | \$50,604.60 | \$19,801.80 | \$18,335.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$18,335.00 | sDDC VMw Sw |
| 5 | 456-113-517 | VCF SDDCMgr NSXAdv w/ HzN ENT 10PK 3Y=UB | \$7,334.00 | k | 31\% | \$5,060.46 | \$1,980.18 | \$1,833.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$1,833.50 | SDDC VMW SW |
| 5 | 456-113-518 | VCF SDDCMgr NSXAdv w/ HZN ENT 10PK 4Y=UB | \$7,334.00 | k | 31\% | \$5,060.46 | \$1,980.18 | \$1,833.50 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | \$0.00 | \$1,833.50 | sdDC VMw sw |
| 5 | - $456-113-519$ | VCF SDDCMgr NSXAdv w/ HZN ENT 10PK 5 Y=UB | \$ $\$ 7.334 .00$ | K | $31 \%$ $31 \%$ | \$5,060.46 | \$1,980.18 | \$1,833.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$1,833.50 | SDDC VMW SW |
| 5 5 | ${ }_{456-1113-523}$ | VCF SDDCMgrNSXAdv w/o HZNENT 100PK 3 Y=UB VCF SDDCMgrNSXAdv w/o HZNENT 100PK 4Y=UB | \$14,090.00 <br> \$14,090.00 | $\begin{aligned} & \text { K } \\ & \text { K } \end{aligned}$ | $\begin{aligned} & 31 \% \\ & 31 \% \end{aligned}$ | \$9,722.10 <br> \$9,722.10 | $\$ 3,804.30$ $\$ 3,804.30$ | \$3,522.50 <br> \$3,522.50 | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | \$3,522.50 $\$ 3,522.50$ | SDDC VMW SW sDDC VMw sw |
| 5 | 456-113-524 | VCF SDDCMgrnsXAdv w/o HZNENT 100PK 5Y=UB | \$14,090.00 | , | 31\% | \$9,722.10 | \$3,804.30 | \$3,522.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$3,522.50 | sdDC VMw sw |
| 5 | 456-113-527 | VCF SDDCMgrnsXAdv w/o HZN ENT 10PK 3Y=UB | \$1,409.00 | k | 31\% | \$972.21 | \$380.43 | \$352.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$352.25 | SDDC VMw Sw |
| 5 | 456-113-528 | VCF SDDCMgrnsXAdv w/o HZN ENT 10PR 4Y=UB | \$1,409.00 | k | 31\% | \$972.21 | \$380.43 | \$352.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$352.25 | SDDC VMW SW |
| 5 | -456-113-529 | VCF SDDCM Mr ${ }^{\text {NSXAdv W/O HZN ENT } 10 P \mathrm{SK}} 5 \mathrm{Y}=$ UB | \$1,409.00 | K | $31 \%$ $31 \%$ | \$9972.21 | \$380.43 | \$352.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 352.25$ |  |
| 5 | ${ }_{4}^{456-1113-532}$ | VMware vCtr Srur 6 Std vSphere 6 3Y=1A VMware vCtr Srur 6 Std vSphere $64 Y=1 \mathrm{~A}$ | $\$ 6,175.00$ $\$ 6,175.00$ | K | $31 \%$ $31 \%$ | $\$ 4,260.75$ $\$ 4,260.75$ | $\$ 1,667.25$ $\$ 1,667.25$ | $\$ 1,543.75$ $\$ 1,543.75$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 1,543.75 \\ & \$ 1,543.75 \end{aligned}$ | SDDC VMW SW sDDC VMw sw |
| 5 | 456-113-534 | VMware vCtr Srvr 6 Std vSphere $65 \mathrm{Y}=1 \mathrm{~A}$ | \$6,175.00 | k | 31\% | \$4,260.75 | \$1,667.25 | \$1,543.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$1,543.75 | sdDC Vmw sw |
| 5 | 456-113-537 | VCF Upg VMw vCtr 6 Fnd - vCtr Srv 3Y=1A | \$5,104.00 | K | 31\% | \$3,521.76 | \$1,378.08 | \$1,276.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$1,276.00 | sDDC VMw sw |
| 5 | 456-113-538 | VCF Upg VMw vCtr 6 Fnd - vCtr Srv 4Y=1A | \$5,104.00 | k | 31\% | \$3,521.76 | \$1,378.08 | \$1,276.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$1,276.00 | SDDC VMW Sw |
| 5 | 456-113-539 | VCF U Ug VMw vCtr 6 Fnd - vCtr Srv 5 Y $=1 / \mathrm{A}$ | \$5,104.00 | K | 31\% | \$3,521.76 | \$1,378.08 | \$1,276.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$1,276.00 | SDDC VMW SW |
| 5 5 | ${ }_{4}^{456-113-626}$ | SDDC MGR for Desktop 100 Pack 3Y=ZA SDDC MGR for Desktop 100 Pack $4 \mathrm{Y}=$ ZA | $\$ 3,085.00$ $\$ 3,085.00$ | k | $31 \%$ $31 \%$ | $\$ 2,128.65$ $\$ 2,128.65$ | ${ }_{\$ 8332.95}$ | \$7771.25 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 771.25$ $\$ 771.25$ | SDDC VMW SW SDDC VMW SW |
| 5 | 456-113-628 | SDDC MGR for Desktop 100 Pack 5Y=ZA | \$3,085.00 | k | 31\% | \$2,128.65 | \$832.95 | \$771.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$771.25 | sdDC vmw sw |
| 5 | 456-113-629 | SDDC MGR for Desktop 10 Pack 3Y=ZA | \$309.00 | k | 31\% | \$213.21 | \$83.43 | \$77.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$77.25 | SDDC VMw sw |
| 5 | 456-113-630 | SDDC MGR for Desktop 10 Pack 4Y=ZA | \$309.00 | K | 31\% | \$213.21 | \$83.43 | \$77.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$77.25 | SDDC VMW SW |


| BAND | SKU | DESCRIPTION $\quad$Model Sub <br> sku | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\left\|\begin{array}{c}\text { WTY UPG ENH TO } \\ \text { PS W/MC PREM } \\ \text { LP }\end{array}\right\|$ | wTY UPG BASIC TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | 456-113-631 | SDDC MGR for Desktop 10 Pack 5Y=ZA | \$309.00 | K | 31\% | \$213.21 | \$83.43 | \$77.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$77.25 | SDDC VMW SW |
| 5 | 456-113-632 | VCF for VDI:ENT 100 PK w/o Horiz 3Y=ZA | \$20,090.00 | k | 31\% | \$13,862.10 | \$5,424.30 | \$5,022.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$5,022.50 | SDDC VMW SW |
| 5 | 456-113-633 | VCF for VDI:ENT 100 PK w/o Horiz 4Y=ZA | \$20,090.00 | k | 31\% | \$13,862.10 | \$5,424.30 | \$5,022.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$5,022.50 | sdDC vmw sw |
| 5 | 456-113-634 | VCF for VDI:ENT 100 PK w/o Horiz 5Y=ZA | \$20,090.00 | k | 31\% | \$13,862.10 | \$5,424.30 | \$5,022.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$5,022.50 | sDDC VMw sw |
| 5 | 456-113-635 | VCF for VDI:ENT 10 PK w/o Horiz 3Y=ZA | \$2,009.00 | k | 31\% | \$1,386.21 | \$542.43 | \$502.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$502.25 | SDDC VMW SW |
| 5 | 456-113-636 | VCF for VDI:ENT 10 PK w/o Horiz 4Y=ZA | \$2,009.00 | k | 31\% | \$1,386.21 | \$542.43 | \$502.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$502.25 | sdDC Vmw sw |
| 5 | 456-113-637 | VCF for VDI:ENT 10 PK w/o Horiz 5Y=ZA | \$2,009.00 | k | 31\% | \$1,386.21 | \$542.43 | \$502.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$502.25 | sDDC VMw sw |
| 5 | 456-113-650 | VCF Standard (Per CPU) 3 Y=ZA | \$17,795.00 | k | 31\% | \$12,278.55 | \$4,804.65 | \$4,448.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$4,448.75 | SDDC VMW SW |
| 5 | 456-113-651 | VCF Standard (Per CPU) 4Y=ZA | \$17,795.00 | k | 31\% | \$12,278.55 | \$4,804.65 | \$4,448.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$4,448.75 | sdoc vmw sw |
| 5 | 456-113-652 | VCF Standard (Per CPU) 5 Y=ZA | \$17,795.00 | k | 31\% | \$12,278.55 | \$4,804.65 | \$4,448.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$4,448.75 | sdDC VMw sw |
| 5 | 456-113-653 | VCF Advanced (Per CPU) $3 \mathrm{Y}=\mathrm{ZA}$ | \$20,795.00 | k | 31\% | \$14,348.55 | \$5,614.65 | \$5,198.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$5,198.75 | sDDC VMw sw |
| 5 | 456-113-654 | VCF Advanced (Per CPU) 4Y=ZA | \$20,795.00 | k | 31\% | \$14,348.55 | \$5,614.65 | \$5,198.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$5,198.75 | SDDC VMW SW |
| 5 | 456-113-655 | VCF Advanced (Per CPP) 5 Y=ZA | \$20,795.00 | k | 31\% | \$14,348.55 | \$5,614.65 | \$5,198.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$5,198.75 | SDDC VMW SW |
| 5 | 456-113-656 | VCF Enterpise (Per CPU) 3 Y=ZA | \$23,995.00 | k | 31\% | \$16,566.55 | \$6,478.65 | \$5,998.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$5,998.75 | sDDC VMw sw |
| 5 | 456-113-657 | VCF Enterorise (Per CPU) 4Y=ZA | \$23,995.00 | k | 31\% | \$16,556.55 | \$6,478.65 | \$5,998.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$5,998.75 | SDDC VMW Sw |
| 5 | 456-113-658 | VCF Enterrorise (Per CPU) $5 \mathrm{Y}=\mathrm{ZA}$ | \$23,995.00 | k | 31\% | \$16,556.55 | \$6,478.65 | \$5,998.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$5,998.75 | SDDC VMW SW |
| 5 | 456-113-667 | VMware Cloud Foundation Basic UPG $1 \mathrm{Y}=$ ZA | \$13,135.00 | k | 31\% | \$9,063.15 | \$3,546.45 | \$3,283.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$3,283.75 | sdDC VMw sw |
| 5 | 456-113-668 | VMware Cloud Foundation Basic UPG 2Y=ZA | \$13,135.00 | k | 31\% | \$9,063.15 | \$3,546.45 | \$3,283.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$3,283.75 | SDDC VMW sw |
| 5 | 456-113-669 | VMware Cloud Foundation Basic UPG 3Y=ZA | \$13,135.00 | k | 31\% | \$9,063.15 | \$3,546.45 | \$3,283.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$3,283.75 | SDDC VMW SW |
| 5 | 456-113-670 | VMware Cloud Foundation Basic UPG 4Y=ZA | \$13,135.00 | k | 31\% | \$9,063.15 | \$3,546.45 | \$3,283.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$3,283.75 | sdDC VMw sw |
| 5 | 456-113-671 | VMware Cloud Foundation Basic UPG 5 Y=ZA | \$13,135.00 | k | 31\% | \$9,063.15 | \$3,546.45 | \$3,283.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$3,283.75 | sDDC VMw sw |
| 5 | 456-113-672 | UPG of VSphere to VCF Basic UPG 1Y=ZA | \$9,645.00 | k | 31\% | \$6,655.05 | \$2,604.15 | \$2,411.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$2,411.25 | SDDC VMW SW |
| 5 | 456-113-673 | UPG of VSphere to VCF Basic UPG 2Y=ZA | \$9,645.00 | k | 31\% | \$6,655.05 | \$2,604.15 | \$2,411.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$2,411.25 | sdDC Vmw sw |
| 5 | 456-113-674 | UPG of VSphere to VCF Basic UPG 3Y-ZA | \$9,645.00 | k | 31\% | \$6,655.05 | \$2,604.15 | \$2,411.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$2,411.25 | sDDC VMw sw |
| 5 | 456-113-675 | UPG of VSphere to VCF Basic UPG 4Y=ZA | \$9,645.00 | k | 31\% | \$6,655.05 | \$2,604.15 | \$2,411.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$2,411.25 | SDDC VMW SW |
| 5 | 456-113-676 | UPG of VSphere to VCF Basic UPG 5Y=ZA | \$9,645.00 | k | 31\% | \$6,655.05 | \$2,604.15 | \$2,411.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$2,411.25 | sdDC VMw sw |
| 5 | 456-113-677 | VCF SDMGR NSXAdv w/HzN ENT 100PK $~ 1 ~ Y ~ Y=U B ~$ | \$73,340.00 | k | 31\% | \$50,604.60 | \$19,801.80 | \$18,335.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$18,335.00 | sdDC Vmw sw |
| 5 | 456-113-678 | VCF SDMGR NSXAdv w/HZN ENT 100PK U $2 \mathrm{Y}=\mathrm{UB}$ | \$73,340.00 | k | 31\% | \$50,604.60 | \$19,801.80 | \$18,335.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$18,335.00 | SDDC VMW Sw |
| 5 | 456-113-679 | VCF SDMGR NSXAdv w/HZN ENT 100PK U 3 Y=UB | \$73,340.00 | k | 31\% | \$50,604.60 | \$19,801.80 | \$18,335.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$18,335.00 | SDDC VMW SW |
| 5 | 456-113-680 | VCF SDMGR NSXAdv w/HZN ENT 100PK U $4 \mathrm{Y}=$ UB | \$73,340.00 | k | 31\% | \$50,604.60 | \$19,801.80 | \$18,335.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$18,335.00 | sDDC VMw sw |
| 5 | 456-113-681 | VCF SDMGR NSXAdv w/HZN ENT 100PK 4 5Y=UB | \$73,340.00 | k | 31\% | \$50,604.60 | \$19,801.80 | \$18,335.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$18,335.00 | sDDC VMW SW |
| 5 5 | 456-113-682 <br> 456-113-683 | VCF SDMGR NSXAdv W/HZN ENT 10PK U 1Y=UB | $\$ 77344.00$ $\$ 733400$ | k K | $31 \%$ $31 \%$ | $\$ 5,000.46$ $\$ 5,060.46$ | \$1,980.18 $\$ 1980.18$ | \$ $\$ 118333.50$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 8.00$ | \$1,833.50 | sDDC VMW SW |
| 5 | 456-113-684 | VCF SDMGR NSXAdv W/HZN ENT 10PK U 3 Y $=$ UB | \$7,734.00 | k | 31\% | $\$ 5,060.46$ $\$ 5,060.46$ | \$1,980.18 | \$1,833.50 | \$0.00 | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$1,333.50 | SDDC VMW SW |
| 5 | 456-113-685 | VCF SDMGR NSXAdv w/HzN ENT 10PK U 4Y=UB | \$7,334.00 | k | 31\% | \$5,060.46 | \$1,980.18 | \$1,833.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$1,833.50 | SDDC VMW sw |
| 5 | 456-113-686 | VCF SDMGR NSXAdV w/HZN ENT 10PK U 5Y=UB | \$7,334.00 | k | 31\% | \$5,060.46 | \$1,980.18 | \$1,833.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$1,833.50 | SDDC VMW SW |
| 5 | 456-113-687 | VCF SDMgrNSXAdv w/o HZNENT 100PK U $1 \mathrm{Y}=\mathrm{UB}$ | \$14,090.00 | k | 31\% | \$9,722.10 | \$3,804.30 | \$3,522.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$3,522.50 | sdDC vmw sw |
| 5 | 456-113-688 | VCF SDMgrNSXAdv w/o HZNENT 100PK U $2 \mathrm{Y}=\mathrm{UB}$ | \$14,090.00 | k | 31\% | \$9,722.10 | \$3,804.30 | \$3,522.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$3,522.50 | sDDC VMw sw |
| 5 | 456-113-689 | VCF SDMgrNSXAdv w/o HZNENT 100PK U 3Y=UB | \$14,090.00 | k | 31\% | \$9,722.10 | \$3,804.30 | \$3,522.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$3,522.50 | sDDC VMW SW |
| 5 | 456-113-690 | VCF SDMgrNSXAdv W/o HZNENT 100PK U $4 \mathrm{Y}=\mathrm{UB}$ | \$14,090.00 | k | 31\% | \$9,722.10 | \$3,804.30 | \$3,522.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$3,522.50 | sDDC VMw sw |
| 5 | 456-113-691 | VCF SDMgrNSXAdv w/o HZNENT 100PK U 5Y=UB | \$14,090.00 | k | 31\% | \$9,722.10 | \$3,804.30 | \$3,522.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$3,522.50 | sdDC VMw sw |
| 5 | 456-113-692 | VCF SDMgrNSXAdv w/o HZN ENT 10PK U 1 Y=UB | \$1,409.00 |  | 31\% | \$972.21 | \$380.43 | \$352.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$352.25 | SDDC VMW Sw |
| 5 | 456-113-693 | VCF S SMgrnsXAdv w/o HZN ENT 10PK U $2 \mathrm{Y}=\mathrm{UB}$ | \$1,409.00 | k | 31\% | \$972.21 | \$380.43 | \$352.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$352.25 | SDDC VMW SW |
| 5 | ${ }^{456-113-694}$ | VCF SDMgrnsxadv w/o HZN ENT 10PK U 3Y=UB | \$1,409.00 | K | 31\% | \$972.21 | \$380.43 | \$352.25 | \$0.00 | \$0.00 | $\$ 0.00$ | \$0.00 | \$352.25 | sDDC VMw sw |
| 5 | 456-113-695 | VCF SDMgrNSXAdv w/o HZN ENT 10PK U 4Y=UB VCF SDMgrNSXAdv w/o HZN ENT 10PK U 5 Y=UB | $\$ 1,409.00$ $\$ 1,409.00$ | K | $\begin{aligned} & 31 \% \\ & 31 \% \end{aligned}$ | $\begin{aligned} & \$ 972.21 \\ & \$ 972.21 \end{aligned}$ | $\$ 380.43$ $\$ 380.43$ | $\begin{aligned} & \$ 352.25 \\ & \$ 352.25 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \\ & \end{aligned}$ | $\begin{aligned} & \$ 352.25 \\ & \$ 352.25 \end{aligned}$ | sDDC VMW Sw sDDC VMW Sw |
| 5 | 456-113-697 | VMware vCtr Srur 6 Std vSphere 6 U 1 1 =1A | \$6,175.00 | k | 31\% | \$4,260.75 | \$1,667.25 | \$1,543.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$1,543.75 | sdDC Vmw sw |
| 5 | 456-113-698 | VMware vCtr Srur 6 Std vSphere $6 \mathrm{U} 2 \mathrm{Y}=1 \mathrm{~A}$ | \$6,175.00 |  | 31\% | \$4,260.75 | \$1,667.25 | \$1,543.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$1,543.75 | sDDC VMw sw |
| 5 | 456-113-699 | VMware vCtr Srur 6 Std vSphere $6 \mathrm{U} 3 \mathrm{Y}=1 \mathrm{~A}$ | \$6,175.00 | k | 31\% | \$4,260.75 | \$1,667.25 | \$1,543.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$1,543.75 | SDDC VMW SW |
| 5 | 456-113-700 | VMware vCtr Srur 6 Std vSphere $6 \mathrm{U} 4 \mathrm{Y}=1 \mathrm{~A}$ | \$6,175.00 | k | 31\% | \$4,260.75 | \$1,667.25 | \$1,543.75 | \$0.00 | \$0.00 | $\$ 0.00$ | \$0.00 | \$1,543.75 |  |
| 5 | 456-113-701 | VMware vCtr Srvr 6 Std vSphere $6 \mathrm{U} 5 \mathrm{Y}=\mathrm{IA}$ VCF Upg VM vCtr 6 Fnd - vCtr Srv U 1 $\mathrm{Y}=1 \mathrm{~A}$ | $\$ 6,175.00$ $\$ 5,104.00$ | K | 31\% | $\$ 4,260.75$ $\$ 3,521.76$ | $\$ 1,667.25$ $\$ 1,378.08$ | \$1,543.75 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | \$1,543.75 <br> \$1,276.00 | sDDC VMw sw sDDC VMW SW |
| 5 | 456-113-703 | VCF Upg VM vCtr 6 Fnd - vCtr Srv U 2 Y $=1 \mathrm{~A}$ | \$5,104.00 | k | 31\% | \$3,521.76 | \$1,378.08 | \$1,276.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$1,276.00 | sdDC Vmw sw |
| 5 | 456-113-704 | VCF Upg VM vCtr 6 Fnd - vCtr Srv U 3 Y $=1 \mathrm{~A}$ | \$5,104.00 | k | 31\% | \$3,521.76 | \$1,378.08 | \$1,276.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$1,276.00 | sdDC vmw sw |
| 5 | 456-113-705 | VCF Upg VM vCtr 6 Fnd - vCtr Srv 4 4Y=IA | \$5,104.00 | k | 31\% | \$3,521.76 | \$1,378.08 | \$1,276.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$1,276.00 | SDDC VMW Sw |
| 5 | 456-113-706 | VCF Upg VM vCtr 6 Fnd -vCtrs Srv $45 Y$ FIA | \$5,104.00 | k | 31\% | \$3,521.76 | \$1,378.08 | \$1,276.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$1,276.00 | sDDC VMW SW |
| 5 5 | 456-113-707 | SDDC MGR for Desktop 100 Pack 1 Y UPG=UB SDDC MGR for Desktop 100 Pack 2 Y UPG=UB | $\$ 3,085.00$ $\$ 3.085 .00$ | K | $31 \%$ $31 \%$ | \$2,128.65 $\$ 2,128.65$ | \$832.95 | \$771.25 $\$ 771.25$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 771.25 \\ & \$ 771.25 \end{aligned}$ | SDDC VMW SW |
| 5 | 456-113-709 | SDDC MGR for Desktop 100 Pack 3Y UPG=UB | \$3,085.00 | k | 31\% | \$2,128.65 | \$832.95 | \$771.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$771.25 | SDDC VMW SW |
| 5 | 456-113-710 | SDDC MGR for Desktop 100 Pack 4Y UPG=UB | \$3,085.00 | k | 31\% | \$2,128.65 | \$832.95 | \$771.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$771.25 | sdDC Vmw sw |
| 5 | ${ }_{\text {4 }}^{456-113-711}$ | SDDC MGR for Desktop 100 Pack 5 Y UPG=UB | \$3,085.00 | K | $31 \%$ $31 \%$ | \$2,128.65 | \$832.95 | $\$ 771.25$ $\$ 7725$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$771.25 | SDDC VMW SW |
| 5 | 456-113-712 | SDDC MGR for Desktop 10 Pack 1 Y UPG=UB | \$309.00 | k | 31\% | \$213.21 | \$83.43 | \$77.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$77.25 | SDDC VMW sw |
| 5 | 456-113-713 | SDDC MGR for Desktop 10 Pack 2 Y UPG=UB | \$309.00 | k | 31\% | \$213.21 | \$83.43 | \$77.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$77.25 | SDDC VMW SW |
| 5 | 456-113-714 | SDDC MGR for Desktop 10 Pack 3Y UPG=UB | \$309.00 | K | 31\% | \$213.21 | \$83.43 | \$77.25 | \$0.00 | $\$ 0.00$ $\$ 0.00$ |  | $\$ 0.00$ $\$ 0.00$ | $\$ 77.25$ |  |
| 5 | 456-113-715 $456-113-716$ | SDDC MGR for Desktop 10 Pack 4Y UPG=UB SDDC MGR for Desktop 10 Pack 5Y UPG=UB | \$309.00 $\$ 30900$ | K | $31 \%$ $31 \%$ | \$213.21 $\$ 213.21$ | \$83.43 | $\$ 77.25$ $\$ 77.25$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 77.25 \\ & \$ 77.25 \end{aligned}$ | sDDC VMW SW SDDC VMW sw |
| 5 | 456-113-717 | VCF for VDI:ENT 100 PK w/o Horiz 1 Y U=ZA | \$20,090.00 | k | 31\% | \$13,862.10 | \$5,424.30 | \$5,022.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$5,022.50 | sdDC vmw sw |
| 5 | 456-113-718 | VCF for VDI:ENT 100 PK w/o Horiz $2 \mathrm{Y} \mathrm{U}=\mathrm{ZA}$ | \$20,090.00 | k | 31\% | \$13,862.10 | \$5,424.30 | \$5,022.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$5,022.50 | sdDC VMw sw |
| 5 | 456-113-719 | VCF for VDI:ENT 100 PK w/o Horiz $3 \mathrm{Y} \mathrm{U}=\mathrm{ZA}$ | \$20,090.00 | k | 31\% | \$13,862.10 | \$5,424.30 | \$5,022.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$5,022.50 | SDDC VMW sw |
| 5 | 456-113-720 | VCF for VDI:ENT 100 PK w/o Horiz 4 U U=ZA | \$20,000.00 | k | 31\% | \$13,862.10 | \$5,424.30 | \$5,022.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$5,022.50 | SDDC VMW SW |
| 5 | 456-113-721 | VCF for VDI:ENT 100 PK w/o Horiz 5Y U=ZA | \$20,090.00 | k | 31\% | \$13,862.10 | \$5,424.30 | \$5,022.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$5,022.50 | SDDC VMW SW |
| 5 5 | - $\begin{aligned} & 456-113-722 \\ & 456-133-723\end{aligned}$ | VCF for VDI:ENT 10 PK w/o Horiz 1 Y U=ZZA VCF for VDI:ENT 10 PK w/o Horiz 2 Y U ZA | $\$ 2,009.00$ $\$ 20000$ | k | $31 \%$ $31 \%$ | $\$ 1,386.21$ $\$ 1,386.21$ | $\$ 542.43$ $\$ 542.43$ | $\$ 502.25$ $\$ 502.25$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$502.25 | SDDC VMW SW SDDC VMW Sw |
| 5 | 456-113-724 |  | \$2,009.00 | k | 31\% | \$1,386.21 | ${ }_{\text {S }}$ \$524.43 | \$502.25 | \$0.00 | S0.00 | \$0.00 | ${ }_{\text {S }}$ \$0.00 | \$502.25 | sdoc vmw sw |
| 5 | 456-113-725 | VCF for VDI:ENT 10 PK w/o Horiz 4Y U=ZA | \$2,009.00 | k | 31\% | \$1,386.21 | \$542.43 | \$502.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$502.25 | sDDC VMw sw |
| 5 | 456-113-726 | VCF for VDI:ENT 10 PK w/o Horiz 5Y U=ZA | \$2,009.00 | k | 31\% | \$1,386.21 | \$542.43 | \$502.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$502.25 | SDDC VMW SW |
| 5 | 456-113-727 | VCF Standard (Per CPU) 1 Y UPG=ZA | \$17,795.00 | k | 31\% | \$12,278.55 | \$4,804.65 | \$4,448.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$4,448.75 | SDDC VMW SW |
| 5 | ${ }_{\text {456-113-728 }}^{456-13}$ | VCF Standard (Per CPU) 2Y UPG=ZA | \$17,795.00 | K | 31\% | \$12,278.55 | \$4,804.65 | \$4,448.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$4,448.75 | SDDC VMW SW |
| 5 | 456-113-730 | VCF Standard (Per CPU) 4Y UPG=ZA | \$17,795.00 | к | 31\% | \$12,278.55 | ${ }_{\text {S4, }}$ \$4,84.65 | \$4,448.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | ${ }_{\$ 4,448.75}$ | SDDC VMW SW |


| BAND | SKU | description | $\begin{aligned} & \text { Model Sub } \\ & \text { ckil } \end{aligned}$ sku | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\left\|\begin{array}{c}\text { WTY UPG ENH TO } \\ \text { PS W/MC PREM } \\ \text { LP }\end{array}\right\|$ | WTY UPG BASIC TO PS ENH LP | Renewal | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | 456-113-731 | VCF Standard (Per CPU) 5Y UPG=ZA |  | \$17,795.00 | K | 31\% | \$12,278.55 | \$4,804.65 | \$4,448.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$4,448.75 | SDDC VMW SW |
| 5 | 456-113-732 | VCF Advanced (Per CPU) 1 Y UPG=ZA |  | \$20,795.00 | k | 31\% | \$14,348.55 | \$5,614.65 | \$5,198.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$5,198.75 | sdDC VMw sw |
| 5 | 456-113-733 | VCF Advanced (Per CPU) 2 Y UPG=ZA |  | \$20,795.00 | k | 31\% | \$14,348.55 | \$5,614.65 | \$5,198.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$5,198.75 | sdDC VMw sw |
| 5 | 456-113-734 | VCF Advanced (Per CPU) 3 Y UPG=ZA |  | \$20,795.00 | k | 31\% | \$14,348.55 | \$5,614.65 | \$5,198.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$5,198.75 | sDDC VMw Sw |
| 5 | 456-113-735 | VCF Advanced (Per CPU) 4 Y UPG=ZA |  | \$20,795.00 | K | 31\% | \$14,348.55 | \$5,614.65 | \$5,198.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$5,198.75 | SDDC VMW SW |
| 5 | 456-113-736 | VCF Advanced (Per CPU) 5 Y UPG=ZA |  | \$20,795.00 | k | 31\% | \$14,348.55 | \$5,614.65 | \$5,198.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$5,198.75 | SDDC VMW SW |
| 5 | ${ }^{456-113-737}$ | VCF Enterprise (Per CPU) 1Y UPG=ZA |  | \$23,995.00 | K | $31 \%$ $31 \%$ | \$16,556.55 | \$6,478.65 | \$5,998.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$55998.75 | SDDC VMW SW |
| 5 | 456-113-738 | VCF Enterprise (Per CPU) 2 Y UPG=ZA |  | \$23,995.00 | K | 31\% | \$16,556.55 | \$6,478.65 | \$5,998.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$5,998.75 | SDDC VMW SW |
| 5 | 456-113-739 | VCF Enterprise (Per CPU) 3 Y UPG=ZA |  | \$23,995.00 | K | 31\% | \$16,556.55 | \$6,478.65 | \$5,998.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$5,998.75 | SDDC VMW Sw |
| 5 | ${ }^{456-113-740}$ | VCF Enterrisise (Per CPU) 4Y UPG=ZA |  | \$23,995.00 | K | 31\% | \$16,556.55 | \$6,478.65 | \$5,998.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$5,998.75 | SDDC VMW SW |
| 5 5 | 456-113-741 | VCF Enterprise (Per CPU) 5Y UPG=ZA |  | \$23,995.00 $\$ 3,085.00$ | K | 31\% | \$16,556.55 | \$6,478.65 | \$5,998.75 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$5,998.75 | SDDC VMW SW SDDC VMW SW |
| 5 | 456-113-755 | SDDC MGR for Desktop 100 Pack 1Y=ZA |  | \$3,085.00 $\$ 3,085.00$ | K | $31 \%$ $31 \%$ | \$2,128.65 | \$832.95 | \$771.25 $\$ 771.25$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | \$771.25 |  |
| 5 | 456-113-756 | SDDC MGR for Desktop 10 Pack 1Y=ZA |  | \$309.00 | , | 31\% | \$213.21 | \$833.43 | \$77.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$77.25 | sDDC VMW Sw |
| 5 | 456-113-757 | SDDC MGR for Desktop 10 Pack 2Y=ZA |  | \$309.00 | k | 31\% | \$213.21 | \$83.43 | \$77.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$77.25 | SDDC VMW Sw |
| 5 | 456-113-758 | VCF for VDI:ENT 100 PK w/o Horiz 1Y=ZA |  | \$20,090.00 | k | 31\% | \$13,862.10 | \$5,424.30 | \$5,022.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$5,022.50 | sDDC VMw sw |
| 5 | 456-113-759 | VCF for VDI:ENT 100 PK w/o Horiz 2Y=ZA |  | \$20,090.00 | k | 31\% | \$13,862.10 | \$5,424.30 | \$5,022.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$5,022.50 | sdDC VMw sw |
| 5 | 456-113-760 | VCF for VDI:ENT 10 PK w/o Horiz $1 \mathrm{Y}=\mathrm{ZA}$ |  | \$2,009.00 | k | 31\% | \$1,386.21 | \$542.43 | \$502.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$502.25 | sDDC VMw Sw |
| 5 | 456-113-761 | VCF for VDI: ENT 10 PK w/o Horiz 2Y=ZA |  | \$2,009.00 | K | 31\% | \$1,386.21 | \$542.43 | \$502.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$502.25 | SDDC VMW SW |
| 5 | 456-113-762 | VCF Standard (Per CPU) $1 \mathrm{Y}=$ ZA |  | \$17,795.00 | k | 31\% | \$12,278.55 | \$4,804.65 | \$4,448.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$4,448.75 | sdDC VMw sw |
| 5 | 456-113-763 | VCF Standard (Per CPU) 2Y=ZA |  | \$17,795.00 | k | 31\% | \$12,278.55 | \$4,804.65 | \$4,448.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$4,448.75 | sDDC VMw sw |
| 5 | 456-113-764 | VCF Advanced (Per CPP) 1 Y=ZA |  | \$20,795.00 | k | 31\% | \$14,348.55 | \$5,614.65 | \$5,198.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$5,198.75 | SDDC VMW SW |
| 5 | 456-113-765 | VCF Advanced (Per CPU) $2 \mathrm{Y}=\mathrm{ZA}$ |  | \$20,795.00 | k | 31\% | \$14,348.55 | \$5,614.65 | \$5,198.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$5,198.75 | sDDC VMw sw |
| 5 | 456-113-766 | VCF Enterpise (Per CPU) 1 Y=ZA |  | \$23,995.00 | k | 31\% | \$16,566.55 | \$6,478.65 | \$5,998.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$5,998.75 | sDDC VMw Sw |
| 5 | 456-113-767 | VCF Enterprise (Per CPU) $2 \mathrm{Y}=\mathrm{ZA}$ |  | \$23,995.00 | k | 31\% | \$16,556.55 | \$6,478.65 | \$5,998.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$5,998.75 | SDDC VMW SW |
| 5 | 456-113-891 | VxRail VCF vSphere+VSAN to VCFSTD 1 YR=IG |  | \$9,345.00 | k | 31\% | \$6,448.05 | \$2,523.15 | \$2,336.25 | \$2,055.90 | \$0.00 | \$0.00 | \$0.00 | \$2,336.25 | VXRALL SOFTWARE |
| 5 | ${ }^{456-113-892}$ | V×Rail VCF VSphere+VSAN to VCFSTD 2 2R $=19$ |  | \$9,345.00 | k | 31\% | \$6,448.05 | \$2,523.15 | \$2,336.25 | \$2,055.90 | \$0.00 | $\$ 0.00$ | \$0.00 | \$2,336.25 | VXRALL SOFTWARE |
| 5 | $456-113-893$ $456-113-894$ | VxRail VCF vSphere+VSAN to VCFSTD 3YR=IG $-V \times$ Rail VCF vSphere+VSAN to VCFSTD 4YR=IG |  | \$9,345.00 | k | 31\% | \$6,448.05 | \$2,523.15 | \$2,336.25 | $\$ 2,055.90$ $\$ 2.055 .90$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 9.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \\ & \end{aligned}$ | \$2,336.25 | XXAIL SOFTWARE XXRAIL SOFTWARE |
| 5 | 456-113-895 | VXRRail VCF VSphere+VSAN to VCFSTD 5 SR=IG |  | \$9,345.00 $\$ 9,345.00$ | K | 31\% | \$6,448.05 | \$2,523.15 | \$2,336.25 $\$ 23625$ | \$2,055.90 | $\$ 0.00$ $\$ 0.00$ | \$8000 | S0.00 $\$ 0.00$ | ${ }_{\$ 2,336.25}$ | VXRALL SOFTWARE |
| 5 | 456-113-896 | V×Rail VCF vSphere+VSAN to VCFADV 1YR=IG |  | \$19,135.00 | k | 31\% | \$13,203.15 | \$5,166.45 | \$4,783.75 | \$4,209.70 | \$0.00 | \$0.00 | \$0.00 | ${ }_{\$ 4,783.75}$ | XRALL SOFTWARE |
| 5 | 456-113-897 | VxRail VCF vSphere+VSAN to VCFADV 2YR=IG |  | \$19,135.00 | k | 31\% | \$13,203.15 | \$5,166.45 | \$4,783.75 | \$4,209.70 | \$0.00 | \$0.00 | \$0.00 | \$4,783.75 | VRRAIL SOFTWARE |
| 5 | 456-113-898 | VxRail VCF vSphere+VSAN to VCFADV 3YR=IG |  | \$19,135.00 | k | 31\% | \$13,203.15 | \$5,166.45 | \$4,783.75 | \$4,209.70 | \$0.00 | \$0.00 | \$0.00 | \$4,783.75 | XRAIL SOFTWARE |
| 5 | 456-113-899 | VxRail VCF vSphere+VSAN to VCFADV 4 YR=IG |  | \$19,135.00 | k | 31\% | \$13,203.15 | \$5,166.45 | \$4,783.75 | \$4,209.70 | \$0.00 | \$0.00 | \$0.00 | \$4,783.75 | VXRAIL SOFTWARE |
| 5 | 456-113-900 | VxRail VCF vSphere+VSAN to VCFADV 5 YR=IG |  | \$19,135.00 | k | 31\% | \$13,203.15 | \$5,166.45 | \$4,783.75 | \$4,209.70 | \$0.00 | \$0.00 | \$0.00 | \$4,783.75 | VXRAIL SOFTWARE |
| 5 | 456-113-901 | V×Rail VCF VSphere+VSAN to VCF ENT1YR=1G |  | \$21,555.00 | k | 31\% | \$14,872.95 | \$5,819.85 | \$5,388.75 | \$4,742.10 | \$0.00 | \$0.00 | \$0.00 | \$5,388.75 | XRALL SOFTWARE |
| 5 | 456-113-902 | VxRail VCF vSphere+VSAN to VCF ENT2YR=IG |  | \$21,555.00 | k | 31\% | \$14,872.95 | \$5,819.85 | \$5,388.75 | \$4,742.10 | \$0.00 | \$0.00 | \$0.00 | \$5,388.75 | VXRALL SOFTWARE |
| 5 | 456-113-903 | V×Rail VCF vSphere+VSAN to VCF ENT3YR=IG |  | \$21,555.00 | k | 31\% | \$14,872.95 | \$5,819.85 | \$5,388.75 | \$4,742.10 | \$0.00 | \$0.00 | \$0.00 | \$5,388.75 | XRAIL SOFTWARE |
| 5 | 456-113-904 | V×Rail VCF VSphere+VSAN to VCF ENT4YR=IG |  | \$21,555.00 | k | 31\% | \$14,872.95 | \$5,819.85 | \$5,388.75 | \$4,742.10 | \$0.00 | \$0.00 | \$0.00 | \$5,388.75 | XRAIL SOFTWARE |
| 5 | 456-113-905 | V×Rail VCF vSphere+VSAN to VCF ENTSYR=IG |  | \$21,555.00 | k | 31\% | \$14,872.95 | \$5,819.85 | \$5,388.75 | \$4,742.10 | \$0.00 | \$0.00 | \$0.00 | \$5,388.75 | VRAIL SOFTWARE |
| 5 | 456-114-007 | V×R vSAN Upg from Std to Ent 1 Yr Mtn=1G |  | \$3,739.00 | k | 31\% | \$2,579.91 | \$1,009.53 | \$934.75 | \$822.58 | \$0.00 | \$0.00 | \$0.00 | \$934.75 | VRAAL SOFTWARE |
| 5 | 456-114-008 | V×R VSAN Upg from Std to Ent 2 Yr Mtn=1G |  | \$3,779.00 | k | 31\% | \$2,579.91 | \$1,009.53 | \$934.75 | \$822.58 | \$0.00 | \$0.00 | \$0.00 | \$934.75 | XRAIL SOFTWARE |
| 5 | 456-114-009 | VXR vSAN Upg from Sta to Ent 3Yr Mtn=1G |  | \$3,739.00 | k | 31\% | \$2,579.91 | \$1,009.53 | \$934.75 | \$822.58 | \$0.00 | \$0.00 | \$0.00 | \$934.75 | VXRALL Software |
| 5 | ${ }_{4}^{456-114-010}$ | V×R vSAN Ugg from Std to Ent 4Yr Mtn=1G |  | \$3,739.00 | k | $31 \%$ $31 \%$ | \$2,579.91 | \$1,009.53 | \$934.75 | \$822.58 | \$0.00 | \$0.00 | \$0.00 | \$934.75 | XRALL Software |
| 5 | 456-114-011 | VXR VSAN Upg from Std to Ent 5Yr Mtn=1G |  | \$3,739.00 | k | 31\% | \$2,579.91 | \$1,009.53 | \$934.75 | \$822.58 | \$0.00 | \$0.00 | \$0.00 | $\$ 934.75$ | XXAIL SOFTWARE |
| 5 | 456-114-012 <br> 456-114-013 | V×R vSAN Upg from Std to Adv 1 Yr Mtn=1G VxR vSAN Upg from Std to Adv 2 Yr Mtn=1G |  | $\$ 1,875.00$ $\$ 1,875.00$ | K | $31 \%$ $31 \%$ | \$1,293.75 | $\$ 506.25$ $\$ 506.25$ | $\$ 468.75$ $\$ 468.75$ | \$412.50 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$468.75 ${ }_{\text {S468.75 }}$ | XXAIL SOFTWARE VRALI SOFTWARE |
| 5 | 456-114-014 | VXR vSAN Upg from Std to Adv 3Yr Mtn=IG |  | \$1,875.00 |  | 31\% | \$1,293.75 | \$506.25 | \$468.75 | \$412.50 | \$0.00 | \$0.00 | \$0.00 | \$468.75 | VXRALL SOFTWARE |
| 5 | 456-114-015 | VXR vSAN Upg from Std to Adv 4Yr Mtn=IG |  | \$1,875.00 | k | 31\% | \$1,293.75 | \$506.25 | \$468.75 | \$412.50 | \$0.00 | \$0.00 | \$0.00 | \$468.75 | VXRALL SOFTWARE |
| 5 | 456-114-016 | VxR vSAN Upg from Std to Adv 5Yr Mtn=1G |  | \$1,875.00 | k | 31\% | \$1,293.75 | \$506.25 | \$468.75 | \$412.50 | \$0.00 | \$0.00 | \$0.00 | \$468.75 | XRAIL SOFTWARE |
| 5 | 456-114-017 | VxR vSAN Upg from Adv to Ent 1 Yr Mtn=1G |  | \$1,870.00 | k | 31\% | \$1,290.30 | \$504.90 | \$467.50 | \$411.40 | \$0.00 | \$0.00 | \$0.00 | \$467.50 | XXRAIL SOFTWARE |
| 5 | 456-114-018 | VxR vSAN Upg from Adv to Ent 2Yr Mtn=1G |  | \$1,870.00 | k | 31\% | \$1,290.30 | \$504.90 | \$467.50 | \$411.40 | \$0.00 | \$0.00 | \$0.00 | \$467.50 | XRAIL SOFTWARE |
| 5 | 456-114-019 | VXR VSAN Upg from Adv to Ent 3Yr Mtn=1G |  | \$1,870.00 | K | 31\% | \$1,290.30 | \$504.90 | \$467.50 | \$411.40 | \$0.00 | \$0.00 | \$0.00 |  | VXAIL SOFTWARE |
| 5 | 456-114-020 | VXR vSAN Upg from Adv to Ent 4 Y Y Mtn=1G |  | \$1,870.00 | K | 31\% | \$1,290.30 | \$504.90 | \$467.50 | \$411.40 | \$0.00 | \$0.00 | \$0.00 | \$467.50 | VRAIL SOFTWARE |
| 5 | 456-114-021 | VxR vSAN Upg from Adv to Ent 5 Yr Mtn=1G |  | \$1,870.00 | k | 31\% | \$1,290.30 | \$504.90 | \$467.50 | \$411.40 | \$0.00 | \$0.00 | \$0.00 | \$467.50 | VXRAIL SOFTWARE |
| 5 | 456-114-022 | VXR vSphere Basic, 1 Yr Mtn=1G |  | \$599.00 | K | 31\% | \$358.11 | \$140.13 | \$129.75 | \$114.18 | \$0.00 | \$0.00 | \$0.00 | \$129.75 | XXRAIL SOFTWARE |
| 5 | 456-114-023 | VXR vSphere Basic, 2 VY M Mtn=1G |  | \$591.00 | k | 31\% | \$358.11 | \$140.13 | \$129.75 | \$114.18 | \$0.00 | \$0.00 | \$0.00 | \$129.75 | VRAIL SOFTWARE |
| 5 | 456-114-024 | VXR vSphere Basicic 3YY Mtn=1G |  | \$519.00 | K | $31 \%$ $31 \%$ | \$358.11 | \$140.13 | \$129.75 | \$114.18 | $\$ 0.00$ $\$ 0.00$ |  | $\$ 0.00$ $\$ 0.00$ | \$129.75 |  |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | $456-114-025$ $456-114-026$ | VxR vSphere Basic, 4Yr Mtn=IG VxR vSphere Basic, 5 Yr Mtn=IG |  | \$519.00 $\$ 519.00$ | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~K} \end{aligned}$ | $\begin{aligned} & 31 \% \\ & 31 \% \\ & 31 \% \end{aligned}$ | \$358.11 | $\$ 140.13$ $\$ 140.13$ | \$129.75 $\$ 129.75$ | $\$ 114.18$ <br> $\$ 114.18$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$129.75 | XRAIL SOFTWARE VXAIL SOFTWARE |
| 5 | 456-114-036 | V×R Upg vSphere Basic, 1 Yr M $\mathrm{tm}=1 \mathrm{G}$ |  | \$519.00 |  | 31\% | \$358.11 | \$140.13 | \$129.75 | \$114.18 | \$0.00 | \$0.00 | \$0.00 | \$129.75: | RAIL UPG SOFTWARE |
| 5 | 456-114-037 | V×R Upg vSphere Basic, 2Yr Mtn=IG |  | \$519.00 | k | 31\% | \$358.11 | \$140.13 | \$129.75 | \$114.18 | \$0.00 | \$0.00 | \$0.00 | \$129.75: | AIIL UPG SOFTWARE |
| 5 | 456-114-038 | V×R Upg vSphere Basic, 3Yr Mtn=1G |  | \$519.00 | k | 31\% | \$358.11 | \$140.13 | \$129.75 | \$14.18 | \$0.00 | \$0.00 | \$0.00 | \$129.75: | AIL UPG SOFTWARE |
| 5 | 456-114-039 | V×R Upg vSphere Basic, 4Yr Mtn=1G |  | \$519.00 | k | 31\% | \$358.11 | \$140.13 | \$129.75 | \$114.18 | \$0.00 | \$0.00 | \$0.00 | \$129.75: | AIL UPG SOFTWARE |
| 5 | 456-114-040 | V×R Upg vSphere Basic, 5 Yr Mtn=1G |  | \$519.00 | k | 31\% | \$358.11 | \$140.13 | \$129.75 | \$114.18 | \$0.00 | \$0.00 | \$0.00 | \$129.75: | AIIL UPG SOFTWARE |
| 5 | 456-114-042 | VxRail VMware vSAN Ent+ 1 Y Maint=IG |  | \$0.00 | K | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VRAALL SOFTWARE |
| 5 | 456-114-043 | V×Rail MMware VSAN Ent+ 2 Y Maint=1G |  | \$0.00 | K | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VXAIL SOFTWARE |
| 5 | 456-114-044 | VxRail VMware vSAN Ent+ 3 Y Maint=\|G |  | \$0.00 | K | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VXRALL SOFTWARE |
| 5 | 456-114-045 | V×Rail VMware VSAN Ent+ 4 Y Maint=IG |  | $\$ 0.00$ $\$ 000$ | K | 31\% | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 000$ | \$0.00 | $\$ 0.00$ $\$ 000$ |  | VRAIL SOFTWARE VXRAIL SOFTWARE |
| 5 | 456-114-047 | V×Rail VMware vSANEnt to Ent +1 1YMaint=IG |  | \$3,239.00 | k | 31\% | \$2,234.91 | \$874.53 | \$809.75 | \$712.58 | \$0.00 | \$0.00 | \$0.00 | \$809.75 | VRAALI SOFTWARE |
| 5 | 456-114-048 | VxRail VMware vSANEnt to Ent+ 2YMaint=IG |  | \$3,239.00 | k | 31\% | \$2,234.91 | \$874.53 | \$809.75 | \$712.58 | \$0.00 | \$0.00 | \$0.00 | \$809.75 | VRAIL SOFTWARE |
| 5 | 456-114-049 | V×Rail VMware vSANEnt to Ent + 3YMaint $=1 G$ |  | \$3,239.00 | K | 31\% | \$2,234.91 | \$874.53 | \$809.75 | \$712.58 | \$0.00 | \$0.00 | \$0.00 | \$809.75 | VRAIL SOFTWARE |
| 5 | 456-114-050 | VxRail VMware vSANEnt to Ent+ 4YMaint=IG |  | \$3,239.00 | k | 31\% | \$2,234.91 | \$874.53 | \$809.75 | \$712.58 | \$0.00 | \$0.00 | \$0.00 | \$809.75 | VXRALL SOFTWARE |
| 5 | 456-114-051 | VxRail VMware vSANEnt to Ent + SYMaint $/ G$ |  | \$3,239.00 | K | 31\% | \$2,234.91 | - $\$ 874.53$ | \$809.75 | \$712.58 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 809.75$ $\$ 1.069 .25$ | VRAIL SOFTWARE VXAALL SOFTWARE |
| 5 5 | 456-14-052 | VxRail VMware vSANAdv to Ent+ 1 YMaint=IG VxRail VMware vSANAdv to Ent +2 2Maintic |  | \$4,277.00 $\$ 4,277.00$ | K | $31 \%$ $31 \%$ | \$2,951.13 $\$ 2,951.13$ | \$1,154.79 $\mathbf{\$ 1 , 1 5 4 . 7 9}$ | \$1,069.25 | $\$ 940.94$ $\$ 940.94$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 1,069.25$ $\$ 1,069.25$ | XRALL SOFTWARE VRAIL SOFTWARE |
| 5 | 456-114-054 | VxRail VMware vSANAdv to Ent+ 3YMaint=IG |  | \$4,277.00 | k | 31\% | \$2,951.13 | \$1,154.79 | \$1,069.25 | \$940.94 | \$0.00 | \$0.00 | \$0.00 | \$1,069.25 | VXRAIL SOFTWARE |
| 5 | 456-114-055 | VxRail VMware vSANAdv to Ent+ 4 YMaint $=16$ |  | \$4,277.00 | K | 31\% | \$2,951.13 | \$1.154.79 | \$1,069.25 | \$940.94 | \$0.00 | \$0.00 | \$0.00 | \$1,069.25 | VRAIL SOFTWARE |
|  | 456-114-056 | VxRail VMware vSANAdv to Ent+ 5 YMaint $=16$ |  | \$4,277.00 |  | 31\% | \$2,951.13 | \$1,154.79 | \$1,069.25 | \$940.94 | \$0.00 | \$0.00 | \$0.00 | \$1,069.25 | VXRALL SOFTWARE |


| BAND | SKU | DESCRIPTION | $\begin{array}{\|c} \begin{array}{c} \text { Model Sub } \\ \text { sku } \end{array} \\ \hline \end{array}$ | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | WTY UPG ENH TO <br> PS W/MC PREM <br> LP | WTY UPG BASIC TO PS ENH LP | Renewal | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | 456-14-057 | VxRail VMware vSANStd to Ent+ 1 YMaint=IG |  | \$6,237.00 | K | 31\% | \$4,303.53 | \$1,683.99 | \$1,559.25 | \$1,372.14 | \$0.00 | \$0.00 | \$0.00 | \$1,559.25 | RAIL SOFTWARE |
| 5 | 456-114-058 | VxRail VMware vSANStd to Ent+ 2YMaint=IG |  | \$6,237.00 | k | 31\% | \$4,303.53 | \$1,683.99 | \$1,559.25 | \$1,372.14 | \$0.00 | \$0.00 | \$0.00 | \$1,559.25 | VXRAIL SoFtware |
| 5 | 456-114-059 | V×Rail VMware vSANStd to Ent+ 3YMaint=IG |  | \$6,237.00 | k | 31\% | \$4,303.53 | \$1,683.99 | \$1,559.25 | \$1,372.14 | \$0.00 | \$0.00 | \$0.00 | \$1,559.25 | VXRAIL SOFTWARE |
| 5 | 456-114-060 | VxRail VMware vSANStd to Ent+ 4YMaint=1G |  | \$6,237.00 | k | 31\% | \$4,303.53 | \$1,683.99 | \$1,559.25 | \$1,372.14 | \$0.00 | \$0.00 | \$0.00 | \$1,559.25 | VXRAIL SOFTWARE |
| 5 | 456-114-061 | VxRail VMware vSANStd to Ent+ 5YMaint=IG |  | \$6,237.00 | k | 31\% | \$4,303.53 | \$1,683.99 | \$1,559.25 | \$1,372.14 | \$0.00 | \$0.00 | \$0.00 | \$1,559.25 | VXRAIL SOFTWARE |
| 5 | 456-114-085 | Secure VM Key Mgmt over KMIP Tier $1=1 \mathrm{~A}$ |  | \$8,000.00 | k | 31\% | \$5,520.00 | \$2,000.00 | \$1,840.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$1,840.00 | CLOUDLINK |
| 5 | 456-114-086 | Secure VM Key Mgmt over KMIP Tier 2=IA |  | \$6,400.00 | k | 31\% | \$4,416.00 | \$1,600.00 | \$1,472.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$1,472.00 | CLOUDLINK |
| 5 | 456-114-087 | Secure VM Key Mgmt over KMIP Tier 3=IA |  | \$4,800.00 | k | 31\% | \$3,312.00 | \$1,200.00 | \$1,104.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$1,104.00 | CLOUdLINK |
| 5 | 456-114-088 | Secure VM Key Mgmt over KMIP Tier 4=IA |  | \$3,200.00 | K | 31\% | \$2,208.00 | \$800.00 | \$736.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$736.00 | CLOUDLINK |
| 5 | 456-114-095 | Secure VM Encrypt Containers Tier 1=IA |  | \$120,000.00 | k | 31\% | \$82,800.00 | \$30,000.00 | \$27,600.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$27,600.00 | CLOUdLINK |
| 5 5 | 456-114-096 | Secure VM Encrypt Containers Tier $2=1 \mathrm{~A}$ Secure VM Encrypt |  | \$966,000.00 | K | $31 \%$ $31 \%$ | \$66,240.00 $\$ 57960.00$ | \$24,000.00 | \$22,080.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$22,080.00 | CLOUDLINK |
| 5 5 | 456-114-097 $456-14-098$ | Secure VM Encrypt Containers Tier $3=1 \mathrm{~A}$ Secure VM Encryot Containers Tier $4=1 \mathrm{~A}$ |  | \$84,000.00 | K | $31 \%$ $31 \%$ | $\$ 57.960 .00$ $\$ 52.440 .00$ | \$21,000.00 | $\$ 19,320.00$ $\$ 1748000$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$19,320.00 | CLOUDLINK CLOUDLINK |
| 5 | ${ }_{458-000-229}$ | Secure VM Encrypt Containers Tier $4=1 \mathrm{~A}$ SEL CAPTIVA STD SVR 100 K PPY BUNDLE |  | \$76,000.00 $\$ 2.725 .00$ | K | 31\% | \$52,440.00 | \$19,000.00 $\$ 790.25$ | \$17,480.00 | $\$ 0.00$ $\$ 626.75$ | \$0.00 | \$0.00 | \$0.00 | \$17,480.00 | CLOUDLINK CAPTURE |
| 5 | 458-000-230 | SEL CPTV ENTERPRISE Svr 1M PPY BUNDLE=IA |  | \$45,780.00 | ${ }_{\text {D3 }}$ | 36\% | \$29,299.20 | \$13,276.20 | \$12,360.60 | \$10,529.40 | \$8,698.20 | \$0.00 | \$0.00 | \$12,360.60 | CAPTURE |
| 5 | 458-000-231 | SEL CAPTIVA STD SERVER T/D 10K PPY=IA |  | \$1,090.00 | D3 | 36\% | \$697.60 | \$316.10 | \$294.30 | \$250.70 | \$207.10 | \$0.00 | \$0.00 | \$294.30 | CAPTURE |
| 5 | 458-000-232 | SEL CPTV Enterpr Svr T/D 100 K PPY=IA |  | \$0.00 | D3 | 36\% | \$0.00 | \$5,310.48 | \$4,944.24 | \$4,211.76 | \$3,479.28 | \$0.00 | \$0.00 | \$4,944.24 | CAPTURE |
| 5 | 458-000-233 | SEL CPTV Std Svr + Adv Rcg 100K PPY=IA |  | \$6,540.00 | D3 | 36\% | \$4,185.60 | \$1,896.60 | \$1,765.80 | \$1,504.20 | \$1,242.60 | \$0.00 | \$0.00 | \$1,765.80 | CAPTURE |
| 5 | 458-000-234 | SEL CPTV Ent Svr + Adv Rcg 1MPPY BndlliA |  | \$83,930.00 | ${ }^{\text {D3 }}$ | 36\% | \$53,715.20 | \$24,339.70 | \$22,661.10 | \$19,303.90 | \$15,946.70 | \$0.00 | \$0.00 | \$22,661.10 | CAPTURE |
| 5 | 458-000-235 | SEL CPTV Std Svr+Adv Rcg T/D 10 K PPY $=1 \mathrm{~A}$ |  | \$2,616.00 | ${ }^{\text {D3 }}$ | 36\% | \$1,674.24 | \$758.64 | \$706.32 | \$601.68 | \$497.04 | \$0.00 | \$0.00 | \$706.32 | CAPTURE |
| 5 | 458-000-236 | SEL CPTV EntSvr+AdvRcg T/D 100K PPY=IA |  | \$0.00 | ${ }^{\text {D3 }}$ | 36\% | \$0.00 | \$9,735.88 | \$9,064.44 | \$7,721.56 | \$6,378.68 | \$0.00 | \$0.00 | \$9,064.44 | CAPTURE |
| 5 | 458-000-476 | SEL CPTV Std to Entpr Upg (no vol) ${ }^{\text {a }}$ IA |  | \$32,700.00 | D3 | 36\% | \$20,928.00 | \$9,483.00 | \$8,829.00 | \$7,521.00 | \$6,213.00 | \$0.00 | \$0.00 | \$8,829.00 | CAPTURE |
| 5 | 458-000-628 | SEL Federated Search Adapter=MA |  | \$0.00 | D3 | 36\% | \$0.00 | \$6,322.00 | \$5,886.00 | \$5,014.00 | \$4,142.00 | \$0.00 | \$0.00 | \$5,886.00 | PLATFORM |
| 5 | 458-000-885 | VSPEX BLUE Software |  | \$0.00 | D3 | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | PEX blue software |
| 5 | 458-000-887 | SEL Documentum Platiorm 1-50 - UA |  | \$0.00 | ${ }^{\text {D3 }}$ | 36\% | \$0.00 | \$158.05 | \$147.15 | \$125.35 | \$103.55 | \$0.00 | \$0.00 | \$147.15 | PLATFORM |
| 5 | $458-000-888$ $458-000-889$ | SEL Documentum Platform 51-200=UA SEL Documentum Platorm 201-500=UA |  | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \text { D3 } \\ & \text { D3 } \end{aligned}$ | 36\% | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | \$126.44 $\$ 99.47$ | \$17.72 $\$ 92.61$ | $\$ 100.28$ $\$ 78.89$ | \$82.84 | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 117.72$ $\$ 92.61$ | PLATFORM |
| 5 | 458-000-890 | SEL Documentum Platform 501-1250=UA |  | \$0.00 | D3 | 36\% | \$0.00 | \$87.00 | \$81.00 | \$69.00 | \$57.00 | \$0.00 | \$0.00 | ${ }_{881.00}$ | PLATFORM |
| 5 | 458-000-891 | SEL Documentum Platform 1251-PLUS=UA |  | \$0.00 | D3 | 36\% | \$0.00 | \$79.17 | \$73.71 | \$62.79 | \$51.87 | \$0.00 | \$0.00 | \$73.71 | PLATFORM |
| 5 | 458-000-896 | SEL DCTM Platiorm Extensions 1-50=UA |  | \$0.00 | D3 | 36\% | \$0.00 | \$47.56 | \$44.28 | \$37.72 | \$31.16 | \$0.00 | \$0.00 | \$44.28 | PLATFORM |
| 5 | 458-000-897 | SEL DCTM Platform Extensions 51-200=UA |  | \$0.00 | D3 | 36\% | \$0.00 | \$37.99 | \$35.37 | \$30.13 | \$24.89 | \$0.00 | \$0.00 | \$35.37 | PLATFORM |
| 5 | 458-000-898 | SEL DCTM Platform Extension 201-500=UA |  | \$0.00 | ${ }^{\text {D3 }}$ | 36\% | \$0.00 | \$30.16 | \$28.08 | \$23.92 | \$19.76 | \$0.00 | \$0.00 | \$28.08 | PLATFORM |
| 5 | 458-000-899 | SEL DCTM Platiorm Extension501-1250=UA |  | \$0.00 | ${ }^{\text {D3 }}$ | 36\% | \$0.00 | \$26.10 | \$24.30 | \$20.70 | $\$ 17.10$ | \$0.00 | \$0.00 | \$24.30 | PLATFORM |
| 5 | 458-000-900 | SEL DCTM Platorm Extensions 1251+=UA |  | \$0.00 | ${ }^{\text {D3 }}$ | 36\% | \$0.00 | \$ $\begin{array}{r}\text { \$23.78 } \\ \$ 230750\end{array}$ | \$222.14 | \$1888.86 | \$15.58 | \$0.00 | \$0.00 | \$22.14 | PLATFORM |
| 5 | 458-000-930 | SEL Documentum XDB Bundle=ZA |  | \$0.00 | D3 | 36\% | \$0.00 | \$23,707.50 | \$22,072.50 | $\$ 18.802 .50$ $\$ 16100$ | \$15,532.50 | \$0.00 | \$0.00 | \$22,072.50 | XCP ${ }_{\text {X }}$ |
| 5 | ${ }_{4}^{458-001-531}$ | SEL Life Sciences Suite Contributor =UA |  | \$0.00 | D3 | $36 \%$ $36 \%$ | $\$ 0.00$ $\$ 0.00$ | \$203.00 $\$ 87.00$ | \$189.00 | \$161.00 $\$ 69.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 | \$189.00 | SE DOCUMENT MANAGEMENT |
| 5 | 458-001-739 | HCIA UP VXRRail vSphere SOFTWARE |  | \$0.00 | K | 31\% | \$0.00 | \$\$0.00 | \$ $\$ 0.00$ | \$\$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VXRAIL SOFTWARE |
| 5 | 458-002-010 | Secure VM KMIP Client Perpetual |  | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Cloudink |
| 5 | 458-002-012 | Secure VM SecvM Perp HCP Bundle |  | \$0.00 | K | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CLOUDLINK |
| 5 | 458-002-024 | SEL Captiva StdSSr 100K PPY Bundle=IA |  | \$0.00 | D3 | 36\% | \$0.00 | \$1,102.00 | \$1,026.00 | \$874.00 | \$722.00 | \$0.00 | \$0.00 | \$1,026.00 | APTIVAIA PRODUCTS |
| 5 | $458-002-025$ $458-022027$ | SEL Captiva Ent Svr 1M PPY BundleIA |  | $\$ 0.00$ $\$ 0.00$ | ${ }_{\text {D3 }}$ | 36\% | $\$ 0.00$ $\$ 0.00$ | \$13,572.00 $\$ 255200$ | $\$ 12,636.00$ $\$ 237600$ | $\$ 10,764.00$ $\$ 2024$ | \$88892.00 | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 12,636.00$ $\$ 237600$ | APTIVAIA PRODUCTS |
|  | 458-002-027 458-002-028 | SEL Capt StdSvr+AdvRcg 100KPPY Bundle=IA SEL Capt Ent Svr+Adv Rcg 1MPPY Bundle=1A |  | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \text { D3 } \\ & \text { D3 } \end{aligned}$ | $36 \%$ $36 \%$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 2,552.00 \\ & \$ 24,998.00 \end{aligned}$ | $\begin{array}{r} \$ 2,376.00 \\ \$ 23,274.00 \end{array}$ | $\begin{array}{r} \$ 2,024.00 \\ \$ 19,826.00 \end{array}$ | $\begin{array}{r} \$ 1,672.00 \\ \$ 16,378.00 \end{array}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 2,376.00 \mathrm{~A} \\ & \$ 23,274.00 \mathrm{~A} \end{aligned}$ | APTIVAIA PRODUCTS APTIVAIA PRODUCTS |
| 5 | 458-002-030 | SEL Capt Std to Ent Upgrade (NO VOL) =IA |  | \$0.00 | D3 | 36\% | \$0.00 | \$11,252.00 | \$10,476.00 | \$8,924.00 | \$7,372.00 | \$0.00 | \$0.00 | \$10,476.00 | APTIVAIA PRODUCTS |
| 5 | 458-002-204 | HCIA NP V×Rail VSphere Software |  | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vXRAIL SoFtware |
| 5 | 458-002-205 | HCIA UP V×Rail VSphere Software |  | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vXRAIL SoFTWARE |
| 5 | 458-002-340 | Secure VM SED Perp Tier $1=1 \mathrm{~A}$ |  | \$1,250.00 | K | $31 \%$ $31 \%$ | \$862.50 | \$312.50 | \$287.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$287.50 | CLOUDLINK CLOUDLINK |
| 5 5 | 458-002-361 | Secure VM SED Perp Tier 2=AA Secure VM SED Perp Tier $3=1 /$ |  | \$1,000.00 | K | 31\% | \$690.00 | \$250.00 | \$230.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 230.00$ $\$ 172.50$ | CLOUDLINK CLOUDLINK |
| 5 | 458-002-363 | Secure VM SED Perp Tier $3=A$ Secure VM SED Perp Tier $4=1 /$ |  | \$ ${ }^{\$ 750.00}$ | k | 31\% | \$517.50 | \$128.500 | \$172.50 | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$8000 | \$0.00 | \$115.00 | CLOULLINK |
| 5 | 458-002-371 | Secure VM Encryption for Machines |  | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CLOUDLINK |
| 5 | 458-002-372 | Secure VM Encryption for Machines CPSD |  | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CLOUDLINK |
| 5 | ${ }^{458-002-391}$ | VMware Cloud Foundation Suite |  | \$0.00 | K | $31 \%$ $31 \%$ | \$\$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | sdDC VMw sw |
| 5 | 458-002-442 | Secure VM Key Mgmt for SED Tier 1=IA |  | \$1,250.00 | k | 31\% | \$862.50 | \$312.50 | \$287.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$287.50 | CLOUDLINK |
| 5 5 | 458-002-443 $458-002-444$ | Secure VM Key Mgmt for SED Tier 2=AA Secure VM Key Mgnt for SED Tier $3=1 \mathrm{~A}$ |  | \$1,00.00 | K | $31 \%$ $31 \%$ | $\$ 690.00$ $\$ 517.50$ | $\$ 250.00$ $\$ 187.50$ | $\$ 230.00$ $\$ 17250$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 230.00$ $\$ 172.50$ | CLOUDLINK CLOUDLINK |
| 5 | 458-002-445 | Secure VM Key Mgmt for SED |  | \$750.00 | k | 31\% | \$345.00 | \$187.500 | \$112.00 | \$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$175.50 | CLOUDLINK |
| 5 | 458-002-456 | VMware Cloud FDN w/o vSphere |  | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SDDC VMW Sw |
| 5 | 458-002-457 | VCF SDDCMgr NSXAdv w/ HZN ENT |  | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SDDC VMW SW |
| 5 | 458-002-458 | VCF SDDCMgr NSXAdv w/ HZN ENT 10PK |  | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SDDC VMW SW |
| 5 | 458-002-459 |  |  | \$0.00 | K | $31 \%$ $31 \%$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  |
| 5 5 | 458-022-460 | VCF SDDCMgrNSXAdv w/o HZN ENT 10PK VMware vCtr Srve 6 Std vSphere 6 |  | $\$ 0.00$ $\$ 0.00$ | K | $31 \%$ $31 \%$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SDDC VMW SW SDDC VMW Sw |
| 5 | 458-002-462 | VCF Upg VMw vCtr 6 Fnd - vCtr Srv |  | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SDDC VMW Sw |
| 5 | 458-002-463 | SDDC MGR for Desktop 100 Pack |  | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | sdDC Vmw sw |
| 5 | 458-002-464 | SDDC MGR for Desktop 10 Pack |  | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | sdDC VMw sw |
| 5 | 458-002-465 | VCF for VII: ENT 100 Pack w/o Horiz |  | \$0.00 | K | $31 \%$ $31 \%$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SDDC VMW SW |
| 5 | 458-002-466 | VCF for VDI: ENT 10 Pack w/o Horiz |  | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SDDC VMW SW SDDC VMW Sw |
| 5 5 | 458-002-471 | VCF Standard (Per CPU) VCF Advanced (Per CPU) |  | $\$ 0.00$ $\$ 0.00$ | K | $31 \%$ $31 \%$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SDDC VMW SW SDDC VMW Sw |
| 5 | 458-002-473 | VCF Enterorise (Per CPU) |  | \$0.00 | K | 31\% | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SDDC VMW Sw |
| 5 | 458-002-486 | VMware Cloud Foundation Suite UPG |  | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | sdDC VMw sw |
| 5 | 458-002-487 | VMware Cloud FDN w/o vSphere UPG |  | \$0.00 | K | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | sDDC VMW SW |
| 5 | 458-002-488 | VCF SDDCMgr NSXAdv w/HZN ENT UPG |  | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SDDC VMW SW |
| 5 5 | 458-02-489 | VCF SDDCMgr NSXAdv w/HZN ENT 10PK UPG |  | $\$ 0.00$ $\$ 0.00$ | K | $31 \%$ $31 \%$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SDDC VMW SW SDDC VMW Sw |
| 5 | 458-002-491 | VCF SDDCMgrns ${ }^{\text {adv W/o HZN ENT 1 } 10 P K \text { UPG }}$ |  | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SDDC VMW SW |
| 5 | 458-002-492 | VMware vCtr Srur 6 Std vSphere 6 UPG |  | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | sdDC VMw sw |
| 5 | 458-002-493 | VCF Upg VMw vCtr 6 Fnd - vCtr Srv UPG |  | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SDDC VMW SW |


| BAND | SKU | description | $\begin{aligned} & \text { Model Sub } \\ & \text { ckil } \end{aligned}$ sku | EMC LIST PRICE USD | category CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\left\|\begin{array}{c}\text { WTY UPG ENH TO } \\ \text { PS W/MC PREM } \\ \text { LP }\end{array}\right\|$ | WTY UPG BASIC TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | 458-002-494 | SDDC MGR for Desktop 100 Pack UPG |  | \$0.00 | K | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.0 | SDDC VMW SW |
| 5 | 458-02-495 | SDDC MGR for Desktop 10 Pack UPG |  | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.0 | sddc vmw sw |
| 5 | 458-022-496 | VCF for VDI: ENT 100 Pack w/o Horiz UPG |  | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.0 | sdDC vmw sw |
| 5 | 458-002-497 | VCF for VDI: ENT 10 Pack w/o Horiz UPG |  | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.0 | sdDC VMw sw |
| 5 | 458-002-498 | VCF Standard (Per CPU) UPG |  | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.0 | SDDC VMW Sw |
| 5 | 458-02-499 | VCF Advanced (Per CPU) UPG |  | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.0 | sdDC vmw sw |
| 5 | 458-002-500 | VCF Enterprise (Per CPU) UPG |  | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.0 | sddc vmw sw |
| 5 | 458-002-517 | VxRail VMware vSAN Advanced |  | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | vXRAIL SOFTWARE |
| 5 | 458-022-518 | VXRail VMware vSAN Standard |  | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | vXRAIL Software |
| 5 | 458-002-519 | VxRail VMware vSAN Enterrise |  | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | vXRaAL Software |
| 5 | 458-002-532 | VxRail VMware vSAN Ent RASR |  | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | vXRAIL SOFTWARE |
| 5 | 458-002-572 | VXRAIL VCF VSPHERE+VSAN TO VCFSTD |  | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | vXRAIL SoFtware |
| 5 | 458-002-573 | VXRAIL VCF VSPHERE+VSAN TO VCFADV |  | \$0.00 | K | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | VXRAIL SOFTWARE |
| 5 | 458-002-574 | VxRail VCF vSphere+VSAN to VCF ENT |  | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | VXRAIL SOFTWARE |
| 5 | 458-002-654 | vSAN Upg from Std to Ent |  | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.0 | vXRAIL SoFtware |
| 5 | 458-002-655 | vSAN Upg from Std to Adv |  | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | VXRAIL SOFTWARE |
| 5 | 458-002-656 | vSAN Upg from Adv to Ent |  | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | VXRAIL SOFTWARE |
| 5 | 458-002-657 | vSphere Basic |  | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | vXRAIL SOFTWARE |
| 5 | 458-002-661 | VxR Upg VSphere Basic |  | \$0.00 | K | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | RALL UPG SOFTWARE |
| 5 | 458-002-663 | VxRail VMware vSAN Enterprise Plus |  | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | vXRAIL Software |
| 5 | 458-002-664 | vSAN Upg from Ent to Ent+ |  | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | vXRaIL SoFtware |
| 5 | 458-002-665 | vSAN Upg from Adv to Ent+ |  | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | VXRAIL SOFTWARE |
| 5 | 458-002-666 | vSAN Upg from Std to Ent+ |  | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | VXRAIL SOFTWARE |
| 5 | 458-002-670 | vSAN Upg from Adv to Ent CCU |  | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | RAIL UPG Software |
| 5 | 458-002-685 | Secure VM Key Management over KMIP |  | \$0.00 | K | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.0 | CLOUDLINK |
| 5 | 458-002-693 | Secure VM Encryption for Containers |  | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.0 | CLOUDLINK |
| 5 | 470-AAGL | SEL-SF+ 0.5 m SFP+DAC Cable Attach |  | \$65.00 | k | 31\% | \$44.85 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.0 | dell networking |
| 5 | 470-AAGN | SEL- SFP/SFP+ DAC 1M Attach |  | \$75.00 | k | 31\% | \$51.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | deLL Networking |
| 5 | 470-AAGP | SEL - SFP/SFP+ DAC 3M Attach |  | \$105.00 | k | 31\% | \$72.45 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.0 | dell networking |
| 5 | 470-AAGR | SEL - SFP//FFP+ DAC 5M Attach |  | \$135.00 | k | 31\% | \$93.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.0 | DELL NETWORKING |
| 5 | 470-AAGT | SEL- SFP/SFP+ DAC 7M Attach |  | \$310.00 | k | 31\% | \$213.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 5 | 470-AAVG | SEL - SFP/SFP+ DAC 5M Cus Kit |  | \$135.00 | K | $31 \%$ $31 \%$ | \$93.15 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | DELL NETWORKING |
| 5 | 470-AAVI | SEL - SFP/SFP+ DAC 7M Cus Kit |  | \$310.00 | k | 31\% | \$213.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DeLl NETWORKING |
| 5 | 470-AAVJ | SEL DAC-SFP-10G-3M |  | \$105.00 | k | 31\% | \$72.45 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.0 | dell networking |
| 5 | 470-AAVK | SEL GOYKFHS - 0.5 m SFP+DAC Cable Cus Kit |  | \$65.00 | K | 31\% | \$44.85 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 | 470-AAVR | SEL - QSFP+ - 40G DAC 1M Cuskit |  | \$150.00 | k | 31\% | \$103.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 | 470-AAWE | SEL - QSFP+ - 40G DAC 5M Cuskit |  | \$280.00 | k | 31\% | \$193.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.0 | dell networking |
| 5 | 470-AAWN | SEL - QSFP+ - 40G DAC 3M Cuskit |  | \$220.00 | K | 31\% | \$151.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 | 470-AAXB | SEL - QSFP+-40G DAC 0.5M Cuskit |  | \$120.00 | k | 31\% | \$82.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 | 470-AAXI | SEL- - SFPP+-40G DAC 7M Cuskit |  | \$350.00 | K | 31\% | \$241.50 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | DELL NETWORKING |
| 5 | 470-AAZM 470-ABNZ | SEL - QSFP+-40G AOC 10M Cuskit SEL - QSFP28-100G AOC 7 m Attach |  | $\$ 950.00$ $\$ 2,150.00$ | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~K} \end{aligned}$ | $\begin{aligned} & 31 \% \\ & 31 \% \\ & 31 \% \end{aligned}$ | $\$ 655.50$ $\$ 1,483.50$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | \$\$0.00 | DELL NETWORKING DELL NETWORKING |
| 5 | 470-ABOL | SEL MPO Crossover Fiber Cable 3M Attach |  | \$215.00 | k | 31\% | \$148.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 470-ABOM | SEL MPO Crossover Fiber Cable 7M Attach |  | \$300.00 | k | 31\% | \$207.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 | $470-\mathrm{ABON}$ | SEL MPO Crossover Fiber Cable 10M Attach |  | \$325.00 | k | 31\% | \$224.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.0 | DELL NETWORKING |
| 5 | 470-ABOV | SEL - QSFP28-100G DAC 1 m Attach |  | \$320.00 | K | 31\% | \$220.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | DELL NETWORKING |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | 470-ABOW 470-ABOY | SEL - QSFP28-100G DAC 2 m Attach SEL- QSFP28-100G DAC 5 m Attach |  | \$325.00 | K | 31\% | \$224.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | DELL NETWORKING DELL NETWORKING |
| 5 | 470-ABOZ | SEL - SFP/SFP+ DAC 2M Attach |  | \$95.00 | k | 31\% | \$65.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 | 470-ABPD | SEL MPO Crossover Fiber Cable 5M Attach |  | \$249.00 | k | 31\% | \$171.81 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 470-ABPI | SEL G90Y2M1 --100G AOC 7m Cus Kit |  | \$2,150.00 | k | 31\% | \$1,483.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.0 | dell networking |
| 5 | $470-\mathrm{ABPJ}$ | SEL - QSFP28-100G AOC 30M Cuskit |  | \$2,300.00 | K | 31\% | \$1,587.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.0 |  |
| 5 | 470-ABPM | SEL- QSFP28-100G AOC 10M Cuskit |  | \$2,200.00 | k | 31\% | \$1,518.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 | 470-ABPN | SEL MPO Crossover Fiber Cable 3M Cuskit |  | \$215.00 | K | 31\% | \$148.35 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 000$ | \$0.00 | \$0.00 | \$0.0 | DELL NETWORKING |
| 5 | 470-ABPQ | SEL MPO Crossover Fiber Cable 5M Cuskit |  | \$249.00 | k | 31\% | \$171.81 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.0 | dem |
| 5 | 470-ABPS | SEL - SFP/SFP+ DAC 2M Cus Kit |  | \$95.00 | k | 31\% | \$65.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.0 | dell networking |
| 5 | $470-\mathrm{ABPU}$ | SEL G5XZ 1 KV - 100 O d DAC 5 m Cus Kit |  | \$700.00 | K | 31\% | \$483.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 | $470-\mathrm{ABPV}$ | SEL MPO Crossover Fiber Cable 10M Cuskit |  | \$325.00 | k | 31\% | \$224.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.0 | DELL NETWORKING |
| 5 | 470-ABPW | SEL - QSFP28-100G DAC 0.5M Cuskit |  | \$315.00 | K | $31 \%$ $31 \%$ | \$217.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | DELL NETWORKING |
| 5 | 470-ABPY | SEL GZ80XFA - 100 G DAC 1 m Cus Kit SEL - QSFP+-40G DAC 2 Cl Cuskit |  | $\$ 320.00$ $\$ 190.00$ | K | 31\% | \$220.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.0 | DELL NETWORKING DELL NETWORKING |
| 5 | 470-ABQG | SEL G1KMJEI - 100 O DAC 2 m Cus Kit |  | \$325.00 | k | 31\% | \$224.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.0 | DELL NETWORKING |
| 5 | 470-ACES | SEL - SFP28 25 G DAC 1m Attach |  | \$125.00 | K | 31\% | \$886.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 470-ACEU | SEL Guobgrv - 25G dac 3m Cus Kit |  | \$135.00 | k | 31\% | \$93.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.0 | dell networking |
| 5 | 470-ACEV | SEL-SFP28-25G DAC 3m Attach |  | \$135.00 | k | $31 \%$ $31 \%$ | \$93.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.0 | DELL NETWORKING |
| 5 | 470-ACEX | SEL GT1X2ND 25 G DAC 1 m Cus Kit |  | \$125.00 | k | 31\% | \$86.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 5 | 470-ACLK 470-ACLS | SEL - LC/LC Fiber Patch Cable 5M Attach SEL - LC/LC Fiber Patch Cable 2M Attach |  | $\$ 65.00$ $\$ 50.00$ | K | 31\% | \$444.85 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 |  |
| 5 | 470-ACLS | SEL - LC/LC Fiber Patch Cable 2 MA Atach SEL LC/LC Fiber Patch Cable 2 M Cus Kit |  | \$50.00 $\$ 50.00$ | K | 31\% | \$34.50 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$\$0.00 | DELL NETWORKING |
| 5 | 470-ACLU | SEL - QSFP28-100G AOC 3M Cuskit |  | \$1,850.00 | , | 31\% | \$1,276.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.0 | DELL NETWORKING |
| 5 | 470-ACLY | SEL LC/LC Fiber Patch Cable 5 M Cus Kit |  | \$65.00 | K | 31\% | \$44.85 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.0 | DEL NETWORKING |
| 5 | 470-ACMF | SEL LC/LC Fiber Patch Cable 3M Attach |  | \$58.00 | k | 31\% | \$40.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 | 470-ACMH | SEL LC/LC Fiber Patch Cable 10M Attach |  | \$85.00 | K | 31\% | \$588.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.0 | DELL NETWORKING |
| 5 | 470-ACMN 470 ACMO | SEL LC/LC Fiber Patch Cable 10 M Cus Kit SEL LC/LC Fiber Patch Cable 3M Cus Kit |  | \$85.00 $\$ 58.00$ | K | $31 \%$ $31 \%$ | \$588.65 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | DELL NETWORKING |
| 5 | 470-ACOR | SEL - QSFP+-40G AOC 3M Cuskit |  | \$725.00 | , | 31\% | \$500.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.0 | DELL NETWORKING |
| 5 | ${ }^{\text {50DLSSP }}$ | SEL DT 50 USERS + SS + SUPPORT FIRST YR |  | \$1,352.00 | K | 31\% | \$932.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.0 | VARONIS |
|  | 5212AMER1PMC | SEL S5212F-ON 1 Yr ProSupport MC (4 hr) |  | \$1,649.00 | F1 | 2\% | \$1,616.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |


| BAND | SKU | description | $\begin{gathered} \text { Model Sub } \\ \text { sku } \end{gathered}$ | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\left\|\begin{array}{c}\text { WTY UPG ENH TO } \\ \text { PS W/MC PREM } \\ \text { LP }\end{array}\right\|$ | WTY UPG BASIC TO PS ENH LP | Renewal | THIRD PARTY PRODUCT partner |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | 5212 AMER1PNBD | SEL S5212F-ON 1 Yr ProSupport NBD |  | \$1,029.00 | F1 | 2\% | \$1,008.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | ELL NETWORKING |
| 5 | 5212AMER1PPMC | SEL S5212F-ON 1Yr ProSupportPlus MC(4hr) |  | \$2,268.00 | F1 | 2\% | \$2,222.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5212AMER1RTD | SEL S5212F-ON 1 Y R Return to Depot |  | \$99.00 | F1 | 2\% | \$97.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5212AMER3PMC | SEL S5212F-ON 3 Yr ProSupport MC (4 hr) |  | \$3,198.00 | F1 | 2\% | \$3,134.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5212AMER3PPMC | SEL S5212F-ON 3Yr ProsupportPlus MC(4hr) |  | \$4,438.00 | F1 | 2\% | \$4,349.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5212AMER3PSNBD | SEL S5212F-ON 3 Yr ProSupport NBD |  | \$1,958.00 | F1 | 2\% | \$1,918.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5212AMER5PMC | SEL S5212F-ON 5 Yr ProSupport MC (4 hr) |  | \$5,057.00 | F1 | 2\% | \$4,955.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 | 5212AMER5PNBD | SEL S5212F-ON 5 Yr ProSupport NBD |  | \$3,074.00 | F1 | 2\% | \$3,012.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5212AMER5PPMC | SEL S5212F-ON 5Yr ProsupportPlus MC(4hr) |  | \$7,041.00 | F1 | 2\% | \$6,900.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5212APJ1PMC | SEL S5212F-ON 1 Yr ProSupport MC (4 hr) |  | \$1,490.83 | F1 | 2\% | \$1,461.01 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5212APJ1PNBD | SEL S5212F-ON 1 Yr ProSupport NBD |  | \$745.83 | F1 | 2\% | \$730.91 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5212APJ1PPMC | SEL S5212F-ON 1Yr ProSupportPlus MC(4hr) |  | \$2,087.50 | F1 | 2\% | \$2,045.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5212 APJ1RTD | SEL S5212F-ON 1 Yr Return to Depot |  | \$149.17 | F1 | 2\% | \$146.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5212APJ3PMC | SEL S5212F-ON 3 Yr ProSupport MC (4 hr) |  | \$2,982.50 | F1 | 2\% | \$2,922.85 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5212APJ3PNBD | SEL S5212F-ON 3 Yr ProSupport NBD |  | \$1,490.83 | F1 | 2\% | \$1,461.01 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5212APJ3PPMC | SEL S S 5212 F-ON 3Yr ProsupportPlus MC(4hr) |  | \$4,174.17 | F1 | 2\% | \$4,090.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5212APJ5PNBD | SEL S5212F-ON 5 Yr ProSupport NBD |  | \$2,683.33 | F1 | 2\% | \$2,629.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5212APJ5PPMC | SEL S5212F-ON 5Yr ProSupportPlus MC(4hr) |  | \$7,514.17 | F1 | 2\% | \$7,363.89 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5212BRA1PMC | SEL S5212F-ON 1 Yr ProSupport MC (4 hr) |  | \$1,649.00 | F1 | 2\% | \$1,616.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5212BRA1PNBD | SEL S5212F-ON 1 Yr ProSupport NBD |  | \$1,029.00 | F1 | 2\% | \$1,008.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5212BRA1PPMC | SEL S5212F-ON 1Yr ProsupportPlus MC(4hr) |  | \$2,268.00 | F1 | 2\% | \$2,222.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | deLl networking |
| 5 | $5212 \mathrm{BRA1RTD}$ | SEL S5212F-ON 1 Yr Return to Depot |  | \$99.00 | F1 | 2\% | \$97.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5212BRA3PMC | SEL S5212F-ON 3 Yr ProSupport MC (4 hr) |  | \$3,198.00 | F1 | 2\% | \$3,134.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5212BRA3PPMC | SEL S5212F-ON 3Yr ProsupportPlus MC(4hr) |  | \$4,438.00 | F1 | 2\% | \$4,349.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | $5212 B R A 3 P S N B D$ | SEL S5212F-ON 3 Yr ProSupport NBD |  | \$1,958.00 | F1 | 2\% | \$1,918.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5212BRASPMC | SEL S5212F-ON 5 Yr ProSupport MC (4 hr) |  | \$5,057.00 | F1 | 2\% | \$4,955.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5212BRA5PNBD | SEL S5212F-ON 5 Yr ProSupport NBD |  | \$3,074.00 | F1 | 2\% | \$3,012.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5212BRA5PPMC | SEL S5212F-ON 5Yr ProSupportPlus MC(4hr) |  | \$7,041.00 | F1 | 2\% | \$6,900.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5212EMEA1PMC | SEL S5212F-ON 1 Yr ProSupport MC (4 hr) |  | \$1,688.56 | F1 | 2\% | \$1,654.79 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.0 | dell networking |
| 5 | 5212EMEA1PNBD | SEL S5212F-ON 1 Yr ProSupport NBD |  | \$750.61 | F1 | 2\% | \$735.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5212EMEA1PPMC | SEL S5212F-ON 1Yr ProSupportPlus MC(4hr) |  | \$2,402.68 | F1 | 2\% | \$2,354.63 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5212EMEA1RTD | SEL S5212F-ON 1 Yr Return to Depot |  | \$199.51 | F1 | 2\% | \$195.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.0 | dell networking |
| 5 | 5212EMEA3PMC | SEL S5212F-ON 3 Y ProSupport MC (4 hr) |  | \$3,565.69 | F1 | 2\% | \$3,494.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5212EMEA3PNBD | SEL S5212F-ON 3 Yr ProSupport NBD |  | \$1,688.56 | F1 | 2\% | \$1,654.79 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5212EMEA3PPMC | SEL S5212F-ON 3Yr ProsupportPlus MC(4hr) |  | \$4,992.70 | F1 | 2\% | \$4,892.85 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5212EMEASPMC | SEL S5212F-ON 5 Yr ProSupport MC (4 hr) |  | \$5,818.73 | F1 | 2\% | \$5,702.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | $5212 \mathrm{EmEA5PNBD}$ | SEL S5212F-ON 5 Yr ProSupport NBD |  | \$2,815.09 | F1 | 2\% | \$2,758.79 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.0 | dell networking |
| 5 | 5212 EMEA5PPMC | SEL S5212F-ON 5Yr ProsupportPlus MC(4hr) |  | \$8,099.76 | F1 | 2\% | \$7,937.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 | 5212LATAM 1 PMC | SEL S5212F-ON 1 Yr ProSupport MC (4 hr) |  | \$1,649.00 | F1 | 2\% | \$1,616.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5212LATAM1PNBD | SEL S5212F-ON 1 Yr ProSupport NBD |  | \$1,029.00 | F1 | 2\% | \$1,008.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5212LATAM1PPMC | SEL S5212F-ON 1Yr ProsupportPlus MC(4hr) |  | \$2,268.00 | F1 | 2\% | \$2,222.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5212LATAM1RTD | SEL S5212F-ON 1 Yr Return to Depot |  | \$99.00 | F1 | 2\% | \$97.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5212LATAM3PMC | SEL S5212F-ON 3 Yr ProSupport MC (4 hr) |  | \$3,198.00 | F1 | 2\% | \$3,134.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5212LATAM3PNBD | SEL S5212F-ON 3 Y ProSupport NBD |  | \$1,958.00 | F1 | 2\% | \$1,918.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |  |
| 5 | 5212LATAM3PPMC | SEL S5212F-ON 3Yr ProsupportPlus MC(4hr) |  | \$4,438.00 | F1 | 2\% | \$4,349.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 | 5212LATAM5PMC | SEL S5212F-ON 5 Yr ProSupport MC (4 hr) |  | \$5,057.00 | F1 | 2\% | \$4,955.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5212LATAM5PNBD | SEL S5212F-ON 5 Yr ProSupport NBD |  | \$3,074.00 | F1 | 2\% | \$3,012.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |  |
| 5 | 5212LATAM5PPMC | SEL S 5212F-ON 5Yr ProsupportPlus MC(4hr) |  | \$7,041.00 | F1 | 2\% | \$6,900.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | 5224AMER1PMC | SEL S5224--ON 1 Yr Prosupport MC ( 4 hr) |  | \$2,099.00 | F1 | 2\% | \$2,057.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 | 5224AMER1PPMC | SEL S5224--ON 1Yr ProsupportPlus MC(4hr) |  | \$2,898.00 | F1 | 2\% | \$2,840.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$0.00 | \$0.0 | DELL NETWORKING |
| 5 | 5224AMER1RTD | SEL S5224F-ON 1 Yr Return to Depot |  | \$99.00 | F1 | 2\% | \$97.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5224AMER3PMC | SEL S5224--ON 3 Yr ProSupport MC (4 hr) |  | \$4,098.00 | F1 | 2\% | \$4,016.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5224AMER3PPMC | SEL S5224F-ON 3Yr ProSupportPlus MC(4hr) |  | \$5,698.00 | F1 | 2\% | \$5,584.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5224AMER3PSNBD | SEL S5224F-ON 3 Yr ProSupport NBD |  | \$2,498.00 | F1 | 2\% | \$2,448.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5224AMER5PMC | SEL S5224--ON 5 Yr ProSupport MC (4 hr) |  | \$6,497.00 | F1 | 2\% | \$6,367.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5224AMER5PNBD | SEL S5224F-ON 5 Yr ProSupport NBD |  | \$3,938.00 | F1 | 2\% | \$3,859.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 | 5224AMER5PPMC | SEL S5224F-ON 5Yr ProSupportPlus MC(4hr) |  | \$9,057.00 | F1 | 2\% | \$8,875.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5224APJ1PMC | SEL S5224--ON 1 Yr ProSupport MC (4 hr) |  | \$1,938.33 | F1 | 2\% | \$1,899.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5224APJ1PNBD | SEL S5224F-ON 1 Yr ProSupport NBD |  | \$969.17 | F1 | 2\% | \$949.79 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.0 | dell networking |
| 5 | 5224APJ1PPMC | SEL S5224F-ON 1Yr ProSupportPlus MC(4hr) |  | \$2,714.17 | F1 | 2\% | \$2,659.89 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5224APJ1RTD | SEL S5224F-ON 1 Yr Return to Depot |  | \$194.17 | F1 | 2\% | \$190.29 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5224APJ3PMC | SEL S5224F-ON 3 Yr ProSupport MC (4 hr) |  | \$3,876.67 | F1 | 2\% | \$3,799.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.0 | dell networking |
| 5 | 5224APJ3PNBD | SEL S5224F-ON 3 Yr ProSupport NBD |  | \$1,938.33 | F1 | 2\% | \$1,899.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5224APJ3PPMC | SEL S5224F-ON 3Yr ProSupportPlus MC(4hr) |  | \$5,427.50 | F1 | 2\% | \$5,318.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5224APJ5PNBD | SEL S5224F-ON 5 Yr ProSupport NBD |  | \$3,489.17 | F1 | 2\% | \$3,419.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5224APJ5PPMC | SEL S5224F-ON 5Yr ProsupportPlus MC(4hr) |  | \$9,769.17 | F1 | 2\% | \$9,573.79 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 52248RA1PMC | SEL S5224F-ON 1 Yr ProSupport MC (4 hr) |  | \$2,099.00 | F1 | 2\% | \$2,057.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 52248RA1PNBD | SEL S5224F-ON 1 Y Prosupport NBD |  | \$1,299.00 | F1 | 2\% | \$1,273.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5224BRAAPPMC 5224BRA1RTD | SEL S5224F-ON 1 Yr ProsupportPlus MC(4hr) SEL S5224-ON 1 Yr Return to Depot |  | $\$ 2,898.00$ $\$ 99.00$ | F1 | 2\% | \$2,840.04 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.0 S0.0 | DELL NETWORKING |
| 5 | 5224BRA3PMC | SEL S5224--ON 3 Yr ProSupport MC (4 hr) |  | \$4,098.00 | F1 | 2\% | \$4,016.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5224BRA3PPMC | SEL S5224F-ON 3Yr ProsupportPlus MC(4hr) |  | \$5,698.00 | F1 | 2\% | \$5,584.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5224BRA3PSNBD | SEL S5224F-ON 3 Yr ProSupport NBD |  | \$1,958.00 | F1 | 2\% | \$1,918.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | deLl networking |
| 5 | 52248RASPMC | SEL S5224F-ON 5 Y Prosupport MC (4 hr) |  | \$6,497.00 | F1 | 2\% | \$6,367.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.0 | DELL NETWORKING |
| 5 | 5224BRASPNBD 5224BRASPPMC | SEL S5224F-ON 5 Yr ProSupport NBD SEL S5224-ON 5 Yr Prosupportlus MC(4hr) |  | $\$ 3,938.00$ $\$ 9,057.00$ | F1 | 2\% | $\$ 3,859.24$ $\$ 8,875.86$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | DELL NETWORKING |
| 5 | 5224EMEA1PMC | SEL S5224F-ON 1 Yr ProSupport MC (4 hr) |  | \$2,542.58 | F1 | 2\% | \$2,491.73 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5224EMEA1PNBD | SEL S5224F-ON 1 Yr ProSupport NBD |  | \$1,130.17 | F1 | 2\% | \$1,107.57 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
|  | 5224EMEA1PPMC | SEL S5224F-ON 1Yr ProSupportPlus MC(4hr) |  | \$3,615.57 | F1 | 2\% | \$3,543.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |


| BAND | SKU | description | $\begin{gathered} \text { Model Sub } \\ \text { sku } \end{gathered}$ | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> W/MC PREM MNT <br> LP$\|$ | PROSUPPORT Enh Mnt Lp | BASIC MNT LP | $\left\|\begin{array}{c}\text { WTY UPG ENH TO } \\ \text { PS W/MC PREM } \\ \text { LP }\end{array}\right\|$ | WTY UPG BASIC TO PS ENH LP | Renewal | THIRD PARTY PRODUCT partner |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | 5224EMEA1RTD | SEL S5224F-ON 1 Yr Return to Depot |  | \$294.40 | F1 | 2\% | \$288.51 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | ELL NETWORKING |
| 5 | 5224EMEA3PMC | SEL S5224--ON 3 Yr ProSupport MC (4 hr) |  | \$5,367.40 | F1 | 2\% | \$5,260.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5224EMEA3PNBD | SEL S5224F-ON 3 Yr ProSupport NBD |  | \$2,542.58 | F1 | 2\% | \$2,491.73 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5224EMEA3PPMC | SEL S5224F-ON 3Yr ProsupportPlus MC(4hr) |  | \$7,514.60 | F1 | 2\% | \$7,364.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5224EMEASPMC | SEL S5224--ON 5 Yr ProSupport MC (4 hr) |  | \$8,756.69 | F1 | 2\% | \$8,581.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5224EMEA5PNBD | SEL S5224F-ON 5 Yr ProSupport NBD |  | \$4,237.23 | F1 | 2\% | \$4,152.49 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5224EMEASPPMC | SEL S5224F-ON 5Yr ProsupportPlus MC(4hr) |  | \$12,193.43 | F1 | 2\% | \$11,949.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 | 5224LATAM 1 PMC | SEL S5224F-ON 1 Yr ProSupport MC (4 hr) |  | \$2,099.00 | F1 | 2\% | \$2,057.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5224LATAM1PNBD | SEL S5224F-ON 1 Yr ProSupport NBD |  | \$1,299.00 | F1 | 2\% | \$1,273.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5224LATAM 1PPMC | SEL S S224F-ON 1Yr ProSupportPlus MC(4hr) |  | \$2,898.00 | F1 | 2\% | \$2,840.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 | 5224LATAM1RTD | SEL S5224F-ON 1 Yr Return to Depot |  | \$99.00 | F1 | 2\% | \$97.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5224LATAM3PMC | SEL S5224--ON 3 Yr ProSupport MC (4 hr) |  | \$4,098.00 | F1 | 2\% | \$4,016.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5224LATAM3PNBD | SEL S5224F-ON 3 Yr ProSupport NBD |  | \$2,498.00 | F1 | 2\% | \$2,448.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5224LATAM3PPMC | SEL S5224F-ON 3Yr ProSupportPlus MC(4hr) |  | \$5,998.00 | F1 | 2\% | \$5,584.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5224LATAM5PMC | SEL S5224--ON 5 Yr ProSupport MC (4 hr) |  | \$6,497.00 | F1 | 2\% | \$6,367.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5224LATAM5PNBD | SEL S5224F-ON 5 Yr ProSupport NBD |  | \$3,938.00 | F1 | 2\% | \$3,859.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5224LATAM5PPMC | SEL S5224F-ON 5Yr ProsupportPlus MC(4hr) |  | \$9,057.00 | F1 | 2\% | \$8,875.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5232AMER1PMC | SEL S5232F-ON 1 Yr ProSupport MC (4 hr) |  | \$4,699.00 | F1 | 2\% | \$4,605.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5232AMER1PNBD | SEL S5232F-ON 1 Yr ProSupport NBD |  | \$2,899.00 | F1 | 2\% | \$2,841.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5232AMER1PPMC | SEL S5232F-ON 1Yr ProsupportPlus MC(4hr) |  | \$6,498.00 | F1 | 2\% | \$6,368.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5232AMER1RTD | SEL S5232F-ON 1 Yr Return to Depot |  | \$199.00 | F1 | 2\% | \$195.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 | 5232AMER3PMC | SEL S5232F-ON 3 Yr ProSupport MC (4 hr) |  | \$9,198.00 | F1 | 2\% | \$9,014.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5232AMER3PPMC | SEL S5232F-ON 3Yr ProsupportPlus MC(4hr) |  | \$12,798.00 | F1 | 2\% | \$12,542.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5232AMER3PSNBD | SEL S 5232F-ON 3 Y ProSupport NBD |  | \$5,598.00 | F1 | 2\% | \$5,486.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 | 5232AMER5PMC | SEL S5232F-ON 5 Yr ProSupport MC (4 hr) |  | \$14,597.00 | F1 | 2\% | \$14,305.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5232AMER5PNBD | SEL S5232F-ON 5 Yr ProSupport NBD |  | \$8,838.00 | F1 | 2\% | \$8,661.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5232AMER5PPMC | SEL S S5232F-ON 5Yr ProSupportPlus MC(4hr) |  | \$20,357.00 | F1 | 2\% | \$19,949.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5232APJIPMC | SEL S5232F-ON 1 Y ProSupport MC (4 hr) |  | \$4,649.17 | F1 | 2\% | \$4,556.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5232APJ1PNBD | SEL S5232F-ON 1 Yr ProSupport NBD |  | \$2,324.17 | F1 | 2\% | \$2,277.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5232APJIPPMC | SEL S5232F-ON 1Yr ProsupportPlus MC(4hr) |  | \$6,508.33 | F1 | 2\% | \$6,378.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5232APJ1RTD | SEL S5232F-ON 1 Yr Return to Depot |  | \$465.00 | F1 | 2\% | \$455.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 | 5232 APJ3PMC | SEL S5232F-ON 3 Y Prosupport MC (4 hr) |  | \$9,297.50 | F1 | 2\% | \$9,111.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.0 | DELL NETWORKING |
| 5 | 5232APJ3PNBD | SEL S5232F-ON 3 Yr ProSupport NBD |  | \$4,648.33 | F1 F1 | $\begin{aligned} & 2 \% \\ & 2 \% \end{aligned}$ | $\$ 4,555.36$ $\mathbf{\$ 1 2 7 5 5 . 5 1}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | \$0.00 | \$0.00 | $\$ 0.00$ | \$0.00 |  | deL Networking |
| 5 | 5232APJ5PMC | SEL S5232F-ON 5 Yr Prosupport MC (4 hr) |  | \$16,735.83 | F1 | 2\% | \$16,401.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 | 5232APJ5PNBD | SEL S5232F-ON 5 Yr Prosupport NBD |  | \$8,367.50 | F1 | 2\% | \$8,200.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5232APJ5PPMC | SEL S5232F-ON 5Yr ProsupportPlus MC(4hr) |  | \$23,430.00 | F1 | 2\% | \$22,961.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5232BRA1PMC | SEL S5232F-ON 1 Yr ProSupport MC (4 4 r) |  | \$4,699.00 | F1 | 2\% | \$4,605.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5232BRA1PNBD | SEL S5232F-ON 1 Yr ProSupport NBD |  | \$2,899.00 | F1 | 2\% | \$2,841.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 52328RA1PPMC | SEL S5232F-ON 1Yr ProSupportPlus MC(4hr) |  | \$6,498.00 | F1 | 2\% | \$6,368.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5232BRA1RTD | SEL S5232F-ON 1 Yr Return to Depot |  | \$199.00 | F1 | 2\% | \$195.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5232BRA3PMC | SEL S5232F-ON 3 Yr ProSupport MC (4 hr) |  | \$9,198.00 | F1 | 2\% | \$9,014.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 52328RA3PPMC | SEL S5232F-ON 3Yr ProsupportPlus MC(4hr) |  | \$12,798.00 | F1 | 2\% | \$12,542.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5232BRA3PSNBD | SEL S5232F-ON 3 Yr ProSupport NBD |  | \$5,598.00 | F1 | 2\% | \$5,486.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5232BRA5PMC | SEL S5232F-ON 5 Yr ProSupport MC (4 hr) |  | \$14,597.00 | F1 | 2\% | \$14,305.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5232BRA5PNBD | SEL S5232F-ON 5 Yr ProSupport NBD |  | \$8,838.00 | F1 | 2\% | \$8,661.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5232BRA5PPMC | SEL S5232F-ON 5Yr ProSupportPlus MC(4hr) |  | \$20,357.00 | F1 | 2\% | \$19,949.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5232EMEA1PMC | SEL S5232F-ON 1 Y ProSupport MC (4 hr) |  | \$5,268.86 | F1 | 2\% | \$5,163.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| $5$ | 5232EMEA1PNBD | SEL S5232F-ON 1 Yr ProSupport NBD ${ }_{\text {S }}$ |  | \$2,341.85 | F1 | 2\% | \$2,295.01 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 | 5232EMEATRTD | SEL S5332-ON 1 Yr Return to Depot |  | \$ $\$ 597.32$ | F1 | 2\% | \$ $\$$ | \$8000 | \$ $\$ 0.00$ | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$0.00 |  | DELL NETWORKING |
| 5 | 5232EMEA3PMC | SEL S5232F-ON 3 Yr ProSupport MC (4 hr) |  | \$11,122.87 | F1 | 2\% | \$10,900.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5232EMEA3PNBD | SEL S5232F-ON 3 Yr ProSupport NBD |  | \$5,268.86 | F1 | 2\% | \$5,163.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5232EMEA3PPMC | SEL S S5232F-ON 3Yr ProSupportPlus MC(4hr) |  | \$15,571.78 | F1 | 2\% | \$15,260.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | deLl networking |
| 5 | 5232EMEA5PMC | SEL S5232F-ON 5 Y ProSupport MC (4 hr) |  | \$18,147.20 | F1 | 2\% | \$17,784.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 5 | 5232EMEA5PNBD 5232EMEA5PPMC | SEL S5232F-ON 5 Yr ProSupport NBD <br> SEL S5232F-ON 5Yr ProSupportPlus MC(4hr) |  | \$8,781.02 | $\begin{aligned} & F_{1} \\ & F_{1} \end{aligned}$ | 2\% | $\$ 8,605.40$ $\$ 24,761.09$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \\ & \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | DELL NETWORKING |
| 5 | 5232LATAM1PMC | SEL S5232F-ON 1 Yr ProSupport MC (4 hr) |  | \$ $\$ 4,699.00$ | F1 | 2\% | \$4,605.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.0 | DELL NETWORKING |
| 5 | 5232LATAM1PNBD | SEL S5232F-ON 1 Yr ProSupport NBD |  | \$2,899.00 | F1 | 2\% | \$2,841.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5232LATAM1PPMC | SEL S5232F-ON 1Yr ProSupportPlus MC(4hr) |  | \$6,498.00 | F1 | 2\% | \$6,368.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.0 | dell networking |
| 5 | 5232LATAM1RTD | SEL S5232F-ON 1 Yr Return to Depot |  | \$199.00 | F1 | 2\% | \$195.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 | 5232LATAM3PMC | SEL S5232F-ON 3 Yr ProSupport MC (4 hr) |  | \$9,198.00 | F1 | 2\% | \$9,014.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5232LATAM3PNBD | SEL S5232F-ON 3 Yr ProSupport NBD |  | \$5,598.00 | F1 | 2\% | \$5,486.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5232LATAM3PPMC | SEL S5232F-ON 3Yr ProSupportPlus MC(4hr) |  | \$12,798.00 | F1 | 2\% | \$12,542.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5232LATAM5PMC | SEL S5232F-ON 5 Yr ProSupport MC (4 hr) |  | \$14,597.00 | F1 | 2\% | \$14,305.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5232LATAM5PNBD | SEL S5232F-ON 5 Yr ProSupport NBD |  | \$8,838.00 | F1 | 2\% | \$8,661.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5232LATAM5PPMC | SEL S5232F-ON 5Yr ProsupportPlus MC(4hr) |  | \$20,357.00 | F1 | 2\% | \$19,949.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5248AMER1PMC | SEL S5248F-ON 1 Yr ProSupport MC (4 hr) |  | \$3,399.00 | F1 | 2\% | \$3,331.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5248AMER1PNBD | SEL S5248F-ON 1 Yr ProSupport NBD |  | \$2,079.00 | F1 | 2\% | \$2,037.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5248AMER1PPMC | SEL S5248F-ON 1Yr ProSupportPlus MC(4hr) |  | \$4,718.00 | F1 | 2\% | \$4,623.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5248AMER1RTD | SEL S5248F-ON 1 Yr Return to Depot |  | \$99.00 | F1 | 2\% | \$97.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 | 5248AMER3PMC | SEL S5248--ON 3 Yr Prosupport MC (4 4 hr ) |  | \$6,998.00 | F1 | 2\% | \$6,564.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 5 | 5248AMER3PPMC 5248AMER3PSNBD | SEL S5248F-ON 3Yr ProSupportius MC(4hr) SEL S5248-ON 3 Yr ProSupport NBD |  | $\$ 9,338.00$ $\$ 4.058 .00$ | F1 | 2\% | \$9,151.24 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.0 S0. | dell networking |
| 5 | 5248AMER5PMC | SEL S5248F-ON 5 Yr ProSupport MC (4 hr) |  | \$10,657.00 | F1 | 2\% | \$10,443.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 | 5248AMER5PNBD | SEL S5248F-ON 5 Yr ProSupport NBD |  | \$6,434.00 | F1 | 2\% | \$6,305.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5248AMER5PPMC | SEL S5248F-ON 5Yr ProsupportPlus MC(4hr) |  | \$14,881.00 | F1 | 2\% | \$14,583.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5248APJ1PMC | SEL S 5248F-ON 1 Y Prosupport MC (4 hr) |  | \$3,820.83 | $\begin{aligned} & \text { F1 } \\ & \text { F1 } \end{aligned}$ | 2\% | \$3,744.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 | 524AAPJIPNBD 5248APJ1PPMC | SEL S5248F-ON 1 Yr ProSupport NBD SEL S5248-ON 1 Yr Prosupportlus MC(4hr) |  | $\$ 1,910.00$ $\$ 5,348.33$ | F1 F1 | 2\% | $\$ 1,871.80$ $\$ 5,241.36$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ |  | DELL NETWORKING |


| BAND | SKU | description | Model Sub sku | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\left\|\begin{array}{c}\text { WTY UPG ENH TO } \\ \text { PS W/MC PREM } \\ \text { LP }\end{array}\right\|$ | WTY UPG BASIC TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | 5248APJ1RTD | SEL S5248F-ON 1 Yr Return to Depot |  | \$381.67 | F1 | 2\% | \$374.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 | 5248APJ3PMC | SEL S5248F-ON 3 Yr ProSupport MC (4 hr) |  | \$7,641.67 | F1 | 2\% | \$7,488.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5248 APJ3PNBD | SEL S5248F-ON 3 Yr ProSupport NBD |  | \$3,820.00 | F1 | 2\% | \$3,743.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5248APJ3PPMC | SEL S5248F-ON 3Yr ProsupportPlus MC(4hr) |  | \$10,697.50 | F1 | 2\% | \$10,483.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5248APJ5PMC | SEL S5248F-ON 5 Yr ProSupport MC (4 hr) |  | \$13,755.83 | F1 | 2\% | \$13,480.71 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5248APJ5PNBD | SEL S5248F-ON 5 Yr ProSupport NBD |  | \$6,877.50 | F1 | 2\% | \$6,739.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5248APJ5PPMC | SEL S 5224F-ON 5Yr ProSupportPlus MC(4hr) |  | \$19,255.83 | F1 | 2\% | \$18,870.71 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 | 5248BRA1PMC | SEL S5248F-ON 1 Yr ProSupport MC (4 hr) |  | \$3,399.00 | F1 | 2\% | \$3,331.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5248BRA1PNBD | SEL S5248F-ON 1 Yr ProSupport NBD |  | \$2,079.00 | F1 | 2\% | \$2,037.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 | 5248BRA1PPMC | SEL S5248F-ON 1Yr ProSupportPus MC(4hr) |  | \$4,718.00 | F1 | 2\% | \$4,623.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5248 BRA 1 RTD | SEL S5248F-ON 1 Y R Return to Depot |  | \$99.00 | F1 | 2\% | \$97.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5248BRA3PMC | SEL S5248F-ON 3 Yr ProSupport MC (4 hr) |  | \$6,698.00 | F1 | 2\% | \$6,564.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5248BRA3PPMC | SEL S5248F-ON 3Yr ProSupportPlus MC(4hr) |  | \$9,338.00 | F1 | 2\% | \$9,151.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 52488RA3PSNBD | SEL S5248F-ON 3 Yr ProSupport NBD |  | \$4,058.00 | F1 | 2\% | \$3,976.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 | 5248BRA5PMC | SEL S5248F-ON 5 Yr ProSupport MC (4 hr) |  | \$10,657.00 | F1 | 2\% | \$10,443.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 52488RASPNBD | SEL S S224F-ON 5 Y Prosupport NBD |  | \$6,434.00 | F1 | 2\% | \$6,305.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 | 52488RA5PPMC | SEL S 52248-ON 5Yr ProSupportPlus MC(4hr) |  | \$14,881.00 | F1 | 2\% | \$14,583.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 | 5248EMEA1PMC | SEL S5228F-ON 1 Yr ProSupport MC (4 hr) |  | \$3,631.39 | F1 | 2\% | ${ }_{\text {\$ }} \$ 3,558.76$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ |  | DELL NETWORKING |
| 5 | 5248EMEA1PNBD 524EMEA1PPMC | SEL S5248F-ON 1 Yr ProSupport NBD |  | \$1,614.36 | F1 | 2\% | \$1,582.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 | 5248EMEATPMC | SEL S5248F-ON 1Yr ProSupportPlus MC(4hr) |  | \$5,165.45 | F1 | 2\% | $\begin{array}{r}\text { \$5,062.14 } \\ \$ 40774 \\ \hline\end{array}$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ |  | DELL NETWORKING |
| 5 | 5248EMEA3PMC | SEL S5248F-ON 3 Yr Prosupport MC (4 hr) |  | \$7,666.67 | F1 | 2\% | \$7,513.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5248EMEA3PNBD | SEL S5248F-ON 3 Yr ProSupport NBD |  | \$3,631.39 | F1 | 2\% | \$3,558.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5248EMEA3PPMC | SEL S5248F-ON 3Yr ProSupportPus MC(4hr) |  | \$10,733.58 | F1 | 2\% | \$10,518.91 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5248EMEASPMC | SEL S5248F-ON 5 Yr ProSupport MC (4 hr) |  | \$12,508.52 | F1 | 2\% | \$12,258.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5248EMEA5PNBD | SEL S5248F-ON 5 Yr ProSupport NBD |  | \$6,052.31 | F1 | 2\% | \$5,931.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5248EMEA5PPMC | SEL S5248F-ON 5Yr ProSupportPlus MC(4hr) |  | \$17,414.84 | F1 | 2\% | \$17,066.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5248LATAM 1 PMC | SEL S5248F-ON 1 Yr ProSupport MC (4 hr) |  | \$3,399.00 | F1 | 2\% | \$3,331.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5248LATAM1PNBD | SEL S5248F-ON 1 Yr ProSupport NBD |  | \$2,079.00 | F1 | 2\% | \$2,037.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5248LATAM 1PPMC | SEL S5248F-ON 1Yr ProSupportPlus MC(4hr) |  | \$4,718.00 | F1 | 2\% | \$4,623.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5248LATAM1RTD | SEL S5248F-ON 1 Yr Return to Depot |  | \$99.00 | F1 | 2\% | \$97.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5248LATAM3PMC | SEL S5248F-ON 3 Yr ProSupport MC (4 hr) |  | \$6,698.00 | F1 | 2\% | \$6,564.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5248LATAM3PNBD | SEL S5248F-ON 3 Yr ProSupport NBD |  | \$4,058.00 | F1 | 2\% | \$3,976.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 | 5248LATAM3PPMC | SEL S5248F-ON 3Yr ProSupportPus MC(4hr) |  | \$9,338.00 | F1 | 2\% | \$9,151.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5248LATAM5PMC | SEL S5248F-ON 5 Yr ProSupport MC (4 hr) |  | \$10,657.00 | F1 | 2\% | \$10,443.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5248LATAM5PNBD | SEL S5248F-ON 5 Yr ProSupport NBD |  | \$6,434.00 | F1 | 2\% | \$6,305.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 | 5248LATAM5PPMC | SEL S5248F-ON 5Yr ProSupportPlus MC(4hr) |  | \$14,881.00 | F1 | 2\% | \$14,583.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 | 5296AMER1PMC | SEL S5296F-ON 1 Yr ProSupport MC (4 hr) |  | \$4,699.00 | F1 | 2\% | \$4,605.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 | 5296AMER1PNBD | SEL S5296F-ON 1 Yr ProSupport NBD |  | \$2,899.00 | F1 | 2\% | \$2,841.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5296AMER1PPMC | SEL S5296F-ON 1Yr ProSupportPlus MC(4hr) |  | \$6,498.00 | F1 | 2\% | \$6,368.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5296AMER1RTD | SEL S5296F-ON 1 Yr Return to Depot |  | \$199.00 | F1 | 2\% | \$195.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5296AMER3PMC | SEL S5296--ON 3 Yr Prosupport MC (4 hr) |  | \$9,198.00 | F1 | ${ }^{2 \%}$ | \$9,014.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 5 | 5296AMER3PPMC | SEL S5296F-ON 3Yr ProSupportPlus MC(4hr) SEL S5296F-ON 3 Yr ProSupport NBD |  | $\$ 12,798.00$ $\$ 5.598 .00$ | F1 | ${ }_{2 \%}^{2 \%}$ | $\$ 12,542.04$ $\$ 5.486 .04$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | DELL NETWORKING |
| 5 | 5296AMER5PMC | SEL S5296F-ON 5 Yr Prosupport MC (4 hr) |  | \$14,597.00 | F1 | 2\% | \$14,305.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5296AMER5PNBD | SEL S5296F-ON 5 Yr ProSupport NBD |  | \$8,838.00 | F1 | 2\% | \$8,661.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5296AMER5PPMC | SEL S5296F-ON 5Yr ProSupportPlus MC(4hr) |  | \$20,357.00 | F1 | 2\% | \$19,949.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5296APJ1PMC | SEL S5296F-ON 1 Yr ProSupport MC (4 hr) |  | \$4,649.17 | F1 | 2\% | \$4,556.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5296APJ1PNBD | SEL S5296F-ON 1 Yr ProSupport NBD |  | \$2,324.17 | F1 | 2\% | \$2,277.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5296APJ1PPMC | SEL S5296F-ON 1Yr ProSupportPlus MC(4hr) |  | \$6,508.33 | F1 | 2\% | \$6,378.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |  |
| 5 | 5296APJ1RTD | SEL S5296F-ON 1 Yr Return to Depot |  | \$465.00 | F1 | 2\% | \$455.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 | 5296APJJPMC | SEL S5296F-ON 3 Y P ProSupport MC (4 rr) |  | \$9,297.50 | F1 | ${ }^{2 \%}$ | \$9,111.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 | ${ }^{52964 A P J 3 P P M C}$ |  |  | \$4,648.33 $\$ 13,015.83$ | F1 | 2\% | \$ $\$ 12,755.51$ | \$0.00 $\$ 0.00$ | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$9000 | \$0.00 $\$ 0.00$ |  | DELL NETWORKING |
| 5 | 5296APJ5PNBD | SEL S5296F-ON 5 Yr ProSupport NBD |  | \$8,367.50 | F1 | 2\% | \$8,200.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5296APJ5PPMC | SEL S5296F-ON 5Yr ProSupportPlus MC(4hr) |  | \$23,430.00 | F1 | 2\% | \$22,961.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5296BRA1PMC | SEL S5296F-ON 1 Yr ProSupport MC (4 hr) |  | \$4,699.00 | F1 | 2\% | \$4,605.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5296BRA1PNBD | SEL S5296F-ON 1 Yr ProSupport NBD |  | \$2,899.00 | F1 | 2\% | \$2,841.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 | 5296BRA1PPMC | SEL S5296F-ON 1Yr ProSupportPlus MC(4hr) |  | \$6,498.00 | F1 | 2\% | \$6,368.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5296BRA1RTD | SEL S5296F-ON 1 Y R Return to Depot |  | \$199.00 | F1 | 2\% | \$195.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5296BRA3PMC | SEL S5296F-ON 3 Yr ProSupport MC (4 hr) |  | \$9,198.00 | F1 | 2\% | \$9,014.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5296BRA3PPMC | SEL S5296F-ON 3Yr ProSupportPlus MC(4hr) |  | \$12,798.00 | F1 | 2\% | \$12,542.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5296BRA3PSNBD | SEL S5296F-ON 3 Yr ProSupport NBD |  | \$5,598.00 | F1 | 2\% | \$5,486.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5296BRA5PMC | SEL S5296F-ON 5 Yr ProSupport MC (4 hr) |  | \$14,597.00 | F1 | 2\% | \$14,305.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 | 52968RAAPNBD | SEL S5296F-ON 5 Y ProSupport NBD |  | \$8,838.00 | F1 | ${ }^{2 \%}$ | \$8,661.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DEL NETWORKING |
| 5 | 5296BRA5PPMC | SEL S5296F-ON 5Yr ProSupportPlus MC(4hr) |  | \$20,357.00 | F1 | 2\% | \$19,949.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 | 5296 EMEAPAPNB | SEL S5296--ON Yr Prosupport NBD |  | ${ }_{\text {S }}$ | F1 | 2\% | ${ }_{\$ 2,295.01}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 | 5296EMEA1PPMC | SEL S5296F-ON 1Yr ProSupportPlus MC(4hr) |  | \$7,492.70 | F1 | 2\% | \$7,342.85 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5296EMEA1RTD | SEL S5296F-ON 1 Yr Return to Depot |  | \$597.32 | F1 | 2\% | \$585.37 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5296EMEA3PMC | SEL S5296F-ON 3 Yr ProSupport MC (4 hr) |  | \$11,122.87 | F1 | 2\% | \$10,900.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 | 5296EMEA3PNBD | SEL S5296F-ON 3 Y ProSupport NBD ${ }_{\text {S }}$ |  | \$ \$5,268.86 | F1 | 2\% | \$ $\$ 5.163 .48$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 | 5296EMEA3PPMC 5296EMEASPMC | SEL S5296F-ON 3Yr ProSupportPlus MC(4hr) SEL S5296-ON 5 Y ProSupport MC ( 4 hr ) |  | \$ ${ }_{\text {\$15,571.78 }} \mathbf{\$ 1 8 , 1 4 7 . 2 0}$ | F1 | 2\% | $\$ 15,260.34$ $\$ 17,784.26$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | DELL NETWORKING |
| 5 | 5296EMEA5PNBD | SEL S5296F-ON 5 Y P ProSupport NBD |  | \$8,781.02 | F1 | 2\% | \$8,605.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5296EMEA5PPMC | SEL S5296F-ON 5Yr ProSupportPlus MC(4hr) |  | \$25,266.42 | F1 | 2\% | \$24,761.09 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5296LATAM 1 PMC | SEL S5296F-ON 1 Yr ProSupport MC (4 hr) |  | \$4,699.00 | F1 | 2\% | \$4,605.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | dell networking |
| 5 | 5296LATAM1PNBD | SEL S5296F-ON 1 Y ProSupport NBD |  | \$2,899.00 | F1 | ${ }^{2 \%}$ | \$2,841.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DELL NETWORKING |
| 5 | 5296LATAM1PPMC 5296LATAM1RTD | SEL S S296F-ON 1 Yr ProsupportPlus MC(4hr) SEL S5296F-ON 1 Yr Return to Depot |  | \$6,498.00 | F1 | 2\% | \$6,368.04 $\$ 195.02$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$0.00 $\$ 0.00$ |  | DELL NETWORKING |


| BAND | SKU | description | $\begin{array}{\|c\|} \hline \text { Model Sub } \\ \text { sku } \end{array}$ | EMC LIST PRICE USD | $\begin{aligned} & \text { CATEGORY } \\ & \text { CODE } \end{aligned}$ | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP$\|$ | PROSUPPORT ENH MNT LP | BASIC MNT LP | WTY UPG ENH TO <br> PS W/MC PREM <br> LP | WTY UPG BASIC TO PS ENHLP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | 5296LATAM3PMC | SEL S5296F-ON 3 Yr ProSupport MC (4 hr) |  | \$9,198.00 | F1 | 2\% | \$9,014.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | ELL NETWORKING |
| 5 | 5296LATAM 3PNBD | SEL S5296F-ON 3 Yr ProSupport NBD |  | \$5,598.00 | F1 | 2\% | \$5,486.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | dell networking |
| 5 | 5296LATAM3PPMC | SEL S5296F-ON 3Yr ProSupportPlus MC(4hr) |  | \$12,798.00 | F1 | 2\% | \$12,542.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | deLl networking |
| 5 | 5296LATAM5PMC | SEL S5296F-ON 5 Y Prosupport MC (4 hr) |  | \$14,597.00 | F1 | 2\% | \$14,305.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | dell networking |
| 5 | 5296LATAM5PNBD | SEL S5296F-ON 5 Yr ProSupport NBD |  | \$8,838.00 | F1 | 2\% | \$8,661.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | dell networking |
| 5 | 5296LATAM5PPMC | SEL S5296F-ON 5Yr ProSupportPlus MC(4hr) |  | \$20,357.00 | F1 | 2\% | \$19,949.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | dell networking |
| 5 | 5500 SL | SEL: CORD SET, 4.5M, NEMA L6-20P |  | \$84.00 | k | 31\% | \$57.96 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 5-CC-ASED | SEL 1 TB SED Archive-USA-5Yr |  | \$1,787.15 | k | 31\% | \$1,233.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 5 -CC-ASED-B | SEL SED Bundle Archive-USA-5Yr |  | \$1,035,460.78 | k | 31\% | \$7144.467.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | ${ }^{5-C C-A S O}$ | SEL 1TB ScaleOut Archive-USA-5Yr |  | \$1,503.99 | k | 31\% | \$1,037.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 5-CC-ASO-B | SEL Scale Out Bundle Archive-USA-5Yr |  | \$910,478.58 | k | 31\% | \$628,230.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | ${ }^{5-\mathrm{CC}-\mathrm{BE}}$ | SEL 1 TB Block Elite-USA-5Yr |  | \$29,715.00 | K | $31 \%$ $31 \%$ | \$ $\$ 20.503 .35$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | ${ }^{5-C C-B E-B}$ | SEL Block Bundle Elite-USA-5Yr |  | \$965.809.09 | K | 31\% | \$666,408.27 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | ${ }^{5-C C-B P}$ | SEL 1TB Block Premier-USA-5Yr |  | \$15,965.90 | k | 31\% | \$11,016.47 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | ${ }^{5-C C-B P-B}$ | SEL Block Bundle Premier-USA-5Yr |  | \$705,629.58 | K | 31\% | \$486,884.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | ${ }_{5-C C-B S-B}^{5-C C-B S}$ | SEL 1TB Block Standard-USA-5Yr |  | $\$ 4,538.18$ $\$ 597,547.94$ | K K | $31 \%$ $31 \%$ | $\$ 3,131.34$ $\$ 412,308.08$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | FACTION |
| 5 | 5-CC-BT | SEL 1 1TB Block Turbo-USA-SYr |  | \$77,950.79 | k | 31\% | \$53,786.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACtion |
| 5 | 5-CC-BT-B | SEL Block Bundle Turbo-USA-5Yr |  | \$9,251,738.99 | k | 31\% | \$6,383,699.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | faction |
| 5 | 5-CC-ESED | SEL 1TB SED Elit-USA-5Yr |  | \$26,063.57 | k | 31\% | \$17,983.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 5-CC-ESED-B | SEL SED Bundle Elite-USA-SYY |  | \$4,389,627.39 | k | 31\% | 3,028,842.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 5-CC-ESO | SEL 1TB ScaleOut Elite-USA-5Yr |  | \$19,032.96 | k | 31\% | \$13,132.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 5-CC-EsO-B | SEL ScaleOut Bundle Elit-USA-5Yr |  | \$3,593,189.61 | k | 31\% | \$2,479,300.83 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 5-CC-FE | SEL 1TB File Elite-USA-5Yr |  | \$29,715.00 | k | 31\% | \$20,503.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | ${ }^{5-C C-F E-B}$ | SEL File Bundle Elite-USA-5Yr |  | \$965,809.09 | K | 31\% | \$666,408.27 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 5-CC-FP | SEL 1TB File Premier-USA-5Yr |  | $\$ 15,965.85$ $\$ 705629.61$ | K | $31 \%$ $31 \%$ | $\$ 11,016.44$ $\$ 486884.43$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | FACTION |
| 5 5 | 5-CC-FP-B 5-CC-FS | SEL File Bundle Premier-USA-5Yr SEL 1TB File Standard-USA-5Yr |  | \$705,629.61 \$4,538.18 | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~K} \end{aligned}$ | $\begin{aligned} & 311 \\ & 31 \% \end{aligned}$ | \$486,884.43 \$3,131.34 | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | FACTION FACTION |
| 5 | 5-CC-FS-B | SEL File Bundle Standard-USA-5Yr |  | \$597,547.94 | k | 31\% | \$412,308.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 5-CC-PSED | SEL 1TB SED Premier-USA-5Yr |  | \$7,129.72 | k | 31\% | \$4,919.51 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 5-CC-PSED-B | SEL SED Bundle Premier-USA-SYr |  | \$1,716,501.10 | k | 31\% | \$1,184,385.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 5-CC-PSO | SEL 1TB ScaleOut Premier-USA-5Yr |  | \$5,806.90 | k | 31\% | \$4,006.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 5-CC-PSO-B | SEL ScaleOut Bundle Premier-USA-5Yr |  | \$1,541,342.10 | k | 31\% | \$1,063,526.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 5-CC-SSED | SEL 1TB SED Standard-USA-5Yr |  | \$3,219.67 | k | 31\% | \$2,221.57 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | ${ }^{5-C C-S S E D-B}$ | SEL SED Bunde Standard-USA-5Yr |  | \$672,882.19 | K | $31 \%$ $31 \%$ | \$464,288.71 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 5-CC-SSO | SEL 1TB ScaleOut Standard-USA-5Yr |  | \$2,637.54 | k | 31\% | \$1,819.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 5-CC-Sso-B | SEL ScaleOut Bundle Standard-USA-5Yr |  | \$595,800.37 | k | 31\% | \$411,102.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 5-MCN-100G | SEL 100Gbps Multicloud Network USA - 5 Yr |  | \$1,917,175.32 | k | 31\% | \$1,322,850.97 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 5-MCN-10G | SEL 10Gbps Multicloud Network USA - 5Yr |  | \$250,443.38 | K | 31\% | \$172,805.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 S0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | FACTION |
| 5 5 | 5-MCN-1G | SEL 1 Gbps Multicloud Network USA - 5 Yr SEL 2 Gbps Multicloud Network USA 5 Yr |  | $\$ 25,653.41$ $\$ 5130682$ | K | $31 \%$ $31 \%$ | $\$ 17,700.85$ $\$ 35.40171$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 S000 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | FACTION |
| 5 | $5-\mathrm{MCN}-40 \mathrm{G}$ | SEL 40Gbps Multicloud Network USA - 5 Yr |  | ${ }_{\text {\$967,682.63 }}$ | k | 31\% | \$667,701.01 | \$0.00 | \$0.00 | \$0.00 | \$0.00 $\$ 000$ | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 5-MCN-5G | SEL 5Gbps Multicloud Network USA - 5 Yr |  | \$128,267.05 | k | 31\% | \$88,504.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | FACTION |
| 5 | 5-MCN-80G | SEL 80Gbps Multicloud Network USA-5Y |  | \$1,917,175.32 | k | 31\% | \$1,322,850.97 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | 6803SL | SEL: CORD,POWER,220V,AUSTRALIA |  | \$37.00 | k | 31\% | \$25.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | ${ }_{68045 L}$ | SEL: CORD,POWER, 220V,S.SAFRICA-INDIA SEL |  | \$55.00 | K | $31 \%$ $31 \%$ | \$ $\$ 37.95$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spectralogic |
| 5 5 | ${ }_{68065 S L}^{685 L}$ |  |  | $\$ 46.00$ $\$ 35.00$ | K k | $31 \%$ $31 \%$ | \$31.74 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPECTRALOGIC SPECTRALOGIC |
| 5 | 6807SL | SEL: CORD,POWER,220V,JAPAN |  | \$81.00 | k | 31\% | \$55.89 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | ${ }^{68085 L}$ | SEL: CORD, POWER, 220V,EUROPE |  | \$36.00 | K | 31\% | \$24.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 6MONTH-CC-PROMO | SEL IE Workshop Promo Single Server |  | \$15,385.00 | k | 31\% | \$10,615.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES SUAL INSTRUMENTS |
| 5 | 700-000001-SM | SEL AS StFk WrDists-16 SSM |  | \$2,180.00 | K | 31\% | \$1,504.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | RTUAL INSTRUMENTS |
| 5 5 | 700-0000000-SM | SEL AS StarterPack PMax-2 SSM |  | ${ }_{\text {\$3,204.62 }} \mathbf{\$ 3 , 6 9 6 . 9 2}$ | K | $31 \%$ $31 \%$ | \$2,550.87 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | RTUAL INSTRUMENTS |
| 5 | 700-000010-SM | SEL AS StarterPack V×Flexos-8 SSM |  | \$2,820.00 | k | 31\% | \$1,945.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL InSTRUMENTS |
| 5 | 700-000011-SM | SEL AS StarterPack AppD-50 SSM |  | \$2,932.31 | k | 31\% | \$2,023.29 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00R | TUAL INSTRUMENTS |
| 5 | 700-000012-SM | SEL AS StarterPack VMware-20 SSM |  | \$4,601.54 | k | 31\% | \$3,175.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | TUAL INSTRUMENTS |
| 5 | 700-0000013 | SEL BN ProbeFC Upg Package |  | \$187,729.23 | K | 31\% | \$129,533.17 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | RTUAL INSTRUMENTS |
| 5 5 | 700-000013-MM $700-000015-S M$ | SEL MA ProbeFC Upg Package Mon SEL AS Strack SPlay-25 SSM |  | \$2,154.12 $\$ 3.570 .77$ | F1 | 2\% | \$2,111.04 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 S000 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00R | RTUAL INSTRUMENTS |
| 5 | 7029SL | SEL: CORD SET,4.5M, NEMA L6-30P |  | \$74.00 | k | 31\% | \$51.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | SPECTRALOGIC |
| 5 | 770-BCQZ | SEL G417HFP - Dual Shelf S4112 |  | \$223.63 | k | 31\% | \$154.30 | \$0.00 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | dell networking |
| 5 | 770-BDGQ | SEL G1KDTSZ, Dual Shelf S5212F-ON |  | \$350.00 | k | 31\% | \$241.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | dell networking |
| 5 | 7741SL | SEL: CORD,POWER, S. AFRICA |  | \$20.00 | k | 31\% | \$13.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 8147SL | SEL: CORD SET, 2.5M, NEMA5-15,IEC C19 |  | \$76.00 | k | 31\% | \$52.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 8289SL | SEL: CORD,PWR,N5-15 C13,14AWG,2M |  | \$9.00 | k | 31\% | \$6.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC SPECTRALOGIC |
| 5 | ${ }_{\text {8297SL }}$ | SEL: CORD,POWER,C14-C13,16AWG,6FT SEL: $C O R D, P O W E R, C 14-C 19,14 \mathrm{AWG}$,6FT |  | \$66.00 | K k | $31 \%$ $31 \%$ | \$ $\$ 4.14$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPECTRALOGIC SPECTRALOGIC |
| 5 | 8665SL | SEL: CORD,POWER,60309-C19,15FT |  | \$109.00 | k | 31\% | \$75.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spectralogic |
| 5 | 8840SL | SEL: CABLEEXSASSFF8088-SF80882M |  | \$194.00 | k | 31\% | \$133.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949004TFIN | SEL: FRUTBATFIN |  | \$678.00 | k | 31\% | \$467.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | ${ }^{\text {90949024-A }}$ | SEL: FRUTRPK-ACCSW-COVERNO MEDIA |  | \$0.00 | K | 31\% | \$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$ $\$ 0.00$ | \$0.00 | SPECTRALOGIC SPECTRALOGIC |
| 5 | ${ }^{\text {909499024-FSL }}$ |  |  | \$395.00 | K | $31 \%$ $31 \%$ | \$272.55 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPECTRALOGIC |
| 5 | 90949030FIN-D | SEL: CHAMBER-SLOT KEYDICOUNTTFIN |  | \$1,112.00 | k | 31\% | \$767.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spectralogic |
| 5 | 90949030FIN-F | SEL: CHAMBER-SLOTUPGKEYENABLEFIN |  | \$1,308.00 |  | 31\% | \$902.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949030-J-D | SEL: CHAMB-SLOT KEYDISTFINENT |  | \$1,112.00 | k | 31\% | \$767.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | ${ }^{\text {9094903007380J }}$ | SEL: CHAMB/SLOT KEY ENABLE,T380 ENT |  | \$1,635.00 | K | 31\% | \$1,128.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 9094903000380J-F 90949030T950-J | SEL: UPG,CHAMB/SLOT KEY,T380,ENT |  | \$1,635.00 $\$ 1,635.00$ | K | 31\% | \$1,128.15 $\$ 1,128.15$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 $\$ 0.00$ | \$0.00 | SPECTRALOGIC SPECTRALOGIC |


| BAND | SKU | description | Model Sub sku | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | WTY UPG ENH TO <br> PS W/MC PREM <br> LP$\|$ | WTY UPG BASIC TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | 90949030T950-J-F | SEL: UPG,CHAMB/SLOT KEY,T950,ENT |  | \$1,635.00 | K | 31\% | \$1,128.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949030TFIN | SEL: CHAMBER-SLOT KEY ENABLETFIN |  | \$1,308.00 | k | 31\% | \$902.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spectralogic |
| 5 | 90949030TFIN-J | SEL: CHAMB-SLOT KEY ENABLE,Tfin Ent |  | \$1,635.00 | k | 31\% | \$1,128.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spectralogic |
| 5 | 90949030TFIN-J-F | SEL: UPG,CHAMB-SLOT KEY,TFIN,ENT |  | \$1,635.00 | k | 31\% | \$1,128.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949070-F | SEL: FRUT950LIB STABIIITY KIT |  | \$346.00 | k | 31\% | \$238.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spectralogic |
| 5 | 90949070FIN-F | SEL: FRUUPGLIB STABILITY KITTFIN |  | \$346.00 | k | 31\% | \$238.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949070TFIN | SEL: FRULIBRARY STABILITY KITTFIN |  | \$346.00 | k | 31\% | \$238.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949095-F | SEL: FRUOBSERVATORY SWT950BOA |  | \$6,538.00 | k | 31\% | \$4,511.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spectralogic |
| 5 | 90949095FIN-F | SEL: FRUUPGOBSERVATORY SWTFIN |  | \$6,538.00 | k | 31\% | \$4,511.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spectralogic |
| 5 | 90949095TFIN | SEL: FRUOBSERVATORY SOFTWARETFIN |  | \$6,538.00 | k | 31\% | \$4,511.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949099-F | SEL: T950ENCRYPTIONPROFESSIONAL |  | \$6,538.00 | k | 31\% | \$4,511.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spectralogic |
| 5 | 90949099FIN-F | SEL: TFINUPGENCRYPTPROFESSIONAL |  | \$6,538.00 | k | 31\% | \$4,511.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spectralogic |
| 5 | 90949099TFIN | SEL: TFINENCRYPTIONPROFESSIONAL |  | \$6,538.00 | k | 31\% | \$4,511.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949112 T 200 | SEL: FRU5-12V PWR SUPPLYROHST200 |  | \$3,877.00 | k | 31\% | \$2,675.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spectralogic |
| 5 | 90949112T20-F | SEL: FRU5-12V PWR SUPPLYROHST200 |  | \$3,877.00 | k | 31\% | \$2,675.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spectralogic |
| 5 | ${ }^{909499112 T 380}$ | SEL: FRU5-12V PWR SUPPLYROHST330 |  | \$3,877.00 | k | 31\% | \$2,675.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949112T38-F | SEL: FRU5-12V PWR SUPPLYROHST380 |  | \$3,877.00 | k | 31\% | \$2,675.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spectralogic |
| 5 | 90949112 T 680 | SEL: FRU5-12V PWR SUPPLYROHST680 |  | \$3,877.00 | k | 31\% | \$2,675.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spectralogic |
| 5 | ${ }^{90949112 T 68-F}$ | SEL: FRU5-12V PWR SUPPLYROHST680 |  | \$3,877.00 | k | 31\% | \$2,675.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949120T20-F | SEL: FRUDBAROHS ONLYT 200 |  | \$6,092.00 | k | 31\% | \$4,203.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spectralogic |
| 5 | ${ }^{90949120 T 38-F}$ | SEL: FRUDBAROHS ONLYT380 |  | \$6,092.00 | k | 31\% | \$4,203.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949120TFIN | SEL: FRUDBATFINROHS ONLY |  | \$6,148.00 | k | 31\% | \$4,242.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949132-F | SEL: FRUN 1 PWR SUPPLIESROHS ONLY |  | \$9,138.00 | k | 31\% | \$6,305.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949140SL | SEL: FRU,TAPE,LTO-4,CERTIFIED |  | \$52.00 | k | 31\% | \$35.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949141SL | SEL: FRU,TAPE,LTO-4,CUSTOM |  | \$52.00 | k | 31\% | \$35.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | ${ }_{\text {909949156SL }}$ | SEL: CLN TPS $\times 5, \mathrm{~W}$ TPK,BCD,CERT SEL: CIN TPS $10 W$ TPK BCDCERT |  | $\$ 328.00$ $\$ 596.00$ | K | $31 \%$ $31 \%$ | \$226.32 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPECTRALOGIC |
| $5$ | 90949157SL 90949160SL | SEL: CLN TPS $\times 10, \mathrm{~W}$ TPK,BCD,CERT SEL: CLN TPS |  | $\$ 596.00$ $\$ 328.00$ | k | $\begin{aligned} & 31 \% \\ & 31 \% \end{aligned}$ | \$411.24 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | SPECTRALOGIC SPECTRALOGIC |
| 5 | 90949161SL | SEL: CLN TPS $\times 10, \mathrm{~W}$ TPK,BCD,CUST |  | \$596.00 | k | 31\% | \$411.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spectralogic |
| 5 | 9094916-F | SEL: FRU5-12V PWRSUP8AMPFUSEROHS |  | \$3,877.00 | k | 31\% | \$2,675.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949166FIN-F | SEL: FRUUP5-12VPWRSUP8APROHFIN |  | \$3,877.00 | k | 31\% | \$2,675.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949166TFIN | SEL: FRU5-12VPWRSUP8AMPROHSTFIN |  | \$3,877.00 | K | 31\% | \$2,675.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | 90949167-F 90949170SL | SEL: SFTWRENDURA DECRYPTIONLTO4 SEL: FRU,MAINT TAPES, 10 -TPK,CERT |  | $\begin{array}{r} \$ 6.538 .00 \\ \$ 596.00 \end{array}$ | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~K} \end{aligned}$ | $\begin{aligned} & 31 \% \\ & 31 \% \end{aligned}$ | $\begin{aligned} & \$ 4.511 .22 \\ & \$ 411.24 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | SPECTRALOGIC spectralogic |
| 5 | 90949172-F | SEL: FRUVIIIION CAMERADRV-FRT950 |  | \$4,154.00 | k | 31\% | \$2,866.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spectralogic |
| 5 | 90949172FIN-F | SEL: UPGVISIONCAMERADRV-FRTFIN |  | \$4,154.00 | K | 31\% | \$2,866.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949173-F | SEL: FRUVIIIIN CAMERAMED-FRT950 |  | \$4,154.00 | k | 31\% | \$2,866.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spectralogic |
| 5 | 90949173FIN-F | SEL: UPGVISION CAMERAMED-FRTFIN |  | \$4,154.00 | k | 31\% | \$2,866.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949175SL | SEL: FRU,MAINT TAPES,5-TPK,CERT |  | \$328.00 | k | 31\% | \$ $\$ 226.32$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | SPECTRALOGIC |
| 5 5 | 90949176SL 9094914S | SEL: FRU,MAINT TAPES,5-TPK,CUST |  | \$328.00 $\$ 22.652 .00$ | K | $31 \%$ $31 \%$ | \$226.32 $\$ 15.629 .88$ | \$0.00 $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | S0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949194T380 | SEL: FRULTO-5FCFHT380 |  | \$22,652.00 | , | 31\% | \$15,629.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | $90949194 T 680$ | SEL: FRULTO-5FCFHT680 |  | \$22,652.00 | k | 31\% | \$15,629.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spectralogic |
| 5 | 90949194TFIN | SEL: FRULTO-5FCFHTFIN |  | \$22,652.00 | K | 31\% | \$15,629.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spectralogic |
| 5 | 90949206FIN-F | SEL: FRU UPG TFIN ROBOT+TRANSPORTER |  | \$55,385.00 | k | 31\% | \$38,215.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949206TFIN | SEL: FRU TFIN ROBOT + TRANSPORTER |  | \$52,308.00 | K | 31\% | \$36,092.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949260-F | SEL: FRUSLS SW-KEYDIRECT-CONTFIN |  | \$6,538.00 | k | 31\% | ${ }_{\text {\$4,511.22 }}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949271-F | SEL: FRURIMG3T950 |  | \$12,462.00 | k | 31\% | \$8,598.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spectralogic |
| 5 | 90949271 FIN-F | SEL: FRURIMG3TFIN |  | \$12,462.00 | k | 31\% | \$8,598.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | ${ }^{90949271 T 200}$ | SEL: FRURIMG3T200 |  | \$12,462.00 | k | 31\% | \$8,598.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949271T20-F | SEL: FRU,RIM,G3, T200 |  | \$12,462.00 | K | 31\% | \$8,598.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | ${ }_{9} 909949297173838-\mathrm{F}$ |  |  | \$12,462.00 | k | 31\% | \$88,598.78 | \$0.00 $\$ 0.00$ | \$ $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$0.00 | SPECTRALOGIC |
| 5 | 909492711680 | SEL: FRURIMG3T680 |  | \$12,462.00 | k | 31\% | \$8,598.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949271T68-F | SEL: FRURIMG3T680 |  | \$12,462.00 | K | 31\% | \$8,598.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949271TFIN | SEL: FRURIMG3TFIN |  | \$12,462.00 | k | 31\% | \$8,598.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spectralogic |
| 5 | 90949284TFINJ | SEL: FRU TFIN ENT ROBOT + TRANS |  | \$52,308.00 | k | 31\% | \$36,092.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 5 | ${ }^{\text {909449284TFIN-J-F }}$ | SEL: FRU,TFIN ENT ROBOT \& TRANS SEL: |  | \$52,308.00 | K | 31\% | \$36,092.52 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPECTRALOGIC SPECTRALOGIC |
| 5 | 90949287TFIN | SEL: FRUUPGTS1140DRIVETFINT1 |  | \$56,172.00 | k | 31\% | \$388,758.68 | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPECTRALOGIC SPECTRALOGIC |
| 5 | 90999287TFINT3-F | SEL: FRU,TS1140,DRIVE,TFIN,ENT,T3 |  | \$59,476.00 | , | 31\% | \$41,038.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | SPECTRALOGIC |
| 5 | 90949305-A | SEL: ACCESS TPKW-O CVRNO MED3592 |  | \$0.00 | K | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spectralogic |
| 5 | 90949305-FSL | SEL: FRU,3592,TPK,NO MEDIA-CVR,UPG |  | \$395.00 | K | 31\% | \$272.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949310SP | SEL: FRU,MAINT TPK, 9-TPS,CERT, 3592 |  | \$2,249.00 | k | 31\% | \$1,551.81 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949310SPL | SEL: FRU,MAINT TPK, 9-TPS, CERT, 3592 SEL. FRUMMINT TP, -TPS |  | \$2,382.00 | K | $31 \%$ $31 \%$ | \$1,643.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spectralogic |
| 5 | ${ }_{\text {90949312SP }}$ | SEL: FRU,MAINT TPK, 9-TPS,CUST, 3592 SEL: |  | $\$ 2,249.00$ $\$ 1,272.00$ | K | 31\% | \$1,551.81 $\$ 877.68$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPECTRALOGIC spectralogic |
| 5 | 90949312SPL | SEL: FRU,MAINT TPS, 5-TPK,CERT,3592 |  | \$1,352.00 | k | 31\% | \$932.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spectralogic |
| 5 | 90949313SP | SEL: FRU,MAINT TPS, 5-TPK,CUST, 3592 |  | \$1,272.00 | K | 31\% | \$877.68 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 909493135PL | SEL: FRU,MAINT TPS, 5-TPK,CUST, 3592 |  | \$1,352.00 | k | 31\% | \$932.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | ${ }^{\text {909493315SL }}$ | SEL: FRU,TAPE,CLN,W-CUS BCD, 3592 |  | \$24.00 | K | 31\% | \$171.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | ${ }^{\text {909949316SLL }}$ |  |  | \$261.00 | k | 31\% | \$171.12 | \$0.00 $\$ 0.00$ | \$ $\$ 0.00$ | \$0.00 | S0.00 $\$ 0.00$ | \$ $\$ 0.00$ | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949316SPL | SEL: FRU,TAPE,CLN,W-BCD,3592 |  | \$261.00 | k | 31\% | \$180.09 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spectralogic |
| 5 | 90949337-F | SEL: UPGVISION CAMERADRV-FRT950E |  | \$4,154.00 | k | 31\% | \$2,866.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spectralogic |
| 5 | 90949338-F | SEL: UPGVISION CAMERAMED-FRT950E |  | \$4,154.00 | k | 31\% | \$2,866.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spectralogic |
| 5 | 90949376SL | SEL: TAPES,LTO4,10,CERT,CASE,NOTPK |  | \$527.00 |  | 31\% | \$363.63 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 5 | ${ }_{\text {909493882-F }}$ | SEL: TAPES,LTO4,10,CUST,CASE,NOTPK SEL: |  | $\$ 527.00$ $\$ 15,769.00$ | K | 31\% | $\$ 363.63$ $\$ 10,880.61$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$\$0.00 | SPECTRALOGIC |


| BAND | SKU | description | Model Sub sku | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | WTY UPG ENH TO <br> PS W/MC PREM <br> LP$\|$ | WTY UPG BASIC TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | 90949382T200 | SEL: FRU,LTO-6,FC,FH,T200 |  | \$23,906.00 | K | 31\% | \$16,495.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949382T20-F | SEL: FRU,UPG,LTO-6,FC,FH,T200 |  | \$15,769.00 | k | 31\% | \$10,880.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spectralogic |
| 5 | 90949382 T380 | SEL: FRU,LTO-6,FC,FH,T380 |  | \$23,906.00 | k | 31\% | \$16,495.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spectralogic |
| 5 | 90949382T38-F | SEL: FRU,UPG,LTO-6,FC,FH,T380 |  | \$15,769.00 | k | 31\% | \$10,880.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949382 T680 | SEL: FRU,UPG,LTO-6,FC,FH,T680 |  | \$23,906.00 | k | 31\% | \$16,495.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spectralogic |
| 5 | 90949382TFL-F | SEL: FRU,UPG,LTO-6,FC,FH,TFIN |  | \$15,769.00 | k | 31\% | \$10,880.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spectralogic |
| 5 | 90949382TFIN | SEL: FRU,LTO-6,FC,FH,TFIN |  | \$23,906.00 | k | 31\% | \$16,495.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949402SL | SEL: TPK,LTO-M8,CUST |  | \$1,572.00 | k | 31\% | \$1,084.68 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spectralogic |
| 5 | 90949403SL | SEL: 20TPK,LTO-M8,CERT |  | \$31,414.00 | k | 31\% | \$21,675.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spectralogic |
| 5 | 90949414SL | SEL: TAPES,TRPK,CUST,LTO6 WORM,T950 |  | \$869.00 | k | 31\% | \$599.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949439T20-F | SEL: FRU,EDBA,T200 |  | \$6,092.00 | k | 31\% | \$4,203.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949439T38-F | SEL: FRU, EDBA, T380 |  | \$6,092.00 | k | 31\% | \$4,203.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spectralogic |
| 5 | 90949439T68-F | SEL: FRU,EDBA,T680 |  | \$6,092.00 | k | 31\% | \$4,203.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949442-F | SEL UPG,FRU,LTO-6,FC,F,F,IMPACT |  | \$15,769.00 | k | 31\% | \$10,880.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spectralogic |
| 5 | 90949442T20-F | SEL UPG,LTO-6,T200,FC, FH,IMPACT |  | \$15,769.00 | k | 31\% | \$10,880.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949442 T380 | SEL LRUULTO-6, T380,FC,FH,IMPACT |  | \$15,769.00 | k | 31\% | \$10,880.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949443FINT1 | SEL FRU,TS1140,DRV,TFIN,IMPACT,T1 |  | \$59,476.00 | k | 31\% | \$41,038.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spectralogic |
| 5 | 90949443NT1-F | SEL UPG, TS 1140, DRV, TFIN,IMPACT,T1 |  | \$56,172.00 | k | 31\% | \$38,758.68 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949443 T1 | SEL: FRU,TS1140,DRV,T950,IMPACT,T1 |  | \$56,172.00 | k | 31\% | \$38,758.68 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949443T1-F | SEL: FRU,TS1140,DRV, T950,IMPACT,T1 |  | \$56,172.00 | k | 31\% | \$38,758.68 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949443T388T3 | SEL: FRU,TS140,DRV, T380,IMPACT,T3 |  | \$49,563.00 | k | 31\% | \$34,198.47 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949443т 380 т-F | SEL: FRU,TS1140,DRV,T380,IMPACT,T3 |  | \$49,563.00 | k | 31\% | \$34,198.47 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spectralogic |
| 5 | 90949443T3-F | SEL: FRU,TS1140,DRV, T950,IMPACT,T3 |  | \$49,563.00 | k | 31\% | \$34,198.47 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949443TFINT3 | SEL FRU TS1140 DRV TFIN IMPACT T3 |  | \$59,476.00 | K | 31\% | \$41,038.44 | \$0.00 | \$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 | k | 31\% | \$4,511.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | ${ }_{\text {909949539-F }}$ | SEL: UPG,SLS,SW-KEY,QIP-CON,TFIN |  | $\$ 6,538.00$ $\$ 4.154 .00$ | k | $31 \%$ $31 \%$ | \$4,511.22 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | spectralogic |
| $5$ | 90949538-F 90949538 TFIN | SEL: FRU,IP CAMERA,GN2,DRV-FR,T950B SEL.: FRU,IP CAMERA,GN2,DRV-FR,TFIN |  | \$4,154.00 \$4,154.00 | K | $\begin{aligned} & 311 \\ & 31 \% \end{aligned}$ | \$2,866.26 \$2,866.26 | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | SPECTRALOGIC SPECTRALOGIC |
| 5 | 90949538TFIN-F | SEL: FRU,IP CAMERA,GN2,DRV-FR,TFIN |  | \$4,154.00 | k | 31\% | \$2,866.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949539-F | SEL: FRU,IP CAMERA,GEN2,MED-FR,T950B |  | \$4,154.00 | k | 31\% | \$2,866.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949539TFIN | SEL: FRUU,IP CAMERA, GEN2,MED-FR, TFIN |  | \$4,154.00 | k | 31\% | \$2,866.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949359TFIN-F | SEL: FRUU,IT CAMERA, GEN2,MED-FR, TFIN |  | \$4,154.00 | K | $31 \%$ $31 \%$ | $\$ 2,866.26$ $\$ 3439374$ | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPECTRALOGIC |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | ${ }_{9}^{\text {9094995588T2-F }}$ | SEL: FRU,TS1150,DRV,T950,IMPACT,T2 SEL: FRU,TS1150,DRV, T950,IMPACT,T2 |  | \$49,846.00 \$49,846.00 | K | $\begin{aligned} & 31 \% \\ & 31 \% \end{aligned}$ | $\$ 34,393.74$ $\$ 34,393.74$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | SPECTRALOGIC SPECTRALOGIC |
| 5 | 909495587380т2 | SEL: FRU,TS1150,DRV, T380,IMPACT,T2 |  | \$49,846.00 | k | 31\% | \$34,393.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spectralogic |
| 5 | 90949558TFINT2 | SEL: FRU,TS1150,DRV,TFIN,IMPACT,T2 |  | \$49,846.00 | K | 31\% | \$34,393.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949564SL | SEL: TAPES, 20 TPK,CERT, 3592 JD |  | \$59,097.00 | k | 31\% | \$40,776.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | ${ }^{909495655 S L}$ | SEL: TAPEE, 20 TPR, CUST, 3592 JD |  | \$59,097.00 | k | 31\% | \$40,776.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 5 | ${ }_{\text {9099495665SL }}$ | SEL: TAPES,TPK,CERT,3592 JD SEL: TAPES TPK, CUST 3592 JD |  | $\$ 2,951.00$ $\$ 2.951 .00$ | k | $31 \%$ $31 \%$ | $\$ 2,036.19$ $\$ 2.036 .19$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | SPECTRALOGIC |
| 5 | ${ }_{\text {909499576-F }}$ | SEL: FRUUPUG,5-12V PWS,AN,ROHS |  | \$ $\$ 3,877.700$ | k | 31\% | \$2,675.13 | \$0.00 $\$ 000$ | \$ $\$ 0.00$ | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$ ${ }_{\text {So.00 }}$ | SPECTRALOGIC |
| 5 | 90949576TFIN | SEL: FRU, 5-12V PWS,AN,ROHS,TFIN |  | \$3,877.00 | k | 31\% | \$2,675.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spectralogic |
| 5 | 90949576TFIN-F | SEL: FRU,UPG,5-12V PWS,AN,ROHS,TFIN |  | \$3,877.00 | k | 31\% | \$2,675.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949578-F | SEL: FRU,RIM2,T950 |  | \$12,462.00 | k | 31\% | \$8,598.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 909495787380 | SEL: FRU,RIM2, T380 |  | \$12,462.00 | k | 31\% | \$8,598.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 5 | 90949578TFIN 90949615-F |  |  | \$12,462.00 | K | $31 \%$ $31 \%$ |  | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPECTRALOGIC SPECTRALOGIC |
| 5 | 90949615T200-F | SEL: FRU,UPG,LTO-7,FC,FH,T200 |  | \$18,292.00 | k | 31\% | \$12,621.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949615TFIN-F | SEL: FRU,UPG,LTO-7,FC,FH,TFIN |  | \$18,292.00 | k | 31\% | \$12,621.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949616-F | SEL: UPG,LTO-7,FC,FH,IMPACT,T950 |  | \$18,292.00 | k | 31\% | \$12,621.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949616T200-F |  |  | \$18,292.00 |  | 31\% | \$12,621.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | ${ }^{50.00}$ | ${ }_{\$ 0.00}$ | SPECTRALOGIC |
| 5 | 90949616 T380 | SEL: FRU,LTO-7.FC,FH,IMPACT,T330 |  | \$18,292.00 | K | 31\% | \$12,621.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 909949783SL | SEL: SEL: 2OTPK,LTO-LTO-8,CUST, |  | \$18,292.00 | k | 31\% | \$ ${ }_{\text {\$ }}$ \$29,6921.481 | \$0.00 $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$ $\$ 0.00$ | \$0.00 | SPECTRALOGIC |
| 5 | 90949784-F | SEL: FRU,UPG,LTO-8,FC,FH,T950 |  | \$24,600.00 | k | 31\% | \$16,974.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949784T200-F | SEL: FRU,UPG,LTO-8,FC,FH,T200 |  | \$24,600.00 | K | 31\% | \$16,974.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 909497847380-F | SEL: FRU,UPG,LTO-8, $\mathrm{CCO}, \mathrm{FH}, \mathrm{T} 380$ |  | \$24,600.00 | k | 31\% | \$16,974.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949784TT680-F | SEL: FRU,UPG,LTO-8, $\mathrm{CCO}, \mathrm{FH}, \mathrm{T688}$ |  | \$24,600.00 | k | $31 \%$ $31 \%$ | \$16,974.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | ${ }_{\text {90949784-F }} 9$ | SEL: FRU,UPG,LTO-8,FC,FH,TFIN <br> SEL: UPG,LTO-8,FC,FH,IMPACT,T950 |  | \$24,600.00 <br> \$24,600.00 | $\begin{aligned} & \mathrm{k} \\ & \mathrm{~K} \end{aligned}$ | $\begin{aligned} & 31 \% \\ & 31 \% \end{aligned}$ | \$16,974.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | SPECTRALOGIC SPECTRALOGIC |
| 5 | 90949785T200-F | SEL: UPG,LTO-8,FC,FF,IMPACT,T200 |  | \$24,600.00 |  | 31\% | \$16,974.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949785 T380 | SEL: FRU,LTO-8,FC,FH,IMPACT,T380 |  | \$24,600.00 |  | 31\% | \$16,974.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spectralogic |
| 5 | 90949785T380-F | SEL: UPG,LTO-8,FC,FH,IMPACT,T380 |  | \$24,600.00 | k | 31\% | \$16,974.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | $90949785 T 680$ | SEL: FRU,LTO-8,FC,FH,IMPACT,T680 |  | \$24,600.00 | K | 31\% | \$16,974.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
|  | 90949785T680-F | SEL: UPG,LTO-8,FC,FH,IMPACT,T680 |  | \$24,600.00 | k | 31\% | \$16,974.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | ${ }^{\text {909949785TFIN }}$ | SEL: FRU,LTO-8,FC,FF,IMPACT,TFIN |  | \$24,600.00 | K | $31 \%$ $31 \%$ | \$16,974.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spectralogic |
| 5 | 90949786SL | SEL: TPK,LTO-8,CERT |  | \$24,600.00 $\$ 2,164.00$ | k | 31\% | \$1,493.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949787SL | SEL: TPK,LTO-8,CUST |  | \$2,164.00 | k | 31\% | \$1,493.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949788SL | SEL: TPK,LTO-8,CERT,NCVR |  | \$2,155.00 | k | 31\% | \$1,486.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949789SL | SEL: TPK,LTO-8,CUST,NCVR |  | \$2,155.00 | k | 31\% | \$1,486.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949790SL | SEL: 20TPK,LTO-8,CERT |  | \$43,320.00 | K | 31\% | \$29,800.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | ${ }_{\text {90949992SL }}$ | SEL: 20 PTPK,LTO-8,8ERET, NCVR |  | \$43,320.00 | k | 31\% | \$29,890.80 | \$0.00 $\$ 0.00$ | \$0.00 | \$0.00 | S0.00 $\$ 0.00$ | \$ $\$ 0.00$ | \$ $\$ 0.00$ | \$0.00 | SPECTRALOGIC |
| 5 | 90949794SL | SEL: TAPES,LTO-8,CERT,CLAM20 |  | \$4,260.00 | k | 31\% | \$2,939.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949795SL | SEL: TAPES,LTO-8,CUST,CLAM20 |  | \$4,260.00 | k | 31\% | \$2,939.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949796SL | SEL: FRU,TAPE,LTO-8,CERT |  | \$215.00 | k | 31\% | \$148.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | ${ }_{\text {9099497979 SL }}$ |  |  | - \$215.00 | K | 31\% | ( $\$ 148.35$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 909949799SL |  |  | \$22,142.00 | k | 31\% | \$1,477.98 | \$0.00 $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |


| BAND | SKU | description | Model Sub sku | EMC LIST PRICE USD | category CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> W/MC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | WTY UPG ENH TO <br> PS W/MC PREM <br> LP$\|$ | WTY UPG BASIC TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | 90949863-F | SEL: UPG,TS1160,DRV,FIBRE,IMPACT |  | \$46,385.00 | K | 31\% | \$32,005.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949863 T380 | SEL:FRU,TS1160,DRIVE,FIBRE,IMPACT,T380 |  | \$46,385.00 | k | 31\% | \$32,005.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949863T380-F | SEL: UPG,TS1160,DRV,FIBRE,IMPACT,T380 |  | \$46,385.00 | k | 31\% | \$32,005.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949863TFIN | SEL:FRU,TS1160,DR,FC,IMPACT,TFIN |  | \$46,385.00 | k | 31\% | \$32,005.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949863TFIN-F | SEL:UPG,TS1160,DR,FC,IMPACT,TFIN |  | \$46,385.00 | K | 31\% | \$32,005.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949866SL | SEL: TAPES, 20 TPK,CUST, 3592 JE |  | \$82,739.00 | k | 31\% | \$57,089.91 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949867SL | SEL: TAPES, 20 TPK,CERT,3592 JE |  | \$82,739.00 | k | 31\% | \$57,089.91 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949888SL | SEL: TAPES,TPK,CERT,3592 JE |  | \$4,133.00 |  | 31\% | \$2,851.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949869SL | SEL: TAPES,TPK,CUST, 3592 JE |  | \$4,133.00 | k | 31\% | \$2,851.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90949874TFIN-F | SEL:UPG,TS1160,DRIVE,FIBRE,TFIN |  | \$46,385.00 | k | 31\% | \$32,005.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90959005-F | SEL: FRUSLSSFTWRQIP-RIMT120 |  | \$6,538.00 | k | 31\% | \$4,511.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90959034-F | SEL: FRUT 120COD 5 SLOT KEY |  | \$647.00 | k | 31\% | \$446.43 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90959042-F | SEL: FRUSLSSOFTWAREDIRECTT120 |  | \$6,538.00 | k | 31\% | \$4,511.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spectralogic |
| 5 | 90959209-F | SEL: T120ENCRYPTIONPROFESSIONAL |  | \$6,538.00 | k | 31\% | \$4,511.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spectralogic |
| 5 | 90959211-F | SEL: FRUOBSERVATORY SOFTWARET 120 |  | \$3,269.00 | k | 31\% | \$2,255.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | ${ }^{\text {909959226-F }}$ | SEL: FRUN 1 POWER PACKROHS ONLY |  | \$2,769.00 | k | 31\% | \$1,990.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spectralogic |
| 5 | 90959231SL | SEL: TAPES,TRPK,CERT,LTO4 WORM,T120 |  | \$746.00 | k | 31\% | \$514.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spectralogic |
| 5 | ${ }^{\text {909959232SL }}$ | SEL: TAPES,TRPK,CUST, LTO4 WORM, T120 |  | $\$ 746.00$ $\$ 46700$ | K | $31 \%$ $31 \%$ | $\$ 514.74$ $\$ 32223$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | spectralogic |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | 90959255SL 90959256SL | SEL: TAPES,TPK,NOCVR,CERT,LTO4,T120 SEL: TAPES,TPK,NOCVR,CUST,LTO4,T120 |  | $\begin{aligned} & \$ 467.00 \\ & \$ 467.00 \end{aligned}$ | k k | $\begin{aligned} & 31 \% \\ & 31 \% \end{aligned}$ | $\begin{aligned} & \$ 322.23 \\ & \$ 322.23 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 00 \\ & \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | SPECTRALOGIC SPECTRALOGIC |
| 5 | 90959261-FSL | SEL: FRU,LTO-6,HH,FC, UPGRD,T120 |  | \$11,354.00 | k | 31\% | \$7,834.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spectralogic |
| 5 | 90959262-FSL | SEL: FRU,LTO-6, HH,SAS,UPGRD,T120 |  | \$9,462.00 | k | 31\% | \$6,528.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spectralogic |
| 5 | 90959295-F | SEL: UPG,LTO-7,HH,FC,T120 |  | \$13,246.00 | k | 31\% | \$9,139.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90959296-F | SEL: UPG,LTO-7,HH,SAS,T120 |  | \$11,354.00 | k | 31\% | \$7,834.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90959308-F | SEL: UPG,LTO-8,HH,SAS, T120 |  | \$13,246.00 | k | 31\% | \$9,139.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90959309-F | SEL: UPG,LTO-8,HH,FC,T120 |  | \$15,138.00 | k | 31\% | \$10,445.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | ${ }^{\text {9099593310SL }}$ | SEL: TPK,LTO-8,CERT, 120 |  | \$1,766.00 | K | $31 \%$ $31 \%$ | \$1,218.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90959311SL | SEL: TPR,LTO-8,CUST, 120 |  | \$1,766.00 | K | 31\% | \$1,218.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | ${ }^{\text {909959312SL }}$ |  |  | $\$ 1,757.00$ $\$ 1757.00$ | K | $31 \%$ $31 \%$ | \$1,212.33 | $\$ 0.00$ S0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | spectralogic |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | 90959313SL 90979018-F | SEL: TPK,LTO-8,CERT,120,NCVR SEL: RUSLSSOFTWAREUPGRADET50E |  | \$1,757.00 <br> \$3,269.00 | K | $\begin{aligned} & 31 \% \\ & 31 \% \end{aligned}$ | \$1,212.33 | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPECTRALOGIC |
| 5 | 90979426-F | SEL: FRUOBSERVATORY SOFTWARET50 |  | \$2,615.00 | k | 31\% | \$1,804.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | spectralogic |
| 5 | 90979438-F | SEL: T50ENCRYPTIONPROFESSIONAL |  | \$6,538.00 | K | 31\% | \$4,511.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90979476U-F | SEL: FRU,COD-KEY,5 SLOT,T50E |  | \$647.00 | k | 31\% | \$446.43 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90979478-F | SEL: FRUCOD-KEY1 SLOTT50E |  | \$129.00 | k | 31\% | \$89.01 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90979510-FSL | SEL: FRU,UPG,LTO-6,FC,HH,T50E |  | \$10,917.00 | k | 31\% | \$7,532.73 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90979510ST | SEL: FRU,LTO-6,FC,HH,STACK |  | \$11,538.00 | k | 31\% | \$7,961.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90979510ST-F | SEL: FRU,UPG,LTO-6,FC,HH,STACK |  | \$11,538.00 | K | 31\% | \$7,961.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
|  | 90979511-FSL | SEL: FRU,UPG,LTO-6,SAS, HH,T50E |  | \$8,734.00 | k | 31\% | \$6,026.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90979511ST | SEL: FRU,LTO-6,SAS, HH,STACK |  | \$9,231.00 | k | 31\% | \$6,369.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90979511ST-F | SEL: FRU,UPG,LTO-6,SAS,HH,STACK |  | \$9,231.00 | k | 31\% | \$6,369.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90979523-FSL | SEL: UPG,LTO-7,HH,FC,T50E |  | \$13,101.00 | k | 31\% | \$9,039.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90979523ST | SEL: FRU,LTO-7,FC,HH,STACK |  | \$13,846.00 | K | 31\% | \$9,553.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | ${ }_{\text {909 }}^{\text {9097952323TT-F }}$ | SEL:FRUUPUG,LTO-7.FC, HM,STACK |  | \$13,846.00 | K | $31 \%$ $31 \%$ | \$9,553.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ | \$0.00 | \$0.00 | spectralogic |
| 5 | ${ }^{\text {90979524-FSL }}$ | SEL: UPG,LTO-7,HH,SAS,T50E SEL: |  | $\$ 10,917.00$ $\$ 11.538 .00$ | k | 31\% | \$7,532.73 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | spectralogic |
| 5 | ${ }_{\text {909795924ST-F }}$ | SEL: FRU,LTO-7,SAS, HR,STACK |  | \$11,538.00 | K | 31\% | \$77,961.22 | S0.00 \$0.00 | \$0.00 $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90979526-FSL | SEL: UPG,LTO-8,HH,FC,T50E |  | \$15,284.00 | k | 31\% | \$10,545.96 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spectralogic |
| 5 | 90979526ST | SEL: LTO-8,FC,HH,STACK |  | \$16,154.00 | k | 31\% | \$11,146.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 909795265T-F | SEL: UPG,LTO-8,FC,HH,STACK |  | \$16,154.00 | k | 31\% | \$11,146.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90979527-FSL | SEL: UPG,LTO-8,8H,SAS,T50E |  | \$13,101.00 | K | 31\% | \$9,039.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spectralogic |
| 5 | 90979527 ST | SEL: FRULLTO-8,SAS,HS,STACK |  | \$13,846.00 | k | $31 \%$ $31 \%$ | \$9,553.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spectralogic |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | ${ }_{\text {909079528ST }} 9$ | SEL: FRU,UPG,LTO-8,SAS,HH,STACK SEL: FRU,LTO-7,FC,FH,STACK |  | $\$ 13,846.00$ $\$ 21538.00$ | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~K} \end{aligned}$ | $\begin{aligned} & 31 \% \\ & 31 \% \end{aligned}$ | +\$9,553.74 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | SPECTRALOGIC |
| 5 | 90979528ST-F | SEL: FRU,UPG,LTO-7,FC,FH,STACK |  | \$21,538.00 | k | 31\% | \$14,861.22 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spectralogic |
| 5 | 90979529ST | SEL: FRU,LTO-8,FC,FH,STACK |  | \$23,846.00 | k | 31\% | \$16,453.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 90979529ST-F | SEL: FRU,UPG,LTO-8,FC,FH,STACK |  | \$23,846.00 | K | 31\% | \$16,453.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | ${ }^{910198141420-F}$ | SEL: CHAMBER-SLOT KEY ENABLET200 |  | \$1,308.00 | K | $31 \%$ $31 \%$ | \$902.52 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ |  | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \\ & \end{aligned}$ |  |
| 5 | ${ }_{91019814 T 388-F}$ | SEL: CHAMBER-SLOT KEY ENABLET380 SEL: FRUCHAMBER-SLOT KEYT380 |  | $\$ 1,308.00$ \$1,308.00 | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~K} \end{aligned}$ | $\begin{aligned} & \begin{array}{l} 31 \% \\ 31 \% \end{array} \end{aligned}$ | $\begin{aligned} & \$ 902.52 \\ & \$ 902.52 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | SPECTRALOGIC SPECTRALOGIC |
| 5 | $91019814 \mathrm{T680}$ | SEL: CHAMBER-SLOT KEY ENABLET680 |  | \$1,308.00 | k | 31\% | \$902.52 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | SPECTRALOGIC |
| 5 | 91019814T68-F | SEL: FRUCHAMBER-SLOT KEYT680 |  | \$1,308.00 | k | 31\% | \$902.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | 91019816-F | SEL: FRUENCRYPTONPROTT200-380-680 |  | \$6,538.00 | k | 31\% | \$4,511.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | ${ }^{91019817-F}$ | SEL: FRUSLS SFTWR-KEYQIP-RIMBOA |  | \$6,538.00 | K | $31 \%$ $31 \%$ | \$4,511.22 | \$0.00 | $\$ 0.00$ | \$0.00 | \$0.00 |  | \$0.00 | $\$ 0.00$ |  |
| 5 | 91019818-F $91019824-\mathrm{F}$ | SEL: FRUSLS SFTWR-KEYDIRECTT200 SEL: RACKSTANDARD 19 INCH |  | $\$ 6,538.00$ $\$ 4,015.00$ | K | $31 \%$ $31 \%$ | \$4,511.22 | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | SPECTRALOGIC SPECTRALOGIC |
| 5 | 91019832-F | SEL: FRUSLS SW-KEYDIRECTT380-680 |  | \$6,538.00 | k | 31\% | \$4,511.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spectralogic |
| 5 | 9264AMER1PMC | SEL Z9264F-ON 1 Yr ProSupport MC (4 hr) |  | \$8,874.00 | F1 | 2\% | \$8,696.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | dell networking |
| 5 | 9264AMER1PNBD | SEL Z9264F-ON 1 Yr ProSupport NBD |  | \$4,149.00 | F1 | 2\% | \$4,066.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | dell networking |
| 5 | 9264AMER1PPMC | SEL 29264F--N 1Yr ProSupportPlus MC(4hr) |  | \$12,023.00 | F1 | 2\% | \$11,782.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | DELL NETWORKING |
| 5 | 9264AMER1RTD | SEL 29264F-ON 1 Yr Return to Depot |  | \$999.00 | F1 | 2\% | \$979.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | DELL NETWORKING |
| 5 | 9264AMER3PMC 9264AMER3PPMC | SEL 29264F-ON 3 Yr Prosupport MC ( 4 hr ) SEL 29264F-ON 3Y ProSuportPlus MC(4hr) |  | \$16,748.00 | F1 | 2\% | \$16,413.04 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | DELL NETWORKING |
| 5 | 9264AMER3PSNBD | SEL Z9264F-ON 3 Yr ProSupport NBD |  | \$ \$7,299.00 | F1 | 2\% | \$77,153.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | dell networking |
| 5 | 9264AMER5PMC | SEL Z9264F-ON 5 Yr ProSupport MC (4 hr) |  | \$26,197.00 | F1 | 2\% | \$25,673.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 D | dell networking |
| 5 | 9264AMER5PNBD | SEL Z9264F-ON 5 Yr ProSupport NBD |  | \$11,078.00 | F1 | 2\% | \$10,856.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | dell networking |
| 5 | 9264AMER5PPMC | SEL Z9264F--N 5Yr ProSupportPlus MC(4hr) |  | \$36,277.00 | F1 | 2\% | \$35,551.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | DELL NETWORKING |
| 5 | ${ }^{\text {9264APJIPMC }}$ | SEL Z2964-ON 1 Yr ProSupport MC (4 4 r) SEL Z9264F-ON 1 Yr Prosupport NBD |  | \$8,791.67 | F1 F1 | 2\% | \$8,615.84 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | DELL NETWORKING |
| 5 | 9264APJ1PPMC | SEL 29264F-ON 1Yr ProSupportPlus MC(4hr) |  | \$12,309.17 | F1 | 2\% | \$12,062.99 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 D | dell networking |


| BAND | SKU | DESCRIPTION | $\begin{gathered} \text { Model Sub } \\ \text { sku } \end{gathered}$ | EMC LIST | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> W/MC PREM MNT <br> LP | PROSUPPORT | BASIC MNT LP | $\left\|\begin{array}{c}\text { WTY UPG ENH TO } \\ \text { PS W/MC PREM } \\ \text { LP }\end{array}\right\|$ | WTY UPG BASIC TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | 9264APJ1RTD | SEL 29264F-ON 1 Yr Return to Depot |  | \$995.00 | F1 | 2\% | \$975.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | ELL NETWORKING |
| 5 | 9264APJ3PMC | SEL Z9264F-ON 3 Yr ProSupport MC (4 hr) |  | \$17,582.50 | F1 | 2\% | \$17,230.85 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | ell networking |
| 5 | $9264 A P J 3 P N B D$ | SEL Z9264F-ON 3 Yr ProSupport NBD |  | \$8,791.67 | F1 | 2\% | \$8,615.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | ELL NETWORKING |
| 5 | 9264APJ3PPMC | SEL Z $292647-\mathrm{ON}$ 3Yr ProSupportPlus MC(4hr) |  | \$24,618.33 | F1 | 2\% | \$24,125.96 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | ELL Networking |
| 5 | 9264APJ5PMC | SEL Z9264F-ON 5 Yr ProSupport MC (4 hr) |  | \$31,650.83 | F1 | 2\% | \$31,017.81 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 D | ELL Networking |
| 5 | 9264APJ5PNBD | SEL 29264F-ON 5 Yr ProSupport NBD |  | \$15,825.83 | F1 | 2\% | \$15,509.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | ELL Networking |
| 5 | 9264APJ5PPMC | SEL Z9264F-ON 5Yr ProSupportPlus MC(4hr) |  | \$44,311.67 | F1 | 2\% | \$43,425.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | ELL NETWORKING |
| 5 | 9264BRA1PMC | SEL Z9264F-ON 1 Yr Prosupport MC (4 hr) |  | \$6,511.00 | F1 | 2\% | \$6,380.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | ELL Networking |
| 5 | 9264BRA1PNBD | SEL Z9264F-ON 1 Yr ProSupport NBD |  | \$3,205.00 | F1 | 2\% | \$3,140.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | ELL NeTWORKING |
| 5 | 9264BRA1PPMC | SEL Z9264F-ON 1Yr ProSupportPlus MC(4hr) |  | \$7,062.00 | F1 | 2\% | \$6,920.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | ELL NETWORKING |
| 5 | $92643 R$ A1RTD | SEL 29264F-ON 1 Yr Return to Depot |  | \$999.00 | F1 | 2\% | \$1179.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | dell Networking |
| 5 | $9264 \mathrm{BRA3PMC}$ | SEL Z9264F-ON 3 Yr Prosupport MC (4 hr) |  | \$12,023.00 | F1 | 2\% | \$11,782.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | dell Networking |
| 5 | 9264BRA3PPMC | SEL Z Z9264F-ON 3Yr ProSupportPlus MC(4hr) |  | \$16,433.00 | F1 | 2\% | \$16,104.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$ ${ }_{\$ 0.000 \mathrm{D}}$ | dell Networking |
| 5 5 | 9264BRA3PSNBD 9264BRA5PMC | SEL Z9264F-ON 3 Yr ProSupport NBD SEL 29264F-ON 5 Yr Prosupport MC ( 4 hr ) |  | \$5,409.00 \$18,637.00 | F1 | $\begin{aligned} & 2 \% \\ & 2 \% \\ & 2 \% \end{aligned}$ | $\$ 5,300.82$ $\$ 18,264.26$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | ${ }_{\$ 0.00}{ }^{\text {a }}$ | ELL NETWORKING ELL NETWORKING |
| 5 | 9264BRA5PNBD | SEL Z9264F-ON 5 Yr Prosupport NBD |  | \$8,054.00 | F1 | 2\% | \$7,892.92 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | ELL Networking |
| 5 | 9264BRA5PPMC | SEL Z9264F-ON 5Yr ProSupportPlus MC(4hr) |  | \$20,401.00 | F1 | 2\% | \$19,992.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | ELL NETWORKING |
| 5 | 9264EMEA1PMC | SEL Z9264F-ON 1 Yr Prosupport MC (4 hr) |  | \$5,733.58 | F1 | 2\% | \$5,618.91 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | dell networking |
| 5 | 9264EMEA1PNBD | SEL Z9264F-ON 1 Yr ProSupport NBD |  | \$2,548.66 | F1 | 2\% | \$2,497.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | ELL Networking |
| 5 | 9264EMEA1PPMC | SEL Z Z9264F-ON 1 Yr ProsupportPus MC(4hr) |  | \$8,154.50 | F1 | 2\% | \$7,991.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | ELL NetWORKING |
| 5 | 9264EMEA1RTD | SEL Z9264F-ON 1 Yr Return to Depot |  | \$649.64 | F1 | 2\% | \$636.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | dil networking |
| 5 | 9264EMEA3PMC | SEL z9264-O-N 3 Yr Prosupport MC (4 hr ) |  | \$12,104.62 | F1 | ${ }_{2 \%}^{2 \%}$ | \$11.862.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | EELL NETWORKING |
| 5 | 9264EMEA3PNBD | SEL Z Z9264F-ON 3 Yr ProSupport NBD |  | \$5,733.58 | F1 | 2\% | \$5,618.91 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | ELL NETWORKING |
| 5 | 9264EMEA3PPMC | SEL Z9264F-ON 3Yr ProSupportPus MC(4hr) |  | \$16,946.47 | F1 | 2\% | \$16,607.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | ELL NETWORKING |
| 5 | 9264EMEA5PMC | SEL Z2924--ON 5 Yr Prosupport MC (4 hr) |  | \$19,749.39 | F1 | 2\% | \$ $\$ 9,354.40$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | EELL NETWORKING |
| 5 | 9264EMEA5PNBD | SEL Z9264F-ON 5 Yr Prosupport NBD |  | \$9,557.18 | F1 | 2\% | \$9,366.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | ELL NETWORKING |
| 5 5 | 9264EMEA5PPMC | SEL Z Z9264F-ON SYr ProSupportilus MC(4hr) SEL Z9264F-ON 1 Yr Prosupoort MC ( 4 hr ) |  | \$27,496.35 $\$ 808600$ | F1 | 2\% | $\$ 26,946.42$ $\$ 7924$ | $\$ 0.00$ S0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ |  | EELL NETWORKING |
| 5 | 9264LATAM 1 PNBD | SEL Z9264F--N 1 Yr Prosupport NBD ${ }^{\text {a }}$ |  | \$8,086.00 | F1 | 2\% | \$ $\$ 3,758.30$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | EELL NETWORKING |
| 5 | 9264LATAM 1 PPMC | SEL Z9264F-ON 1Yr ProSupportPlus MC(4hr) |  | \$10,921.00 | F1 | 2\% | \$10,702.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | ELL Networking |
| 5 | 9264LATAM1RTD | SEL Z9264F-ON 1 Yr Return to Depot |  | \$999.00 | F1 | 2\% | \$979.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 D | ELL NeTWORKING |
| 5 | 9264LATAM3PMC | SEL Z9264F-ON 3 Yr ProSupport MC (4 hr) |  | \$15,173.00 | F1 | 2\% | \$14,869.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | dLl networking |
| 5 | 9264LATAM3PNBD | SEL 29264F-ON 3 Yr ProSupport NBD |  | \$6,669.00 | F1 | 2\% | \$6,535.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | ELL NETWORKING |
| 5 | 9264LATAM3PPMC | SEL Z9264F-ON 3Yr ProSupportPlus MC(4hr) |  | \$20,843.00 | F1 | 2\% | \$20,426.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | ELL NETWORKING |
| 5 | 9264LATAM5PMC | SEL Z9264F-ON 5 Yr ProSupport MC (4 hr) |  | \$23,677.00 | F1 | 2\% | \$23,203.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 D | ELL NETWORKING |
| 5 | 9264LATAM5PNBD | SEL 29264F-ON 5 Yr ProSupport NBD |  | \$10,070.00 | F1 | 2\% | \$9,888.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | ELL NETWORKING |
| 5 | 9264LATAM5PPMC 9264LA | SEL 29264F-ON 5Yr ProSupportPus MC(4hr) SEL: CORD,4.5M,L-20P / LOCKING C19 |  | \$32,749.00 | F1 | 2\% | \$32,094.02 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | ${ }_{\$ 0.00}^{\$ 0.00}$ | ELL NETWORKING SPECTRALOGIC |
| 5 | ADU-1YR-00000001 | SEL 1YR 1-9 ADMIN USER LOGIN |  | \$2,307.69 | k | 31\% | \$1,592.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | ADU-1YR-00000010 | SEL 1YR 10-99 ADMIN USER LOGIN |  | \$1,923.08 | k | 31\% | \$1,326.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | index engines |
| 5 | ADU-3YR-00000001 | SEL 3YR 1-9 ADMIN USER LOGIN |  | \$6,230.77 | k | 31\% | \$4,299.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | index engines |
| 5 | ADU-3YR-00000010 | SEL 3YR 10-99 AdMIN USER LOGIN |  | \$5,192.31 | k | 31\% | \$3,582.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | index engines |
| 5 | ADU-5YR-00000001 | SEL 5YR 1-9 ADMIN USER LOGIN |  | \$9,230.77 | k | 31\% | \$6,369.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | ADU-5YR-00000010 | SEL 5YR 10-99 ADMIN USER LOGIN |  | \$7,692.31 | k | 31\% | \$5,307.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | ASARSTRTBNDL | SELECT DFXS Assess//archive, 30TB 1 Yr Sub |  | \$20,512.31 | K | 31\% | \$14,153.49 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NTP-DEFENDX |
| 5 5 | AUTO-O-50MS AUTO--500 | SEL Automation Engine MS |  | $\$ 41.43$ $\$ 174.62$ | F1 | 2\% | \$40.60 | $\$ 0.00$ S0.00 | $\$ 0.00$ $\$ 000$ | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 000$ | \$0.00 | \$0.00 | VARONIS |
| 5 | AUTO-1001-1500MS | SEL Automation Engine MS |  | \$11.87 | F1 | 2\% | \$11.63 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | AUTO-1001-15000 | SEL Automation Engine OS |  | \$50.02 | k | 31\% | \$34.51 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | AUTO-100K-150KMC | SEL Automation Engine M24*7 |  | \$10.93 | F1 | 2\% | \$10.71 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | AUTO-100K-150KMS | SEL Automation Engine MS |  | \$6.25 | F1 | 2\% | \$6.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | AUTO-100K-150KOS | SEL Automation Engine OS |  | \$26.33 | K | 31\% | \$18.17 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | AUTO-101-250MS | SEL Automation Engine MS |  | \$22.69 $\$ 9565$ | F1 | 2\% | \$22.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | AUTO-101-2500S AUTO-10k-20KMC | SEL Automation Engine OS SEL Automation Engine M24*7 |  | $\begin{aligned} & \$ 95.65 \\ & \$ 12.75 \end{aligned}$ | $\begin{aligned} & K \\ & F 1 \end{aligned}$ | 31\% | \$66.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | AUTO-10k-20kMS | SEL Automation Engine MS |  | \$7.29 | F1 | 2\% | \$7.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | AUTO-10k-20KOS | SEL Automation Engine OS |  | \$30.71 | k | 31\% | \$21.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | AUTO-1501-2000MS | SEL Automation Engine MS |  | \$10.72 | F1 | 2\% | \$10.51 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | AUTO-1501-20000S | SEL Automation Engine OS |  | \$45.19 | K | 31\% | \$31.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 5 | AUTO-150K-MC AUTO-150K-MS | SEL Automation Engine M24*7 SEL Automation Engine MS |  | $\begin{array}{r} \$ 10.75 \\ \$ 6.14 \end{array}$ | $\begin{aligned} & F_{1} \\ & F_{1} \end{aligned}$ | $\begin{aligned} & 2 \% \\ & 2 \% \\ & 2 \% \end{aligned}$ | $\begin{gathered} \$ 10.54 \\ \$ 6.02 \end{gathered}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | AUTO-150k-OS | SEL Automation Engine OS |  | \$25.89 | K | 31\% | \$17.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | AUTO-2001-2500MS | SEL Automation Engine MS |  | 59.99 | F1 | 2\% | \$9.79 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | AUTO-2001-25000S | SEL Automation Engine OS |  | \$42.12 | K | 31\% | \$29.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | AUTO-20k-35KMC | SEL Automation Engine M24*7 |  | \$12.02 | F1 | 2\% | \$11.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 5 | AUTO-20K-35MS AUTO-20k-35KOS | SEL Automation Engine MS SEL Automation Engine OS |  | $\$ 6.87$ $\$ 28.96$ | F1 | 2\% | $\$ 6.73$ $\$ 19.98$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | AUTO-2501-4000MS | SEL Automation Engine MS |  | \$9.37 | F1 | 2\% | \$9.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | AUTO-2501-40000s | SEL Automation Engine OS |  | \$39.49 | k | 31\% | \$27.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | AUTO-251-500MS AUTO-251-500 | SEL Automation Engine MS |  | \$17.28 | F1 | 2\% $31 \%$ | \$16.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | AUTO-251-5000s AUTO-35-50kMC | SEL Automation Engine OS |  | \$72.83 | F1 | $31 \%$ $2 \%$ | \$50.25 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | VARONIS |
| 5 | AUTO-35K-50kMS | SEL Automation Engine MS |  | \$6.66 | F1 | 2\% | \$6.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | AUTO-35K-50KOS | SEL Automation Engine OS |  | \$28.08 | K | 31\% | \$19.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 5 | AUTO-4001-6000MC AUTO-4001-6000MS | SEL Automation Engine M24*7 SEL Automation Engine MS |  | $\$ 15.30$ $\$ 8.74$ | F1 F1 | 2\% | $\$ 14.99$ $\$ 8.57$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS |
| 5 | AUTO-4001-60000s | SEL Automation Engine OS |  | \$36.86 | k | 31\% | \$25.43 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | AUTO-501-750MS | SEL Automation Engine MS |  | \$13.95 | F1 | 2\% | \$13.67 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 5 | AUTO-501-7500S AUTO-50K-100kMC | SEL Automation Engine OS SEL Automation Engine M24*7 |  | $\$ 58.79$ $\$ 11.29$ | K F1 | $31 \%$ $2 \%$ | $\$ 40.57$ $\$ 11.06$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |


| BAND | SKU | DESCRIPTION | $\begin{aligned} & \text { Model Sub } \\ & \text { ckil } \end{aligned}$ sku | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | WTY UPG ENH TO <br> PS W/MC PREM <br> LP | WTY UPG BASIC TO PS ENH LP | Renewal | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | AUTO-50K-100KMS | SEL Automation Engine MS |  | \$6.45 | F1 | 2\% | \$6.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | AUTO-50K-100KOS | SEL Automation Engine OS |  | \$27.20 | k | 31\% | \$18.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | AUTO-51-100MS | SEL Automation Engine MS |  | \$28.94 | F1 | 2\% | \$28.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | AUTO-51-1000 | SEL Automation Engine OS |  | \$121.97 | k | 31\% | \$84.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | AUTO-6001-8000MC | SEL Automation Engine M24*7 |  | \$14.21 | F1 | 2\% | \$13.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | AUTO-6001-8000MS | SEL Automation Engine MS |  | \$8.12 | F1 | 2\% | \$7.96 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | AUTO-6001-80000S | SEL Automation Engine OS |  | \$34.22 | k | 31\% | \$23.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | AUTO-751-1000MS | SEL Automation Engine MS |  | \$12.91 | F1 | 2\% | \$12.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | AUTO-751-10000S | SEL Automation Engine OS |  | \$54.41 | F1 | 31\% | \$37.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | AUTO-8001-10KMC | SEL Automation Engine M24*7 |  | \$13.48 | F1 | 2\% | \$13.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 5 | AUTO-8001-10KMS AUTO-8001-10KOS | SEL Automation Engine MS |  | \$7.70 | F1 | 2\% | \$7.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | AUTO-8001-10KOS AVAADETC10UC | SEL Automation Engine OS |  | $\$ 32.47$ $\$ 34100$ | K | 31\% | $\$ 22.40$ $\$ 23529$ | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$ $\$ 0.00$ | \$9.00 | $\$ 0.00$ $\$ 0.00$ | VARONIS |
| 5 | AVAADETC10UC-1 | SEL AVA-AD-ETC $10-\mathrm{U}-\mathrm{C}$ ) |  | ${ }_{\$ 356.35}$ | k | 31\% | \$245.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$0.00 | \$0.00 | VMWARE |
| 5 | AVAADETC10UC-K | SEL AVA-AD-ETC $10-\mathrm{U}-\mathrm{C}$ ) |  | \$365.84 | k | 31\% | \$252.43 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | AVAADVC1003GC | SEL AVA-ADVC-100-3G-SSS-C) |  | \$8,566.80 | F1 | ${ }^{2 \%}$ | \$8,395.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | AVAADVC1003GC-I | SEL AVA-ADVC-100-3G-Sss-C ) |  | \$8,952.31 | F1 | 2\% | \$8,773.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | AVAADVC1003GC-K | SEL AVA-ADVC-100-3G-SSS-C ) |  | \$9,181.81 | F1 | 2\% | \$8,998.17 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | AVAADVC1003PC | SEL AVA-ADVC-100-3P-SSS-C) |  | \$10,198.32 | F1 | 2\% | \$9,994.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | AVAADVC1003PC-I | SEL AVA-ADVC-100-3P-SSS-C ) |  | \$10,657.24 | F1 | 2\% | \$10,444.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | AVAADVC1003PC-K | SEL AVA-ADVC-100-3P-SSS-C ) |  | \$10,930.46 | F1 | 2\% | \$10,711.85 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | AVAADVC1000 | SEL AVA-ADVC-100-C) |  | \$15,450.00 | k | 31\% | \$10,660.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | AVAADVC100C-I | SEL AVA-ADVC-100-C ) |  | \$16,145.25 | k | 31\% | \$11,140.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | AVAADVC100C-K | SEL AVA-ADVC-100-C) |  | \$16,587.50 | k | 31\% | \$11,445.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | AVAADVC100GC | SEL AVA-ADVC-100-G-Sss-C ) |  | \$3,245.00 | F1 | 2\% | \$3,180.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | AVAADVC100GC-I | SELAVA-ADVC-100-G-Sss-C ) |  | \$3,391.03 | F1 | 2\% | \$3,323.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | AVAADVC100GC-K | SEL AVA-ADVC-100-G-SSS-C) |  | \$3,477.96 | F1 | 2\% | \$3,408.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | AVAADVC100PC | SEL AVA-ADVC-100-P-SSS-C ) |  | \$3,863.00 | F1 | 2\% | \$3,785.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | AVAADVC100PC--1 AVAADVC100PC-K | SEL AVA-ADVC-100-P-SSS-C ) |  | $\$ 4,036.84$ $\$ 4.140 .32$ | F1 | 2\% | $\$ 3,956.10$ $\$ 4.057 .51$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | ${ }^{\text {AVAAADVC1003GC }}$ | SEL AVA-ADVVC-10-PG-SSSS-C) |  | $\$ 4,140.32$ $\$ 855.36$ | F1 | 2\% | $\$ 4,057.51$ $\$ 838.25$ | \$0.00 $\$ 0.00$ | \$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | VMWWARE |
| 5 | AVAADVC103GC-I | SEL AVA-ADVC-10-3G-SSS-C ) |  | \$893.85 | F1 | 2\% | \$875.97 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | AVAADVC103GC-K | SEL AVA-ADVC-10-3G-Sss-C ) |  | \$916.76 | F1 | 2\% | \$898.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | AVAADVC103PC | SEL AVA-ADVC-10-3P-Sss-C ) |  | \$1,019.04 | F1 | 2\% | \$998.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmWare |
| 5 | AVAADVC 103PC-I | SELAVA-ADVC-10-3P-SSS-C ) |  | \$1,064.90 | F1 | 2\% | \$1,043.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | AVAADVC103PC-K | SEL AVA-ADVC-10-3P-SSS-C ) |  | \$1,092.20 | F1 | 2\% | \$1,070.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | AVAADVC10C | SEL AVA-ADVC-10-C ) |  | \$1,545.00 | k | 31\% | \$1,066.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | AVAADVC10C-I | SEL AVA-ADVC-10-C) |  | \$1,614.53 | K | 31\% | \$1,14.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | AVAADVC10C-K | SEL AVA-ADVC-10-C) |  | \$1,658.75 | K | 31\% | \$1,144.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | AVAADVC10GC | SEL AVA-ADVC-10-G-sss-C ) |  | \$324.00 | F1 | 2\% | \$317.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | AVAADVC10GC-1 | SEL AVA-ADVC-10-G-sss-C) |  | \$338.58 | F1 | 2\% | \$331.81 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | AVADVVC10GC-K | SEL AVA-ADVC-10-G-SSS-C) |  | \$347.26 | F1 | 2\% | \$340.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | AVAADVC10PC | SEL AVA-ADVC-10-P-SSS-C) |  | \$386.00 | F1 | 2\% | \$378.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | AVAADVCCOPC-I | SEL AVA-ADVC-10-P-SSS-C) |  | \$403.37 | F1 | 2\% | \$395.30 $\$ 40544$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ | \$0.00 | \$0.00 | vmware |
| 5 | AVAADVC10PC-K | SEL AVA-ADVC-10-P-SSS-C) |  | \$413.71 | F1 | 2\% | \$405.44 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 5 | AVAADVN1003GC AVAADVN1003GC- | SEL AVA-ADVN-100-3G-SSS-C ) SEL AVA-ADVN-100-3G-SSS-C ) |  | $\$ 5,683.92$ $\$ 5.939 .70$ | F1 | 2\% | $\$ 5,570.24$ $\$ 5.820 .91$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | Vmware VMWARE |
| 5 | AVAADVN1003GC-K | SEL AVA-ADVN-100-3G-sss-C ) |  | \$6,091.97 | F1 | 2\% | ${ }_{\text {\$5,970.13 }}$ | \$8000 | \$0.00 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | VMWARE |
| 5 | AVAADVN1003PC | SEL AVA-ADVN-100-3P-SSS-C ) |  | \$6,766.32 | F1 | 2\% | \$6,630.99 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | AVAADVN1003PC-I | SEL AVA-ADVN-100-3P-SSS-C) |  | \$7,070.80 | F1 | 2\% | \$6,929.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | AVAADVN1003PC-K | SEL AVA-ADVN-100-3P-SSS-C ) |  | \$7,252.08 | F1 | 2\% | \$7,107.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | AVAADVN100C AVAADVN100C-1 | SEL AVA-ADVN-100-C) |  | \$10,250.00 | k | 31\% | $\$ 7,072.50$ $\$ 7,390.76$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 5 | AVAADVN100C-I AVADADV100C-K | SEL AVA-ADVN-100-C) |  | \$10,711.25 <br> \$10,994.48 | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~K} \end{aligned}$ | $\begin{aligned} & 31 \% \\ & 31 \% \end{aligned}$ | \$7,390.76 <br> \$7,586.19 | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | AVAADVN100GC | SEL AVA-ADVN-100-G-Sss-C ) |  | \$2,153.00 | F1 | 2\% | \$2,109.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | AVAADVN100GC-I | SEL AVA-ADVN-100-G-SSS-C ) |  | \$2,249.89 | F1 | 2\% | \$2,204.89 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | AVAADVN100GC-K | SEL AVA-ADVN-100-G-SSS-C ) |  | \$2,307.56 | F1 | 2\% | \$2,261.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | AVAADVN100PC | SEL AVA-ADVN-100-P-SSS-C) |  | $\$ 2,563.00$ $\$ 26784$ | F1 | 2\% | \$2,511.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | AVAADVN100PC--1 AVAADVN100PC-K | SEL AVA-ADVN-100-P-SSS-C ) |  | $\begin{aligned} & \$ 2,678.34 \\ & \$ 2,747.00 \end{aligned}$ | $\begin{aligned} & F_{1} \\ & \text { F1 } \end{aligned}$ | $\begin{aligned} & 2 \% \\ & 2 \% \\ & 2 \% \end{aligned}$ | \$2,624.77 $\$ 2,692.06$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | AVAADVN103GC | SEL AVA-ADVN-10-3G-SSS-C) |  | \$567.60 | F1 | 2\% | \$556.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | AVAADVN103GC-I | SEL AVA-ADVN-10-3G-Sss-C ) |  | \$593.14 | F1 | 2\% | \$581.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | AVAADVN103GC-K | SEL AVA-ADVN-10-3G-Sss-C ) |  | \$608.35 | F1 | 2\% | \$596.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | AVAADVN 103 PC | SEL AVA-ADVN-10-3P-SSS-C) |  | \$675.84 | F1 | 2\% | \$662.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$0.00 | \$0.00 |  |
| 5 | AVAADVN103PC-I AVAADVN103PC-K | SELAVA-ADVN-10-3P-SSS-C ) |  | \$706.25 | F1 | 2\% | \$692.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | AVAADVN103PC-K AVAADVN10C | SEL AVA-ADVN-10-3P-SSS-C ) SEL AVA-ADVN-10-C) |  | \$ $\begin{array}{r}\$ 724.36 \\ \$ 1.025 .00\end{array}$ | F1 | 2\% | \$709.87 $\$ 707.25$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | AVAADVN10C-I | SEL AVA-ADVN-10-C) |  | \$1,071.13 | k | 31\% | \$739.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | AVAADVN10C-K | SEL AVA-ADVN-10-C) |  | \$1,099.45 | k | 31\% | \$758.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | AVAADVN10GC | SEL AVA-ADVN-10-G-SSS-C) |  | \$215.00 | F1 | 2\% | \$210.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | AVAADVN10GC-I | SEL AVA-ADVN-10-G-SSS-C) |  | \$224.68 | F1 | 2\% | \$220.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 5 | AVAADVN10GC-K AVAADVN10PC | SEL AVA-ADVN-10-G-SSS-C ) SEL AVA-ADVN-10-PSSS-C) |  | $\$ 230.43$ $\$ 256.00$ | F1 | 2\% | \$225.82 $\$ 250.88$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | AVAADVN10PC AVAADVN10PC-I | SEL AVA-ADVN-10-P-SSS-C) |  | \$256.00 | F1 | 2\% | \$250.88 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | AVAADVN10PC-K | SEL AVA-ADVN-10-P-SSS-C) |  | \$274.38 | F1 | 2\% | \$268.89 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | AVAAVENC100UC | SEL AVA-AV-ENC $100-\mathrm{U}-\mathrm{C}$ ) |  | \$3,410.00 | K | 31\% | \$2,352.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | AVAAVENC100UC-I | SEL AVA-AV-ENC100-U-C) |  | \$3,563.45 | k | 31\% | \$2,458.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | AVAAVENC100UC-K | SEL AVA-AV-ENC $100-\mathrm{U}-\mathrm{C}$ ) |  | \$3,658.44 | K | 31\% | \$2,524.32 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | ${ }^{\text {AVA }}$ AVAAVETN100UC-1 | SEL AVA-A-EETN100-U-C) |  | $\$ 2,310.00$ $\$ 2,413.95$ | k | 31\% | \$1,565.63 | \$0.00 $\$ 000$ | \$0.00 | \$0.00 | \$0.00 $\$ 0.00$ | \$ $\$ 0.00$ | \$0.00 | \$0.00 | VMWARE |


| BAND | SKU | DESCRIPTION | Model Sub sku | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\left\|\begin{array}{c}\text { WTY UPG ENH TO } \\ \text { PS W/MC PREM } \\ \text { LP }\end{array}\right\|$ | WTY UPG BASIC TO PS ENH LP | Renewal | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | AVAAVETN100UC-K | SEL AVA-AV-ETN100-U-C) |  | \$2,478.55 | K | 31\% | \$1,710.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | AVAAVETN10UC | SEL AVA-AV-ETN10-U-C) |  | \$231.00 | k | 31\% | \$159.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | avaivetn10uc-1 | SEL AVA-AV-ETN10-UC ${ }^{\text {( }}$ |  | \$241.40 | k | 31\% | \$166.57 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | AVAAVETN10UC-K | SEL AVA-AV-ETN10-U-C ) |  | \$247.85 | k | 31\% | \$171.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | AV-ADVC-100-F | SEL: AV-ADVC-100-F |  | \$16,995.00 | k | 31\% | \$11,726.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | AV-ADVC-10-F | SEL: AV-ADVC-10-F |  | \$1,699.50 | k | 31\% | \$1,172.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | AVADVENTC100UGF | SEL: AV-ADV-ENTC100-UG-F |  | \$3,751.00 | k | 31\% | \$2,588.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | AVADVENTC10UGF | SEL: AV-ADV-ENTC10-UG-F |  | \$375.10 | k | 31\% | \$258.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | AVADVENTN100UGF | SEL: AV-ADV-ENTN 100-UG-F |  | \$2,541.00 | K | $31 \%$ $31 \%$ | \$1,753.29 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | AVADVENTN10UGF | SEL: AV-ADV-ENTN10-UG-F |  | \$254.10 | k | 31\% | \$175.33 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | AV-ADVN-100-F | SEL: AV-ADVN-100-F |  | \$11,275.00 | k | 31\% | \$7,779.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | AV-ADVN-10-F | SEL: AV-ADVN-10-F |  | \$1,127.50 | K | 31\% | \$777.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | AVAENTC1003GC | SEL AVA-ENTC-100-3G-sss-C ) |  | \$10,285.44 | F1 | 2\% | \$10,079.73 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | AVAENTC1003GC-I | SEL AVA-ENTC-100-3G-SSS-C ) |  | \$10,748.28 | F1 | 2\% | \$10,533.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | AVAENTC1003GC-K | SEL AVA-ENTC-100-3G-SSS-C) |  | \$11,023.83 | F1 | 2\% | \$10,803.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | AVAENTC1003PC | SEL AVA-ENTC-100-3P-SSS-C ) |  | \$12,244.32 | F1 | 2\% | \$11,999.43 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | AVAENTC 1003PC-I | SEL AVA-ENTC-100-3P-Sss-C ) |  | \$12,795.31 | F1 | 2\% | \$12,539.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | AVAENTC1003PC-K | SEL AVA-ENTC-100-3P-SsS-C ) |  | \$13,123.34 | F1 | 2\% | \$12,860.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | AVAENTC100C | SEL AVA-ENTC-100-C ) |  | \$18,550.00 | K | 31\% | \$12,799.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | AVAENTC100C-I | SEL AVA-ENTC-100-C) |  | \$19,384.75 | k | 31\% | \$13,375.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | AVAENTC100C-K | SEL AVA-ENTC-100-C) |  | \$19,882.01 | k | 31\% | \$13,718.59 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | AVAENTC 100 ${ }^{\text {c }}$ | SEL AVA-ENTC-100-G-SSS-C ) |  | \$3,896.00 | F1 | 2\% | \$3,818.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | AVAENTC100GC-I | SEL AVA-ENTC-100-G-SSS-C) |  | \$4,071.32 | F1 | 2\% | \$3,989.89 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | AVAENTC100GC-K AVAENTC100PC | SEL AVA-ENTC-100-G-SSS-C SEL AVA-ENTC-10-P-SSS-C |  | \$4,175.69 \$4,638.00 | $\begin{aligned} & F_{1} \\ & F_{1} \end{aligned}$ | $\begin{aligned} & 2 \% \\ & 2 \% \\ & 2 \% \end{aligned}$ | $\begin{aligned} & \$ 4,092.18 \\ & \$ 4,545.24 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VmWARE VMWARE |
| 5 | AVAENTC 100PC-I | SEL AVA-ENTC-100-P-SSS-C ) |  | \$4,846.71 | F1 | 2\% | \$4,749.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | AVAENTC100PC-K | SEL AVA-ENTC-100-P-SsS-C ) |  | \$4,970.96 | F1 | 2\% | \$4,871.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | AVAENTC 103GC | SEL AVA-ENTC-10-3G-Sss-C) |  | \$1,029.60 | F1 | 2\% | \$1,009.01 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | AVAENTC 103GC-I | SEL AVA-ENTC-10-3G-Sss-C ) |  | \$1,075.93 | F1 | 2\% | \$1,054.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | AVAENTC103GC-K | SEL AVA-ENTC-10-3G-SSS-C ) |  | \$1,103.52 | F1 | 2\% | \$1,081.45 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 5 | AVAENTC 103PC AVAENTC $103 P C-1$ | SEL AVA-ENTC-10-3P-SSS-C) SEL AVA-ENTC-10-3P-SSS-C) |  | $\$ 1,224.96$ $\$ 128008$ | F1 | 2\% | $\$ 1,200.46$ $\$ 1254.48$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | AVAENTC103PC-I AVAENTC103PC-K | SEL AVA-ENTC-10-3P-SSS-C) |  | $\$ 1,280.08$ $\$ 1,312.90$ | $\begin{aligned} & \text { F1 } \\ & \text { F1 } \end{aligned}$ | $\begin{aligned} & 2 \% \\ & 2 \% \\ & \end{aligned}$ | $\$ 1,254.48$ $\$ 1,286.64$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | AVAENTC10C | SEL AVA-ENTC-10-C ) |  | \$1,855.00 | k | 31\% | \$1,279.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | AVAENTC10C-I | SEL AVA-ENTC-10-C ) |  | \$1,938.48 | k | 31\% | \$1,337.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | AVAENTC10C-K | SEL AVA-ENTC-10-C ) |  | \$1,988.20 | K | 31\% | \$1,371.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | AVAENTC 10GC | SEL AVA-ENTC-10-G-SSS-C) |  | \$390.00 | F1 | 2\% | \$382.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ | \$0.00 | \$0.00 | VmWARE |
| 5 | AVAENTC10PC | SEL AVA-ENTC-10-P-SSS-C) |  | \$464.00 | F1 | 2\% | \$454.72 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | AVAENTC10PC-I | SEL AVA-ENTC-10-P-SSS-C) |  | \$484.88 | F1 | 2\% | \$475.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | AVAENTC10PC-K | SEL AVA-ENTC-10-P-SSS-C ) |  | \$497.31 | F1 | 2\% | \$487.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | AVAENTN1003GC | SEL AVA-ENTN-100-3G-SSS-C ) |  | \$6,848.16 | F1 | 2\% | \$6,7711.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | AVAENTN1003GC-I | SEL AVA-ENTN-100-3G-SSS-C ) |  | \$7,156.33 | F1 | 2\% | \$7,013.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 5 | AVAENTN1003GC-K | SEL AVA-ENTN-100-3G-SSS-C) |  | \$7,339.79 | F1 | 2\% | $\$ 7,192.99$ $\$ 7.98927$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | AVAENTN1003PC AVAENTN1003PC-1 | SEL AVA-ENTN-100-3P-SSS-C ) SEL AVAENTN-100-3P-SSS-C ) |  | \$8,152.32 | $\begin{aligned} & F_{1} \\ & \text { F1 } \end{aligned}$ | $\begin{aligned} & 2 \% \\ & 2 \% \\ & 2 \% \end{aligned}$ | $\$ 7,989.27$ $\$ 8,348.79$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | AVAENTN1003PC-K | SEL AVA-ENTN-100-3P-SSS-C ) |  | \$8,737.57 | F1 | 2\% | \$8,562.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | AVAENTN100C | SEL AVA-ENTN-100-C) |  | \$12,350.00 | k | 31\% | \$8,521.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | AVAENTN100C-I | SEL AVA-ENTN-100-C) |  | \$12,905.75 | k | 31\% | \$8,904.97 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | AVAENTN $100 C-K$ AVAENTN100GC | SEL AVA-ENTN-100-C) |  | \$13,216.37 | K | 31\% | \$9,119.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 5 | AVAENTN100GC AVAENTN100GC-I | SEL AVA-ENTN-100-G-SSS-C ) SEL AVA-ENTN-100-G-SSS-C |  | $\$ 2,594.00$ | F1 F1 | $\begin{aligned} & 2 \% \\ & 0 \end{aligned}$ | $\$ 2,542.12$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | AVAENTN100GC-K | SEL AVA-ENTN-100-G-Sss-C ) |  | \$2,780.23 | F1 | 2\% | \$2,724.63 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | avaentn 100 PC | SEL AVA-ENTN-100-P-SSS-C ) |  | \$3,088.00 | F1 | 2\% | \$3,026.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | AVAENTN100PC-I | SEL AVA-ENTN-100-P-SSS-C) |  | \$3,226.96 | F1 | 2\% | \$3,162.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmWARE |
| 5 | AVAENTN100PC-K | SEL AVA-ENTN-100-P-SSS-C) |  | \$3,309.68 | F1 | 2\% | \$3,243.49 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | AVAENTN103GC | SEL AVA-ENTN-10-3G-Sss-C ) |  | \$683.76 | F1 | 2\% | \$670.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | AVAENTN103GC-I | SEL AVA-ENTN-10-3G-Sss-C) |  | \$714.53 | F1 | 2\% | \$700.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | AVAENTN103GC-K | SEL AVA-ENTN-10-3G-SSS-C) |  | \$732.85 | F1 | 2\% | \$718.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | AVAENTN 103 PC | SEL AVA-ENTN-10-3P-SsS-C ) |  | \$815.76 | F1 | 2\% | \$799.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 5 | AVAENTN103PC-I AVAENTN103PC-K | SEL AVA-ENTN-10-3P-SSS-C) SEL AVA-ENTN-10-3P-SsS-C) |  | ${ }_{\$ 874.33}{ }^{\text {S }}$ | F1 | 2\% | \$835.42 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | AVAENTN10C | SEL AVA-ENTN-10-C ) |  | \$1,235.00 | K | 31\% | \$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | AVAENTN10C-I | SEL AVA-ENTN-10-C ) |  | \$1,290.58 | k | 31\% | \$890.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | AVAENTN10C-K | SEL AVA-ENTN-10-C ) |  | \$1,321.64 | k | 31\% | \$911.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | AVAENTN10GC | SEL AVA-ENTN-10-G-SSS-C ) |  | \$259.00 | F1 | 2\% | \$253.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 5 | AVAENTN $10 G C-1$ AVAENTN10GC-K | SEL AVA-ENTN-10-G-SSS-C) |  | $\$ 270.66$ $\$ 27760$ | F1 | 2\% | \$265.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 5 | AVAENTN10GC-K AVAENTN1OPC | SEL A AA-ENTN-10-G-SSS-C ) SEL AVA-ENTN-10-PSSS-C) |  | \$277.60 $\$ 309.00$ | F1 | 2\% | \$272.05 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | AVAENTN 10PC-I | SEL AVA-ENTN-10-P-SSS-C) |  | \$322.91 | F1 | 2\% | \$316.45 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | AVAENTN 10PC-K | SEL AVA-ENTN-10-P-SSS-C) |  | \$331.18 | F1 | 2\% | \$324.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | AVASTAVC100UC | SEL AVA-ST-AVC100-U-C) |  | \$6,765.00 | k | 31\% | \$4,667.85 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | AVASTAVC100UC-I | SEL AVA-ST-AVC $100-\mathrm{U}-\mathrm{C}$ ) |  | \$7,069.43 | K | 31\% | \$4,877.91 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | AVASTAVC100UC-K AVASTAVN100UC | SEL AVA-ST-AVC 100-U-C) SEL AVA-ST-AVN100-U-C) |  | $\$ 7,251.76$ $\$ 4,455.00$ | K | $31 \%$ $31 \%$ | \$5,003.71 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | AVASTAVN100UC-I | SEL AVA-ST-AVN $100-\mathrm{U}-\mathrm{C}$ ) |  | \$4,655.48 | k | 31\% | \$3,212.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | AVASTAVN100UC-K | SEL AVA-ST-AVN100-U-C) |  | \$4,777.05 | k | 31\% | \$3,296.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | AVASTDAVC10UC | SEL AVA-STD-AVC $10-\mathrm{U}-\mathrm{C}$ ) |  | \$6770.00 | k | 31\% | \$467.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
|  | AVASTDAVC10UC-1 | SELAVA-STD-AVC10-U-C) |  | \$777.47 |  | 31\% | \$488.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |


| BAND | SKU | description | Model Sub sku | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\begin{array}{\|l\|} \hline \text { WTY UPG ENH TO } \\ \text { PS W/MC PREM } \end{array}$ LP | WTY UPG BASIC TO PS ENH LP | Renewal | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | AVASTDAVC10UC-K | SEL AVA-STD-AVC10-U-C) |  | \$725.94 | K | 31\% | \$500.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | AVAStDAVN10UC | SEL AVA-STD-AVN10-U-C ) |  | \$446.00 | k | 31\% | \$307.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | avastdavn10uc-ı | SEL AVA-STD-AVN10-U-C) |  | \$466.07 | , | 31\% | \$321.59 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | AVASTDAVN10UC-K | SEL AVA-STD-AVN10-U-C) |  | \$477.70 | k | 31\% | \$329.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | AVASTDC 10036 C | SEL AVA-STDC-100-3G-SSS-C ) |  | \$5,155.92 | F1 | 2\% | \$5,052.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | AVASTDC $10036 \mathrm{C}-1$ | SEL AVA-STDC-100-3G-SSS-C ) |  | \$5,387.94 | F1 | $2 \%$ | \$5,280.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | AVASTDC1003GC-K | SEL AVA-STDC-100-3G-SSS-C) |  | \$5,526.06 | F1 | 2\% | \$5,415.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | AVASTDC 1003PC | SEL AVA-STDC-100-3P-SSS-C) |  | \$6,138.00 | F1 | 2\% | \$6,015.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | AVASTDC1003PC-1 | SEL AVA-STDC-100-3P-SSS-C ) |  | \$6,414.21 | F1 | 2\% | \$6,285.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | AVASTDC1003PC-K | SEL AVA-STDC-100-3P-SSS-C ) |  | \$6,578.65 | F1 | 2\% | \$6,447.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 5 | AVASTDC 1000 | SEL AVA-STDC-100-C) |  | \$9,300.00 | K | 31\% | \$6,417.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | AVASTDC $1000-1$ AVASTDC $100 C-K$ | SEL AVA-STDC-100-C) |  | \$9,718.50 $\$ 9.998 .47$ | K | $31 \%$ $31 \%$ | \$6,705.77 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | AVASTDC 100 GC | SEL AVA-STDC-100-G-SSS-C ) |  | \$1,953.00 | F1 | 2\% | \$1,913.94 | \$0.00 | \$0.00 | \$0.00 | S0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | AVASTDC 100GC-I | SEL AVA-STDC-100-G-SSS-C ) |  | \$2,040.89 | F1 | 2\% | \$2,000.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | AVASTDC 100GC-K | SEL AVA-STDC-100-G-Sss-C ) |  | \$2,093.20 | F1 | 2\% | \$2,051.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | AVASTDC100PC | SEL AVA-STDC-100-P-SSS-C ) |  | \$2,325.00 | F1 | 2\% | \$2,278.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | AVASTDC 100PC-I | SEL AVA-STDC-100-P-SSS-C) |  | \$2,429.63 | F1 | 2\% | \$2,381.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | AVASTDC 100PC-K | SEL AVA-STDC-100-P-SSS-C) |  | \$2,491.91 | F1 | ${ }^{2 \%}$ | \$2,442.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | AVASTDC 1036 C | SEL AVA-STDC-10-3G-SSS-C ) |  | \$514.80 | F1 | 2\% | \$504.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | AVASTDC103GC-1 | SEL AVA-STDC-10-3G-SSS-C) |  | \$537.97 | F1 | 2\% | \$527.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | AVASTDC103GC-K AVASTDC103PC | SEL AVA-STDC-10-3G-SSS-C ) |  | ${ }_{\$ 6515.12}$ | $\begin{aligned} & F_{1} \\ & F_{1} \end{aligned}$ | $\begin{aligned} & 2 \% \\ & 2 \% \end{aligned}$ | \$540.72 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE VMWARE |
| 5 | AVASTDC 103 PC - - | SEL AVA-STDC-10-3P-SSS-C) |  | ${ }_{\$ 642.80}$ | F1 | 2\% | \$629.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | AVASTDC103PC-K | SEL AVA-STDC-10-3P-SSS-C ) |  | \$659.28 | F1 | 2\% | \$646.09 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | AVASTDC 10 C | SEL AVA-STDC-10-C ) |  | \$930.00 | K | 31\% | \$641.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | AVASTDC $10 \mathrm{C}-1$ | SEL AVA-STDC-10-C ) |  | \$971.85 | k | 31\% | \$670.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | AVASTDC10C-K | SEL AVA-STDC-10-C ) |  | \$999.85 | k | 31\% | \$689.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | AVASTDC 10 GC | SEL AVA-STDC-10-G-SSS-C ) |  | \$195.00 | F1 | 2\% | \$191.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | AVASTDC 10 GC - -1 | SEL AVA-STDC-10-G-SSS-C) |  | \$203.78 | F1 | 2\% | \$199.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | AVASTDC $10 \mathrm{GC-K}$ | SEL AVA-STDC-10-G-SSS-C ) |  | \$209.00 | F1 | 2\% | \$204.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | AVASTDC10PC | SEL AVA-STDC-10-P-SSS-C) |  | \$233.00 | ${ }_{\text {F1 }}$ | 2\% | \$228.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | VmWARE |
| 5 5 | AVASTDC 10PC-I AVASTDC 10 PC -K | SEL AVA-STDC-10-P-SSS-C) SEL AVA-STDC-10-PSSS-C) |  | \$243.49 | F1 F1 | $\begin{aligned} & 2 \% \\ & 2 \% \end{aligned}$ | $\begin{aligned} & \$ 238.62 \\ & \$ 244.73 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | AVASTDN1003GC | SEL AVA-STDN-100-3G-SSS-C ) |  | \$3,437.28 | F1 | 2\% | \$3,368.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | AVASTDN1003GC-1 | SEL AVA-STDN-100-3G-SSS-C) |  | \$3,591.96 | F1 | 2\% | \$3,520.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | AVASTDN1003GC-K | SEL AVA-STDN-100-3G-SsS-C ) |  | \$3,684.04 | F1 | 2\% | \$3,610.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | AVASTDN1003PC | SEL AVA-STDN-100-3P-SSS-C ) |  | \$4,092.00 | F1 | 2\% | \$4,010.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | AVASTDN1003PC-1 | SEL AVA-STDN-100-3P-SSS-C) |  | \$4,276.14 | F1 | 2\% | \$4,190.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | AVASTDN1003PC-K | SEL AVA-STDN-100-3P-SSS-C ) |  | \$4,385.76 | F1 | 2\% | \$4,298.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | AVASTDN100C | SEL AVA-STDN-100-C) |  | \$6,200.00 | K | $31 \%$ $31 \%$ | \$4,278.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | AVASTDN $1000-1$ AVASTDN100C-K | SEL AVA-STDN-100-C) SEL AVA-STDN-100-C |  | $\$ 6,479.00$ $\$ 6,646.49$ | k | 31\% | $\$ 4,470.51$ $\$ 4.586 .08$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE VMWARE |
| 5 | AVASTDN100GC | SEL AVA-STDN-100-G-SSS-C ) |  | \$1,302.00 | F1 | 2\% | \$1,275.96 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | AVASTDN100GC-I | SEL AVA-STDN-100-G-SSS-C ) |  | \$1,360.59 | F1 | 2\% | \$1,333.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | AVASTDN100GC-K | SEL AVA-STDN-100-G-SSS-C ) |  | \$1,395.47 | F1 | 2\% | \$1,367.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | AVASTDN100PC | SEL AVA-STDN-100-P-SSS-C) |  | \$1,550.00 | F1 | 2\% | \$1,599.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 5 | AVASTDN100PC-I | SEL AVA-STDN-100-P-SSS-C) |  | $\$ 1,619.75$ <br> $\$ 1.66128$ | F1 | ${ }^{2 \%}$ | \$1,587.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | AVASTDN103GC | SEL AVA-STDN-10-3G-Sss-C ) |  | \$ $\$ 433.20$ | F1 | 2\% | \$336.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | AVASTDN103GC-I | SEL AVA-STDN-10-3G-SSS-C ) |  | \$358.64 | F1 | 2\% | \$351.47 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | AVASTDN103GC-K | SEL AVA-STDN-10-3G-SSS-C ) |  | \$367.84 | F1 | 2\% | \$360.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWAre |
| 5 | AVASTDN 103 BP - | SEL AVA-STDN-10-3P-SSS-C) |  | \$409.20 | F1 | 2\% | \$401.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | AVASTDN103PC-I | SEL AVA-STDN-10-3P-SSS-C) |  | \$427.61 | F1 | 2\% | \$419.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | AVASTDN103PC-K AVASTDN10C | SEL AVA-STDN-10-3P-SSS-C ) |  | $\$ 438.58$ $\$ 62000$ | F1 | 2\% | $\$ 429.81$ $\$ 427.80$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 5 | AVASTDN 10 C AVASTDN10C-1 | SEL A A A-STDN-10-C SEL AVA-STDN-10-C) |  | \$620.00 | $\begin{aligned} & \mathrm{k} \\ & \mathrm{k} \end{aligned}$ | 31\% | \$427.80 $\$ 447.05$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE VMWARE |
| 5 | AVASTDN10C-K | SEL AVA-STDN-10-C) |  | \$664.65 | k | 31\% | \$458.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | AVASTIN10GC | SEL AVA-STDN-10-G-SSS-C) |  | \$130.00 | F1 | 2\% | \$127.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | AVASTDN10GC-I | SEL AVA-STDN-10-G-SSS-C ) |  | \$135.85 | F1 | 2\% | \$133.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | AVASTDN10GC-K | SEL AVA-STDN-10-G-SSS-C) |  | \$139.33 | F1 | 2\% | \$136.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | AVASTDN10PC AVASTDN10PC-I | SEL AVA-STDN-10-P-SSS-C ) |  | $\$ 155.00$ $\$ 161.98$ | F1 | 2\% | \$151.90 $\$ 158.74$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE VMWARE |
| 5 | AVASTDN10PC-K | SEL AVA-STDN-10-P-SSS-C) |  | \$166.13 | F1 | 2\% | \$162.81 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWMARE |
| 5 | AVASTETC100UC | SEL AVA-ST-ETC $100-\mathrm{U}-\mathrm{C}$ ) |  | \$10,175.00 | k | 31\% | \$7,020.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWAre |
| 5 | AVASTETC100UC-I | SEL AVA-ST-ETC100-U-C) |  | \$10,632.88 | k | 31\% | \$7,336.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| ${ }_{5}^{5}$ | AVASTETC100UC-K | SEL AVA-ST-ETC100-U-C) |  | \$10,971.87 | K | $31 \%$ $31 \%$ | \$7,533.33 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | AVASTETC10UC | SEL AVA-ST-ETC10-U-C) |  | \$1,018.00 | k | 31\% | \$702.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 5 | AVASTETC10UC-I AVASTETC10UC-K | SEL AVA-ST-ETC10-U-C) SEL AVA-ST-ETC10-U-C) |  | $\$ 1,063.81$ $\$ 109179$ | K | $31 \%$ $31 \%$ | \$734.03 $\$ 753.34$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  |
| 5 5 | AVASTETC10UC-K AVASTETN100UC | SEL AVA-ST-ETC 10-U-C) SEL AVA-ST-ETN100-U-C ) |  | $\$ 1,091.79$ $\$ 6,765.00$ | K k | 31\% | - $\begin{array}{r}\text { \$7,53.34 }\end{array}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | AVASTETN100UC-I | SEL AVA-ST-ETN100-U-C) |  | \$7,069.43 |  | 31\% | \$4,877.91 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | AVASTETN100UC-K | SEL AVA-ST-ETN100-U-C) |  | \$7,251.76 | k | 31\% | \$5,003.71 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | AVASTETN10UGC | SEL AVA-ST-ETN10-UG-C) |  | \$677.00 | k | 31\% | \$467.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | AVASTETN10UGC-I | SEL AVA-ST-ETN10-UG-C) |  | \$707.47 | k | 31\% | \$488.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | AVASTETN10UGC-K | SEL AVA-ST-ETN10-UG-C ) |  | \$725.94 | K | 31\% | \$500.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | AV-ENTC-100-F | SEL: AV-ENTC-100-F |  | \$20,405.00 |  | 31\% | \$14,079.45 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | AV-ENTC-10-F | SEL: AV-ENTC-10-F |  | \$2,040.50 | k | 31\% | \$1,407.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 5 | AV-ENTN-100-F AV-ENTN-10-F | SEL: AV-ENTN-100-F SEL AV-ENTN-10-F |  | $\$ 13,585.00$ $\$ 1358.50$ | K | 31\% | \$9,373.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | AV-ENTN-10-F | SEL: AV-ENTN-10-F |  | \$1,358.50 | k | 31\% | \$937.37 | \$0.00 |  |  | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |


| BAND | SKU | description | $\left\lvert\, \begin{gathered} \text { Model Sub } \\ \text { sku } \end{gathered}\right.$ | EMC LIST PRICE USD | category CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNTLP | BASIC MNT LP | WTY UPG ENH TO <br> PS W/MC PREM <br> LP | WTY UPG BASIC TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | AVSTDADVC100UGF | SEL: AV-STD-ADVC100-UG-F |  | \$7,441.50 | K | 31\% | \$5,134.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | AVSTDADVC 10 UGF | SEL: AV-STD-ADVC10-UG-F |  | \$744.70 | K | 31\% | \$513.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | AVSTDADVN100UGF | SEL: AV-STD-ADVN100-UG-F |  | \$4,900.50 | k | 31\% | \$3,381.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | AVSTDADVN10UGF | SEL: AV-STD-ADVN10-UG-F |  | \$490.60 | k | 31\% | \$338.51 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | AV-STDC-100-F | SEL: AV-STDC-100-F |  | \$10,230.00 | k | 31\% | \$7,058.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | AV-STDC-10-F | SEL: AV-STDC-10-F |  | \$1,023.00 | k | 31\% | \$705.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | AVSTDENTC100UGF | SEL: AV-STD-ENTC 100-UG-F |  | \$11,192.50 | K | $31 \%$ $31 \%$ | \$7,722.83 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | AVSTDENTC10UGF | SEL: AV-STD-ENTC10-UG-F |  | \$1,199.80 | k | 31\% | \$772.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | AVSTDENTN100UGF | SEL: AV-STD-ENTN 100-UG-F |  | \$7,441.50 | k | 31\% | \$5,134.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | AVSTDENTNTOUGF | SEL: AV-STD-ENTN10-UG-F |  | \$744.70 | k | 31\% | \$513.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$0.00 | CARAHSOFT |
| 5 | AV-STDN-100-F | SEL: AV-STDN-100-F |  | \$6,820.00 | k | 31\% | \$4,705.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | ${ }_{\text {CARAHSOFT }}$ |
| 5 | AV-STDN-10-F | SEL: AV-STDN-10-F |  | \$682.00 | K | 31\% | \$470.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | AWS3DAYPRIV8 | SEL GK PRV VRT AWS 3 DAY 8 STUDENTS |  | \$16,760.00 | F1 | 2\% | \$16,424.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00; | LOBAL KNOWLEDG |
| 5 | AWS3DAYPRIVADST | SEL GK PRV VRT AWS 1 Extra Stu 3DayClass |  | \$2,095.00 | F1 | 2\% | \$2,053.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00; | Lobal knowledg LOBAL KNOWLEDG |
| 5 | AWSPUBVIRT |  |  | \$1.00 | F1 | 2\% | \$0.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00; | LOBAL KNOWLEDGE LOBAL KNOWLEDGE |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | AWSPUBVIRTPAR BCB-1YR-00001000 | SEL GK AWS - Partner Delivered 1 STUDENT SEL 1 Y BU Catalog Bundle Up to 1 k Tapes |  | $\$ 1.00$ $\$ 15,384.62$ | F1 k | 2\% | \$0.98 $\$ 10,615.39$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00; $\$ 0.00$ | LOBAL KNOWLEDGE INDEX ENGINES |
| 5 | BCB-1YR-00005000 | SEL 1 Y BU Catalog Bundle Up to 5 k Tapes |  | \$30,769.23 | k | 31\% | \$21,230.77 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | BCB-1YR-00010000 | SEL 1 Y BU Catalog Bundle Upto 10k Tapes |  | \$46,153.85 | k | 31\% | \$31,846.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | BCB-1YR-00025000 | SEL 1 Y BU Catalog Bundle Up to 25 k Tapes |  | \$76,923.08 | k | 31\% | \$53,076.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | BCB-1YR-00050000 | SEL 1 Y BU Catalog Bundle Up to 50 k Tapes |  | \$138,461.54 | k | 31\% | \$95,538.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | BCB-1YR-00100000 | SEL 1Y BU Catalog Bundle Up to 100 k Tape |  | \$230,769.23 | k | 31\% | \$159,230.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | BCB-3YR-00001000 | SEL 3 Y BU Catalog Bundle Up to 1 k Tapes |  | \$30,769.23 | k | 31\% | \$21,230.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Index Engines |
| 5 | BCB-3YR-00005000 | SEL 3 Y BU Catalog Bundle Up to 5 k Tapes |  | \$61,538.46 | k | 31\% | \$42,461.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | BCB-3YR-00010000 | SEL 3Y BU Catalog Bundle Up to 10k Tapes |  | \$92,307.69 | k | 31\% | \$63,692.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | BCB-3YR-00025000 | SEL 3Y BU Catalog Bundle Up to 25k Tapes |  | \$153,846.15 | k | 31\% | \$106,153.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | BCB-3YR-00050000 | SEL 3Y BU Catalog Bundle Up to 50k Tapes |  | \$276,923.08 | k | 31\% | \$191,076.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | BCB-3YR-00100000 | SEL 3Y BU Catalog Bundle Up to 100k Tape |  | \$461,538.46 | k | 31\% | \$318,461.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | BCB-5YR-00001000 | SEL LY BU Catalog Bundle Up to 1 k Tapes |  | \$46,153.85 | k | 31\% | \$31,846.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | BCB-5YR-00005000 | SEL LY BU Catalog Bundle Up to 5 k Tapes |  | \$92,307.69 | K | 31\% | \$63,692.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | BCB-5YR-00010000 | SEL 5 Y BU Catalog Bundle Up to 10 k Tapes |  | \$138,461.54 | K | 31\% | \$95,538.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | INDEX ENGINES INDEX ENGINES |
| 5 | BCB-5YR-00025000 | SEL 5Y BU Catalog Bundle Up to 25k Tapes SEL 5 Y BU Catalog Bundle Up to 50 K Tapes |  | \$230,769.23 | K | $31 \%$ $31 \%$ | $\$ 159,230.77$ $\$ 286,615.39$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | INDEX ENGINES INDEX ENGINES |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | BCB-5YR-00050000 <br> BCB-5YR-00100000 | SEL 5Y BU Catalog Bunde Up to 50k Tapes |  | \$415,384.62 \$692,307.69 | K k | $31 \%$ $31 \%$ | \$286,615.39 | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 9.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 9.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | INDEX ENGINES INDEX ENGINES |
| 5 | BMADVAD2GC | SEL BM-ADV-AD-2G-SAAS-C) |  | \$33,800.00 | k | 31\% | \$23,322.00 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | BMADVAD2GC-I | SEL BM-ADV-AD-2G-SAAS-C ) |  | \$37,180.00 | k | 31\% | \$25,654.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | BMADVAD2GC-K | SEL BM-ADV-AD-2G-SAAS-C) |  | \$35,821.00 | k | 31\% | \$24,716.49 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | BMADVAD2PC BMADVAD2PC-I | SEL BM-ADV-AD-2P-SAAS-C) |  | \$377,600.00 | K | $31 \%$ $31 \%$ | \$25,944.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | BMADVAD2PC-I BMADVAD2PC-K | SEL BM-ADV-AD-2P-SAAS-C) |  | $\begin{aligned} & \$ 41,360.00 \\ & \$ 39,807.00 \end{aligned}$ | $\begin{aligned} & \mathrm{k} \\ & \mathrm{k} \end{aligned}$ | $\begin{aligned} & 31 \% \\ & 31 \% \end{aligned}$ | $\begin{aligned} & \$ 28,538.40 \\ & \$ 27,466.83 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | VmWARE VMWARE |
| 5 | BMADVAD3GC | SEL BM-ADV-AD-3G-SAAS-C ) |  | \$47,500.00 | k | 31\% | \$32,775.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | BMADVAD3GC-I | SEL BM-ADV-AD-3G-SAAS-C ) |  | \$52,250.00 | k | 31\% | \$36,052.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | BMADVAD3GC-K | SEL BM-ADV-AD-3G-SAAS-C) |  | \$50,269.00 | k | 31\% | \$34,685.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | BMADVADBPC | SEL BM-ADV-AD-3P-SAAS-C) |  | \$52,800.00 | k | 31\% | \$366,432.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | BMADVAD3PC-I BMADVAD3PC-K | SEL BM-ADV-AD-3P-SAAS-C ) SEL BM-ADV-AD-3P-SAAS-C) |  | \$58,080.00 | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~K} \end{aligned}$ | $31 \%$ $31 \%$ | \$40,075.20 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | BMADVADGC | SEL BM-ADV-AD-G-SAAS-C) |  | \$18,000.00 | k | 31\% | \$12,420.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | BMADVADGC-I | SEL BM-ADV-AD-G-SAAS-C) |  | \$19,800.00 | k | 31\% | \$13,662.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | BMADVADGC-K | SEL BM-ADV-AD-G-SAAS-C) |  | \$19,081.00 | k | 31\% | \$13,165.89 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | BMADVADPC | SEL BM-ADV-AD-P-SAAS-C) |  | \$20,000.00 | K | 31\% | \$13,800.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | BMADVADPC-I | SEL BM-ADV-AD-P-SAAS-C) |  | \$22,000.00 | k | 31\% | \$15,180.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | BMADVADPC-K | SEL BM-ADV-AD-P-SAAS-C) |  | \$121,174.00 | K | 31\% | \$14,610.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | BMADVFN2GC-I | SEL BM-ADV-FN-2G-SAAS-C) |  | \$186,120.00 | k | 31\% | \$128,422.80 | \$0.00 $\$ 000$ | \$ $\$ 0.00$ | \$0.00 | \$8000 | \$ $\$ 0.00$ | \$\$0.00 | \$0.00 | VMWARE |
| 5 | BMADVFN2GC-K | SEL BM-ADV-FN-2G-SAAS-C ) |  | \$178,856.00 | k | 31\% | \$123,410.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | BMADVFN2PC | SEL BM-ADV-FN-2P-SAAS-C ) |  | \$188,000.00 | k | 31\% | \$129,720.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | BMADVFN2PC-I | SEL BM-ADV-FN-2P-SAAS-C) |  | \$206,800.00 | k | 31\% | \$142,692.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | BMADVFN2PC-K | SEL BM-ADV-FN-2P-SAAS-C) |  | \$198,784.00 | K | $31 \%$ $31 \%$ | \$137,160.96 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 5 | BMADVFN3GC BMADVFN3GC-I | SEL BM-ADV-FN-3G-SAAS-C) |  | $\$ 237,600.00$ $\$ 261,360.00$ | K | 31\% | $\$ 163,944.00$ $\$ 180,338.40$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$9.00 | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | BMADVFN3GC-K | SEL BM-ADV-FN-3G-SAAS-C ) |  | \$251,594.00 | k | 31\% | \$173,599.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | BMADVFN3PC | SEL BM-ADV-FN-3P-SAAS-C ) |  | \$264,000.00 | k | 31\% | \$182,160.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | BMADVFN3PC-I | SEL BM-ADV-FN-3P-SAAS-C ) |  | \$290,400.00 | k | 31\% | \$200,376.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | BMADVFN3PC-K | SEL BM-ADV-FN-3P-SAAS-C) |  | \$279,494.00 | K | $31 \%$ $31 \%$ | \$192,850.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$0.00 | VMWARE |
| 5 | BMADVFNGC | SEL BM-ADV-FN-G-SAAS-C) |  | \$90,000.00 | K | 31\% | \$62,100.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | BMADVFNGC-1 BMADVFNGC-K | SEL BM-ADV-FN-G-SAAS-C) SEL BM-ADV-FN-G-SAAS-C) |  | \$99,000.00 | K | 31\% | $\$ 68,310.00$ $\$ 65,761.83$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | BMADVFNGC-K BMADVFNPC | SEL BM-ADV-FN-G-SAAS-C) |  | $\$ 95,307.00$ $\$ 100,000.00$ | k | 31\% | \$65,761.83 $\$ 69,000.00$ | \$0.00 \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$ $\$ 0.00$ | \$0.00 | VMWWARE |
| 5 | BMADVFNPC-I | SEL BM-ADV-FN-P-SAAS-C) |  | \$110,000.00 | k | 31\% | \$75,900.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | BMADVFNPC-K | SEL BM-ADV-FN-P-SAAS-C) |  | \$106,118.00 | k | 31\% | \$73,221.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | BMADVRO2GC | SEL BM-ADV-RO-2G-SAAS-C ) |  | \$12,690.00 | k | 31\% | \$8,756.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | BMADVRO2GC-I | SEL BM-ADV-RO-2G-SAAS-C) |  | \$13,959.00 | K | 31\% | \$9,631.71 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 000$ | \$0.00 | \$0.00 | VMWARE |
| 5 | BMADVRO2PC | SEL BM-ADV-RO-2P-SAASS ${ }^{\text {a }}$ ) |  | \$14,100.00 | k | 31\% | \$9,279.00 | \$0.00 $\$ 0.00$ | \$ $\$ 0.00$ | \$0.00 | \$0.00 $\$ 0.00$ | \$0.00 | \$80.00 | \$0.00 | VMWARE |
| 5 | BMADVRO2PC-I | SEL BM-ADV-RO-2P-SAAS-C ) |  | \$15,510.00 | k | 31\% | \$10,701.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | BMADVRO2PC-K | SEL BM-ADV-RO-2P-SAAS-C) |  | \$14,896.00 | K | 31\% | \$10,278.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | BMADVRO3GC | SEL BM-ADV-RO-3G-SAAS-C |  | \$17,820.00 | k | 31\% | \$12,295.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 5 | BMADVRO3GC-I BMADVRO3GC-K | SEL BM-ADV-RO-3G-SAAS-C ( SEL BM-ADV-RO-3G-SAAS |  | \$19,602.00 | K k | $31 \%$ $31 \%$ | \$13,525.38 \$13,028.58 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | BMADVRROPPC | SEL BM-ADV-RO-3P-SAAS-C) |  | \$18,800.00 | k | 31\% | \$13,028.58 $\$ 13,662.00$ | \$0.00 $\$ 000$ | \$0.00 $\$ 0.00$ | \$0.00 | \$0.00 $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$ $\$ 0.00$ | \$ $\$ 0.00$ | VMWWARE |


| BAND | SKU | description | $\begin{gathered} \text { Model Sub } \\ \text { sku } \end{gathered}$ | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\left\|\begin{array}{c}\text { WTY UPG ENH TO } \\ \text { PS W/MC PREM } \\ \text { LP }\end{array}\right\|$ | WTY UPG BASIC TO PS ENH LP | Renewal | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | BMADVRO3PC-I | SEL BM-ADV-RO-3P-SAAS-C ) |  | \$21,780.00 | K | 31\% | \$15,028.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | BMADVRO3PC-K | SEL BM-ADV-RO-3P-SAAS-C ) |  | \$20,974.00 | k | 31\% | \$14,472.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | BMADVROGC | SEL BM-ADV-RO-G-SAAS-C ) |  | \$6,750.00 | k | 31\% | \$4,657.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | BMADVROGC-I | SEL BM-ADV-RO-G-SAAS-C) |  | \$7,425.00 | k | 31\% | \$5,123.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | BMADVROGC-K | SEL BM-ADV-RO-G-SAAS-C ) |  | \$7,149.00 | k | 31\% | \$4,932.81 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | BMADVROPC | SEL BM-ADV-RO-P-SAAS-C ) |  | \$7,500.00 | k | 31\% | \$5,175.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | BMADVROPC-I | SEL BM-ADV-RO-P-SAAS-C) |  | \$8,250.00 | k | 31\% | \$5,692.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | BMADVROPC-K | SEL BM-ADV-RO-P-SAAS-C) |  | \$7,946.00 | K | 31\% | \$5,482.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | BM-API-LC-ADV | SEL BOOMI API Publish Features |  | \$650.00 | K | $31 \%$ $31 \%$ | \$448.50 | \$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |
| 5 | BM-API-LC--T3 | SEL BOOMI API Mgmt Tier 3 UP to 10M T/D |  | \$8,000.00 | k | 31\% | \$5,520.00 | \$80.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$50.00 | \$0.00 | воомі |
| 5 | BM-AP-LC-T4 | SEL Boomi API Mgmt Tier 4 >10M T/D |  | \$15,000.00 | k | 31\% | \$10,350.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |
| 5 | BM-API-PS-O | SEL boomi API ProServ Hourly Onsite |  | \$275.00 | F1 | 2\% | \$269.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |
| 5 | BM-API-PS-R | SEL BOOMI API ProServ-Hourly Remote |  | \$225.00 | F1 | 2\% | \$220.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |
| 5 | BMBMBSSAASC | SEL BM-BMBS-SAAS-C) |  | \$65,000.00 | , | 31\% | \$44,850.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | BMBMBSSAASC-I | SEL BM-BMBS-SAAS-C) |  | \$71,500.00 | k | 31\% | \$49,335.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | BMBMBSSAASC-K | SEL BM-BMBS-SAAS-C) |  | \$68,902.00 | k | 31\% | \$477,542.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | BMBMTW3SSC | SEL BM-BMTW3-SAAS-C ) |  | \$10,000.00 | k | 31\% | \$6,900.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | BMBMTW3SSC-I | SEL BM-BMTW3-SAAS-C) |  | \$11,000.00 | k | 31\% | \$7,590.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | BMBMTW3SSC-K | SEL BM-BMTW3-SAAS-C ) |  | \$10,612.00 | K | 31\% | \$7,322.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | BM-E-C101-200 | SEL BOOMI TradePartnerConnect (101-200) |  | \$71.25 | K | 31\% | \$49.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |
| 5 | BM-E-C41-100 BM-E-CT1001Y | SEL BOOMI TradePartnerConnect ( $41-100$ ) |  | $\$ 71.25$ $\$ 3000$ | K | 31\% | $\$ 49.16$ $\$ 2070$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | воомі |
| $5$ | BM-E-CT1001Y BM-E-CT100P1Y | SEL BOOMI TradePartnerConnect (81-100) SEL BOOMI TradePartnerConnect > 100 |  | $\begin{aligned} & \$ 30.00 \\ & \$ 22.50 \end{aligned}$ | $\begin{aligned} & \mathrm{k} \\ & \mathrm{k} \end{aligned}$ | $\begin{aligned} & 31 \% \\ & 31 \% \end{aligned}$ | $\begin{aligned} & \$ 20.70 \\ & \$ 15.53 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 000 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | воомі |
| 5 | BM-E-CT101Y | SEL BOOMI TradePartnerConnect ( $5-10$ ) |  | \$67.50 | k | 31\% | \$46.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |
| 5 | BMEE-CT201P | SEL BOOMI TradePartnerConnect ( 201 plus) |  | \$71.25 | k | 31\% | \$499.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |
| 5 | BM-E-CT201Y | SEL BOOMI TradePartnerConnect (11-20) |  | \$60.00 | k | 31\% | \$41.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |
| 5 | BM-E-CT401Y | SEL BOOMI TradePartnerConnect (21-40) |  | \$52.50 | k | 31\% | \$36.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |
| 5 | BMEE-CT601Y | SEL BOOMI TradePartnerConnect (41-60) |  | \$45.00 | k | 31\% | \$31.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воом1 |
| 5 | BM-E-CT6-40 | SEL BOOMI TradePartnerConnect (6-40) |  | \$71.25 | k | 31\% | \$49.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |
| 5 | BM-E-CT801Y | SEL BOOMI TradePartnerConnect (61-80) |  | \$37.50 | k | 31\% | \$25.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |
| 5 | BM-E-CTP | SEL BOOMI Trading Partner Connection |  | \$75.00 | k | 31\% | \$51.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воом |
| 5 | BM-E-CTP41Y | SEL BOOMI TradeParterConnect ( $1-4$ ) |  | \$75.00 | K | $31 \%$ $31 \%$ | \$51.75 $\$ 51.75$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | воом1 |
| 5 | BM-E-CTPTEST | SEL BOOMI TradePartnerConnect Test |  | \$38.00 | k | 31\% | \$26.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |
| 5 | BM-E-CTTCT-NS | SEL BOOMI TradePartnerConnectTest NonSub |  | \$38.00 | k | 31\% | \$26.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |
| 5 | BM-E-LC-B2BF | SEL BOOMI EDIB23B Framework |  | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |
| 5 | BM-E-LC-beTA | SEL BOOMI Beta EDI Features |  | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |
| 5 | BM-E-LC-FY 18 | SEL BOOMI EDI Edition |  | \$550.00 | k | 31\% | \$379.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |
| 5 | BM-E-LC-RAVI | SEL BOOMI EDI Ed - NetSuite RAVI Bundle |  | \$467.00 | k | 31\% | \$322.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | вооми |
| 5 | BM-E-LC-TRD1Y | SEL BOOM I Trading Partner Edition |  | \$550.00 | k | 31\% | \$379.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |
| 5 | BM-E-MS-LVL1 | SEL BOOMI EDI Mngd Services 1-10 (PPP) |  | \$1,000.00 | F1 | 2\% | \$980.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |
| 5 | BM-E-MS-LVLL | SEL BOOMI EDI Mngd Services 11-20 (PPP) |  | \$875.00 | F1 | 2\% | \$857.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомl |
| 5 | BM-E-MS-LVL3 | SEL BOOMI EDI Mngd Services 21-35 (PPP) |  | \$750.00 | F1 | 2\% | \$735.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воом |
| 5 | BM-E-MS-LVL4 | SEL BOOMI EDI Mngd Services 36 -50 (PPP) |  | \$625.00 | F1 | 2\% | \$612.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воом воом |
| 5 | ${ }^{\text {BM-E-MS-LVL-5 }}$ | SEL BOOMI EDD Mng Services 51-100 (PPP) |  | \$500.00 | F1 | 2\% | \$ $\$ 3967.50$ | \$ $\$ 0.00$ | \$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | \$5000 | \$0.00 | воомі |
| 5 | BMENTAD2GC | SEL BM-ENT-AD-2G-SAAS-C ) |  | \$43,200.00 | k | 31\% | \$29,808.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | BMENTAD2GC-I | SEL BM-ENT-AD-2G-SAAS-C ) |  | \$47,520.00 | k | 31\% | \$32,788.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | BMENTAD2GC-K | SEL BM-ENT-AD-2G-SAAS-C ) |  | \$45,785.00 | k | 31\% | \$31,591.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | BMENTAD2PC | SEL BM-ENT-AD-2P-SAAS-C) |  | \$47,000.00 | K | 31\% | \$32,430.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  |
| 5 | BMENTAD2PC-I | SEL BM-ENT-AD-2P-SAAS-C ) |  | \$51,700.00 | k | 31\% | \$35,673.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 5 | BMENTAD2PC-K | SEL BM-ENT-AD-2P-SAAS-C ) |  | $\$ 49,771.00$ $\$ 60700$ | K | $31 \%$ $31 \%$ | \$34,341.99 $\$ 4188300$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWWARE |
| 5 | BMENTAD3GC-I | SEL BM-ENT-AD-3G-SAAS-C) |  | \$60,700.00 | K | 31\% | \$ ${ }^{\text {S41,8633.00 }}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWWARE |
| 5 | BMENTAD3GC-K | SEL BM-ENT-AD-3G-SAAS-C ) |  | \$64,318.00 | k | 31\% | \$44,379.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | BMENTAD3PC | SEL BM-ENT-AD-3P-SAAS-C ) |  | \$66,000.00 | k | 31\% | \$45,540.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | BMENTAD3PC-I | SEL BM-ENT-AD-3P-SAAS-C ) |  | \$72,600.00 | k | 31\% | \$50,094.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | BMENTAD3PC-K | SEL BM-ENT-AD-3P-SAAS-C ) |  | \$69,898.00 | k | 31\% | \$48,229.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | BMENTADGC | SEL BM-ENT-AD-G-SAAS-C ) |  | \$23,000.00 | k | 31\% | \$15,870.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | BMENTADGC-I | SEL BM-ENT-AD-G-SAAS-C) |  | \$25,300.00 | K | 31\% | \$17,457.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | BMENTADGC-K | SEL BM-ENT-AD-G-SAAS-C) |  | \$24,362.00 | K | 31\% | \$16,809.78 | \$9.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9.00 | \$0.00 |  |
| 5 5 | BMENTADPC BMENTADPC-I | SEL BM-ENT-AD-P-SAAS-C ) SEL BM-ENTAD-P-SAAS-C |  | \$25,000.00 | K | $31 \%$ $31 \%$ | $\$ 17,250.00$ $\$ 18,975.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE VMWARE |
| 5 | BMENTADPC-K | SEL BM-ENT-AD-P-SAAS-C ) |  | \$26,455.00 | k | 31\% | \$18,253.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | BMENTFN2GC | SEL BM-ENT-FN-2G-SAAS-C ) |  | \$253,800.00 | k | 31\% | \$175,122.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | BMENTFN2GC-I | SEL BM-ENT-FN-2G-SAAS-C) |  | \$279,180.00 | k | 31\% | \$192,634.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | BMENTTN2GC-K | SEL BM-ENT-FN-2G-SAAS-C ) |  | \$268,533.00 | K | 31\% | \$185,287.77 | \$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | BMENTFN2PC | SEL BM-ENT-FN-2P-SAAS-C) |  | \$282,000.00 | K | 31\% | \$194,580.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 5 | BMENTFN2PC-I BMENTFN2PC-K | SEL BM-ENT-FN-2P-SAAS-C) |  | \$3310,200.00 | K K | $31 \%$ $31 \%$ | \$214,038.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | BMENTFN3GC | SEL BM-ENT-FN-3G-SAAS-C) |  | \$356,400.00 | k | 31\% | \$245,916.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | BMENTFN3GC-I | SEL BM-ENT-FN-3G-SAAS-C) |  | \$392,040.00 |  | 31\% | \$270,507.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | BMENTTN3GC-K | SEL BM-ENT-FN-3G-SAAS-C) |  | \$377,142.00 | K | 31\% | \$260,227.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9.00 | \$0.00 | VMWARE |
| 5 | BMENTFN3PC | SEL BM-ENT-FN-3P-SAAS-C ) |  | \$396,000.00 | k | 31\% | \$273,240.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | BMENTFN3PC-I | SEL BM-ENT-FN-3P-SAAS-C) |  | \$435,600.00 | K | 31\% | \$300,564.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | VMWARE |
| 5 | BMENTA 3 PC-K BMENTFNGC | SEL BM-ENT-FN-3P-SAAS ${ }^{\text {S }}$ ( ${ }^{\text {SM-ENT-FN-GSAAS-C) }}$ |  | $\$ 499,988.00$ $\$ 135,000.00$ | k | 31\% | \$289,791.72 $\$ 93,150.00$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWMARE |
| 5 | bMENTFNGC-I | SEL BM-ENT-FN-G-SAAS-C) |  | \$148,500.00 | k | 31\% | \$102,465.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |


| BAND | SKU | description | Model Sub sku sku | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\left\|\begin{array}{c}\text { WTY UPG ENH TO } \\ \text { PS W/MC PREM } \\ \text { LP }\end{array}\right\|$ | wTY UPG BASIC TO PS ENH LP | Renewal | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | BMENTFNPC | SEL BM-ENT-FN-P-SAAS-C) |  | \$150,000.00 | K | 31\% | \$103,500.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | BMENTFNPC-I | SEL BM-ENT-FN-P-SAAS-C) |  | \$165,000.00 | k | 31\% | \$113,850.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | BMENTRO2GC | SEL BM-ENT-RO-2G-SAAS-C ) |  | \$12,690.00 | k | 31\% | \$8,756.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | BMENTRO2GC-I | SEL BM-ENT-RO-2G-SAAS-C ) |  | \$13,959.00 | k | 31\% | \$9,631.71 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | BMENTRO2GC-K | SEL BM-ENT-RO-2G-SAAS-C ) |  | \$13,402.00 | k | 31\% | \$9,247.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | BMENTRO2PC | SEL BM-ENT-RO-2P-SAAS-C ) |  | \$14,100.00 | k | 31\% | \$9,729.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | BMENTRO2PC-I | SEL BM-ENT-RO-2P-SAAS-C) |  | \$15.510.00 | K | $31 \%$ $31 \%$ | \$10,701.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 5 | BMENTRO2PC-K | SEL BM-ENT-RO-2P-SAAS-C ) |  | \$14,896.00 | k | 31\% | \$10,278.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | BMENTRO3GC BMENTRO3GC-I | SEL BM-ENT-RO-3G-SAAS-C) |  | \$17,820.00 | k | 31\% | \$12,295.80 $\$ 13,525.38$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWWARE |
| 5 | BMENTRO3GC-K | SEL BM-ENT-RO-3G-SAAS-C ) |  | \$18,882.00 | k | 31\% | \$13,028.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | BMENTRO3PC | SEL BM-ENT-RO-3P-SAAS-C ) |  | \$19,800.00 | k | 31\% | \$13,662.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | BMENTRO3PC-I | SEL BM-ENT-RO-3P-SAAS-C ) |  | \$21,780.00 | k | 31\% | \$15,028.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | BMENTRO3PC-K | SEL BM-ENT-RO-3P-SAAS-C ) |  | \$20,974.00 | k | 31\% | \$14,472.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | BMENTROGC | SEL BM-ENT-RO-G-SAAS-C ) |  | \$6,750.00 | k | 31\% | \$4,657.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | BMENTROGC-I | SEL BM-ENT-RO-G-SAAS-C) |  | \$7,425.00 | K | 31\% | \$5,123.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | BMENTROGC-K | SEL BM-ENT-RO-G-SAAS-C ) |  | \$7,149.00 | k | 31\% | \$4,932.81 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9.00 | \$0.00 | VMWARE |
| 5 | BMENTROPC | SEL BM-ENT-RO-P-SAAS-C) |  | $\$ 7,500.00$ $\$ 8.2500$ | K | 31\% | $\$ 5,175.00$ $\$ 5692.50$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 5 | BMENTROPC-I BMENTROPC-K | SEL BM-ENT-RO-P-SAAS-C ) SEL BM-ENT-RO-P-SAAS-C) |  | \$8,250.00 \$7,946.00 | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~K} \end{aligned}$ | $\begin{aligned} & 31 \% \\ & 31 \% \\ & \hline \end{aligned}$ | $\begin{aligned} & \$ 5,692.50 \\ & \$ 5,482.74 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | VMWARE |
| 5 | BMEPICM3PSC | SEL BM-EPIC-M-3P-S-C ) |  | \$40,756.32 | F1 | 2\% | \$39,941.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | BMEPICM3PSC-I | SEL BM-EPIC-M-3P-S-C) |  | \$44,831.95 | F1 | 2\% | \$43,935.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | BMEPICM3PSC-K | SEL BM-EPIC-M-3P-S-C ) |  | \$46,430.10 | F1 | 2\% | \$45,501.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | BMEPICMPSC | SEL BM-EPIC-M-P-S-C ) |  | \$15,438.00 | F1 | 2\% | \$15,129.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | BMEPICMPSC-I | SEL BM-EPIC-M-P-S-C ) |  | \$16,981.80 | F1 | 2\% | \$16,642.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | BMEPICMPSC-K | SEL BM-EPIC-M-P-S-C ) |  | \$17,587.16 | F1 | 2\% | \$17,235.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | BMEPIMC | SEL BM-EPI-M-C) |  | \$617.750.00 | k | 31\% | \$42,607.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | BMEPIMC-I | SEL BM-EPI-M-C ) |  | \$67,925.00 | K | 31\% | \$46,868.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | BMEPIMC-K BM-E-PS-CO | SEL BM-EP-M-C) ${ }_{\text {S }}$ SL BOOMI EDI Proserv-Hourly Onsite |  | \$70,372.36 $\$ 275.00$ | K | $31 \%$ $2 \%$ | \$48,556.93 $\$ 269.50$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | BM-E-PS-CR | SEL BOOMI EDI ProServ-Hourly Remote |  | \$225.00 | F1 | 2\% | \$220.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |
| 5 | BM-F-LC-AL-1 | SEL BOOMI Flow Addtrl\| AppLaunches 01 |  | \$0.01 | k | 31\% | \$0.01 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |
| 5 | BM-F-LC-AL-2 | SEL BOOMI Flow Addtrl\| AppLaunches 1 |  | \$1.00 | k | 31\% | \$0.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |
| 5 | BM-F-LC-AL-3 | SEL BOOMI Flow Addtrl AppLaunches 100 |  | \$100.00 | K | 31\% | \$69.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |
| 5 | BM-F-LC-AL-4 | SEL BOOMI Flow Addtnl AppLaunches 1000 |  | \$1,000.00 | k | 31\% | \$690.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |
| 5 | BM-F-LC-CONT | SEL BOOMI Flow Continual |  | \$45.00 | k | 31\% | \$31.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомi |
| 5 | BM-F-LC-EBRNZ | SEL BOOMI Flow Enterprise Bronze |  | \$2,250.00 | k | 31\% | \$1,552.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |
| 5 | BM-F-LC-EG-1 | SEL BOOMI Flow Enterrisis Gold 01 |  | \$0.01 | K | 31\% | $\$ 0.01$ $\$ 0.69$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | BM-F-LC-EG-2 BM-F-LC-EG-3 | SEL BOOMI Flow Enterpise Gold 1 SEL BOOMI Flow Enterprise Gold 100 |  | $\begin{array}{r} \$ 1.00 \\ \$ 100.00 \end{array}$ | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~K} \end{aligned}$ | $\begin{aligned} & 31 \% \\ & 31 \% \end{aligned}$ | $\begin{array}{r} \$ 0.69 \\ \$ 69.00 \end{array}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | воомі |
| 5 | BM-F-LC-EG-4 | SEL BOOMI Flow Enterprise Gold 1000 |  | \$1,000.00 | k | 31\% | \$690.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |
| 5 | BM-F-LC-ESLVR | SEL BOOMI FFow Enterprise Silver |  | \$4,500.00 | k | 31\% | \$3,105.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |
| 5 | BM-F-LC-ESSNT | SEL BOOMI Flow Essential |  | \$25.00 | k | 31\% | \$17.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |
| 5 | BM-F-LC-ESTRT | SEL BOOM1 Flow Enterprise Starter |  | \$1,000.00 | K | 31\% | \$690.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |
| 5 | BM-F-LC-FS-1 | SEL BOOMI Flow Addtrl Flows 01 |  | \$0.01 | K | 31\% | \$0.01 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | воомі воомі |
| 5 5 | BM-F-LC-FS-2 BM-F-LC-FS-3 | SEL BOOMI FIow Addthl Flows 1 |  | ( $\begin{array}{r}\$ 1.00 \\ \$ 100.00\end{array}$ | K k | 31\% | \$ $\$ 0.69 .00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | BoOMl воомі |
| 5 | BM-F-LC-FS-4 | SEL BOOMI Flow Addtrl Flows 1000 |  | \$1,000.00 | K | 31\% | \$690.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |
| 5 | BM-F-LC-HS-1 | SEL BOOMI Fow Hosting Services 01 |  | \$0.01 | k | 31\% | \$0.01 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |
| 5 | BM-F-LC-HS-2 | SEL BOOMI Flow Hosting Services 1 |  | \$1.00 | k | 31\% | \$0.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |
| 5 | BM-F-LC-HS-3 | SEL BOOMI Flow Hosting Services 100 |  | \$100.00 | k | 31\% | \$69.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |
| 5 | BM-F-LC-HS-4 | SEL BOOMI Flow Hosting Services 1000 SEL BOOMI Flow Occasional |  | \$1,000.00 | K | $31 \%$ $31 \%$ | \$690.00 $\$ 6.90$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |
| 5 | BM-F-LC-OCC BM-F-PS-CO | SEL BOOMI Flow Occasional SEL BOOMI Flow Proserv-Hourly Onsite |  | $\$ 10.00$ $\$ 275.00$ | K F1 | 31\% | \$269.50 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | воомі воомі |
| 5 | BM-F-PS-CR | SEL BOOMI Flow ProServ-Hourly Remote |  | \$225.00 | F1 | 2\% | \$220.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |
| 5 | BM---LC-ACA | SEL BOOMI Atom Cloud Attachment |  | \$300.00 | k | 31\% | \$207.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |
| 5 | BM-I-LC-ACA-A | SEL BOOMI ANZ Atom Cloud Attachment |  | \$300.00 | k | 31\% | \$207.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |
| 5 | BM--LC-ACA-E | SEL BOOMI EMEA Atom Cloud Attachment |  | \$300.00 | k | 31\% | \$207.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |
| 5 | BM--LC-ACA-T | SEL BOOMI Atom Cloud Attachment - Test |  | \$155.00 | K | 31\% | \$103.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |
| 5 | BM-I-LC-ADVW | SEL BOOMI Advanced Workflow |  | \$650.00 | k | 31\% | \$448.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомi |
| 5 | BM-I-LC-ASOAP | SEL BOOMI Advanced Soap Processing |  | \$0.00 | k | 31\% | \$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9.00 | \$0.00 | воомі |
| 5 | BM-I-LC-AUC BM-IC-AW | SEL BOOMI Advanced User Controls SEL BOOMI Atom Worker |  | \$650.00 | K | 31\% | $\$ 448.50$ $\$ 172.50$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | воом1 воомі |
| 5 | BM--LC-AW-T | SEL BOOMI Atom Worker - Test |  | \$125.00 |  | 31\% | \$86.25 | S0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |
| 5 | BM---LC-BESC | SEL BOOMI Base Ed - Standard Connection |  | \$550.00 | k | 31\% | \$379.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |
| 5 | BM-I-LC-BESMB | SEL BOOMI Base Ed - Smalliziz Connection |  | \$550.00 | k | 31\% | \$379.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |
| 5 | BM--LC-CL | SEL BOOMI Component Locking |  | \$0.00 | K | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |
| 5 | BM--LC-CLOUD | SEL BOOMI Clouds |  | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |
| 5 5 | BM-I-LC-EC1Y | SEL BOOMI Enterorise Connection |  | \$900.00 | K | 31\% | \$621.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 000$ | \$0.00 | \$9.00 | \$0.00 | воом |
| 5 | BM-I-LCC-EEE1Y | SEL Boomi Excess Data Volume-1 ${ }^{\text {ch }}$ |  | \$800.00 | k | 31\% | \$5,520.00 | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | ${ }_{\text {воомі }}$ |
| 5 | BM-I-LC-ENV | SEL BOOMI Environments |  | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |
| 5 | BM--LC-EPCNS | SEL BOOMI Enterprise Prod Connect NonSub |  | \$900.00 | k | 31\% | \$621.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |
| 5 | BM-I-LC-EPE | SEL BOOMI Enterrise Plus Edition |  | \$12,000.00 | k | 31\% | \$8,280.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |
| 5 5 | BM-L-LC-ETC BM-LC-ETCNS | SEL BOOMI Enterprise Test Connection |  | \$450.00 | k | $31 \%$ $31 \%$ | $\$ 310.50$ $\$ 310.50$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | вооми |
| 5 5 | BM--LC-ETCNS | SEL BOOMI Enterprise Test Connect NonSub SEL BOOMI Enhanced Test Mode |  | $\$ 450.00$ $\$ 650.00$ | K | $31 \%$ $31 \%$ | \$310.50 $\$ 448.50$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | воом1 воомі |
| 5 | BM--LC-GCRM | SEL BOOMI GearsCRM CSV to SFDC Bundle |  | \$225.00 | k | 31\% | \$155.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |
| 5 | BM--LCC-HLT | SEL BOOMI HL7 Option |  | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |
|  | BM-I-LC-IAW | SEL BOOMI Integration Accel Workday/AD |  | \$1,500.00 |  | 31\% | \$1,035.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |


| BAND | SKU | description | Model Sub sku | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\left\|\begin{array}{c}\text { WTY UPG ENH TO } \\ \text { PS W/MC PREM } \\ \text { LP }\end{array}\right\|$ | WTY UPG BASIC TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | BM-I-LC-MCA-E | SEL BOOMI EMEA MDM Cloud Attachment |  | \$300.00 | K | 31\% | \$207.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | BOOMI |
| 5 | BM-I-LC-MOLYY | SEL BOOMI Molecule |  | \$1,300.00 | k | 31\% | \$897.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |
| 5 | BM-I-LC-MQ | SEL BOOMI Message Queuing |  | \$650.00 | K | 31\% | \$448.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воом |
| 5 | BM-I-LC-NS33 | SEL BOOMI NetSuite OpenAir SFDC 3300 |  | \$275.00 | K | 31\% | \$189.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воом |
| 5 | BM-I-LC-NS50 | SEL BOOMI NetSuite Salesforce Q2C 5000 |  | \$416.67 | K | $31 \%$ $31 \%$ | \$287.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воом |
| 5 | BM-I-LC-NS72 | SEL BOOMI NetSuite OpenAir SFDC 7200 |  | \$600.00 | k | 31\% | \$414.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |
| 5 | BM-I-LC-NSSIA | SEL BOOMI NetSuite-SF Integration Accel |  | \$500.00 | K | 31\% | \$345.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |
| 5 | BM-I-LC-PE1Y | SEL BOOMI Professional Edition |  | \$2,000.00 | k | 31\% | \$1,380.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воом |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | BM-I-LC-PESB2 BM-ILC-PESB3 | SEL BOOMI ProEd-Spcl Bundle 2 connection |  | $\$ 1,200.00$ $\$ 1,650.00$ | k | $31 \%$ $31 \%$ | $\$ 828.00$ $\$ 1,138.50$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | BOOM BOOMI |
| 5 | BM--LC-PESB4 | SEL BOOMI ProEd-Spll Bundle 4 connection |  | \$1,850.00 | k | 31\% | \$1,276.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |
| 5 | BM-I-LC-PF | SEL BOOMI Partner Account Features |  | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |
| 5 | BM-I-LC-PP | SEL BOOMI Parallel Processing |  | \$650.00 | k | 31\% | \$448.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |
| 5 | BM-I-LC-PPA-1 | SEL BOOMI Premier Plus Adjustment 01 |  | \$0.01 | F1 | ${ }^{2 \%}$ | \$0.01 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воом |
| 5 | BM-I-LC-PPA- 2 | SEL BOOMI Premier Plus Adjustment 1 |  | \$1.00 | F1 | 2\% | \$0.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |
| 5 | BM-I-LC-PPA-3 | SEL BOOMI Premier Plus Adjustment 100 |  | \$100.00 | F1 | 2\% | \$98.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |
| 5 | BM-I-LC-PPA-4 | SEL BOOMI Premier Plus Adjustment 1000 |  | \$1,000.00 | F1 | 2\% | \$980.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |
| 5 | BM--LC-PPE | SEL BOOMI Pro Plus Edition |  | \$4,000.00 | K | 31\% | \$2,760.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |
| 5 | BM-I-LC-PPL-1 | SEL BOOMI Premier Plus 01 |  | \$0.01 | F1 | 2\% | $\$ 0.01$ $\$ 0.98$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воом |
| $5$ | BM-I-LC-PPL-2 BM-I-LC-PPL-3 | SEL BOOMI Premier Plus 1 |  | $\$ 1.00$ $\$ 100.00$ | F1 | 2\% | $\$ 0.98$ $\$ 98.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ S0.00 | BоOMI воомі |
| 5 | BM-I-LC-PPL-4 | SEL BOOMI Premier Plus 1000 |  | \$1,000.00 | F1 | 2\% | \$980.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |
| 5 | BM-I-LC-PR | SEL BOOMI Process Route |  | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |
| 5 | BM-I-LC-PS-0 | SEL BOOMI Premier Support 00 |  | \$0.00 | F1 | 2\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |
| 5 | BM--LC-PS-1 | SEL BOOMI Premier Support 01 |  | \$0.01 | F1 | 2\% | \$0.01 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |
| 5 | BM-I-LC-PS-2 | SEL BOOMI Premier Support 1 |  | \$1.00 | F1 | 2\% | \$0.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |
| 5 | BM-I-LC-PS-3 | SEL BOOMI Premier Support 100 |  | \$100.00 | F1 | 2\% | \$98.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воом |
| 5 | BM-I-LC-PS-4 | SEL BOOMI Premier Support 1000 |  | \$1,000.00 | F1 | 2\% | \$980.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воом |
| 5 | BM-I-LC-RAV12 | SEL BOOMI ProEd - 2 Connection NS RAVI |  | \$960.00 | K | 31\% | \$662.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |
| 5 | BM---LC-RAVI3 | SEL BOOMI ProEd - 3 Connection NS RAVI |  | \$1,320.00 | k | 31\% | \$910.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воом |
| 5 | BM-I-LC-RAVI4 | SEL BOOMI ProEd - 4 Connection NS RAVI |  | \$1,480.00 | K | 31\% | \$1,021.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воом |
| 5 | BM-I-LC-RAVI5 | SEL BOOMI ProEd - 5 Connection NS RAVI |  | \$1,600.00 | k | 31\% | \$1,104.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воом |
| 5 | BM---LC-RAVIB | SEL BOOMI Base Ed - NetSuite RAVI Bundle |  | \$467.00 | k | 31\% | \$322.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |
| 5 | BM-I-LC-RPI-1 | SEL BOOMI Renewal Price Increase 01 |  | \$0.01 | k | $31 \%$ $31 \%$ | \$0.01 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воом |
| 5 | BM-I-LC-RPP-2 | SEL BOOMI Renewal Price Increase 1 |  | \$1.00 | k | 31\% | \$0.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воом |
| 5 | BM-I-LC-RPI-3 | SEL BOOMI Renewal Price Increase 100 |  | \$100.00 | K | $31 \%$ $31 \%$ | $\$ 69.00$ $\$ 690.00$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воом |
| 5 5 | BM-I-LC-RPI-4 BM-IC-SBC1Y | SEL BOOMI Renewal Price Increase 1000 |  | $\$ 1,000.00$ $\$ 65.00$ | K | $31 \%$ $31 \%$ | \$690.00 $\$ 44.85$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | BOOM BOOMI |
| 5 | BM-I-LC-SC1Y | SEL BOOMI Standard Connection |  | \$300.00 | k | 31\% | \$207.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |
| 5 | BM-I-LC-SE | SEL BOOMI Services Enablement |  | \$1,300.00 | k | 31\% | \$897.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |
| 5 | BM--LC-SMBTC | SEL BOOMI SMB Test Connection |  | \$32.50 | k | 31\% | \$22.43 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |
| 5 | BM-I-LC-SPCNS | SEL BOOMI Standard Prod Connect NonSub |  | \$300.00 | k | 31\% | \$207.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |
| 5 | BM---LCS-SPC | SEL BOOMI Support Case Per Case |  | \$95.00 | K | 31\% | \$65.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воом |
| 5 | BM-I-LCS-SS | SEL BOOMI Standard Support |  | \$0.00 | F1 | 2\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воом |
| 5 | BM-L-LC-STC | SEL BOOM Standard Test Connection |  | \$150.00 | K | 31\% | \$103.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |
| 5 | BM--LC-STCNS | SEL BOOMI Standard Test Connect NonSub |  | \$150.00 | k | 31\% | \$103.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воом |
| 5 | BM-I-LC-STO | SEL BOOMI Session Timeout |  | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воом |
| 5 | BM-I-LC-SWA | SEL BOOMI Salestorce Wave Analytics Ed |  | \$833.33 | k | 31\% | \$575.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воом |
| 5 | BM-I-LC-VC | SEL BOOMI Version Control |  | \$0.00 | , | 31\% | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | воом1 |
| 5 | BM-INT-LC-10 | SEL Boomi Invixo Solution 10 |  | \$1.00 $\$ 10.00$ | K | 31\% | \$0.69 $\$ 6.90$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$90.00 | B00M BоOMI |
| 5 | BM-INV-LC-100 | SEL Boomi Invixo Solution 100 |  | \$100.00 | k | 31\% | \$69.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |
| 5 | BM-INV-PS-1 | SEL Boomi Invixo PPD Services 1 |  | \$1.00 | F1 | 2\% | \$0.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |
| 5 | BM-INV-PS-10 | SEL Boomi Invixo PPD Services 10 |  | \$10.00 | F1 | 2\% | \$9.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воом |
| 5 | BM-INV-PS-100 | SEL Boomi Invixo PPD Services 100 |  | \$100.00 | F1 | ${ }^{2 \%}$ | \$98.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |
| 5 5 | BM-IPS-CO BM-IPS-CR | SEL BOOMI ProServ-Hourl Consult Onsite SEL BOOMI ProSer-Hourly Consult Remote |  | \$275.00 | F1 | 2\% | $\$ 269.50$ $\$ 220.50$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воом |
| 5 | BM--PSS-CR BM-IPSAP | SEL BOOMI Proserv-Hourly Consult Remote |  | \$225.00 | F1 | 2\% | \$220.50 $\$ 220.50$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | воомі |
| 5 | BM-IPSS-IAW | SEL BOOM Int Accel Workday WD OT Fee |  | \$17,500.00 | F1 | 2\% | \$17,150.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воом |
| 5 | BM-IPS-IPSCO | SEL BOOMI IPaas ProSer-Hourly Onsite |  | \$275.00 | F1 | ${ }^{2 \%}$ | \$269.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воом |
| 5 | BM-I-PS-IPSCR | SEL BOOML IPaaS ProServ-Hourly Remote |  | \$225.00 | F1 | 2\% | \$220.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |
| 5 | BM-I-PS-JS | SEL BOOMI ProServ-JumpStart - 8 hours |  | \$2,000.00 | F1 | ${ }^{2 \%}$ | \$1,960.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомl |
| 5 5 | BM-I-PS-NSAS BM-IPS-TACO | SEL BOOMI NS/SF Int Accl Service OT Fee SEL BOOMI Techarch-Hourly Consult Onsite |  | $\$ 3,800.00$ $\$ 30000$ | F1 | 2\% | \$3,724.00 $\$ 294.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | воомі воомі |
| 5 | BM-I-PS-TACR | SEL BOOMI TechArch-Hourly Consult Remote |  | \$320.00 | F1 | 2\% | \$2699.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |
| 5 | BM-MDM-CST-1 | SEL BOOMI MDM Ed (Custom Tier) . 01 |  | \$0.01 | k | 31\% | \$0.01 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |
| 5 | BM-MDM-CST-2 | SEL BOOMI MDM Ed (Custom Tier) 1 |  | \$1.00 | k | 31\% | \$0.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |
| 5 | BM-MDM-CST-3 | SEL BOOMI MDM Ed (Custom Tier) 100 |  | \$100.00 | k | 31\% | \$69.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |
| 5 | BM-MDM-CST-4 | SEL BOOMI MDM Ed (Custom Tier) 1000 |  | \$1,000.00 | k | 31\% | \$690.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |
| 5 | BM-MDM-LC-B | SEL BOOMI MDM Ed (Base Tier) |  | \$6,000.00 | k | 31\% | \$4,140.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воом |
| 5 | BM-MDM-LC-CA | SEL BOOMI MDM Cloud Attachment |  | \$300.00 | K | 31\% | \$207.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |
| 5 |  | SEL BOOMI ANZ MDM Cloud Attachment |  | \$300.00 | k | 31\% | \$207.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воом |
| 5 5 | BM-MDM-LC-ENT BM-MDM-LC-PRO | SEL BOOMI MDM Ed (Enterprise Tier) |  | \$18,000.00 | K | 31\% | \$12,420.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воом |
| 5 | BMM-MDM-LC-TR1 | SEL BOOMI MDM Ed (Tier 1 < 10 K GRecords) |  | \$12,005.00 | k | 31\% | \$8824.09 | \$0.00 $\$ 000$ | \$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 $\$ 0.00$ | \$0.00 | воомі |
| 5 | BM-MDM-LC-TR2 | SEL BOOMI MDM Ed (Tier $2<50 \mathrm{~K}$ GRecords) |  | \$1,750.00 | k | 31\% | \$1,207.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |
| 5 | BM-MDM-LC-TR3 | SEL BOOMI MDM Ed (Tier 3 <100K GRecords) |  | \$3,000.00 | K | 31\% | \$2,070.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воом |
| 5 | BM-MDM-PS-CO | SEL BOOMI MDM ProServ-Hourly Onsite |  | \$275.00 | F1 | 2\% | \$269.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | воомі |
| 5 | BM-MDM-PS-CR BMMEDIM3PSC | SEL BOOMI MDM Proserv-Hourly Remote SEL BM-MEDI-M-3P-S-C |  | $\$ 225.00$ $\$ 40,756.32$ | F1 F1 | 2\% | $\$ 220.50$ $\$ 39,941.19$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | BOOMI |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |



| BAND | SKU | description | $\begin{gathered} \text { Model Sub } \\ \text { sku } \end{gathered}$ | EMC LIST PRICE USD | category CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT <br> PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | WTY UPG ENH TO <br> PS WIMC PREM <br> LP | WTY UPG BASIC TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | BSE-751-10000S | SEL Box Security Events OS |  | \$21.76 | K | 31\% | \$15.01 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | BSE-8001-10KMC | SEL Box Security Events M24*7 |  | \$5.39 | F1 | 2\% | \$5.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | BSE-8001-10KMS | SEL Box Security Events MS |  | \$3.08 | F1 | 2\% | \$3.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | BSE-8001-10KOS | SEL Box Security Events OS |  | \$12.99 | k | 31\% | \$8.96 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | CAGAPVENPRO | SEL CAG-APV-ENT-UG-PRO) |  | \$10,825.00 | k | 31\% | \$7,469.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | CAGAPVENPRO-I | SEL CAG-APV-ENT-UG-PRO) |  | \$11,908.00 | k | 31\% | \$8,216.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | CAGAPVENPRO-K | SEL CAG-APV-ENT-UG-PRO) |  | \$14,498.00 | k | 31\% | \$10,003.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmWARE |
| 5 | CAGARAENPRO | SEL CAG-ARA-ENT-UG-PRO) |  | \$8,250.00 | k | 31\% | \$5,692.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | CAGARAENPRO-I | SEL CAG-ARA-ENT-UG-PRO) |  | \$9,075.00 | k | 31\% | \$6,261.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | CAGARAENPRO-K | SEL CAG-ARA-ENT-UG-PRO) |  | \$11,010.00 | k | 31\% | \$7,596.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | CA6-DEVK-F | SEL: CAG-DEVK-F |  | \$22,605.00 | k | 31\% | \$15,597.45 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | CA-DEVK-LIC-F | SEL: CA-DEVK-LIC-F |  | \$1.10 | k | 31\% | \$0.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | CAENT25GSC | SEL CA-ENTT25-G-SSS-C ) |  | \$4,069.00 | F1 | 2\% | \$3,987.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | CAENT25GSC-I | SEL CA-ENT $25-\mathrm{G}-\mathrm{SSS}$-C) |  | \$4,476.00 | F1 | 2\% | \$4,386.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CAENT25GSC-K CAENT25PSC | SEL CA-ENT25-G-SSS-C ) |  | $\$ 5,454.00$ $\$ 4.844 .00$ | F1 | 2\% | \$5,344.92 | \$0.00 S0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VmWARE |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | CAENT25PSC CAENT25PSC-1 | SEL CA-ENT25-P-SSS-C) |  | $\$ 4,844.00$ $\$ 5,328.00$ | F1 | 2\% | \$ $\$ 4.747 .12$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE VMWARE |
| 5 | CAENT25PSC-K | SEL CA-ENT25-P-Sss-C) |  | \$6,493.00 | F1 | 2\% | \$6,363.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | cas-consult | SEL INTERLOCK CONSULT 4 HR block |  | \$4,705.88 | F1 | 2\% | \$4,611.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INTERLOCK |
| 5 | CAS-CTA-MIG1 | SEL INTERLOCK CTA MIGRATION 10TB |  | \$9,411.76 | F1 | 2\% | \$9,223.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INTERLOCK |
| 5 | CAS-CTA-MIG2 | SEL INTERLOCK CTA MIGRATION 50TB |  | \$47,058.82 | F1 | 2\% | \$46,117.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INTERLOCK |
| 5 | CAS-CTA-MIG3 | SEL L INTERLOCK CTA MIGRATION ADD 10TB |  | \$9,411.76 | F1 | 2\% | \$9,223.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INTERLOCK |
| 5 | CAS-CTA-MIG4 | SEL INTERLOCK CTA MIGRATION ADD 1TB |  | \$941.18 | F1 | 2\% | \$922.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INTERLOCK |
| 5 | CAS-CUA-MIG1 | SEL INTERLOCK CUA MIGRATION 10TB |  | \$9,411.76 | F1 | 2\% | \$9,223.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | interlock |
| 5 | CAS-CUA-MIG2 | SEL L INTERLOCK CUA MIGRATION 50TB |  | \$47,058.82 | F1 | 2\% | \$46,117.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INTERLOCK |
| 5 | CAS-CUA-MIG3 | SEL INTERLOCK CUA MIGRATION ADD 10tb |  | \$9,411.76 | F1 | 2\% | \$9,223.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INTERLOCK |
| 5 | CAS-CUA-MIG4 | SEL INTERLOCK CUA MIGRATION ADD 1TB |  | \$941.18 | F1 | 2\% | \$922.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INTERLOCK |
| 5 | CAS-DX-MIG1 | SEL INTERLOCK DX MIGRATION 10TB |  | \$14,117.65 | F1 | 2\% | \$13,835.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INTERLOCK |
| 5 | CAS-DX-MIG2 | SEL INTERLOCK DX MIGRATION 50TB |  | \$64,705.88 | F1 | 2\% | \$63,411.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INTERLOCK |
| 5 | CAS-DX-MIG3 | SEL INTERLOCK DX MIGRATION ADD 10TB |  | \$12,941.18 | F1 | 2\% | \$12,682.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INTERLOCK |
| 5 | CAS-DX-MIG4 | SEL INTERLOCK DX MIGRATION ADD 1TB |  | \$1,294.12 | F1 | 2\% | \$1,268.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INTERLOCK |
| 5 | CAS-ECS-MIG1 | SEL INTERLOCK ECS MIGRATION 10TB |  | \$7,058.82 | F1 | 2\% | \$6,917.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INTERLOCK |
| 5 | CAS-ECS-MIG2 | SEL INTERLOCK ECS MIGRATION 50TB |  | \$28,235.29 | F1 | ${ }^{2 \%}$ | \$27,670.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INTERLOCK |
| 5 | CAS-ECS-MIG3 | SEL INTERLOCK ECS MIGRATION ADD 10TB |  | \$7,058.82 | F1 | 2\% | \$6,917.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | interlock |
| 5 | CAS-ECS-MIG4 | SEL INTERLOCK ECS MIGRATION ADD 1TB |  | \$705.88 | F1 | 2\% | \$691.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INTERLOCK |
| 5 | CAS-EV-MIG1 | SEL INTERLOCK EV MIGRATION 10TB |  | \$17,647.06 | F1 | 2\% | \$17,294.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INTERLOCK |
| 5 | CAS-EV-MIG2 | SEL INTERLOCK EV MIGRATION 50TB |  | \$63,529.41 | F1 | 2\% | \$62,258.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INTERLOCK |
| 5 | CAS-EV-mig ${ }^{\text {a }}$ | SEL INTERLOCK EV MIGRATION ADD 10TB |  | \$12,705.88 | F1 | 2\% | \$12,451.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | interlock |
| 5 | CAS-EV-MIG4 | SEL INTERLOCK EV MIGRATION ADD 1TB |  | \$1,270.59 | F1 | 2\% | \$1,245.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INTERLOCK |
| 5 | CAS-FN-MIG1 | SEL INTERLOCK FILENET MIGRATION 10TB |  | \$17,647.06 | F1 | 2\% | \$17,294.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | interlock |
| 5 | CAS-FN-MIG2 | SEL INTERLOCK FILENET MIGRATION 50TB |  | \$63,529.41 | F1 | 2\% | \$62,258.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INTERLOCK |
| 5 | CAS-FN-MIG3 | SEL INTERLOCK FLLENET MIGRATION ADD 10TB |  | \$12,705.88 | F1 | 2\% | \$12,451.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INTERLOCK |
| 5 | CAS-FN-MIG4 | SEL INTERLOCK FILENET MIGRATION ADD 1TB |  | \$1,270.59 | F1 | 2\% | \$1,245.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INTERLOCK |
| 5 | CAS-GE-MIG1 | SEL INTERLOCK GE MIGRATION 10TB |  | \$14,177.65 | F1 | 2\% | \$13.835.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ | \$0.00 | \$0.00 | INTERLOCK |
| 5 | CAS-GE-MIG2 | SEL INTERLOCK GE MIGRATION 50TB |  | \$64,705.88 | F1 | 2\% | \$63,411.76 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | interlock INTERLOCK |
| 5 | ${ }_{\text {CAS-GE-MIG3 }}$ | SEL L ITERLOCK GE MIGRATION ADD 10TB SEL INTERLOCK GE MIGRATION ADD 1TB |  | \$12,941.18 | F1 | 2\% | \$12,682.36 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | INTERLOCK INTERLOCK |
| 5 | CAS-MIG-SETUP | SEL INTERLOCK MIGRATION SETUP |  | \$14,117.65 | F1 | 2\% | \$13,835.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | interlock |
| 5 | CAS-NAS-MIG1 | SEL INTERLOCK NAS MIGRATION 10tb |  | \$9,411.76 | F1 | 2\% | \$9,223.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | interlock |
| 5 | CAS-NAS-MIG2 | SEL INTERLOCK NAS MIGRATION 50TB |  | \$41,176.47 | F1 | 2\% | \$40,352.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INTERLOCK |
| 5 | CAS-NAS-MIG3 | SEL INTERLOCK NAS MIGRATION ADD 10Tb |  | \$8,235.29 | F1 | 2\% | \$8,070.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | InTERLOCK |
| 5 | CAS-NAS-MIG4 | SEL INTERLOCK NAS MIGRATION ADD 1TB |  | \$823.53 | F1 | 2\% | \$807.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INTERLOCK |
| 5 | CAS-NICE-MIG1 | SEL INTERLOCK NICE MIGRATION 10TB |  | \$17,647.06 | F1 | 2\% | \$17,294.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | CAS-NICE-MIG2 | SEL INTERLOCK NICE MIGRATION 50TB |  | \$63,529.41 | F1 | 2\% | \$62,258.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INTERLOCK |
| 5 | CAS-NICE-MIG3 | SEL INTERLOCK NICE MIGRATION ADD 10TB |  | $\$ 12,705.88$ $\$ 1270.59$ | F1 | 2\% | $\$ 12,451.76$ $\$ 1.245 .18$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | INTERLOCK INTERLOCK |
| 5 | CD4PE1000019999S | SEL INTERLOCK NICE MIGRATION ADD 1TB |  | $\$ 1,270.59$ $\$ 164.62$ | F1 | 31\% | $\$ 1,245.18$ $\$ 113.59$ | \$0.00 $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$ $\$ 0.00$ | \$ $\$ 0.00$ | \$ $\$ 0.00$ | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | CD4PE10002499PL | SEL CD4PE 1000-2499 Perp Lic Only |  | \$466.15 | k | 31\% | \$321.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | CD4PE10002499S | SEL CD4PE 1000-2499 Stand |  | \$215.38 | K | 31\% | \$148.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | CD4PE100249PL | SEL CD4PE 100-249 Perp Lic Only |  | \$701.54 | k | 31\% | \$484.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | CD4PE100249PPRMS | SEL CD4PE 100-249 Prp Prm Supp |  | \$246.15 | k | 31\% | \$169.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 | \$0.00 |  |
| 5 5 | CD4PE100249S CD4PE100249SPRM | SEL CD4PE 100-249 Stand |  | $\$ 243.08$ $\$ 386.15$ | K | $31 \%$ $31 \%$ | \$167.73 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | PUPPET LABS |
| 5 | CDLPE10K19999P | SEL CD4PE 1000019999 Prem |  | \$198.46 | k | 31\% | \$136.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | CD4PE10K19999PL | SEL CD4PE 1000019999 Perp Lic Only |  | \$358.46 | k | 31\% | \$247.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | CD4PE10K19999PPS | SEL CD4PE 1000019999 Prp Prm Supp |  | \$126.15 | k | 31\% | \$87.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | CD4PE199S | SEL CDPPE 1-99 Stand |  | \$261.54 | K | 31\% | \$180.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | CD4PE1K2499PPS | SEL CD4PE 1000-2499 Prp Prm Supp |  | \$163.08 | K | 31\% | \$112.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | CD4PE1K24999P CD4PE2000049999 | SEL CD4PE 1000-2499 Prem |  | \$255.38 | K | 31\% | \$176.21 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | PUPPET LABS |
| 5 | CD4PE20K49999P | SEL CD4PE 2000049999 Prem |  | \$178.46 | k | 31\% | \$123.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | CD4PE20K49999PL | SEL CD4PE 2000049999 Perp Lic Only |  | \$323.08 | k | 31\% | \$222.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | CD4PE20K49999PPS | SEL CD4PE 2000049999 Prp Prm Supp |  | \$112.31 | K | 31\% | \$77.49 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | CD4PE25004999PL | SEL CD4PE 2500-4999 Perp Lic Only |  | \$438.46 | k | 31\% | \$302.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | CD4PE25004999PPS | SEL CD4PE 2500-4999 Prp Prm Supp |  | \$152.31 | K | 31\% | $\$ 105.09$ $\$ 139.06$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  |
| 5 5 | CDAPE25004999S CD4PE25004999P | SEL CD4PE 2500-499 Stand SEL CD4PE 2500-4999 Prem |  | \$201.54 | K k | $31 \%$ $31 \%$ | \$139.06 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | PUPPET LABS PUPPET LABS |
| 5 | CD4PE250499PL | SEL CD4PE 250-499 Perp Lic Only |  | \$561.54 | k | 31\% | \$387.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | CD4PE250499PPRMS | SEL CD4PE 250-499 Prp Prm Supp |  | \$195.38 | K | 31\% | \$134.81 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
|  | CD4PE250499S | SEL CD4PE 250-499 Stand |  | \$229.23 |  | 31\% | \$158.17 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |


| BAND | SKU | description | $\begin{gathered} \text { Model Sub } \\ \text { sku } \end{gathered}$ | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | WTY UPG ENH TO <br> PS W/MC PREM <br> LP | wTY UPG BASIC TO PS ENH LP | Renewal | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | CD4PE250499SPRM | SEL CD4PE 250-499 Prem |  | \$309.23 | K | 31\% | \$213.37 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | CD4PE50000PL | SEL CD4PE 50,000+ Perp Lic Only |  | \$293.85 | k | 31\% | \$202.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | CD4PE50000PPRMS | SEL CD4PE 50,000+Prp Prm Supp |  | \$103.08 | k | 31\% | \$71.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | CD4PE50000PRM | SEL CD4PE 50,000+ Prem |  | \$161.54 | k | 31\% | \$111.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | CD4PE50000S | SEL CD4PE 50,000+ Stand |  | \$133.85 | k | 31\% | \$92.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | CD4PE50009999PL | SEL CDAPE 5000-9999 Perp Lic Only |  | \$398.46 | k | 31\% | \$274.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | CD4PE50009999S | SEL CD4PE 5000-9999 Stand |  | \$184.62 | k | 31\% | \$127.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | CD4PE500999PL | SEL CD4PE 500-999 Perp Lic Only |  | \$495.38 | k | 31\% | \$341.81 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | CD4PE500999PPRMS | SEL CD4PE 500-999 Prp Prm Supp |  | \$173.85 | k | 31\% | \$19.96 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | CD4PE500999S | SEL CD4PE 500-999 Stand |  | \$221.54 | K | 31\% | \$152.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | CD4PE5009999PRM | SEL CD4PE 500-999 Prem |  | \$272.31 | k | 31\% | \$187.89 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | CD4PE5K9999PPS | SEL CD4PE 5000-9999 Prp Prm Supp |  | \$140.00 | k | 31\% | \$96.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | CD4PE5K9999SP | SEL CD4PE 5000-9999 Prem |  | \$220.00 | F1 | 31\% | $\$ 151.80$ $\$ 235306$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | CD4PEJSBASIC | SEL CD4PE Basic Jumpstart Package (SD) |  | \$23,523.53 | F1 | 2\% | \$23,053.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | CDIPEJSEXTENDED | SEL CD4PE Extended Jumpstart Package(SD) |  | \$70,582.35 | F1 | 2\% | \$69,170.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | CDAPEJSSTANDARD | SEL CD4PE Standard Jumpstart Package(SD) |  | \$47,052.94 | F1 | 2\% | \$46,111.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | CDF-CFM-A-1Y | SEL Cloudera Flow Management-AMBARI-1Y |  | \$70,769.23 | k | 31\% | \$48,830.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | HORTONWORKS |
| 5 5 | CDF-CFM-C-1Y | SEL Cloudera Flow Management-CM-1 Year |  | \$70,769.23 | K | $31 \%$ $31 \%$ | \$48,830.77 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | HORTONWORKS |
| 5 | CDF-CSM-A-1Y <br> CDF-CSM-C-1Y | SEL Cloudera Streams Mgmt-AGPL-AMBARI-1Y <br> SEL Cloudera Streams Mgmt-AGPL-CM-1Y |  | $\$ 21,538.46$ $\$ 21538.46$ | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~K} \end{aligned}$ | $\begin{aligned} & 31 \% \\ & 31 \% \\ & \hline \end{aligned}$ | \$14,861.54 \$14,861.54 | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | hortonworks HORTONWORKS |
| 5 | CDF-CsP-A-1Y | SEL Cloudera Stream Proc Subsc-AMBARI-1Y |  | \$27,692.31 | k | 31\% | \$19,107.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | hortonworks |
| 5 | CDF-CSP-C-1Y | SEL Cloudera Stream Processing-CM-1 Year |  | \$27,692.31 | k | 31\% | \$19,107.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | hortonworks |
| 5 | CDP-DC-COMPUTE | SEL CDP Compute Price per CCU |  | \$115.38 | k | 31\% | \$79.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | HORTONWORKS |
| 5 | CDP-DC-GOLD-AGPL | SEL Cloudera CDP Data Center Sub 1 Node |  | \$12,307.69 | k | 31\% | \$8,492.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | hortonworks |
| 5 | CDP-DC-STORAGE | SEL CDP Storage Price Per TB |  | \$38.46 | k | 31\% | \$26.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | hortonworks |
| 5 | CEADC-BRNZ | SEL Cloudera Analytic Brnz TB (100 min) |  | \$787.69 | k | 31\% | \$543.51 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CLOUDERA |
| 5 | CEADC-GOLD | SEL Cloudera Analytic Gold TB ( 100 min ) |  | \$9884.62 | K | 31\% | \$6679.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CLOUDERA |
| 5 | CEADN-BRNZ | SEL Cloudera Analytic Brmz Node (10 min) |  | \$7,876.92 | k | 31\% | \$5,435.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CLOUDERA |
| 5 | CEADN-GOLD | SEL Cloudera Analytic Gold Node (10 min) |  | \$9,846.15 | k | 31\% | \$6,793.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CLOUDERA |
| 5 | CEBC-BRNZ-I | SEL Cloudera Essentials Bronze TB 100min |  | \$196.92 | K | 31\% | \$135.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CLOUDERA |
| 5 | CEBC-GOLD-1 | SEL Cloudera Essentials Gold TB 100 min |  | \$246.15 | K | 31\% | \$169.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CLOUDERA |
| 5 5 | CEBN-BRNZ-I | SEL Cloudera Essentials Bronze Node 10 min SEL Cloudera Essentials Gold Node 10 min |  | $\$ 1,969.23$ $\$ 2.46154$ | K | $31 \%$ $31 \%$ | $\$ 1,358.77$ $\$ 1.698 .46$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | CLOUDERA |
| 5 | CEDEC-BRNZ | SEL Cloudera Data Eng Brra TB (100 min) |  |  | k | 31\% | \$1,628.46 | $\$ 0.00$ $\$ 0.00$ | \$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | CLOUERERA |
| 5 | CEDEC-GOLD | SEL Cloudera Data Eng Gold TB (100 min) |  | \$492.31 | k | 31\% | \$339.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CLOUDERA |
| 5 | CEDEN-BRNZ | SEL Cloudera Data Eng Brnz Node (10 min) |  | \$3,938.46 | k | 31\% | \$2,717.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CLOUDERA |
| 5 | CEden-gold | SEL Cloudera Data Eng Gold Node (10 min) |  | \$4,923.08 | k | 31\% | \$3,396.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | cloudera |
| 5 | CEDHC-BRNZ | SEL Cloudera EDHub Bronze TB ( 100 min) |  | \$984.62 | k | 31\% | \$679.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CLOUDERA |
| 5 | CEDHC-GOLD | SEL Cloudera EDHub Gold TB (100 min) |  | \$1,230.77 | k | 31\% | \$849.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CLOUDERA |
| 5 | CEDHN-BRNZ | SEL Cloudera EDHub Bronze Node (10 min) |  | \$9,846.15 | k | 31\% | \$6,793.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | cloudera |
| 5 | CEDHN-COMPUTE | SEL perCCU Over16 cores/128GBRAM perNode |  | \$115.38 | k | 31\% | \$79.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Cloudera |
| 5 | CEDHN-GOLD | SEL Cloudera EDHub Gold Node (10 min) |  | \$12,307.69 | k | 31\% | \$8,492.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CLOUDERA |
| 5 | CEDHN-STORAGE | SEL Storage per TB Over 48TB per Node |  | \$38.46 | k | 31\% | \$26.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CLOUDERA |
| 5 | CEDSW | SEL Cloudera Data Science Workbench 10Pk |  | \$61,538.46 | k | 31\% | \$42,461.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ | \$0.00 | $\$ 0.00$ | cloudera |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | CEODC-BRNZ | SEL Cloudera Operatn Brnz TB ( 100 min ) SEL Cloudera Operatnl Gold TB ( 100 min ) |  | $\begin{aligned} & \$ 590.77 \\ & \$ 738.46 \end{aligned}$ | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~K} \end{aligned}$ | $\begin{aligned} & 31 \% \\ & 31 \% \end{aligned}$ | $\begin{aligned} & \$ 407.63 \\ & \$ 509.54 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | CLOUDERA CLOUDERA |
| 5 | CEODN-BRNZ | SEL Cloudera Operatrl Brmz Node (10 min) |  | \$5,907.69 | k | 31\% | \$4,076.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CLOUDERA |
| 5 | CEODN-GOLD | SEL Cloudera Operathl Gold Node (10 min) |  | \$7,384.62 | k | 31\% | \$5,095.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CLOUDERA |
| 5 | CF4ADV3PC | SEL CF4-ADV-3P-SSS-C ) |  | \$16,093.44 | F1 | 2\% | \$15,771.57 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | CFFAADV3PC-I | SEL CF4-ADV-3P-SSS-C ) |  | \$18,829.32 | F1 | 2\% | \$18,452.73 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | CF4ADV3PC-K | SEL CF4-ADV-3P-SSS-C |  | \$18,956.52 | F1 | 2\% | \$18,577.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CFFADVC | SEL CF4-ADV-C) |  | \$21,495.00 | K | 31\% | \$14,831.55 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | CF4ADVC-I CF4ADVC-K | SEL CF4-ADV-C) |  | ${ }_{\$ 25,321.79}$ | $\begin{aligned} & \mathrm{k} \\ & \mathrm{k} \end{aligned}$ | $\begin{aligned} & 31 \% \\ & 31 \% \end{aligned}$ | $\$ 17,352.91$ $\$ 17,472.04$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 000 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VmWARE |
| 5 | CF4ADVES3PC | SEL CF4-ADV-ES-3P-SSS-C ) |  | \$14,409.12 | F1 | 2\% | \$14,120.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CFAADVES3PC-I | SEL CF4-ADV-ES-3P-SSS-C) |  | \$16,858.67 | F1 | 2\% | \$16,521.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | CFFADVES3PC-K | SEL CFF-ADV-ES-3P-SSS-C |  | \$16,972.56 | F1 | 2\% | \$16,633.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | CFAADVESC | SEL CF4-ADV-ES-C) |  | \$20,495.00 | k | 31\% | \$14,141.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | CFAADVESC-I CFAADVESC-K | SEL CF4-ADV-ES-C) |  | \$23,999.15 $\$ 24,172.54$ | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~K} \end{aligned}$ | $\begin{aligned} & 31 \% \\ & 31 \% \\ & 31 \% \end{aligned}$ | \$16,545.61 \$16,679.05 | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | CF4ADVESPC | SEL CF4-ADV-ES-P-SSS-C ) |  | \$ \$5,458.00 | F1 | 2\% | \$5,348.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | CF4ADVESPC-I | SEL CF4-ADV-ES-P-SSS-C ) |  | \$6,385.86 | F1 | 2\% | \$6,258.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | CF4ADVESPC-K | SEL CF4-ADV-ES-P-SSS-C |  | \$6,429.00 | F1 | 2\% | \$6,300.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CFFAADVPC | SEL CFFA-ADV-P-SSS-C) |  | \$6,096.00 | F1 | 2\% | \$5,974.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CFAADVPC-I | SEL CF4-ADVV-P-SSS-C) |  | \$7,132.32 | F1 | 2\% | \$6,989.67 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 | VMWARE |
| 5 5 | CFFAADVPC-K | SEL CF4-ADV-P-SSS-C |  | \$ $\$ 7,180.50$ | F1 | 2\% | $\$ 7,036.89$ $\$ 11,795.04$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | CF4B1ADEAD3SC-I | SEL CF4-B1-ADV-ES-AD-3P-SSS-C ) |  | \$14,081.84 | F1 | 2\% | \$13,800.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4B1ADEAD3SC-K | SEL CF4-B1-ADV-ES-AD-3P-Sss-C |  | \$14,176.97 | F1 | 2\% | \$13,893.43 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CFFAB1ADVAD3PC | SEL CF4-B1-ADV-AD-3P-SSS-C) |  | \$13,720.08 | F1 | 2\% | \$13,445.68 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4B1ADVAD3PC-I | SEL CF4-B1-ADV-AD-3P-SSS-C) |  | \$16,052.49 | F1 | 2\% | \$15,731.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 5 | CF4B1ADVAD3PC-K CF4B1ADVADC | SEL CF4-B1-ADV-AD-3P-SSS-C SEL CF4-B1-ADV-AD-C) |  | $\$ 16,160.93$ $\$ 18.995 .00$ | F1 | 2\% | $\$ 15,837.71$ $\$ 13,106.55$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$ $\$ 0.00$ | \$ $\$ 0.00$ | \$0.00 | VMWARE |
| 5 | CFAB1ADVADC-I | SEL CF4-B1-ADV-AD-C) |  | \$22,224.15 | k | 31\% | \$15,334.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | ${ }^{8} 80.00$ | \$0.00 | VmWARE |
| 5 | CF4B1ADVADC-K | SEL CF4-B1-ADV-AD-C |  | \$22,410.36 | k | 31\% | \$15,463.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | CFAB1ADVADPC | SEL CF4-B1-ADV-AD-P-SSS-C ) |  | \$5,197.00 | F1 | 2\% | \$5,093.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | CFFBAADVADPC-I | SEL CF4-B1-ADV-AD-P-SSS-C ) |  | \$6,080.49 | F1 | 2\% | \$5,958.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 5 | CF4B1ADVADPC-K | SEL CF4-B1-ADV-AD-P-SSS-C |  | \$6,121.57 | F1 | 2\% | \$55,999.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | CFAB1ADVESADC-1 | SEL CF4-B1-ADV-ES-AD-C) |  | \$20,352.15 | k | 31\% | \$ | \$0.00 $\$ 0.00$ | \$ $\$ 0.00$ | \$ ${ }_{\text {\$0.00 }}$ | \$0.00 $\$ 0.00$ | \$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | VMWARE |


| BAND | SKU | description | $\begin{aligned} & \text { Model Sub } \\ & \text { ckil } \end{aligned}$ sku | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\left\|\begin{array}{c}\text { WTY UPG ENH TO } \\ \text { PS W/MC PREM } \\ \text { LP }\end{array}\right\|$ | WTY UPG BASIC TO PS ENH LP | Renewal | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | CF4B1ADVESADC-K | SEL CF4-B1-ADV-ES-AD-C |  | \$20,494.94 | K | 31\% | \$14,141.51 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4B1AVESDPSC | SEL CF4-B1-ADV-ES-AD-P-SSS-C ) |  | \$4,559.00 | F1 | 2\% | \$4,467.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | CF4B1AVESDPSC-I | SEL CF4-B1-ADV-ES-AD-P-SSS-C ) |  | \$5,334.03 | F1 | 2\% | \$5,227.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | CF4B1AVESDPSC-K | SEL CF4-B1-ADV-ES-AD-P-SSS-C |  | \$5,370.07 | F1 | 2\% | \$5,262.67 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | CFAB1ENTAD3PC | SEL CF4-B1-ENT-AD-3P-SSS-C) |  | \$16,489.44 | F1 | 2\% | \$16,159.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | CF4B1ENTAD3PC-I | SEL CF4-B1-ENT-AD-3P-SSS-C ) |  | \$19,292.64 | F1 | 2\% | \$18,906.79 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | CF4B1ENTAD3PC-K | SEL CF4-B1-ENT-AD-3P-Sss-C |  | \$19,422.98 | F1 | 2\% | \$19,034.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | CFAB1ENTADC | SEL CF4-B1-ENT-AD-C ) |  | \$22,395.00 | k | 31\% | \$15,452.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | CF4B1ENTADC-I | SEL CF4-B1-ENT-AD-C) |  | \$26,202.15 | k | 31\% | \$18,079.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CFAB1ENTADC-K | SEL CFA-B1-ENT-AD-C |  | \$26,394.42 | K | 31\% | \$18,212.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4B1ENTADPC | SEL CF4-B1-ENT-AD-P-SSS-C ) |  | \$6,246.00 | F1 | 2\% | \$6,121.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4B1ENTADPC-I | SEL CF4-B1-ENT-AD-P-SSS-C ) |  | \$7,307.82 | F1 | 2\% | \$7,161.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CFFAB1ENTADPC-K | SEL CF4-B1-ENT-AD-P-SSS-C |  | \$7,357.19 | F1 | 2\% | \$7,210.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CFFB1ENTEA3SC | SEL CF4-B1-ENT-EE-AD-3P-SSS-C) |  | \$13,788.72 | F1 | ${ }^{2 \%}$ | \$13,512.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | CF4B1ENTEA3SC-I | SEL CF4-B1-ENT-ES-AD-3P-SSS-C ) |  | \$16,132.80 | F1 | 2\% | \$15,810.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CFAB1ENTEA3SC-K | SEL CF4-B1-ENT-ES-AD-3P-SSS-C |  | \$16,241.79 | F1 | 2\% | \$15,916.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | CF4B1ENTESADC | SEL CF4-B1-ENT-ES-AD-C ) |  | \$19,595.00 | k | 31\% | \$13,520.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4B1ENTESADC-I | SEL CF4-B1-ENT-ES-AD-C ) |  | \$22,926.15 | k | 31\% | \$15,819.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | CFAB1ENTESADC-K | SEL CF4-B1-ENT-ES-AD-C |  | \$23,099.91 | K | 31\% | \$15,938.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4B1ENTSDPSC | SEL CF4-B1-ENT-ES-AD-P-SSS-C ) |  | \$5,223.00 | F1 | 2\% | \$5,118.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4B1ENTSDPSC-I | SEL CF4-B1-ENT-ES-AD-P-SSS-C ) |  | \$6,110.91 | F1 | 2\% | \$5,988.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4B1ENTSDPSC-K | SEL CF4-B1-ENT-ES-AD-P-SSS-C |  | \$6,152.19 | F1 | 2\% | \$6,029.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4B1STDAD3PC | SEL CF4-B1-STD-AD-3P-SSS-C ) |  | \$7,357.68 | F1 | 2\% | \$7,210.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4B1STDAD3PC-I | SEL CF4-B1-STD-AD-3P-SSS-C ) |  | \$8,608.49 | F1 | 2\% | \$8,436.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | CF4B1STDAD3PC-K | SEL CF4-B1-STD-AD-3P-SSS-C |  | \$8,666.64 | F1 | 2\% | \$8,493.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4B1STDADC | SEL CF4-B1-STD-AD-C ) |  | \$10,695.00 | k | 31\% | \$7,379.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4B1STDADC-I | SEL CF4-B1-STD-AD-C ) |  | \$12,513.15 | k | 31\% | \$8,634.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | CF4B1STDADC-K | SEL CF4-B1-STD-AD-C |  | \$12,603.43 | k | 31\% | \$8,696.37 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4B1STDADPC | SEL CF4-B1-STD-AD-P-SSS-C ) |  | \$2,787.00 | F1 | 2\% | \$2,731.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | CFFABSTDADPC-I | SEL CFF-B1-STD-AD-P-SSS-C ) |  | \$3,260.79 | F1 | 2\% | \$3,195.57 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4B1STDADPC-K | SEL CF4-B1-STD-AD-P-Sss-C |  | \$3,282.81 | F1 | 2\% | \$3,217.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmWare |
| 5 | CF4B1STDEA3SC | SEL CF4-B1-STD-ES-AD-3P-SSS-C ) |  | \$5,673.36 | F1 | 2\% | \$5,559.89 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4B1STDEA3SC-I | SEL CF4-B1-STD-ES-AD-3P-SSS-C) |  | \$6,637.83 | F1 | 2\% | \$6,505.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | CF4B1STDEA3SC-K | SEL CF4-B1-STD-ES-AD-3P-SSS-C |  | \$6,682.67 | F1 | 2\% | \$6,549.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | CF4B1STDEAPSC | SEL CF4-B1-STD-ES-AD-P-SSS-C ) |  | \$2,149.00 | F1 | 2\% | \$2,106.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4B1STDEAPSC-1 | SEL CF4-B1-STD-ES-AD-P-SSS-C ) |  | \$2,514.33 | F1 | 2\% | \$2,464.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4B1STDEAPSC-K | SEL CF4-B1-STD-ES-AD-P-SSS-C |  | \$2,531.31 | F1 | 2\% | \$2,480.68 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | CF4B1STDESADC | SEL CF4-B1-STD-ES-AD-C ) |  | \$8,495.00 | k | 31\% | \$5,861.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | CF4B1STDESADC-I | SEL CF4-B1-STD-ES-AD-C ) |  | \$9,939.15 | k | 31\% | \$6,858.01 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4B1STDESADC-K | SEL CF4-B1-STD-ES-AD-C |  | \$9,998.47 | k | 31\% | \$6,898.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | CF4B1STRAD3PC | SEL CF4-B1-STR-AD-3P-SSS-C ) |  | \$10,850.40 | F1 | 2\% | \$10,633.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4B1STRAD3PC-I | SEL CF4-B1-STR-AD-3P-SSS-C) |  | \$12,694.97 | F1 | 2\% | \$12,441.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4B1STRAD3PC-K | SEL CF4-B1-STR-AD-3P-SSS-C |  | \$12,780.72 | F1 | 2\% | \$12,525.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | CF4B1STRADC | SEL CF4-B1-STR-AD-C ) |  | \$15,195.00 | k | 31\% | \$10,484.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4B1STRADC-I | SEL CF4-B1-STR-AD-C ) |  | \$17,778.15 |  | 31\% | \$12,266.92 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CFAB1STRADC-K | SEL CF4-B1-STR-AD-C |  | \$17,889.98 | K | 31\% | \$12,344.09 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CFFA1STRADPC | SEL CFA-B1-STR-AD-P-SSS-C ) |  | \$4,10.00 | F1 | 2\% | \$4,077.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | CFAB1STRADPC-I CF4B1STRADPC-K | SEL CFF-B1-STR-AD-P-SSS-C) |  | $\$ 4,808.70$ $\$ 4,841.18$ | F1 | 2\% | \$4,712.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | CF4B1V1003SC | SEL CF4-B1-STR-AD-P-SSS-C |  | $\$ 4,841.18$ $\$ 48,404.40$ | F1 | 2\% | \$4,744.36 $\mathbf{\$ 4 7 , 4 3 6 . 3 1}$ | \$0.00 $\$ 0.00$ | \$ $\$ 0.00$ | \$ ${ }_{\text {\$0.00 }}$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWWARE |
| 5 | CF4B1V1003SC-I | SEL CF4-B1-VDI-100-3P-SSS-C ) |  | \$56,633.15 | F1 | 2\% | \$55,500.49 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | CF4B1V1003SC-K | SEL CF4-B1-VDI-100-3P-SSS-C |  | \$57,015.72 | F1 | 2\% | \$55,875.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CFFAB1VDI100C | SEL CF4-B1-VDI-100-C) |  | \$73,340.00 | k | 31\% | \$50,604.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4B1VDI100C-I | SEL CF4-B1-VDI-100-C ) |  | \$85,807.80 | k | 31\% | \$59,207.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | CF4B1VDI100C-K | SEL CF4-B1-VDI-100-C |  | \$86,193.69 | k | 31\% | \$59,473.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | CFAB1VIVITOOPC | SEL CFF4-1-VDII-100-P-SSS-C ) |  | \$18,335.00 | F1 | 2\% | \$17,968.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | CF4B1VDI100PC-I | SEL CF4-B1-VDI-100-P-SSS-C) |  | \$21,451.95 | F1 | 2\% | \$21,022.91 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | CFFB1VDI100PC-K | SEL CF4-B1-VDI-100-P-SSS-C |  | \$211.596.87 | F1 | 2\% | \$211,164.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | CFAB1VD103PC CF4B1VDI103PC-1 | SEL CFA-B1-VDI-10-3P-SSS-C ) SEL CF4-B1-VDI-10-3P-SSS-C ) |  | $\$ 4,841.76$ $\$ 5,664.86$ | $\begin{aligned} & F_{1} \\ & F_{1} \end{aligned}$ | $\begin{aligned} & 2 \% \\ & 2 \% \\ & 2 \% \end{aligned}$ | \$4,744.92 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VmWARE VMWARE |
| 5 | CF4B1VDI103PC-K | SEL CF4-B1-VDI-10-3P-SSS-C |  | \$5,703.13 | F1 | 2\% | \$5,589.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | CF4B1VDI10C | SEL CF4-B1-VDI-10-C ) |  | \$7,334.00 | k | 31\% | \$5,060.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4B1VDI10C-I | SEL (F4-B1-VDI-10-C) |  | \$8,580.78 | k | 31\% | \$5,920.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | CF4B1VDI10C-K | SEL CF4-B1-VDI-10-C |  | \$8,619.37 | K | 31\% | \$5,947.37 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 | \$0.00 |  |
| 5 | CF4B1VDI10PC | SEL CF4-B1-VDI-10-P-SSS-C ) |  | \$1,834.00 | F1 | 2\% | \$1,797.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | \$0.00 | \$0.00 | VMWARE |
| 5 | CF4B1VDI10PC-I CF4B1VDI10PC-K | SEL CF4-B1-VDI-10-P-SSS-C) SEL CF4-B1-VDI-10-P-SSS-C |  | \$2,145.78 $\$ 2.160 .27$ | F1 | 2\% | $\$ 2,102.86$ $\$ 2.117 .06$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  |
| 5 | CFFAB1VDI10PC-K | SEL CF4-B1-VDI-10-P-SSS-C |  | \$2,160.27 $\$ 10,092.72$ | F1 | 2\% | $\$ 2,117.06$ $\$ 9,890.87$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VmWARE |
| 5 | CF4B2ADVAD3PC-I | SEL CF4-B2-ADV-AD-3P-SSS-C) |  | \$11,808.48 | F1 | 2\% | \$11,572.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | CFAB2ADVAD3PC-K | SEL CF4-B2-ADV-AD-3P-SSS-C |  | \$11,888.25 | F1 | 2\% | \$11,650.49 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | CF4B2ADVADC | SEL CF4-B2-ADV-AD-C ) |  | \$14,395.00 | k | 31\% | \$9,932.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4B2ADVADC-I | SEL CF4-B2-ADV-AD-C ) |  | \$16,842.15 | k | 31\% | \$11,621.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | CFFAB2ADVADC-K | SEL CF4-B2-ADV-AD-C |  | \$16,970.58 | K | 31\% | \$11,709.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4B2ADVADPC | SEL CF4-B2-ADV-AD-P-SSS-C ) |  | \$3,823.00 | F1 | 2\% | \$3,746.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4B2ADVADPC-I | SEL CFF-B2-ADV-AD-P-SSS-C) |  | \$4,472.91 | F1 | 2\% | \$4,383.45 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CFAB2ADVADPC-K CF4B2ADVEA3SC | SEL CF4-B2-ADV-AD-P-SSS-C SEL CF4-B2-ADV-ES-AD-3P-SSS-C ) |  | $\$ 4,503.13$ $\$ 8,408.40$ | F1 | 2\% | $\$ 4,413.07$ $\$ 8,240.23$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
|  | CF4B2ADVEA3SC-I | SEL CF4-B2-ADV-ES-AD-3P-SSS-C) |  | \$9,837.83 | F1 | 2\% | \$9,641.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CFAB2ADVEA3SC-K | SEL CF4-B2-ADV-EES-AD-3P-SSS-C |  | \$9,904.28 | F1 | 2\% | \$9,706.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
|  | CF4B2ADVEAPSC | SEL CF4-B2-ADV-ES-AD-P-SSS-C ) |  | \$3,185.00 | F1 | 2\% | \$3,121.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |


| BAND | SKU | description | $\begin{aligned} & \text { Model Sub } \\ & \text { ckil } \end{aligned}$ sku | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\left\|\begin{array}{c}\text { WTY UPG ENH TO } \\ \text { PS W/MC PREM } \\ \text { LP }\end{array}\right\|$ | WTY UPG BASIC TO PS ENH LP | Renewal | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | CF4B2ADVEAPSC-I | SEL CF4-B2-ADV-ES-AD-P-SSS-C) |  | \$3,726.45 | F1 | 2\% | \$3,651.92 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4B2ADVEAPSC-K | SEL CF4-B2-ADV-ES-AD-P-SSS-C |  | \$3,751.62 | F1 | 2\% | \$3,676.59 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | CF4B2ADVESADC | SEL CF4-B2-ADV-ES-AD-C ) |  | \$12,395.00 | k | 31\% | \$8,552.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | CF4B2ADVESADC-I | SEL CF4-B2-ADV-ES-AD-C ) |  | \$14,502.15 | k | 31\% | \$10,006.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | CF4B2ADVESADC-K | SEL CF4-B2-ADV-ES-AD-C |  | \$14,595.46 | K | 31\% | \$10,070.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | CF4B2ENTAD3PC | SEL CF4-B2-ENT-AD-3P-SSS-C ) |  | \$10,882.08 | F1 | 2\% | \$10,664.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | CF4B2ENTAD3PC-I | SEL CF4-B2-ENT-AD-3P-SSS-C) |  | \$12,732.03 | F1 | 2\% | \$12,477.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | CF4B2ENTAD3PC-K | SEL CF4-B2-ENT-AD-3P-SSS-C |  | \$12,818.04 | F1 | 2\% | \$12,561.68 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | CFAB2ENTADC | SEL CF4-B2-ENT-AD-C ) |  | \$15,295.00 | K | 31\% | \$10,553.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CFFAR2ENTADC-1 | SEL CF4-B2-ENT-AD-C) |  | \$17,895.15 | k | $31 \%$ $31 \%$ | \$12,347.65 | \$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4B2ENTADC-K | SEL CF4-B2-ENT-AD-C |  | \$18,043.21 | k | 31\% | \$12,449.81 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4B2ENTADPC | SEL CF4-B2-ENT-AD-P-SSS-C ) |  | \$4,122.00 | F1 | 2\% | \$4,039.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CFFAB2ENTADPC-I | SEL CFF-B2-ENT-AD-P-SSS-C) |  | \$4,822.74 | F1 | 2\% | \$4,726.29 | \$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4B2ENTADPC-K | SEL CF4-B2-ENT-AD-P-SSS-C |  | \$4,855.32 | F1 | 2\% | \$4,758.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | CF4B2ENTEA3SC | SEL CF4-B2-ENT-ES-AD-3P-SSS-C ) |  | \$8,181.36 | F1 | 2\% | \$8,017.73 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4B2ENTEA3SC-I | SEL CF4-B2-ENT-ES-AD-3P-SSS-C ) |  | \$9,572.19 | F1 | 2\% | \$9,380.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | CF4B2ENTEA3SC-K | SEL CF4-B2-ENT-ES-AD-3P-SSS-C |  | \$9,636.85 | F1 | 2\% | \$9,444.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmWare |
| 5 | CF4B2ENTEAPSC | SEL CF4-B2-ENT-ES-AD-P-SSS-C ) |  | \$3,099.00 | F1 | 2\% | \$3,037.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4B2ENTEAPSC-I | SEL CF4-B2-ENT-ES-AD-P-SSS-C) |  | \$3,625.83 | F1 | 2\% | \$3,553.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | CF4B2ENTEAPSC-K | SEL CF4-B2-ENT-ES-AD-P-SSS-C |  | \$3,650.32 | F1 | 2\% | \$3,577.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4B2ENTESADC | SEL CF4-B2-ENT-ES-AD-C ) |  | \$11,895.00 | K | 31\% | \$8,207.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4B2ENTESADC-I | SEL CFF-B2-ENT-ES-AD-C ) |  | \$13,917.15 | k | 31\% | \$9,602.83 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | CF4B2ENTESADC-K | SEL CF4-B2-ENT-ES-AD-C |  | \$13,982.53 | k | 31\% | \$9,647.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | CF4B2STDAD3PC | SEL CF4-B2-STD-AD-3P-SSS-C ) |  | \$3,730.32 | F1 | 2\% | \$3,655.71 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | CF4B2STDAD3PC-I | SEL CF4-B2-STD-AD-3P-SSS-C) |  | \$4,364.47 | F1 | 2\% | \$4,277.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4B2STDAD3PC-K | SEL CF4-B2-STD-AD-3P-SSS-C |  | \$4,393.95 | F1 | 2\% | \$4,306.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4B2STDADC | SEL CF4-B2-STD-AD-C ) |  | \$5,495.00 | k | 31\% | \$3,791.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | CF4B2STDADC-I | SEL CF4-B2-STD-AD-C ) |  | \$6,429.15 | K | 31\% | \$4,436.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4B2STDADC-K | SEL CF4-B2-STD-AD-C |  | \$6,470.27 | k | 31\% | \$4,464.49 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | CFFAB2STDADPC | SEL CFF-B2-STD-AD-P-SSS-C ) |  | \$1,413.00 | F1 | 2\% | \$1,384.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4B2STDADPC-1 | SEL CF4-B2-STD-AD-P-SSS-C ) |  | \$1,653.21 | F1 | 2\% | \$1,620.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmWare |
| 5 | CFAB2STDADPC-K | SEL CF4-B2-STD-AD-P-SSS-C |  | \$1,664.38 | F1 | 2\% | \$1,631.09 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CFFB2STRAD3PC | SEL CF4-B2-STR-AD-3P-SSS-C) |  | \$7,223.04 | F1 | 2\% | \$7,078.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | CF4B2STRAD3PC-I | SEL CF4-B2-STR-AD-3P-SSS-C ) |  | \$8,450.96 | F1 | 2\% | \$8,281.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | CF4B2STRAD3PC-K | SEL CF4-B2-STR-AD-3P-SSS-C |  | \$8,508.04 | F1 | 2\% | \$8,377.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | CFAB2STRADC | SEL CF4-B2-STR-AD-C) |  | \$10,395.00 | k | 31\% | \$7,172.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4B2STRADC-I | SEL CF4-B2-STR-AD-C ) |  | \$12,162.15 | k | 31\% | \$8,391.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | CF4B2STRADC-K | SEL CF4-B2-STR-AD-C |  | \$12,220.35 | k | 31\% | \$8,432.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | CFFAB2STRADPC | SEL CFF-32-STR-AD-P-SSS-C ) |  | \$2,736.00 | F1 | 2\% | \$2,681.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | CF4B2STRADPC-I | SEL CF4-B2-STR-AD-P-SSS-C ) |  | \$3,201.12 | F1 | 2\% | \$3,137.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | CF4B2STRADPC-K | SEL CF4-B2-STR-AD-P-SSS-C |  | \$3,222.75 | F1 | 2\% | \$3,158.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4B2V1003sc | SEL CF4-B2-VDI-100-3P-SSS-C) |  | \$9,298.08 | F1 | 2\% | \$9,112.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CFAB2VV1003SC-I | SEL CF4-B2-VDI-100-3P-SSS-C) |  | \$10,878.75 | F1 | 2\% | \$10,661.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | CF4B2V1003SC-K | SEL CFF-B2-VDI-100-3P-SSS-C |  | \$10,952.24 | F1 | 2\% | \$10,733.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CFFB2VDI100C | SEL CF4-B2-VDI-100-C ) |  | \$14,090.00 | K | 31\% | \$9,722.10 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | CF4B2VDI100C-I CF4B2VDI100C-K | SEL CF4-B2-VDI-100-C) |  | $\$ 16,485.30$ $\$ 16,587.50$ | K | $31 \%$ $31 \%$ | $\$ 11,374.86$ $\$ 11,445.38$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | CF4B2VDI100PC | SEL CF4-B2-VDI-100-P-SSS-C ) |  | \$3,522.00 | F1 | 2\% | \$3,451.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4B2VDI100PC-1 | SEL CF4-B2-VDI-100-P-SSS-C ) |  | \$4,120.74 | F1 | 2\% | \$4,038.33 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | CFFB2VDI100PC-K | SEL CF4-B2-VDI-100-P-SSS-C |  | \$4,148.57 | F1 | 2\% | \$4,065.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4B2VDI103PC | SEL CF4-B2-VDI-10-3P-SSS-C ) |  | \$931.92 | F1 | 2\% | \$913.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | CF4B2VDI103PC-I | SEL CF4-B2-VDI-10-3P-SSS-C ) |  | \$1,090.35 | F1 | 2\% | \$1,068.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CFFB2VD1103PC-K | SEL CF4-B2-VDI-10-3P-SSS-C |  | \$1,097.71 | F1 | 2\% | \$1,075.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4B2VDI10C | SEL CF4-B2-VDI-10-C ) |  | \$1,409.00 | k | 31\% | \$972.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | CF4B2VDI10C-I | SEL CF4-B2-VDI-10-C) |  | $\$ 1,648.53$ $\$ 165875$ | K | $31 \%$ $31 \%$ | $\$ 1,137.49$ <br> $\$ 1.14454$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | CF4B2VDI10C-K | SEL CF4-B2-VDI-10-C |  | $\$ 1,658.75$ $\$ 353.00$ | K1 | 31\% | \$1,144.54 $\$ 345.94$ | \$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | VMWWARE |
| 5 | CF4B2VDI10PC-I | SEL CF4-B2-VDI-10-P-SSS-C ) |  | \$413.01 | F1 | 2\% | \$404.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4B2VDI10PC-K | SEL CF4-B2-VDI-10-P-SSS-C |  | \$415.80 | F1 | 2\% | \$407.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4B3ADVAD3PC | SEL CF4-B3-ADV-AD-3P-SSS-C ) |  | \$8,213.04 | F1 | 2\% | \$8,048.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4B3ADVAD3PC-I | SEL CF4-B3-ADV-AD-3P-SSS-C ) |  | \$9,609.26 | F1 | 2\% | \$9,417.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4B3ADVAD3PC-K | SEL CF4-B3-ADV-AD-3P-SsS-C |  | \$9,674.17 | F1 | 2\% | \$9,480.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | CFFAB3ADVADC | SEL CF4-B3-ADV-AD-C ) |  | \$11,695.00 | k | 31\% | \$8,069.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CFAB3ADVADC-I | SEL CF4-B3-ADV-AD-C) |  | \$13,683.15 | k | 31\% | \$9,441.37 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 | \$0.00 |  |
| 5 | CFFAB3ADVADC-K | SEL CF4-B3-ADV-AD-C |  | \$13,752.68 | K | 31\% | \$9,489.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 | vmware VMWARE |
| 5 | CFAB3ADVADPC | SEL CF4-B3-ADV-AD-P-SSS-C ) SEL CF4-B3-ADV-AD-P-SSS-C ) |  | $\$ 3,111.00$ $\$ 3,639.87$ | F1 | 2\% | ${ }_{\text {\$3,048.78 }} \mathbf{}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | CF4B3ADVADPC-K | SEL CF4-B3-ADV-AD-P-SSS-C |  | \$3,664.46 | F1 | 2\% | \$3,591.17 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4B3ADVEA3SC | SEL CF4-B3-ADV-ES-AD-3P-SSS-C ) |  | \$6,528.72 | F1 | 2\% | \$6,398.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4B3ADVEA3SC-I | SEL CF4-B3-ADV-ES-AD-3P-SSS-C) |  | \$7,638.60 | F1 | 2\% | \$7,485.83 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4B3ADVEA3SC-K | SEL CF4-B3-ADV-ES-AD-3P-SSS-C |  | \$7,690.20 | F1 | 2\% | \$7,536.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CFFAB3ADVEAPSC | SEL CF4-B3-ADV-ES-AD-P-SSS-C ) |  | \$2,473.00 | F1 | 2\% | \$2,423.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | CF4B3ADVEAPSC-I | SEL CF4-B3-ADV-ES-AD-P-SSS-C) |  | \$2,893.41 | F1 | 2\% | \$2,835.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4B3ADVEAPSC-K | SEL CF4-B3-ADV-ES-AD-P-SSS-C |  | \$2,912.96 | F1 | 2\% | \$2,854.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4B3ADVESADC | SEL CF4-B3-ADV-ES-AD-C ) |  | \$9,595.00 | k | 31\% | \$6,620.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | CF4B3ADVESADC-I | SEL CFF-B3-ADV-ES-AD-C) |  | \$11,226.15 | K | 31\% | \$7,746.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | CF4B3ADVESADC-K | SEL CF4-B3-ADV-ES-AD-C |  | \$11,300.95 | K | 31\% | \$7,797.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | CFFB3ENTAD3PC | SEL CF4-B3-ENT-AD-3P-SSS-C) |  | \$10,982.40 | F1 | 2\% | \$10,762.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | ${ }_{\text {CFAB3ENTAD3PC-K }}$ | SEL CF4-B3-ENT-AD-3P-SSS-C) SEL CF4-B3-ENT-AD-3P-SSS-C |  | \$12,849.41 | F1 | 2\% | \$12,592.42 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | Vmware |


| BAND | SKU | description | $\begin{aligned} & \text { Model Sub } \\ & \text { ckil } \end{aligned}$ sku | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\left\|\begin{array}{c}\text { WTY UPG ENH TO } \\ \text { PS W/MC PREM } \\ \text { LP }\end{array}\right\|$ | wTY UPG BASIC TO PS ENH LP | Renewal | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | CF4B3ENTADC | SEL CF4-B3-ENT-AD-C ) |  | \$15,495.00 | K | 31\% | \$10,691.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4B3ENTADC-I | SEL CF4-B3-ENT-AD-C ) |  | \$18,129.15 | k | 31\% | \$12,509.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | CFFAB3ENTADC-K | SEL CF4-B3-ENT-AD-C |  | \$18,273.06 | k | 31\% | \$12,608.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | CFF4B3ENTADPC | SEL CF4-B3-ENT-AD-P-SSS-C ) |  | \$4,160.00 | F1 | 2\% | \$4,076.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | VmWARE |
| 5 | CFFB3ENTADPC-I | SEL CF4-B3-ENT-AD-P-SSS-C) |  | \$4,867.20 | F1 | 2\% | \$4,769.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | CF4B3ENTADPC-K | SEL CF4-B3-ENT-AD-P-SSS-C |  | \$4,900.08 | F1 | 2\% | \$4,802.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | CF4B3ENTEA3SC | SEL CF4-B3-ENT-ES-AD-3P-SSS-C ) |  | \$8,281.68 | F1 | 2\% | \$8,116.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | CF4B3ENTEA3SC-I | SEL CF4-B3-ENT-ES-AD-3P-SSS-C ) |  | \$9,689.57 | F1 | 2\% | \$9,495.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4B3ENTEA3SC-K | SEL CF4-B3-ENT-ES-AD-3P-SSS-C |  | \$9,755.02 | F1 | 2\% | \$9,559.92 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4B3ENTEAPSC | SEL CFA-B3-ENT-ES-AD-P-SSS-C) |  | \$3,137.00 | F1 | 2\% | \$3,074.26 | \$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4B3ENTEAPSC-I | SEL CF4-B3-ENT-ES-AD-P-SSS-C) |  | \$3,670.29 | F1 | 2\% | \$3,596.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4B3ENTEAPSC-K | SEL CF4-B3-ENT-ES-AD-P-SSS-C |  | \$3,695.08 | F1 | 2\% | \$3,621.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CFFBBEENTESADC | SEL CFF-B3-ENT-ES-AD-C) |  | \$11,995.00 | k | 31\% | \$8,276.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4B3ENTESADC-I | SEL CF4-B3-ENT-ES-AD-C ) |  | \$14,034.15 | k | 31\% | \$9,683.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | CFFAB3ENTESADC-K | SEL CF4-B3-ENT-ES-AD-C |  | \$14,1351.76 | K | 31\% | \$ $\$ 8,753.67878$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VmWare |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | CF4B3STRAD3PC CF4B3STRAD3PC-I | SEL CF4-B3-STR-AD-3P-SSS-C ) <br> SEL CF4-B3-STR-AD-3P-SSS-C ) |  | \$8,213.04 \$9,609.26 | $\begin{aligned} & F_{1} \\ & F_{1} \end{aligned}$ | $\begin{aligned} & 2 \% \\ & 2 \% \\ & \hline \end{aligned}$ | $\begin{aligned} & \$ 8,048.78 \\ & \$ 9,417.07 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | CF4B3STRAD3PC-K | SEL CF4-B3-STR-AD-3P-SSS-C |  | \$9,674.17 | F1 | 2\% | \$9,480.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CFAB3STRADC | SEL CF4-B3-STR-AD-C ) |  | \$11,695.00 | k | 31\% | \$8,069.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | CF4B3STRADC-I | SEL CF4-B3-STR-AD-C ) |  | \$13,683.15 | k | 31\% | \$9,441.37 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4B3STRADC-K | SEL CF4-B3-STR-AD-C |  | \$13,752.68 | k | 31\% | \$9,489.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4B3STRADPC | SEL CF4-B3-STR-AD-P-SSS-C ) |  | \$3,111.00 | F1 | 2\% | \$3,048.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CFFAB3STRADPC-I | SEL CF4-B3-STR-AD-P-SSS-C ) |  | \$3,639.87 | F1 | 2\% | \$3,567.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4B3STRADPC-K | SEL CF4-B3-STR-AD-P-SSS-C |  | $\$ 3,664.46$ $\$ 1325808$ | F1 | 2\% | \$3,591.17 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 5 | CF4B3V1003SC CF4B3V1003SC-1 | SEL CF4-B3-VDI-100-3P-SSS-C ) SEL CF4-B3-VDI-100-3P-SSS-C |  | \$13,258.08 | F1 | 2\% | \$12,992.92 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VmWARE VMWARE |
| 5 | CF4B3V1003SC-K | SEL CF4-B3-VDI-100-3P-SSS-C |  | \$15,511.95 | F1 | 2\% | \$15,201.71 | $\$ 80.00$ $\$ 0.00$ | \$ $\$ 0.00$ | \$0.00 | \$8000 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | CF4B3VDI100C | SEL CF4-B3-VDI-100-C ) |  | \$20,090.00 | K | 31\% | \$13,862.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4B3VDI100C-I | SEL CF4-B3-VDI-100-C ) |  | \$23,505.30 | k | 31\% | \$16,218.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | CFAB3VDDI100C-K | SEL CFF-B3-VDI-100-C |  | \$23,636.22 | K | 31\% | \$16,308.99 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4B3VDI100PC | SEL CFF-B3-VDI-100-P-SSS-C |  | \$5,022.00 | F1 | 2\% | \$4,921.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | CFFB3VDI100PC-I | SEL CF4-B3-VDI-100-P-SSS-C ) |  | \$5,875.74 | F1 | 2\% | \$5,758.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CFFB3VVDI100PC-K | SEL CF4-B3-VDI-100-P-SSS-C |  | \$5,915.43 | F1 | 2\% | \$5,797.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4B3VDI103PC | SEL CF4-B3-VDI-10-3P-SSS-C ) |  | \$1,327.92 | F1 | 2\% | \$1,301.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmWare |
| 5 | CF4B3VD1103PC-1 | SEL CF4-B3-VDI-10-3P-SSS-C ) |  | \$1,553.67 | F1 | 2\% | \$1,522.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | CFFB33VD1103PC-K | SEL CF4-B3-VDI-10-3P-SSS-C |  | \$1,564.16 | F1 | 2\% | \$1,532.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4B3VDI10C | SEL CF4-B3-VDI-10-C ) |  | \$2,009.00 | k | 31\% | \$1,386.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | CF4B3VDI10C-I | SEL CF4-B3-VDI-10-C) |  | \$2,350.53 | k | 31\% | \$1,621.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | CF4B3VDI10C-K | SEL CF4-B3-VDI-10-C |  | \$2,363.62 | k | 31\% | \$1,630.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4B3VD110PC | SEL CF4-B3-VDI-10-P-SSS-C ) |  | \$503.00 | F1 | ${ }^{2 \%}$ | \$492.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | CFFAB3VDI10PC-I | SEL CF4-B3-VDI-1--P-SSS-C ) |  | \$588.51 | F1 | 2\% | $\$ 576.74$ $\$ 580.63$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | CFFAB3VDIVPPC-K CF4B4ADVAD3PC | SEL CF4-B3-VDI-10-P-SSS-C SEL CF4-B4-ADV-AD-3P-SSS-C |  | $\$ 592.48$ $\$ 4,585.68$ | $\begin{aligned} & F_{1} \\ & F 1 \end{aligned}$ | $\begin{aligned} & 2 \% \\ & 2 \% \\ & 2 \% \end{aligned}$ |  | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE VmWare |
| 5 | CF4B4ADVAD3PC-I | SEL CF4-B4-ADV-AD-3P-SSS-C ) |  | \$5,365.25 | F1 | 2\% | \$5,257.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4B4ADVAD3PC-K | SEL CF4-B4-ADV-AD-3P-Sss-C |  | \$5,401.49 | F1 | 2\% | \$5,293.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4B4ADVADC | SEL CF4-B4-ADV-AD-C ) |  | \$6,945.00 | K | 31\% | \$4,792.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CFAB4ADVADC-I | SEL CF4-B4-ADV-AD-C) |  | \$8,125.65 | k | 31\% | \$5,606.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 5 | CFFB4ADVADC-K | SEL CFF-B4-ADV-AD-C |  | \$8,159.67 | K | 31\% | \$5,630.17 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | VmWARE VMWARE |
| 5 | CF4B4ADVADPC-1 | SEL CF4-B4-ADV-AD-P-SSS-C) |  | \$2,032.29 | F1 | 2\% | \$1,991.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | CF4B4ADVADPC-K | SEL CF4-B4-ADV-AD-P-SSS-C |  | \$2,046.02 | F1 | 2\% | \$2,005.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | CF4B4ADVEA3SC | SEL CF4-B4-ADV-ES-AD-3P-SSS-C) |  | \$2,901.36 | F1 | 2\% | \$2,843.33 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CFABAADVEA3SC-I | SEL CF4-B4-ADV-ES-AD-3P-SSS-C) |  | \$3,394.59 | F1 | 2\% | \$3,326.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CFAB4ADVEA3SC-K | SEL CF4-B4-ADV-ES-AD-3P-SSS-C |  | \$3,417.52 | F1 | 2\% | \$3,349.17 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CFFBAADVEAPSC | SEL CF4-B4-ADV-ES-AD-P-SSS-C) |  | $\$ 1,099.00$ $\$ 128583$ | F1 | 2\% | \$1,077.02 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | CFABAADVEAPSC-I CFABAADVEAPSC-K | SEL CF4-B4-ADV-ES-AD-P-SSS-C SEL CF4-B4-ADV-ES-AD-P-SSS-C |  | $\$ 1,285.83$ $\$ 1,294.51$ | F1 | 2\% | \$1,260.11 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | CF4B4ADVESADC | SEL CF4-B4-ADV-ES-AD-C ) |  | \$4,395.00 | k | 31\% | \$3,032.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4B4ADVESADC-1 | SEL CF4-B4-ADV-ES-AD-C ) |  | \$5,142.15 | k | 31\% | \$3,548.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CFAB4ADVESADC-K | SEL CF4-A4-ADV-ES-AD-C |  | \$5,175.45 | K | 31\% | \$3,571.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | CFFAB4ENTAD3PC | SEL CF4-B4-ENT-AD-3P-SSS-C) |  | \$5,375.04 | F1 | 2\% | \$5,267.54 | \$9.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 | \$0.00 |  |
| 5 5 | CF4B4ENTAD3PC-I CF4B4ENTAD3PC-K | SEL CF4-B4-ENT-AD-3P-SSS-C) SEL ( $C 4-B 4-E N T-A D-3 P-S S S-C ~$ |  | $\begin{aligned} & \$ 6,288.80 \\ & \$ 6,331.28 \end{aligned}$ | $\begin{aligned} & \text { F1 } \\ & \text { F1 } \end{aligned}$ | 2\% | ${ }_{\$ 6,204.65}^{\$ 6,163.02}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE Vmware |
| 5 | CF4B4ENTADC | SEL CF4-B4-ENT-AD-C) |  | \$8,140.00 | K | 31\% | \$5,616.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | CF4B4ENTADC-I | SEL CF4-B4-ENT-AD-C ) |  | \$9,523.80 | k | 31\% | \$6,571.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CFAB4ENTADC-K | SEL CF4-B4-ENT-AD-C |  | \$9,615.38 | K | 31\% | \$6,634.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CFFAB4ENTADPC | SEL CFA-B4-ENT-AD-P-SSS-C ) |  | \$2,036.00 | F1 | 2\% | \$1,995.28 | \$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | CFFAB4ENTADPC-I | SEL CFF-B4-ENT-AD-P-SSS-C) |  | \$2,382.12 | F1 | 2\% | \$2,334.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 5 | CF4B4ENTADPC-K | SEL CF4-B4-ENT-AD-P-SSSS-C |  | $\$ 2,398.21$ $\$ 2.674 .32$ | F1 | 2\% | $\$ 2,350.25$ $\$ 2620.83$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  |
| 5 | CFAB4ENTEA3SC | SEL CF4-B4-ENT-ES-AD-3P-SSS-C ) |  | $\$ 2,674.32$ $\$ 3,128.95$ | $\begin{aligned} & \text { F1 } \\ & \text { F1 } \end{aligned}$ | 2\% | ${ }_{\$ 3,666.37}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VmWARE |
| 5 | CF4B4ENTEA3SC-K | SEL CF4-B4-ENT-ES-AD-3P-SSS-C |  | \$3,150.09 | F1 | 2\% | \$3,087.09 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | CFFAB4ENTEAPSC | SEL CF4-B4-ENT-ES-AD-P-SSS-C ) |  | \$1,013.00 | F1 | 2\% | \$992.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4B4ENTEAPSC-I | SEL CF4-B4-ENT-ES-AD-P-SSS-C) |  | \$1,185.21 | F1 | 2\% | \$1,161.51 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4B4ENTEAPSC-K | SEL CF4-B4-ENT-ES-AD-P-SSS-C |  | \$1,193.22 | F1 | 2\% | \$1,169.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | CFFB4ENTESADC | SEL CFF-B4-ENT-ES-AD-C) |  | \$4,050.00 | K | 31\% | \$2,794.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | CF4B4ENTESADC-1 | SEL CF4-B4-ENT-ES-AD-C ) |  | \$4,738.50 | k | 31\% | \$3,269.57 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | CF4B4ENTESADC-K | SEL CF4-B4-ENT-ES-AD-C |  | \$4,769.38 | K | 31\% | \$3,290.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | CF4B4STRAD3PC-I | SEL CF4-B4-STR-AD-3P-SSS-C) |  |  | F1 | 2\% | ${ }_{\$ 5,257.95}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |


| BAND | SKU | description | Model Sub sku | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\left\|\begin{array}{c}\text { WTY UPG ENH TO } \\ \text { PS W/MC PREM } \\ \text { LP }\end{array}\right\|$ | WTY UPG BASIC TO PS ENH LP | Renewal | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | CF4B4STRAD3PC-K | SEL CF4-B4-STR-AD-3P-SSS-C |  | \$5,401.49 | F1 | 2\% | \$5,293.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4B4STRADC | SEL CF4-B4-STR-AD-C ) |  | \$6,945.00 | K | 31\% | \$4,792.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | CF4B4STRADC-I | SEL CF4-B4-STR-AD-C) |  | \$8,125.65 | k | 31\% | \$5,606.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | CF4B4STRADC-K | SEL CF4-B4-STR-AD-C |  | \$8,159.67 | k | 31\% | \$5,630.17 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4B4STRADPC | SEL CF4-B4-STR-AD-P-SSS-C ) |  | \$1,737.00 | F1 | 2\% | \$1,702.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | CF4B4STRADPC-I | SEL CF4-B4-STR-AD-P-SSS-C ) |  | \$2,032.29 | F1 | 2\% | \$1,991.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9.00 | \$0.00 | VmWare |
| 5 | CF4B4STRADPC-K | SEL CF4-B4-STR-AD-P-SSS-C |  | \$2,046.02 | F1 | 2\% | \$2,005.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4ENT3PC | SEL CF4-ENT-3P-SSS-C ) |  | \$18,862.80 | F1 | 2\% | \$18,485.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CFF4ENT3PC-I | SEL CF4-ENT-3P-SSS-C) |  | \$22,069.48 | F1 | 2\% | \$211,628.09 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | CF4ENT3PC-K | SEL CF4-ENT-3P-SSS-C |  | \$22,218.56 | F1 | 2\% | \$21,774.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | CFAENTC | SEL CF4-ENT-C) |  | \$24,495.00 | k | 31\% | \$16,901.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | CFFENTC-I | SEL CF4-ENT-C) |  | \$28,659.15 | k | 31\% | \$19,774.81 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | CF4ENTC-K | SEL CF4-ENT-C |  | \$28,846.15 | k | 31\% | \$19,903.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | CF4ENTES3PC | SEL CF4-ENT-ES-3P-SSS-C ) |  | \$16,162.08 | F1 | 2\% | \$15,838.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | CF4ENTESS3PC-I | SEL CF4-ENT-ES-3P-SSS-C) |  | \$18,909.63 | F1 | 2\% | \$18,531.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CFAENTES3PC-K | SEL CF4-ENT-ES-3P-SSS-C |  | \$19,037.37 | F1 | 2\% | \$18,656.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CFAENTESC | SEL CF4-ENT-ES-C) |  | \$22,495.00 | K | $31 \%$ $31 \%$ | \$15,521.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 5 | CFFENTESC-I CF4ENTESC-K | SEL CF4-ENT-ES-C) |  | \$26,319.15 | k | 31\% | \$18,160.21 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | CFFENTESPC | SEL CFF-ENT-ENT-ES-C-P-SSS-C ) |  | \$26,471.04 $\$ 6,122.00$ | F1 | 2\% | \$18,265.02 $\$ 5,999.56$ | \$0.00 $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$0.00 | \$0.00 | VMWARE |
| 5 | CF4ENTESPC-I | SEL CF4-ENT-ES-P-SSS-C) |  | \$7,162.74 | F1 | 2\% | \$7,019.49 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | CF4ENTESPC-K | SEL CF4-ENT-ES-P-SSS-C |  | \$7,211.12 | F1 | 2\% | \$7,066.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | CF4ENTPC | SEL CF4-ENT-P-SSS-C ) |  | \$7,145.00 | F1 | 2\% | \$7,002.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | CF4ENTPC-I | SEL CF4-ENT-P-SSS-C ) |  | \$8,359.65 | F1 | 2\% | \$8,192.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | CFAENTPC-K | SEL CF4-ENT-P-SSS-C |  | \$8,416.12 | F1 | 2\% | \$8,247.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CFFSCMD 10035 SC | SEL CF4-SDDCM-D100-3P-SSS-C ) |  | \$2,038.08 | F1 | 2\% | \$1,997.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4SCMD1003SC-I | SEL CF4-SDDCM-D100-3P-SSS-C ) |  | \$2,384.55 | F1 | 2\% | \$2,336.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | CF4SCMD1003SC-K | SEL CF4-SDDCM-D100-3P-SSS-C) |  | \$2,400.66 | F1 | 2\% | \$2,352.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4SCMD 100PSC | SEL CF4-SDDCM-D100-P-SSS-C) |  | \$772.00 | F1 | 2\% | \$756.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4SCMD 100PSC-I | SEL CF4-SDDCM-D100-P-SSS-C ) |  | \$903.24 | F1 | 2\% | \$885.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4SCMD100PSC-K | SEL CF4-SDDCM-D100-P-SSS-C ) |  | \$909.34 | F1 | 2\% | \$891.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | CF4SCMD103SC | SEL CF4-SDDCM-D10-3P-SSS-C ) |  | \$205.92 | F1 | 2\% | \$201.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CFFSCMD103SC-I | SEL CF4-SDDCM-D10-3P-SSS-C) |  | \$240.93 | F1 | 2\% | \$236.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | CF4SCMD103SC-K | SEL CF4-SDDCM-D10-3P-SSS-C ) |  | \$242.55 | F1 | 2\% | \$ $\begin{array}{r}\text { \$237.70 } \\ \$ 200508\end{array}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4SDDCM3PC | SEL CF4-SDDCM-3P-SSS-C) |  | \$2,046.00 | F1 | ${ }^{2 \%}$ | \$2,005.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | CFFASDDCM 3 PC-I | SEL CF4-SDDCM-3P-SSS-C) |  | \$2,393.82 | F1 | 2\% | \$2,345.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | CFFSSDDCM 3 PC-K | SEL CF4-SDDCM-3P-SSS-C ) |  | \$2,409.99 | F1 | 2\% | \$2,361.79 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 5 | CF4SDDCMC CF4SDDCMC-1 | SEL CFF-SDDCM-C) |  | $\$ 3,100.00$ $\$ 3.627 .00$ | K | 31\% | \$2,139.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VmWare VMWARE |
| 5 | CFASDDCMC-K | SEL CF4-SDDCM-C) |  | ${ }_{\text {S3,650.78 }}$ | k | 31\% | \$2,519.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | CF4SDDCMD 100 C | SEL CF4-SDDCM-D100-C ) |  | \$3,085.00 | k | 31\% | \$2,128.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | CF4SDDCMD100C-1 | SEL CF4-SDDCM-D100-C ) |  | \$3,609.45 | k | 31\% | \$2,490.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CFASDDCMD 1000 -K | SEL CF4-SDDCM-D100-C) |  | \$3,635.46 | k | 31\% | \$2,508.47 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | CF4SDDCMD10C | SEL CF4-SDDCM-D10-C ) |  | \$309.00 | k | 31\% | \$213.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4SDDCMD $10 \mathrm{C}-1$ | SEL CF4-SDDCM-D10-C) |  | \$361.53 | k | 31\% | \$249.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | CFFSSDCMD10C-K | SEL CF4-SDDCM-D10-C) |  | \$364.31 | K | 31\% | \$251.37 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4SDDCMD10PC | SEL CF4-SDDCM-D10-P-SSS-C ) |  | \$78.00 | F1 | 2\% | \$76.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4SDDCMD10PC-I | SEL CF4-SDDCM-D10-P-SSS-C) |  | \$91.26 | F1 | 2\% | \$89.43 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | CFASDDCMD 10 PC -K | SEL CF4-SDDCM-D $10-\mathrm{P}-\mathrm{SSS}-\mathrm{C}$ ) |  | $\$ 91.88$ | F1 | 2\% | \$90.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4SDDCMPC | SEL CF4-SDDCM-P-SSS-C ) |  | \$775.00 | F1 | 2\% | \$759.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | CF4SDDCMPC-I | SEL CF4-SDDCM-P-SSS-C ) |  | \$906.75 | F1 | 2\% | \$888.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | CFASDDCMPC-K | SEL CF4-SDDCM-P-SSS-C ) |  | \$912.88 | F1 | 2\% | \$894.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CFFASDDCMVS3PC | SEL CF4-SDDCM-VS-3P-SSS-C ) |  | \$1,013.76 | F1 | 2\% | \$993.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4SDDCMVS3PC-1 | SEL CF4-SDDCM-VS-3P-SSS-C) |  | \$1,186.10 | F1 | 2\% | \$1,162.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | CFASDDCMVS3PC-K | SEL CF4-SDDCM-VS-3P-SSS-C) |  | $\$ 1,194.11$ $\$ 1.53500$ | F1 | 2\% | \$1,170.23 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | CFFASDDCMVSC-1 | SEL CF4-SDDCM-VS-C) |  | \$1,795.95 | k | 31\% | \$1,239.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4SDDCMVSC-K | SEL CF4-SDDCM-VS-C) |  | \$1,804.32 | k | 31\% | \$1,244.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | CFFSSDDCMVSPC | SEL CF4-SDDCM-Vs-P-SSS-C ) |  | \$384.00 | F1 | 2\% | \$376.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CFFASDDCMVSPC-I | SEL CFF-SDDCM-VS-P-SSS-C) |  | \$449.28 | F1 | 2\% | \$440.29 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | CFASDDCMVSPC-K | SEL CFF-SDDCM-VS-P-SSS-C ) |  | \$452.31 | F1 | 2\% | \$443.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | CF4STD3PC | SEL CF4-STD-3P-SSS-C ) |  | \$9,731.04 | F1 | 2\% | \$9,536.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | ${ }^{\text {CFFSTSTDPCC-I }}$ | SEL CF4-STD-3P-SSSS ${ }^{\text {C }}$ ) |  | \$11,385.32 | F1 | 2\% | \$111.157.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | CF4STD3PC-K | SEL CF4-STD-3P-SSS-C ) |  | \$11,462.23 | F1 | 2\% | \$11,232.99 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | CFFASTDC | SEL CF4-STD-C) |  | \$13,995.00 | k | 31\% | \$9,656.55 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | CF4STDC-K | SEL CF4-STD-C) |  | \$ $\$ 16,374.15$ | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~K} \end{aligned}$ | 31\% | \$11,298.16 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 $\$ 0.00$ | \$9000 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | VMWARE |
| 5 | CF4STDES3PC | SEL CF4-STD-ES-3P-SSS-C ) |  | \$8,046.72 | F1 | 2\% | \$7,885.79 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | CF4STDES3PC-I | SEL CF4-STD-ES-3P-SSS-C) |  | \$9,414.66 | F1 | ${ }^{2 \%}$ | \$9,226.37 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | CFFASTDEES3PC-K | SEL CF4-STD-ES-3P-SSS-C ) |  | \$9,478.26 | F1 | 2\% | \$9,288.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CFFASTDESC | SEL CF4-STD-ES-C) |  | \$11,995.00 | K | 31\% | \$8,276.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | CFFSTDESC-I CFASTDESC-K | SEL CF4-STD-ES-C) |  | \$14,034.15 | K | 31\% | \$9,683.56 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | CF4STDESPC | SEL CF4-STD-ES-P-SSS-C ) |  | \$3,048.00 | F1 | 2\% | \$2,987.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | CF4STDESPC-I | SEL CF4-STD-ES-P-SSS-C ) |  | \$3,566.16 | F1 | 2\% | \$3,494.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4STDESPC-K | SEL CFF-STD-ES-P-SSS-C ) |  | \$3,590.25 | F1 | 2\% | \$3,518.45 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4STDPC | SEL CF4-STD-P-SSS-C) |  | \$3,686.00 | F1 | 2\% | ${ }_{\text {\$ }}^{\$ 3,61226.37}$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 000$ | \$0.00 | \$ $\$ 0.00$ | \$0.00 | VMWARE |
| 5 | CFFASTDPC-I | SEL CF4-STD-P-SSS-C) |  | \$4,312.62 | F1 | 2\% | \$44,2264.92 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
|  | CF4STR3PC | SEL CF4-STR-3P-SSS-C ) |  | \$13,223.76 | F1 | 2\% | \$12,959.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |


| BAND | SKU | description | Model Sub sku | EMC LIST | category CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\|$WTY UPG ENH TO <br> PS W/MC PREM <br> LP | WTY UPG BASIC TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | CF4STR3PC-I | SEL CF4-STR-3P-SSS-C |  | \$15,471.80 | F1 | 2\% | \$15,162.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CF4STR3PC-K | SEL CF4-STR-3P-SSS-C ) |  | \$15,576.32 | F1 | 2\% | \$15,264.79 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | CFASTRC | SEL CF4-STR-C) |  | \$17,995.00 | k | 31\% | \$12,416.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | CF4STRC-I | SEL CF4-STR-C) |  | \$21,054.15 | k | 31\% | \$14,527.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | CFFSTRT-K | SEL CF4-STR-C) |  | \$21,184.49 | K | 31\% | \$14,617.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CFFSSTRPC | SEL CF4-STR-P-SSS-C ) |  | \$5,009.00 | F1 | 2\% | \$4,908.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | CF4STRPC-I | SEL CF4-STR-P-SSS-C) |  | \$5,860.53 | F1 | 2\% | \$5,743.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | CFASTRPC-K | SEL CF4-STR-P-SSS-C) |  | $\$ 5,900.12$ $\$ 95.462 .40$ | F1 | 2\% | \$5,782.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | CFADSTR3PC-I | SEL CF-AD-STR-3P-SSS-C) |  | \$111,691.01 | F1 | 2\% | \$93,553.15 $\mathbf{\$ 1 0 9 . 4 5 7 . 1 9}$ | \$0.00 80.00 | \$0.00 $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | VMWARE |
| 5 | CFADSTR3PC-K | SEL CF-AD-STR-3P-SSS-C ) |  | \$107,311.09 | F1 | 2\% | \$105,164.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | CFADSTRPC | SEL CF-AD-STR-P-SSS-C ) |  | \$36,160.00 | F1 | 2\% | \$35,436.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CFADSTRPC-I | SEL CF-AD-STR-P-SSS-C) |  | \$42,307.20 | F1 | 2\% | \$41,461.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | CFADSTRPC-K | SEL CF-AD-STR-P-SSS-C) |  | \$40,648.14 | F1 | 2\% | \$39,835.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | CFADSTRPRO | SEL CF-AD-STR-PRO) |  | \$100,023.00 | k | 31\% | \$69,015.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CFADSTRPRO-I | SEL CF-AD-STR-PRO) |  | \$117,026.91 | K | 31\% | \$80,748.57 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | CFADSTRPRO-K | SEL CF-AD-STR-PRO) |  | \$112,243.33 | K | 31\% | \$77,447.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | CF-B3-VS6-ADV-F | SEL: CF-B3-VS6-ADV-F |  | \$14,789.50 | K | $31 \%$ $31 \%$ | \$10,204.76 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | CARAHSOFT |
| 5 | CF-B3-VS6-ENT-F CF-B3-VS6-STD-F | SEL: CF-B3-VS6-ENT-F |  | \$15,768.50 | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~K} \end{aligned}$ | $\begin{aligned} & \begin{array}{l} 31 \% \\ 31 \% \end{array} \end{aligned}$ | $\$ 10,880.27$ $\$ 7.571 .03$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | CARAHSOFT |
| 5 | CF-CPU-B1-F | SEL: CF-CPU-B1-F |  | \$14,448.50 | k | 31\% | \$9,969.47 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | CF-CPU-B2-F | SEL: CF-CPU-B2-F |  | \$10,609.50 | k | 31\% | \$7,320.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | CF-ENT-F | SEL: CF-ENT-F |  | \$26,394.50 | k | 31\% | \$18,212.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | CF-PCES-ENT-F | SEL: CF-PCES-ENT-F |  | \$19,794.50 | k | 31\% | \$13,658.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | CF-SDDC3-M100-F | SEL: CF-SDDC3-M100-F |  | \$3,393.50 | k | 31\% | \$2,341.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | CF-SDDC3-M10-F | SEL: CF-SDDC3-M10-F |  | \$339.90 | k | 31\% | \$234.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | CF-SDDC 3 -MAC-F | SEL: CF-SDDC3-MAC-F |  | \$1,688.50 | k | 31\% | \$1,165.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | CFSTR3PC | SEL CF-STR-3P-SSS-C ) |  | \$116,191.68 | F1 | ${ }^{2 \%}$ | \$113,867.85 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 5 | ${ }_{\text {CFSTR3PC-I }}$ | SEL CF-STR-3P-SSS-C) |  | $\$ 135,944.27$ $\$ 130.613 .26$ | F1 | 2\% | \$133,225.38 $\$ 128.000 .99$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | ${ }^{\text {CFSSTR }}$ CPC-K | SEL CF-STR-3P-SSS-C |  | \$ $\$ 130,613.212 .00$ | F1 | 2\% | \$128,000.99 $\$ 43,131.76$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$ $\$ 0.00$ | VMMWARE |
| 5 | CFSTRPC-I | SEL CF-STR-P-SSS-C) |  | \$51,494.04 | F1 | 2\% | \$50,464.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | CFSTRPC-K | SEL CF-STR-P-SSS-C ) |  | \$49,474.72 | F1 | 2\% | \$48,485.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | CFSTRPRO | SEL CF-STR-PRO) |  | \$118,215.00 | K | 31\% | \$81,568.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | CFSTRPRO-I | SEL CF-STR-PRO) |  | \$138,311.55 | K | $31 \%$ $31 \%$ | \$95,434.97 $\$ 911721.58$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | CFSTRPRO-K CISCOPUBVIRT | SEL CF-STR-PRO) ${ }_{\text {SEL GK }}$ Cisco-GK Del 1 Student |  | \$132,929.82 \$1.00 | K1 | $31 \%$ $2 \%$ | \$91,721.58 \$0.98 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | Vmware |
| 5 | CISCOPUBVIRTPART | SEL GK Cisco - Partner Del 1 STUDENT |  | \$1.00 | F1 | 2\% | \$0.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00; | obal knowledge |
| 5 | CITRIXPUBVIRT | SEL GK Citrix- GK Del 1 STUDENT |  | \$1.00 | F1 | 2\% | \$0.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00; | obal knowledge |
| 5 | CITRIXPUBVIRTPAR | SEL GK Citrix - Partner Del 1 STUDENT |  | \$1.00 | F1 | 2\% | \$0.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00; | OBAL KNOWLEDGE |
| 5 | CL-11-15MC | SEL Collector M24*7 |  | \$1,530.21 | F1 | 2\% | \$1,499.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | CL-11-15MS | SEL Collector MS |  | \$874.40 | F1 | 2\% | \$856.91 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | CL-11-150S | SEL Collector OS |  | \$3,685.50 | K | 31\% | \$2,543.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | CL-1-5MC | SEL Collector M24*7 |  | \$3,400.46 | F1 | 2\% | \$3,332.45 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | ${ }^{\text {CLL-1-5MS }}$ | SEL Collector MS |  | $\$ 1,943.12$ $\$ 8,190.00$ | F1 | 2\% | \$1,904.26 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | CL-16-20MC | SEL Collector M24*7 |  | \$1,377.18 | F1 | 2\% | \$1,349.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | CL-16-20MS | SEL Collector MS |  | \$786.96 | F1 | 2\% | \$771.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | varonis |
| 5 | CL-16-200S | SEL Collector OS |  | \$3,316.95 | k | 31\% | \$2,288.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | CL18-ADV-F | SEL: CLL 18-ADV-F |  | \$9,124.50 | k | 31\% | \$6,295.91 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | CL18ENTADVUGF | SEL: CL18-ENT-ADV-UG-F |  | \$7,837.50 | K | 31\% | \$5,407.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | CL18ENTENTUGF | SEL: CL18-ENT-ENT-UG-F |  | \$9,487.50 | K | 31\% | \$6,546.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | ${ }_{\text {CARAHSOFT }}$ |
| 5 | CL18ENTSTDUGF | SEL: CL18-ENT-STD-UG-F |  | \$ \$4,977.50 | k | 31\% | \$ $\$ 3,334.48$ | \$0.00 $\$ 000$ | \$ $\$ 0.00$ | \$0.00 | \$0.00 $\$ 000$ | \$0.00 | \$0.00 $\$ 0.00$ | \$0.00 | CARAHSOFT |
|  | CL18EPLADVUGF | SEL: CL18-EPL-ADV-UG-F |  | \$7,089.50 | K | 31\% | \$4,891.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | CL18EPLENTUGF | SEL: CL18-EPL-ENT-UG-F |  | \$8,739.50 | K | 31\% | \$6,030.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | CL18EPLSTDUGF | SEL: CL18-EPL-STD-UG-F |  | \$4,229.50 | K | 31\% | \$2,918.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | CL180ENTADVUGF | SEL: CLI8-OENT-ADV-UG-F |  | \$6,594.50 | k | 31\% | \$4,550.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | CL180ENTENTUGF | SEL: CLL 18 -OENT-ENT-UG-F SEL: CL18-OENT-STD-UG-F |  | $\$ 8,244.50$ $\$ 3,734.50$ | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~K} \end{aligned}$ | $\begin{aligned} & 31 \% \\ & 31 \% \\ & 31 \% \end{aligned}$ | \$5,688.71 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | CARAHSOFT |
| 5 | CL180EPLADVUGF | SEL: CL18-OEPL-ADV-UG-F |  | \$5,841.00 | k | 31\% | \$4,030.29 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | CL180EPLENTUGF | SEL: CL18-OEPL-ENT-UG-F |  | \$7,491.00 | k | 31\% | \$5,168.79 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | CL180EPLSTDUGF | SEL: CL18-OEPL-STD-UG-F |  | \$2,981.00 | k | 31\% | \$2,056.89 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | CLL18STDADVUGF | SEL: CL18-STD-ADV-UG-F |  | \$8,833.00 | k | $31 \%$ $31 \%$ | ${ }_{\text {S }} \mathbf{\$ 6 , 0 9 4 . 7 7}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 5 | CL18STDENTUGF | SEL: CL18-STD-ENT-UG-F |  | \$10,648.00 | K | 31\% | \$7,347.12 | $\$ 0.00$ S0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 | ${ }^{\text {CARAHSOFT }}$ |
| 5 | CL18STDSTDUGF | SEL: CL18-STD-STD-UG-F |  | $\$ 6,264.50$ $\$ 5,687.00$ | K | $31 \%$ $31 \%$ | ${ }_{\text {¢ }}{ }_{\$ 3,924.03}$ | \$0.00 $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | ${ }_{\text {CARAHSOFT }}$ CARAHSOFT |
| 5 | CL19ADV3GC | SEL CL19-ADV-3G-Sss-C ) |  | \$4,886.64 | F1 | 2\% | \$4,788.91 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | CL19ADV3GC-I | SEL CL19-ADV-3G-Sss-C ) |  | \$5,717.37 | F1 | 2\% | \$5,603.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | CL19ADV3GC-K | SEL CL19-ADV-3G-SSS-C ) |  | \$5,755.99 | F1 | 2\% | \$5,640.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | CL19ADV3PC | SEL CL19-ADV-3P-Sss-C ) |  | \$5,818.56 | F1 | 2\% | \$5,702.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 5 | CL19ADV3PC-I CL19ADV3PC-K | SEL CL 19 -ADV-3P-SSS-C) |  | \$6,807.72 | F1 | 2\% | \$6,671.57 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 000$ | \$0.00 | VMWARE |
| 5 | CL19ADVC | SEL CL19-ADV-C) |  | \$8,883.700 | K | 31\% | ${ }_{\$ 6,082.35}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CL19ADVC-I | SEL CL19-ADV-C ) |  | \$10,313.55 | K | 31\% | \$7,116.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | CL19ADVC-K | SEL CL19-ADV-C) |  | \$10,381.55 | K | 31\% | \$7,163.27 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 5 | CL19ADVGC CLI9ADVGC-I | SEL CL19-ADV-G-SSS-C ) |  | \$1,851.00 | F1 | 2\% | \$1,813.98 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE VMWARE |
| 5 | CL19ADVGC-K | SEL CL19-ADV-G-sss-C ) |  | \$2,180.30 | F1 | 2\% | \$2,136.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | CL19ADVPC | SEL CL19-ADV-P-SSS-C ) |  | \$2,204.00 | F1 | 2\% | \$2,159.92 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |


| BAND | SKU | DESCRIPTION | $\begin{aligned} & \text { Model Sub } \\ & \text { ckil } \end{aligned}$ sku | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\left\|\begin{array}{c}\text { WTY UPG ENH TO } \\ \text { PS W/MC PREM } \\ \text { LP }\end{array}\right\|$ | wTY UPG BASIC TO PS ENH LP | Renewal | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | CL19ADVPC-I | SEL CL19-ADV-P-SSS-C ) |  | \$2,578.68 | F1 | 2\% | \$2,527.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | CL19ADVPC-K | SEL CL19-ADV-P-SSS-C ) |  | \$2,596.10 | F1 | 2\% | \$2,544.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | CL19ENT3GC | SEL CL19-ENT-3G-SSS-C ) |  | \$5,763.12 | F1 | 2\% | \$5,647.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | CL19ENT3GC-I | SEL CL19-ENT-3G-Sss-C ) |  | \$6,742.85 | F1 | 2\% | \$6,607.99 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | CL19ENT3GC-K | SEL CL19-ENT-3G-SSS-C) |  | \$6,788.40 | F1 | 2\% | \$6,652.63 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | CL19ENT3PC | SEL CLI9-ENT-3P-SSS-C ) |  | \$6,861.36 | F1 | 2\% | \$6,724.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | CL19ENT3PC-I | SEL CL19-ENT-3P-SSS-C) |  | \$8,027.79 | F1 | 2\% | \$7,867.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 5 | CLL9ENT3PC-K CLI9ENTADVUC | SEL CL19-ENT-3P-SSS-C ) |  | \$8,082.02 | F1 | 2\% | \$7,920.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CL19ENTTADVUC-I | SEL CL19-ENTT-ADV-UG-C) |  | \$7,458.00 | K | 31\% | $\$ 5,146.02$ $\$ 6,020.84$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWWARE |
| 5 | CL19ENTTADVUC-K | SEL CL19-ENTT-ADV-UG-C) |  | \$8,772.60 | k | 31\% | \$6,053.09 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CLI9ENTTENTUC | SEL CL19-ENTT-ENT-UG-C) |  | \$9,038.00 | k | 31\% | \$6,236.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | CL19ENTTENTUC-I | SEL CLI9-ENTT-ENT-UG-C |  | \$10,574.46 | k | 31\% | \$7,296.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | CL19ENT7ENTUC-K | SEL CL19-ENT7-ENT-UG-C) |  | \$10,611.40 | k | 31\% | \$7,321.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CL19ENT7STDUC | SEL CL19-ENT7-STD-UG-C) |  | \$4,688.00 | k | 31\% | \$3,234.72 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CL19ENTTSTDUC-I | SEL CL19-ENTT-STD-UG-C |  | \$5,484.96 | K | 31\% | \$3,784.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | CL19ENTTSTDUC-K | SEL CL19-ENTT-STD-UG-C) |  | \$5,520.23 | k | 31\% | \$3,808.96 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | CL19ENTC | SEL CL19-ENT-C) |  | \$10,395.00 | K | $31 \%$ $31 \%$ | $\$ 7,172.55$ $\$ 8.39188$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | CL19ENTC-I CL19ENTC-K | SEL CL19-ENT-C) |  | \$12,162.15 <br> \$12,220.35 | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~K} \end{aligned}$ | $\begin{aligned} & 31 \% \\ & 31 \% \\ & \hline \end{aligned}$ | \$8,391.88 \$8,432.04 | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | CL19ENTGC | SEL CL19-ENT-G-SSS-C ) |  | \$ \$2,183.00 | F1 | 2\% | \$2,139.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | CL19ENTGC-1 | SEL CL19-ENT-G-SSS-C ) |  | \$2,554.11 | F1 | 2\% | \$2,503.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | CL19ENTGC-K | SEL CL19-ENT-G-Sss-C ) |  | \$2,571.36 | F1 | 2\% | \$2,519.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | CL19ENTPC | SEL CL19-ENT-P-SSS-C ) |  | \$2,599.00 | F1 | 2\% | \$2,547.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | CL19ENTPC-I | SEL CL19-ENT-P-SSS-C) |  | \$3,040.83 | F1 | 2\% | \$2,980.01 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | CL19ENTPC-K | SEL CL19-ENT-P-SSS-C) |  | \$3,061.37 | F1 | 2\% | \$3,000.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CLI9EPLTADVUC | SEL CLL9-EPLT-ADV-UG-C) |  | \$6,765.00 | k | 31\% | \$4,667.85 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ | \$0.00 | \$0.00 | VmWARE |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | CL19EPL7ADVUC-1 | SEL CL19-EPL7-ADV-UG-C <br> SEL CL19-EPL7-ADV-UG-C ) |  | \$7,915.05 \$8,006.44 | K k | $\begin{aligned} & 31 \% \\ & 31 \% \end{aligned}$ | $\$ 5,461.38$ $\$ 5,524.44$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE VMWARE |
| 5 | CL19EPLTENTUC | SEL CL19-EPLT-ENT-UG-C) |  | \$8,345.00 | k | 31\% | \$5,758.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | CL19EPLTENTUC-I | SEL CL19-EPLT-ENT-UG-C |  | \$9,763.65 | k | 31\% | \$6,736.92 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmWare |
| 5 | CL19EPLTENTUC-K | SEL CL19-EPL7-ENT-UG-C ) |  | \$9,845.23 | k | 31\% | \$6,793.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CL19EPLTSTDUC | SEL CL19-EPLT-STD-UG-C ) |  | \$3,995.00 | K | 31\% | \$2,756.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CL19EPLISTDUC-I | SEL CL19-EPLT-STD-UG-C |  | \$4,674.15 | K | 31\% | \$3,225.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CL19EPLTSTDUC-K | SEL CL19-EPL7-STD-UG-C) |  | $\$ 4,708.09$ $\$ 284600$ | K | $31 \%$ $31 \%$ | $\$ 3,248.58$ $\$ 1.963 .74$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | CL190ELSTDUGC | SEL CLL9-OEL-STD-UG-C) SEL CLI9-OEL-STD-UG-C $)$ |  | $\$ 2,846.00$ $\$ 3,329.82$ | $\begin{aligned} & \mathrm{k} \\ & \mathrm{~K} \end{aligned}$ | $\begin{aligned} & 31 \% \\ & 31 \% \end{aligned}$ | $\$ 1,963.74$ $\$ 2,297.58$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VmWARE |
| 5 | CL190ELSTDUGC-K | SEL CL19-OEL-STD-UG-C) |  | \$3,351.98 | k | 31\% | \$2,312.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | CL190ENTETUGC | SEL CL19-OENT-ET-UG-C) |  | \$7,870.00 | k | 31\% | \$5,430.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | CL190ENTETUGC-I | SEL CL19-OENT-ET-UG-C) |  | \$9,207.90 | K | 31\% | \$6,353.45 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | CL190ENTETUCC-K | SEL CLI9-OENT-ET-UG-C) |  | \$9,232.30 | K | 31\% | \$6,370.29 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  |
| 5 5 | CL190EPLETUGC | SEL CLL9-OEPL-ET-UG-C) SEL CL19-OEPL-ET-UG-C) |  | $\begin{aligned} & \$ 7,151.00 \\ & \$ 8,366.67 \end{aligned}$ | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~K} \end{aligned}$ | $\begin{aligned} & 31 \% \\ & 31 \% \\ & 31 \% \end{aligned}$ | \$4,934.19 \$5,773.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VmWare VMWARE |
| 5 | CL190EPLETUGC-K | SEL CL19-OEPL-ET-UG-C) |  | \$8,389.52 | k | 31\% | \$5,788.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CL190ETADVUGC | SEL CL19-OET-ADV-UG-C) |  | \$6,295.00 | k | 31\% | \$4,343.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | CL190ETADVUGC-I | SEL CL19-OET-ADV-UG-C) |  | \$7,365.15 | k | 31\% | \$5,081.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | CL190ETADVUGC-K | SEL CLI9-OET-ADV-UG-C) |  | \$7,412.66 | k | 31\% | \$5,14.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 5 | CL190ETSTDUGC | SEL CLL9-OET-STD-UG-C $)$ SEL CL19-OET-STD-UG-C |  | $\$ 3,565.00$ $\$ 4.171 .05$ | K | 31\% | $\$ 2,459.85$ $\$ 2.878 .02$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VmWARE VMWARE |
| 5 | CL190ETSTDUGC-K | SEL CL19-OET-STD-UG-C) |  | \$4,202.42 |  | 31\% | \$2,899.67 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | CL190PLADVUGC | SEL CL19-OPL-ADV-UG-C) |  | \$5,576.00 | k | 31\% | \$3,847.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | CL190PLADVUGC-I | SEL CL19-OPL-ADV-UG-C ) |  | \$6,523.92 | k | 31\% | \$4,501.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CL190PLADVUGC-K | SEL CL19-OPL-ADV-UG-C) |  | \$6,569.87 | K | 31\% | \$4,533.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | CL19STD3GC | SEL CL19-STD-3G-Sss-C ) |  | \$3,350.16 | F1 | 2\% | \$3,283.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CL19STD3GC-1 | SEL CL19-STD-3G-SSS-C) |  | \$3,919.69 | F1 | 2\% | $\$ 3,841.30$ $\$ 386725$ | \$0.00 | \$\$000 | \$\$.00 | $\$ 0.00$ $\$ 000$ | \$9.00 | \$\$000 | \$0.00 | VMWARE |
| 5 | CL19STD3PC | SEL CL19-STD-3P-SSS-C ) |  | \$3,989.04 | F1 | 2\% | \$3,909.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | CL19STD3PC-I | SEL CL19-STD-3P-SsS-C ) |  | \$4,667.18 | F1 | 2\% | \$4,573.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CL19STD3PC-K | SEL CL19-STD-3P-SSS-C ) |  | \$4,698.71 | F1 | 2\% | \$4,604.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CL19STDTADVUC | SEL CL19-STD7-ADV-UG-C) |  | \$8,602.00 | K | 31\% | \$5,935.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | CL19stD7ADVUC-I | SEL CLI9-STD7-ADV-UG-C |  | \$10,064.34 | k | 31\% | \$6,944.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 | \$0.00 |  |
| 5 | CL19STDTADVUC-K CL19STDTENTUC | SEL CL19-STDT-ADV-UG-C) |  | \$10,151.70 | K | $31 \%$ $31 \%$ | \$7,004.67 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VmWARE VMWARE |
| 5 | CL19STDTENTUC-I | SEL CL19-STDT-ENT-UG-C |  | \$12,097.80 |  | 31\% | \$8,347.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | CL19STDTENTUC-K | SEL CL19-STD7-ENT-UG-C ) |  | \$12,143.73 | k | 31\% | \$8,379.17 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CL19STD7STDUC | SEL CL19-STDT-STD-UG-C) |  | \$5,555.00 | k | 31\% | \$3,832.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | CL19STD7STDUC-I | SEL CL19-STD7-STD-UG-C |  | \$6,499.35 | K | 31\% | \$4,484.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | CL19STDDSTDUC-K | SEL CL19-STD7-STD-UG-C ) |  | \$6,546.89 | k | 31\% | \$4,517.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 5 | CL19STDC | SEL CL19-STD-C ) |  | \$6,045.00 \$7 07265 | k | $31 \%$ $31 \%$ | $\$ 4,171.05$ $\$ 4.880 .13$ | $\$ 0.00$ $\$ 0.00$ |  | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  |
| 5 | CL19STDC-I | SEL (L19-STD-C) |  | \$7,072.65 | K k | 31\% | \$4,880.13 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VmWARE |
| 5 | CL19STDGC | SEL CL19-STD-G-SSS-C ) |  | \$1,269.00 | F1 | 2\% | \$1,243.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CL19STDGC-I | SEL CL19-STD-G-SSS-C) |  | \$1,484.73 | F1 | 2\% | \$1,455.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | CL19STDGC-K | SEL CL19-STD-G-SSS-C ) |  | \$1,494.76 | F1 | 2\% | \$1,464.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 5 | CL19STDPC | SEL CL19-STD-P-SSS-C) |  | \$1,511.00 | F1 | 2\% | $\$ 1,480.78$ $\$ 173251$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CLI9STIPC-I CL19STDPC-K | SEL CL19-STD-P--SSS-C ) |  | \$1,767.87 | F1 | 2\% | $\$ 1,732.51$ $\$ 1,744.21$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | CL-21-MC | SEL Collector M24*7 |  | \$1,239.71 | F1 | 2\% | \$1,214.92 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | CL-21-MS | SEL Collector MS |  | \$708.41 | F1 | 2\% | \$694.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
|  | CL-21-OS | SEL Collector OS |  | \$2,985.84 | k | 31\% | \$2,060.23 |  | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |


| BAND | SKU | description | $\begin{gathered} \text { Model Sub } \\ \text { sku } \end{gathered}$ | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\left\|\begin{array}{c}\text { WTY UPG ENH TO } \\ \text { PS W/MC PREM } \\ \text { LP }\end{array}\right\|$ | WTY UPG BASIC TO PS ENH LP | Renewal | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | CL-6-10MC | SEL Collector M24*7 |  | \$2,380.32 | F1 | 2\% | \$2,332.71 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | 90.00 | VARONIS |
| 5 | CL-6-10MS | SEL Collector MS |  | \$1,360.18 | F1 | 2\% | \$1,332.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | CL-6-100s | SEL Collector OS |  | \$5,733.00 | K | 31\% | \$3,955.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | CLC-11-15MC | SEL Collector 100 SL M24*7 |  | \$3,060.41 | F1 | 2\% | \$2,999.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | CLC-11-15Ms | SEL Collector 100 SL MS |  | \$1,748.81 | F1 | 2\% | \$1,713.83 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | CLC-11-150S | SEL Collector 100 SL OS |  | \$7,371.00 | k | 31\% | \$5,085.99 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | CLC-1-5MC | SEL Collector $100 \mathrm{SLL} \mathrm{M24*7}$ |  | \$6,800.91 | F1 | 2\% | \$6,664.89 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | CLC-1-5MS | SEL Collector 100 SL MS |  | \$3,886.24 | F1 | 2\% | \$3,808.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | CLC-1-50S | SEL Collector 100 SL OS |  | \$16,380.00 | k | 31\% | \$11,302.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | CLC-16-20MC | SEL Collector 100 SL M $244^{*} 7$ |  | \$2,754.37 | F1 | 2\% | \$2,699.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | CLC-16-20MS | SEL Collector 100 SLMS |  | \$1,573.93 | F1 | 2\% | \$1,542.45 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | CLC-16-200s | SEL Collector 100 SL OS ${ }^{\text {a }}$ |  | \$6,633.90 | F1 | 31\% | \$4,577.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | CLC-21-MC | SEL Collector 100 SL M $24{ }^{*} 7$ SEL Collector 100 SL MS |  | \$2,479.42 | F1 | 2\% | \$2,429.83 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9.00 | \$0.00 | VARONIS VARONIS |
| 5 | CLC-21-OS | SEL Collector 100 SL MS |  | \$1,416.81 | F1 K | 31\% | \$ $\$ 4,1288.476$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$8000 | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | CLC-6-10MC | SEL Collector 100 SL M24*7 |  | \$4,760.64 | F1 | 2\% | \$4,665.43 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | CLC-6-10MS | SEL Collector 100 SL MS |  | \$2,720.36 | F1 | 2\% | \$2,665.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | CLC-6-100s | SEL Collector 100 SL OS |  | \$11,466.00 | k | 31\% | \$7,911.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | CLDR-HDP-EPL-COM | SEL Compute price per CCU over 16 cores |  | \$115.38 | k | 31\% | \$79.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | HORTONWORKS |
| 5 | CLDR-HDP-EPL-STO | SEL Storage: price per TB over 48TB |  | \$38.46 | k | 31\% | \$26.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | HORTONWORKS |
| 5 | CLU-11-15MC | SEL Collector Upgrade MC |  | \$1,530.21 | F1 | 2\% | \$1,499.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | CLU-11-15MS | SEL Collector Upgrade MS |  | \$874.40 | F1 | 2\% | \$856.91 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | CLU-11-150S | SEL Collector Upgrade OS |  | \$3,685.50 | K | 31\% | \$2,543.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | CLU-1-5MC CLU-1-5MS | SEL Collector Upgrade MC |  | $\$ 3,400.46$ <br> \$1,943.12 | $\begin{aligned} & F_{1} \\ & \text { F1 } \end{aligned}$ | 2\% | \$3,332.45 $\$ 1,904.26$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | VARONIS VARONIS |
| 5 | CLU-1-50S | SEL Collector Upgrade OS |  | \$8,190.00 | 1 | 31\% | \$5,651.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | CLU-16-20MC | SEL Collector Upgrade MC |  | \$1,377.18 | F1 | 2\% | \$1,349.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | varonis |
| 5 | CLU-16-20MS | SEL Collector Upgrade MS |  | \$786.96 | F1 | 2\% | \$771.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | CLU-16-200s | SEL Collector Upgrade OS |  | \$3,316.95 | k | 31\% | \$2,288.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | CLU-21-M | SEL Collector Upgrade MC |  | \$1,239.71 | F1 | 2\% | \$1,214.92 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | CLU-21-MS | SEL Collector Upgrade MS |  | \$708.41 | F1 | 2\% | \$694.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | CLU-21-OS | SEL Collector Upgrade OS |  | \$2,985.84 | K | 31\% | \$2,000.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | CLU-6-10MC CLU-6-10MS | SEL Collector Upgrade MC SEL Collector Upgrade MS |  | $\$ 2,380.32$ $\$ 1360.18$ | $\begin{aligned} & F_{1} \\ & F_{1} \end{aligned}$ | $\begin{aligned} & 2 \% \\ & 2 \% \\ & \end{aligned}$ | $\begin{aligned} & \$ 2,332.71 \\ & \$ 1,332.98 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | CLU-6-100s | SEL Collector Upgrade OS |  | \$5,733.00 | k | 31\% | \$3,955.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | CNAPKS3PTC | SEL CNA-PSS-3P-T-C) |  | \$1,500.00 | k | 31\% | \$1,035.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CNAPKS3PTC-I | SEL CNA-PKS-3P-T-C) |  | \$1,755.00 | k | 31\% | \$1,210.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | CNAPKS3PTC-K | SEL CNA-PKS-3P-T-C) |  | \$1,689.40 | K | 31\% | \$1,165.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ | \$0.00 | $\$ 0.00$ | VMWARE |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | CNAPKSC3PTC CNAPKSC3PTC-I | SEL CNA-PRSC-3P-T-C) SEL (NA-PKSC-3P-T-C |  | $\$ 1,500.00$ $\$ 1,755.00$ | K | $\begin{aligned} & 31 \% \\ & 31 \% \end{aligned}$ | $\$ 1,035.00$ $\$ 1,210.95$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | VMWARE VMWARE |
| 5 | CNAPKSC3PTC-K | SEL CNA-PKSC-3P-T-C) |  | \$1,689.40 | k | 31\% | \$1,165.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | CNAPKSC83PTLC | SEL CNA-PKSC-8-3P-TL-C ) |  | \$12,000.00 | k | 31\% | \$8,280.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CNAPKSC83PTLC-1 | SEL CNA-PKSC-8-3P-TL-C) |  | \$14,040.00 | k | 31\% | \$9,687.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | CNAPKSC83PTLC-K | SEL CNA-PRSC-8-3P-TL-C) |  | \$13,522.83 | K | 31\% | \$9,330.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | CNAPKSC8PTLC | SEL CNA-PKSC-8-P-TL-C |  | \$4,000.00 | k | 31\% | \$2,760.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | CNAPKSC8PTLC-I | SEL CNA-PKSC--8-P-TL-C) |  | \$4,680.00 $\$ 4.49356$ | K | $31 \%$ $31 \%$ | $\$ 3,229.20$ $\$ 3,10056$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CNAPKSCPTC | SEL CNA-PKSC-P-T-C) |  | $\$ 4,493.56$ $\$ 500.00$ | K | $31 \%$ $31 \%$ | \$3,100.56 $\$ 345.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 $\$ 0.00$ | \$0.00 | \$80.00 | \$0.00 | VMWARE |
| 5 | CNAPKSCPTC-I | SEL CNA-PKSC-P-T-C) |  | \$585.00 | k | 31\% | \$403.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CNAPKSCPTC-K | SEL CNA-PKSC-P-T-C) |  | \$561.98 | k | 31\% | \$387.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 5 | CNAPKSP503PTC | SEL CNA-PKSP-50-3P-T-C SEL CNA-PKSP-50-3P-T-C) |  | $\$ 75,000.00$ $\$ 87750.00$ | K | 31\% | \$51,750.00 $\$ 60.547 .50$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | CNAPKSP503PTC-K | SEL CNA-PKSP-50-3P-T-C) |  | \$84,661.35 | k | 31\% | \$588,46.33 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | VMWARE |
| 5 | CNAPKSP50PTC | SEL CNA-PKSP-50-P-T-C) |  | \$25,000.00 | k | 31\% | \$17,250.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CNAPKSP50PTC-I | SEL CNA-PKSP-50-P-T-C) |  | \$29,250.00 | k | 31\% | \$20,182.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | CNAPKSP50PTC-K | SEL CNA-PKSP-50-P-T-C) |  | \$28,079.99 | k | 31\% | \$19,375.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | CNAPKSPTC | SEL CNA-PKS-P-T-C) |  | \$500.00 | K K | $31 \%$ $31 \%$ | \$344.00 $\$ 403.65$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | vmware VMWARE |
| 5 | CNAPKSPTC-K | SEL CNA-PKS-P-T-C) |  | ${ }_{\text {\$561.98 }}$ | k | 31\% | \$403.65 $\$ 3877$ | \$0.00 $\$ 0.00$ | \$ $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | VmWARE |
| 5 | CN-P-AUDITDEL | SEL Audited Del Plugin for CN, perp lic |  | \$4,910.77 | k | 31\% | \$3,388.43 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | dataframeworks |
| 5 | CN-PAUDITDEL-SUB | SEL Audited Del Plugin for CN/year/Svr |  | \$2,651.82 | k | 31\% | \$1,829.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Jtaframeworks |
| 5 | CN-P-DUPFIND | SEL Dup Finder Plugin for CN perp lic |  | \$7,372.31 | k | 31\% | \$5,086.89 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | dataframeworks |
| 5 | CN-P-DUPFIND-SUB | SEL Dup Finder Plugin for CN /year /Svr |  | \$3,981.05 | k | 31\% | \$2,746.92 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Jataframeworks |
| 5 | CN-SERVER | SEL CN Svr, perp lic |  | \$17,094.02 | K | 31\% | \$11,794.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Jataframeworks |
| 5 | CN-SERVERDM | SEL CN Svr w/ DM, perp lic |  | \$22,792.02 | k | 31\% | \$15,726.49 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | DATAFRAMEWORKS |
| 5 | CN-SERVERDM-SUB | SEL CN Svr w/DM year |  | \$12,377.69 | K | $31 \%$ $31 \%$ | \$8,492.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | DATAFRAMEWORKS |
| 5 | CN-TIB | SEL Cap for Sur TTiB, perp lic |  | \$9,230.77 | K | 31\% | \$6,369.23 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | \$80.00 | \$0.00 | Jataframeworks |
| 5 | CN-TIBDM | SEL Cap for CN Svr w/DM /TiB perp lic |  | \$72.94 | k | 31\% | \$50.33 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | dataframeworks |
| 5 | CN-TIBDM-SUB | SEL Cap for CN Svr w/DM /TiB /year |  | \$39.38 | K | 31\% | \$27.17 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Jtaframeworks |
| 5 | CN-TIB-SUB | SEL Cap for Sur /TiB /year |  | \$29.54 | k | 31\% | \$20.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Jataframeworks |
| 5 | CN-UNDM-UNIT-SUB | SEL UnI w/DM Cap Unit /year, see notes |  | \$1,333.00 | k | 31\% | \$919.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Jataframeworks |
| 5 | CN-UN-UNIT-SUB | SEL Unlimited Cap Unit /year, see notes |  | \$1,000.00 | k | 31\% | \$690.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 D | Jataframeworks |
| 5 | CODEREVIEW | SEL Puppet Code Review |  | \$11,758.82 | F1 | 2\% | \$11,523.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | CT10PB1YRSB | SELECT DFXS CT ELA, 10PB 1 Yr Sub |  | \$2,268,000.00 | k | 31\% | \$1,564,920.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NTP-DEFENDX |
| 5 5 | CT1PB1YRSB CT3PB1YRSB | SELECT DFXS CT ELA, 1PB 1 Yr Sub SELECT DFXS CT ELA, 3 PB 1 Yr Sub |  | \$319,410.77 | K | 31\% | \$220,393.43 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | NTP-DEFENDX |
| 5 | CTSPB1YRSB | SELECT DFXS CT ELA, 5PB 1 Yr Sub |  | \$1,181,250.77 | k | 31\% | \$815,063.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NTP-DEFENDX |
| 5 | CTAD1PB1YRSB | SELECT DFXS CT ELA, ADD 1PB 1Yr Sub |  | \$226,800.00 | k | 31\% | \$156,492.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NTP-DEFENDX |
| 5 | CTP10PB1YRSB | SELECT DFXS CTP ELA, 10PB 1 Yr Sub |  | \$3,024,000.00 | k | 31\% | \$2,086,560.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NTP-DEFEND |


| BAND | SKU | DESCRIPTION $\quad$Model Sub <br> sku | EMC LIST PRICE USD | category CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT <br> PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | WTY UPG ENH TO <br> PS W/MC PREM <br> LP$\|$ | WTY UPG BASIC TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | CTP1PB1YRSB | SELECT DFXS CTP ELA, 1PB 1 Yr Sub | \$463,050.77 | K | 31\% | \$319,505.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NTP-DEFENDX |
| 5 | CTP3PB1YRSB | SELECT DFXS CTP ELA, 3PB 1 Yr Sub | \$1,014,930.77 | k | 31\% | \$700,302.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NTP-DEFENDX |
| 5 | CTP5PB1YRSB | SELECT DFXS CTP ELA, 5PB 1 Yr Sub | \$1,606,500.00 | k | 31\% | \$1,108,485.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NTP-DEFENDX |
| 5 | CTPAD1PB1YRSB | SELECT DFXS CTP ELA, ADD 1PB 1Yr Sub | \$302,400.00 | k | 31\% | \$208,656.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NTP-DEFENDX |
| 5 | CYHB-ADDDBASE | SEL CYA HOTBackup Additional Docbase | \$12,500.00 | K | 31\% | \$8,625.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CMA ENCHOICE |
| 5 | CYHB-ADDDBMNT | SEL CYA HOTBackup Addl Docbase Maint | \$2,222.00 | F1 | 2\% | \$2,177.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Cma enchoice |
| 5 | CYSR-ACT-SRV | SEL CYA SMARTRECOVERY ACTIVE-ACTIVE SRVR | \$30,000.00 | k | 31\% | \$20,700.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CMA Enchoice |
| 5 | CYSR-ADDDBASE | SEL CYA SMARTRECOVERY ADDITIONAL DOCBASE | \$10,000.00 | k | 31\% | \$6,900.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CMA ENCHOICE |
| 5 | CYSR-ADDDBMNT | SEL CYA SmARTRECOVERY ADD DB MAINT | \$1,778.00 | F1 | 2\% | \$1,742.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CMA Enchoice |
| 5 | CYSR-RDS | SEL CYA SR RAPID DEPLOYMENT SERVICES | \$11,111.00 | F1 | 2\% | \$10,888.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CMA Enchoice |
| 5 | CYSR-SRV-16 | SEL CYA SMARTRECOVERY SERVER ( $1-16$ CPU) | \$150,000.00 |  | 31\% | \$103,500.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CMA Enchoice |
| 5 | CYSR-SRV16MNT | SEL CYA SMARTRECOVERY SERVER 16CPU MAINT | \$26,667.00 | F1 | 2\% | \$26,133.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CMA Enchoice |
| 5 | CYSR-SRV-8 | SEL CYA SMARTRECOVERY SERVER ( $1-8$ CPU) | \$100,000.00 | k | 31\% | \$69,000.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CMA Enchoice |
| 5 | CYSR-SRV8MNT | SEL CYA SMARTRECOVERY SERVER BCPU MAINT | \$17,778.00 | F1 | 2\% | \$17,422.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CMA Enchoice |
| 5 | CYSR-SRVAAMNT | SEL CYA SMARTRECOVERY A-A SERVER MAINT | \$5,333.00 | F1 | 2\% | \$5,226.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CMA ENCHOICE |
| 5 | DAAZ-0-50MS | SEL Datadvantage - Azure MS | \$35.91 | F1 | 2\% | \$35.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAAZ-0-500 | SEL DatAdvantage - Azure OS | \$151.34 | K | 31\% | \$104.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAAZ-1001-1500MS | SEL DatAdvantage - Azure MS | \$10.28 | F1 | 2\% | \$10.07 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | DAAZ-1001-15000 DAAZ-100K-150KMC | SEL DatAdvantage - Azure OS SEL DatAdvantage - Azure MC | $\begin{aligned} & \$ 43.35 \\ & \$ 9.47 \end{aligned}$ | $\begin{aligned} & k \\ & \text { F1 } \end{aligned}$ | $\begin{aligned} & 31 \% \\ & 2 \% \end{aligned}$ | \$29.91 $\$ 9.28$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | DAAZ-100K-150kMS | SEL DatAdvantage - Azure MS | \$5.41 | F1 | 2\% | \$5.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAAZ-100k-150kOS | SEL DatAdvantage - Azure OS | \$22.82 | K | 31\% | \$15.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | varonis |
| 5 | DAAZ-101-250Ms | SEL DatAdvantage - Azure MS | \$19.67 | F1 | 2\% | \$19.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DAAZ-101-2500s | SEL Datadvantage - Azure OS SEL DatAdvantage - Azure MC | \$82.89 | K | 31\% | \$57.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 5 | DAAZ-10K-20KMC DAAZ-10K-20KMS | SEL DatAdvantage - Azure MC | \$11.05 | F1 | 2\% | \$10.83 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS |
| 5 | DAAZ-10k-20KOS | SEL DatAdvantage - Azure OS | \$26.62 | k | 31\% | \$18.37 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAAZ-1501-2000MS | SEL DatAdvantage - Azure MS | \$9.29 | F1 | 2\% | \$9.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DAAZ-1501-20000S | SEL DatAdvantage - Azure OS | \$39.17 | K | 31\% | \$27.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAAZ-150K-MC | SEL Datadvantage - Azure MC | \$9.31 | F1 | 2\% | \$9.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAAZ-150K-MS | SEL Datadvantage - Azure MS | \$5.32 | F1 | 2\% | \$5.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 5 | DAAZ-150K-OS | SEL DatAdvantage - Azure OS SEL DatAdvantage - Azure MS | \$22.43 $\$ 8.66$ | K | 31\% | $\$ 15.48$ $\$ 8.49$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | DAAZ-2001-25000 | SEL Datadvantage - AZure MS | \$38.50 | F | 31\% | \$ ${ }^{\$ 8.49}$ | \$0.00 \$0.00 | \$ $\$ 0.00$ | \$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS |
| 5 | DAAZ-20K-35KMC | SEL DatAdvantage - Azure MC | \$10.42 | F1 | 2\% | \$10.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAAZ-20K-35MS | SEL DatAdvantage - Azure MS | \$5.95 | F1 | 2\% | \$5.83 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAAZ-20K-35KOS | SEL Datadvantage - Azure OS | \$25.10 | K | 31\% | \$17.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAAZ-2501-4000MS | SEL DatAdvantage - Azure MS SEL DatAdvantage - Azure OS | \$8.12 | F1 | $2 \%$ $31 \%$ | \$ $\begin{array}{r}\$ 7.96 \\ \$ 2361\end{array}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAAZ-2501-40000S | SEL Datadvantage - AZure OS SEL Datadvantage - Azure MS | \$34.22 $\$ 14.98$ | F1 | 31\% | \$23.61 | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | VARONIS VARONIS |
| 5 | DAAZ-251-5000s | SEL DatAdvantage - Azure OS | \$63.12 | k | 31\% | \$43.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAAZ-35K-50KMC | SEL DatAdvantage - Azure MC | \$10.10 | F1 | 2\% | \$9.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAAZ-35K-50KMS | SEL DatAdvantage - Azure MS | \$5.77 | F1 | 2\% | \$5.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAAZ-35K-50KOS | SEL Dataddvantage - Azure OS | \$24.34 | K | 31\% | \$16.79 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | DAAZ-4001-6000MC | SEL DatAdvantage - Azure MC SEL DatAdvantage - Azure MS | $\begin{aligned} & \$ 13.26 \\ & \$ 7.58 \end{aligned}$ | $\begin{aligned} & \text { F1 } \\ & \text { F1 } \end{aligned}$ | $\begin{aligned} & 2 \% \\ & 2 \% \\ & 2 \% \end{aligned}$ | $\begin{aligned} & \$ 12.99 \\ & \$ 7.43 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | DAAZ-4001-60000S | SEL DatAdvantage - Azure OS | \$31.94 | k | 31\% | \$22.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAAZ-501-750MS | SEL DatAdvantage - Azure MS | \$12.09 | F1 | 2\% | \$11.85 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DAAZ-501-7500s | SEL DatAdvantage - Azure OS | \$50.95 | K | 31\% | \$35.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAAZ-50k-100kMC | SEL DatAdvantage - Azure MC | $\$ 9.79$ $\$ 5.9$ | F1 | 2\% | \$9.59 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | DAAZ-50K-100kMS | SEL Dataddvantage - Azure MS | \$5.59 | F1 | 2\% | \$5.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS VARONIS |
| 5 | DAAZ-50K-100KOS DAAZ-51-100MS | SEL Datadvantage - Azure OS SEL DatAdvantage - Azure MS | \$23.58 $\$ 25.08$ | K F1 | $31 \%$ $2 \%$ | \$16.27 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | DAAZ-51-1000S | SEL DatAdvantage - Azure OS | \$105.71 | k | 31\% | \$72.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAAZ-6001-8000MC | SEL DatAdvantage - Azure MC | \$12.31 | F1 | 2\% | \$12.06 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | VARONIS |
| 5 | DAAZ-6001-8000MS | SEL DatAdvantage - Azure MS | \$7.04 | F1 | 2\% | \$6.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAAZ-6001-80000S | SEL Datadvantage - Azure OS | \$29.66 | K | 31\% | \$20.47 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAAZ-751-1000MS | SEL Datadvantage - Azure MS | \$11.19 | F1 | 2\% | \$10.97 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  |
| 5 | DAAZ-751-10000S DAAZ-8001-10kMC | SEL DatAdvantage - Azure OS SEL DatAdvantage - Azure MC | $\begin{aligned} & \$ 47.15 \\ & \$ 11.68 \end{aligned}$ | $\begin{aligned} & K \\ & F 1 \end{aligned}$ | $31 \%$ $2 \%$ | \$32.53 | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | DAAZ-8001-10KMS | SEL DatAdvantage - Azure MS | \$6.68 | F1 | 2\% | \$6.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DAAZ-8001-10KOS | SEL DatAdvantage - Azure OS | \$28.14 | k | 31\% | \$19.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DAD-0-50MS | SEL DatAdvantage - DS MS | \$55.24 | F1 | 2\% | \$54.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DAD-0-500 | SEL Datadvantage - DS OS | \$232.83 | K | 31\% | \$160.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 5 | DAD-1001-1500MS | SEL DatAdvantage - DS MS | \$15.82 | F1 | 2\% | \$15.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 | VARONIS VARONIS |
| 5 | DAD-100K-150KMC | SEL DatAdvantage - DS SEL Datadvantage - DS M $24^{*} 7$ | \$666.69 | F1 | $31 \%$ $2 \%$ | \$46.02 | \$0.00 S0.00 | \$ $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | S0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | DAD-100K-150KMS | SEL DatAdvantage - DS MS | \$8.33 | F1 | 2\% | \$8.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAD-100K-150KOS | SEL DatAdvantage - DS OS | \$35.10 | k | 31\% | \$24.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAD-101-250MS | SEL DatAdvantage - DS MS | \$30.26 | F1 | 2\% | \$29.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAD-101-2500S | SEL DatAdvantage - DS OS | \$127.53 | K | 31\% | \$88.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS VARONIS |
| 5 5 | DAD-10-20KMC DAD-10K-20KMS | SEL DatAdvantage - DS M $24{ }^{4} 7$ SEL DatAdvantage - DS MS | $\$ 17.00$ $\$ 9.72$ | F1 | 2\% | \$16.66 $\$ 9.53$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | DAD-10K-20KOS | SEL DatAdvantage- DS OS | \$40.95 | k | 31\% | \$28.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAD-1501-2000MS | SEL DatAdvantage - DS MS | \$14.30 | F1 | 2\% | \$14.01 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DAD-1501-20000s | SEL DatAdvantage - DS OS | \$60.26 | K | 31\% | \$41.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAD-150K-MC | SEL DatAdvantage - DS M24*7 | \$14.33 | F1 | 2\% | \$14.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 5 | DAD-150K-MS DAD-150k-OS | SEL DatAdvantage - - ${ }^{\text {S MS }}$ MS SEL DatAdvantage- DS OS | \$8.19 $\$ 34.52$ | F1 k | 2\% | $\$ 8.03$ $\$ 23.82$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | DAD-2001-2500MS | SEL DatAdvantage - DS MS | \$13.32 | F1 | 2\% | \$13.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |


| BAND | SKU | description | Model Sub sku | EMC LIST | category CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT <br> PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | WTY UPG ENH TO <br> PS WIMC PREM <br> LP | WTY UPG BASIC TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | DAD-2001-25000S | SEL DatAdvantage - DS OS |  | \$56.16 | K | 31\% | \$38.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DAD-20K-35kMC | SEL DatAdvantage - DS M24*7 |  | \$16.03 | F1 | 2\% | \$15.71 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DAD-20K-35KMS | SEL DatAdvantage - DS MS |  | \$9.16 | F1 | 2\% | \$8.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAD-20K-35KOS | SEL DatAdvantage - DS OS |  | \$38.61 | , | 31\% | \$26.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAD-2501-4000MS | SEL DatAdvantage - DS MS |  | \$12.49 | F1 | 2\% | \$12.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAD-2501-40000S | SEL DatAdvantage - DS OS |  | \$52.65 | K | 31\% | \$36.33 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAD-251-500MS | SEL Datadvantage - DS MS |  | \$23.04 | F1 | 2\% | \$22.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAD-251-5000 S | SEL Datadvantage - DS OS |  | \$97.11 | K | 31\% | \$67.01 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 5 | DAD-35k-50KMC | SEL DatAdvantage - DS M $24^{*} 7$ SEL DatAdvantage - DS MS |  | \$15.54 $\$ 8.88$ | F1 | 2\% | \$15.23 $\$ 8.70$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | DAD-35K-50KOS | SEL DatAdvantage - DS OS |  | \$37.44 | к | 31\% | \$25.83 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DAD-4001-6000MC | SEL DatAdvantage - DS M24*7 |  | \$20.40 | F1 | 2\% | \$19.99 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAD-4001-6000MS | SEL DatAdvantage - DS MS |  | \$11.66 | F1 | 2\% | \$11.43 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAD-4001-60000S | SEL DatAdvantage - DS OS |  | \$49.14 | k | 31\% | \$33.91 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DAD-501-750MS | SEL DatAdvantage - DS MS |  | \$18.60 | F1 | 2\% | \$18.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAD-501-7500S | SEL Datadvantage - DS OS |  | \$78.39 | K | 31\% | \$54.09 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAD-50K-100KMC | SEL DatAdvantage - DS M24*7 |  | \$15.06 | F1 | 2\% | \$14.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAD-50K-100KMS | SEL DatAdvantage - DS MS |  | \$88.61 | F1 | $2 \%$ $31 \%$ | $\$ 8.44$ $\$ 2503$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS |
| 5 | DAD-50K-100KOS | SEL DatAdvantage - DS OS SEL DatAdvantage - DS MS |  | ${ }_{\text {\$336.58 }}{ }^{\text {S }}$ | $\begin{aligned} & k \\ & \text { F1 } \end{aligned}$ | $\begin{aligned} & 31 \% \\ & 2 \% \end{aligned}$ | \$25.03 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 00 \\ & \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | VARONIS VARONIS |
| 5 | DAD-51-1000s | SEL DatAdvantage - DS OS |  | \$162.63 | k | 31\% | \$112.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAD-6001-8000MC | SEL DatAdvantage - DS M24*7 |  | \$18.95 | F1 | 2\% | \$18.57 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DAD-6001-8000MS | SEL DatAdvantage - DS MS |  | \$10.83 | F1 | 2\% | \$10.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAD-6001-80000S | SEL DatAdvantage - DS OS |  | \$45.63 | k | 31\% | \$31.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAD-751-1000MS | SEL DatAdvantage - DS MS |  | \$17.21 | F1 | 2\% | \$16.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAD-751-10000s | SEL DatAdvantage - DS OS |  | \$72.54 | K | 31\% | \$50.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAD-8001-10KMC | SEL Dataddvantage - DS M $24{ }^{*}{ }^{\text {a }}$ |  | \$17.97 | F1 | ${ }_{2 \%}^{2 \%}$ | \$17.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAD-8001-10KMS | SEL DatAdvantage - DS MS |  | \$10.27 | F1 | 2\% | \$10.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 | VARONIS VARONIS |
| 5 | DAEO-00-50MS | SEL DatAdvantage - DS OS SEL DatAdvantage - EXOL MS |  | $\$ 43.29$ $\$ 5524$ | K | 31\% | \$29.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | DAEO-0-500 | SEL DatAdvantage-EXOL OS |  | \$232.83 | k | 31\% | \$160.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAEO-1001-1500MS | SEL DatAdvantage - EXOL MS |  | \$15.82 | F1 | 2\% | \$15.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAEO-1001-15000s | SEL DatAdvantage - EXOL OS |  | \$66.69 | K | 31\% | \$46.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAEO-100K-150KMC | SEL DatAdvantage - EXOL MC |  | \$14.57 | F1 | 2\% | \$14.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAEO-100K-150KMS | SEL DatAdvantage - EXOL MS |  | \$8.33 | F1 | 2\% | \$8.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAEO-100K-150KOS | SEL DatAdvantage - EXOL OS |  | \$35.11 | K | 31\% | \$24.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAEO-101-250MS | SEL DatAdvantage - EXOL MS |  | \$30.26 | F1 | 2\% | \$29.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAEO-101-2500s | SEL DatAdvantage - EXOL OS |  | \$127.52 | k | 31\% | \$87.99 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAEO-10k-20KMC | SEL DatAdvantage - EXOL MC |  | \$17.00 | F1 | 2\% | \$16.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAEO-10K-20KMS | SEL Datadvantage - EXOL MS |  | \$9.72 | F1 | 2\% | \$9.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAEO-10K-20KOS | SEL Datadvantage-EXOL OS |  | \$40.95 | K | 31\% | \$28.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | DAEO-1501-2000MS DAEO-1501-2000) | SEL Datadvantage - EXOL MS SEL DatAdvantage - EXOL OS |  | \$14.30 | F1 | $\begin{aligned} & 2 \% \\ & 31 \% \end{aligned}$ | \$14.01 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS |
| 5 | DAEO-150K-MC | SEL DatAdvantage - EXOL MC |  | \$14.33 | F1 | 2\% | \$14.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAEO-150K-MS | SEL DatAdvantage - EXOL MS |  | \$8.19 | F1 | 2\% | \$8.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAEO-150K-OS | SEL DatAdvantage - EXOL OS |  | \$34.51 | K | 31\% | \$23.81 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAEO-2001-2500MS | SEL Datadvantage - EXOL MS |  | \$13.32 | F1 | 2\% | \$13.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAEO-2001-25000s DAEO-20K-35MC | SEL DatAdvantage-EXOL OS |  | \$56.15 | K | 31\% | \$38.74 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | DAEO-20K-35KMS | SEL DatAdvantage-EXOL MS |  | \$9.16 | F1 | 2\% | \$8.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAEO-20k-35KOS | SEL DatAdvantage-EXOL OS |  | \$38.62 | k | 31\% | \$26.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAEO-2501-4000MS | SEL DatAdvantage - EXOL MS |  | \$12.49 | F1 | 2\% | \$12.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAEO-2501-40000S | SEL DatAdvantage - EXOL OS |  | \$52.65 | K | 31\% | \$36.33 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAEO-251-500MS | SEL DatAdvantage - EXOL MS |  | \$23.04 | F1 | 2\% | \$22.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 5 | DAEO-251-5000S DAEO-35k-50kMC | SEL DatAdvantage - EXOL OS |  | \$15.54 | K | $31 \%$ $2 \%$ | \$15.01 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | DAEO-35K-50KMS | SEL DatAdvantage - EXOL MS |  | \$8.88 | F1 | 2\% | \$8.70 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAEO-35k-50kOS | SEL DatAdvantage - EXOL OS |  | \$37.45 | k | 31\% | \$25.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAEO-4001-6000MC | SEL DatAdvantage - EXOL MC |  | \$20.40 | F1 | 2\% | \$19.99 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAEO-4001-6000MS | SEL DatAdvantage - EXOL MS |  | \$11.66 | F1 | 2\% | \$11.43 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
|  | DAEO-4001-60000S | SEL DatAdvantage - EXOL OS |  | \$49.14 | k | 31\% | \$33.91 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAEO-501-750MS | SEL DatAdvantage - EXOL MS |  | \$18.60 | F1 | 2\% | \$18.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAEO-501-7500s | SEL DatAdvantage - EXOL OS |  | \$78.38 | K | 31\% | \$54.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAEO-50K-100KMC | SEL Datadvantage - EXOL MC |  | \$15.06 | F1 | 2\% | \$14.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 | \$0.00 |  |
| 5 5 | DAEO-50K-100KMS DAEO-50K-100KOS | SEL DatAdvantage - EXOL MS SEL DatAdvantage-EXOLOS |  | $\$ 8.61$ $\$ 36.28$ | F1 | 2\% | $\$ 8.44$ $\$ 25.03$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | DAEO-51-100MS | SEL DatAdvantage-EXOL MS |  | \$38.58 | F1 | 2\% | \$37.81 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAEO-51-1000 | SEL DatAdvantage-EXOL OS |  | \$162.63 | K | 31\% | \$112.21 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DAEO-6001-8000MC | SEL DatAdvantage - EXOL MC |  | \$18.95 | F1 | 2\% | \$18.57 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAEO-6001-8000MS | SEL Datadvantage-EXOLMS |  | \$10.83 | F1 | 2\% | \$10.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
|  | DAEO-6001-80000S | SEL DatAdvantage - EXOL OS |  | \$45.63 | K | 31\% | \$31.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 5 | DAEO-751-1000MS DAEO-751-1000 | SEL DatAdvantage-EXOL MS SEL DatAdvantage-EXOLOS |  | \$17.21 | F1 | 2\% | \$16.87 $\$ 50.05$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 000$ | \$0.00 | VARONIS VARONIS |
| 5 | DAEO-8001-10KMC | SEL DatAdvantage-EXOL MC |  | \$17.97 | F1 | 2\% | \$17.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAEO-8001-10KMS | SEL DatAdvantage - EXOL MS |  | \$10.27 | F1 | 2\% | \$10.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAEO-8001-10KOS | SEL DatAdvantage - EXOL OS |  | \$43.29 | K | 31\% | \$29.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAEX-0-50MS | SEL DatAdvantage - EX MS |  | \$55.24 | F1 | 2\% | \$54.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 5 | DAEX-0-500S | SEL DatAdvantage for Exchange OS |  | \$232.83 |  | 31\% | \$160.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS VARONIS |
| 5 | DAEX-1001-15000 | SEL Datadvantage for Exchange OS |  | \$15.82 | F | 31\% | \$46.02 | \$0.00 $\$ 000$ | \$0.00 | \$0.00 | \$0.00 $\$ 000$ | \$0.00 | \$0.00 $\$ 0.00$ | \$ ${ }_{\text {\$0.00 }}$ | VARONIS |


| BAND | SKU | description | $\begin{aligned} & \text { Model Sub } \\ & \text { sku } \end{aligned}$ | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | WTY UPG ENH TO <br> PS W/MC PREM <br> LP$\|$ | WTY UPG BASIC TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | DAEX-100K-150KMC | SEL DatAdvantage - EX M24x7 |  | \$14.57 | F1 | 2\% | \$14.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAEX-100K-150KMS | SEL DatAdvantage - EX MS |  | \$8.33 | F1 | 2\% | \$8.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAEX-100K-150KOS | SEL DatAdvantage for Exchange OS |  | \$35.11 | K | 31\% | \$24.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARonis |
| 5 | DAEX-101-250MS | SEL DatAdvantage - EX MS |  | \$30.26 | F1 | 2\% | \$29.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAEX-101-2500s | SEL DatAdvantage for Exchange OS |  | \$127.52 | K | 31\% | \$87.99 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAEX-10K-20KMC | SEL Datadvantage - EX M24x7 |  | \$17.00 | F1 | ${ }^{2 \%}$ | \$16.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAEX-10k-20kMS | SEL DatAdvantage - EX MS |  | \$9.72 | F1 | 2\% | \$9.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAEX-10K-20KOS | SEL Datadvantage for Exchange OS |  | \$40.95 | K | 31\% | \$28.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAEX-1501-2000MS | SEL DatAdvantage - EX MS |  | \$14.30 | F1 | 2\% | \$14.01 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAEX-1501-20000 | SEL Datadvantage for Exchange OS |  | \$60.26 | K | 31\% | \$41.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAEX-150K-MC | SEL DatAdvantage - EX M24x7 |  | \$14.33 | F1 | 2\% | \$14.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAEX-150K-MS | SEL DatAdvantage - EX MS |  | \$8.19 | F1 | 2\% | \$8.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAEX-150K-OS | SEL DatAdvantage for Exchange OS |  | \$34.51 | k | 31\% | \$23.81 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARonis |
| 5 | DAEX-2001-2500MS | SEL DatAdvantage - EX MS |  | \$13.32 | F1 | 2\% | \$13.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DAEX-2001-25000S | SEL Datadvantage for Exchange OS |  | \$56.15 | K | 31\% | \$38.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAEX-20K-35kMC | SEL DatAdvantage - EX M24x7 |  | \$16.03 | F1 | 2\% | \$15.71 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAEX-20k-35KMS | SEL DatAdvantage - EX MS |  | \$9.16 | F1 | 2\% | \$8.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAEX-20K-35KOS | SEL DatAdvantage for Exchange OS |  | \$38.62 | K | 31\% | \$26.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAEX-2501-4000MS | SEL DatAdvantage - EX MS |  | \$12.49 | F1 | 2\% | \$12.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAEX-2501-40000S | SEL DatAdvantage for Exchange OS |  | \$52.65 | K | 31\% | \$36.33 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAEX-251-500MS | SEL DatAdvantage - EX MS |  | \$23.04 | F1 | 2\% | \$22.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAEX-251-5000s | SEL DatAdvantage for Exchange OS |  | \$97.11 | K | 31\% | \$67.01 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAEX-35K-50KMC | SEL Datadvantage - EX M24x7 |  | \$15.54 | F1 | ${ }^{2 \%}$ | \$15.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 5 | DAEX-35K-50KMS DAEX-35K-50KOS | SEL DatAdvantage - EX MS |  | \$8.88 | F1 | 2\% | \$8.70 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | DAEX-4001-6000MC | SEL DatAdvantage - EX M $24 \times 7$ |  | \$20.40 | F1 | 2\% | \$19.99 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAEX-4001-6000MS | SEL DatAdvantage - EX MS |  | \$11.66 | F1 | 2\% | \$11.43 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | varonis |
| 5 | DAEX-4001-60000S | SEL DatAdvantage for Exchange OS |  | \$49.14 | K | 31\% | \$33.91 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAEX-501-750MS | SEL DatAdvantage - EX MS |  | \$18.60 | F1 | 2\% | \$18.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAEX-501-7500s | SEL DatAdvantage for Exchange OS |  | \$78.38 | K | 31\% | \$54.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAEX-50K-100KMC | SEL DatAdvantage - EX M24x7 |  | \$15.06 | F1 | 2\% | \$14.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAEX-50K-100KMS | SEL DatAdvantage - EX MS |  | \$8.61 | F1 | 2\% | \$8.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAEX-50K-100KOS | SEL DatAdvantage for Exchange OS |  | \$36.28 | k | 31\% | \$25.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAEX-51-100MS | SEL DatAdvantage - EX MS |  | \$38.58 | F1 | 2\% | \$37.81 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAEX-51-1000S | SEL DatAdvantage for Exchange OS |  | \$162.63 | K | 31\% | \$112.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAEX-6001-8000MC | SEL DatAdvantage - EX M $24 \times 7$ |  | \$18.95 | F1 | 2\% | \$18.57 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAEX-6001-8000MS | SEL DatAdvantage - EX MS |  | \$10.83 | F1 | 2\% | \$10.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 5 | DAEX-6001-80000S DAEX-751-1000MS | SEL DatAdvantage for Exchange OS SEL DatAdvantage - EX MS |  | \$45.63 | K F1 | 31\% | \$31.48 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | DAEX-751-10000s | SEL DatAdvantage for Exchange OS |  | \$72.54 | k | 31\% | \$50.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAEX-8001-10KMC | SEL DatAdvantage - EX M $24 \times 7$ |  | \$17.97 | F1 | 2\% | \$17.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAEX-8001-10KMS | SEL DatAdvantage - EX MS |  | \$10.27 | F1 | 2\% | \$10.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAEX-8001-10KOS | SEL DatAdvantage for Exchange OS |  | \$43.29 | K | 31\% | \$29.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAOD-0-50MS | SEL DatAdvantage - OD MS |  | \$55.24 | F1 | 2\% | \$54.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAOD-0-500S | SEL DatAdvantage - OD OS |  | \$232.83 | K F1 | 31\% | \$160.65 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS |
| ${ }_{5}^{5}$ | DAOD-1001-1500MS DAOD-1001-15000 | SEL DatAdvantage - OD MS SEL DatAdvantage- OD OS |  | \$15.82 $\$ 66.69$ | $\begin{aligned} & F_{1} \\ & \mathrm{~K} \end{aligned}$ | $\begin{gathered} 2 \% \\ 31 \% \end{gathered}$ | \$15.50 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | DAOD-100K-150KMC | SEL DatAdvantage - OD M24*7 |  | \$14.57 | F1 | 2\% | \$14.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAOD-100K-150KMS | SEL DatAdvantage - OD MS |  | \$8.33 | F1 | 2\% | \$8.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAOD-100K-150KOS | SEL DatAdvantage - OD OS |  | \$35.11 | K | 31\% | \$24.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAOD-101-250MS | SEL DatAdvantage - OD MS |  | \$30.26 | F1 | 2\% | \$29.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAOD-101-2500S | SEL DatAdvantage - OD OS |  | \$127.52 | K | 31\% | \$87.99 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAOD-10K-20KMC | SEL DatAdvantage - OD M24*7 |  | \$17.00 | F1 | 2\% | \$16.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAOD-10K-20KMS | SEL DatAdvantage - OD MS |  | \$99.72 | F1 | 2\% | \$9.53 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  |
| 5 | DAOD-10K-20KOS DAOD-1501-2000MS | SEL DatAdvantage - - ${ }^{\text {O }}$ OS SEL DatAdvantage - OD MS |  | $\$ 40.95$ $\$ 14.30$ | K F1 | $31 \%$ $2 \%$ | ${ }_{\text {\$28.26 }}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | DAOD-1501-20000s | SEL DatAdvantage - OD OS |  | \$60.26 | k | 31\% | \$41.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAOD-150K-MC | SEL DatAdvantage - OD M24*7 |  | \$14.33 | F1 | 2\% | \$14.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAOD-150K-MS | SEL DatAdvantage - OD MS |  | \$8.19 | F1 | 2\% | \$8.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAOD-150\%-OS | SEL DatAdvantage - OD OS |  | \$34.51 | K | 31\% | \$23.81 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | DAOD-2001-2500MS | SEL DatAdvantage - OD MS |  | \$13.32 | F1 | 2\% | \$13.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 5 | DAOD-2001-25000S | SEL DatAdvantage - OD OS SEL DatAdvantage - 0 M ${ }^{\text {a }}$ +7 |  | \$56.15 | K | 31\% | \$38.74 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ 5000 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | DAOD-20K-35KMS | SEL DatAdvantage - OD MS |  | \$ $\$ 9.16$ | F1 | 2\% | \$8.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAOD-20K-35KOS | SEL DatAdvantage - OD OS |  | \$38.62 | k | 31\% | \$26.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAOD-2501-4000MS | SEL DatAdvantage - OD MS |  | \$12.49 | F1 | 2\% | \$12.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAOD-2501-40000S | SEL DatAdvantage - OD OS |  | \$52.65 | K | 31\% | \$36.33 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAOD-251-500MS | SEL DatAdvantage - OD MS |  | \$23.04 | F1 | 2\% | \$22.58 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | DAOD-35K-50KMC | SEL Datadvantage - OD M24*7 |  | \$15.54 | F1 | 2\% | \$15.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$ 50.00 | \$8000 | VARONIS |
| 5 | DAOD-35K-50kMS | SEL DatAdvantage - OD MS |  | \$8.88 | F1 | 2\% | \$8.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAOD-35K-50KOS | SEL DatAdvantage - OD OS |  | \$37.45 | K | 31\% | \$25.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAOD-4001-6000MC | SEL DatAdvantage - OD M24*7 |  | \$20.40 | F1 | 2\% | \$19.99 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAOD-4001-6000MS | SEL DatAdvantage - OD MS |  | \$11.66 | F1 | 2\% | \$11.43 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 5 | DAOD-4001-60000S DAOD-501-750MS | SEL DatAdvantage - - 0 OS SEL DatAdvantage - OD MS |  | \$49.14 $\$ 18.60$ | K F1 | $31 \%$ $2 \%$ | \$33.91 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS |
| 5 | DAOD-501-7500 | SEL DatAdvantage - OD OS |  | \$78.38 | K | 31\% | \$54.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DAOD-50K-100KMC | SEL DatAdvantage - OD M $24{ }^{4} 7$ |  | \$15.06 | F1 | 2\% | \$14.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAOD-50K-100KMS | SEL DatAdvantage - OD MS SEL DatAvantage - ODOS |  | $\$ 8.61$ $\$ 36.28$ | F1 | 2\% | $\$ 8.44$ $\$ 25.03$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |


| BAND | SKU | description | $\begin{aligned} & \text { Model Sub } \\ & \text { ckil } \end{aligned}$ sku | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\left\|\begin{array}{c}\text { WTY UPG ENH TO } \\ \text { PS W/MC PREM } \\ \text { LP }\end{array}\right\|$ | wTY UPG BASIC TO PS ENH LP | Renewal | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | DAOD-51-100MS | SEL DatAdvantage - OD MS |  | \$38.58 | F1 | 2\% | \$37.81 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAOD-51-1000S | SEL DatAdvantage - OD OS |  | \$162.63 | K | 31\% | \$112.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DAOD-6001-8000MC | SEL DatAdvantage - OD M $24{ }^{4} 7$ |  | \$18.95 | F1 | 2\% | \$18.57 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DAOD-6001-8000MS | SEL DatAdvantage - OD MS |  | \$10.83 | F1 | 2\% | \$10.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAOD-6001-80000S | SEL DatAdvantage - OD OS |  | \$45.63 | K | 31\% | \$31.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAOD-751-1000MS | SEL DatAdvantage - OD MS |  | \$17.21 | F1 | 2\% | \$16.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAOD-751-10000S | SEL Datadvantage - OD OS |  | \$72.54 | K | 31\% | \$50.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 5 | DAOD-8001-10KMC | SEL DatAdvantage - OD M24*7 |  | \$17.97 | F1 | 2\% | \$17.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAOD-8001-10KOS | SEL DatAdvantage - OD MS |  | \$ ${ }^{\text {S }}$ | F1 | 31\% | \$10.06 $\$ 29.87$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS |
| 5 | DAOS-0-50MS | SEL DatAdvantage - SPOL + OD MS |  | \$82.86 | F1 | 2\% | \$81.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | varonis |
| 5 | DAOS-0-500 | SEL DatAdvantage - SPOL + OD OS |  | \$349.25 | K | 31\% | \$240.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DAOS-1001-1500MS | SEL DatAdvantage - SPOL + OD MS |  | \$23.73 | F1 | 2\% | \$23.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAOS-1001-15000 | SEL DatAdvantage - SPOL + OD OS |  | \$100.04 | k | 31\% | \$69.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | varonis |
| 5 | DAOS-100K-150KMC | SEL DatAdvantage - SPOL + OD M24*7 |  | \$21.86 | F1 | 2\% | \$21.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAOS-100K-150KMS | SEL Datadvantage - SPOL + OD MS |  | \$12.49 | F1 | 2\% | \$12.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAOS-100k-150kOS | SEL DatAdvantage - SPOL + OD OS |  | \$52.65 | k | 31\% | \$36.33 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAOS-101-250MS | SEL Datadvantage - SPOL + OD MS |  | \$45.39 | F1 | 2\% | \$44.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAOS-101-2500S | SEL Datadvantage - SPOL + OD OS |  | \$191.30 | K | 31\% | \$132.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAOS-10k-20kMC | SEL DatAdvantage - SPOL + OD M $24{ }^{*} 7$ |  | \$25.50 | F1 | 2\% | \$24.99 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | varonis |
| 5 | DAOS-10k-20KMS | SEL DatAdvantage - SPOL + OD MS |  | \$14.57 | F1 | 2\% | \$14.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAOS-10k-20KOS | SEL Datadvantage - $\mathrm{SPOL}+\mathrm{OD}$ OS |  | \$61.43 | K | 31\% | \$42.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAOS-1501-2000MS | SEL Datadvantage - SPOL + OD MS |  | \$21.44 | F1 | 2\% | \$21.01 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DAOS-1501-20000S | SEL DatAdvantage - SPOL + OD OS |  | \$90.38 | k | 31\% | \$62.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DAOS-150K-MC | SEL DatAdvantage - SPOL + OD M $24^{4} 7$ |  | \$21.50 | F1 | 2\% | \$21.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAOS-150K-MS | SEL DatAdvantage - SPOL + OD MS |  | \$12.28 | F1 | 2\% | \$12.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAOS-150K-OS | SEL DatAdvantage - $\mathrm{SPOL}+\mathrm{OD}$ OS |  | \$51.77 | K | 31\% | \$35.72 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAOS-2001-2500MS | SEL DatAdvantage - SPOL + OD MS |  | \$19.99 | F1 | 2\% | \$19.59 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 5 | DAOS-2001-25000S DAOS-20K-35MC | SEL DatAdvantage - - SPOL + OD OS SEL DatAdvantage - $\mathrm{SPOL}+\mathrm{OD}$ M $24^{4} 7$ |  | \$84.24 $\$ 24.05$ | K | 31\% | \$58.13 $\$ 23.57$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS |
| 5 | DAOS-20k-35KMS | SEL DatAdvantage - SPOL + OD MS |  | \$\$13.74 | F1 | 2\% | \$ $\$ 13.47$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$50.00 | \$0.00 | VARONIS |
| 5 | DAOS-20k-35KOS | SEL Datadvantage - $\mathrm{SPOL}+\mathrm{OD}$ OS |  | \$57.92 | K | 31\% | \$39.96 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAOS-2501-4000MS | SEL DatAdvantage - SPOL + OD MS |  | \$18.74 | F1 | 2\% | \$18.37 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAOS-2501-40000S | SEL DatAdvantage - SPOL + OD OS |  | \$78.98 | k | 31\% | \$54.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | varonis |
| 5 | DAOS-251-500MS | SEL DatAdvantage - SPOL + OD MS |  | \$34.56 | F1 | 2\% | \$33.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DAOS-251-5000S | SEL Datadvantage - $\mathrm{SPOL}+\mathrm{OD}$ OS |  | \$145.67 | K | 31\% | \$100.51 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAOS-35K-50KMC | SEL DatAdvantage - SPOL + OD M24*7 |  | \$23.32 | F1 | 2\% | \$22.85 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | varonis |
| 5 | DAOS-35K-50kMS | SEL DatAdvantage - SPOL + OD MS |  | \$13.32 | F1 | 2\% | \$13.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DAOS-35K-50KOS | SEL DatAdvantage - SPOL + OD OS |  | \$56.16 | K | 31\% | \$38.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAOS-4001-6000MC | SEL DatAdvantage - SPOL + OD M $24{ }^{4} 7$ |  | \$30.60 | F1 | 2\% | \$29.99 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DAOS-4001-6000MS | SEL DatAdvantage - SPOL + OD MS |  | \$17.49 | F1 | 2\% | \$17.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAOS-4001-60000S | SEL Datadvantage - SPOL + OD OS |  | \$73.71 | K | 31\% | \$50.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAOS-501-750MS | SEL DatAdvantage - SPOL + OD MS |  | \$27.90 | F1 | 2\% | \$27.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAOS-501-7500s | SEL DatAdvantage - SPOL + OD OS |  | \$117.59 | K | 31\% | \$81.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAOS-50K-100KMC | SEL DatAdvantage - SPOL + OD M $24{ }^{*} 7$ |  | \$22.59 | F1 | 2\% | \$22.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS VARONIS |
| 5 | DAOS-50K-100KMS DAOS-50K-100kOS | SEL DatAdvantage - SPOL + OD MS SEL DatAdvantage - SPOL + OD OS |  | \$12.91 $\$ 54.41$ | F1 | 2\% | \$12.65 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | varonis VARONIS |
| 5 | DAOS-51-100MS | SEL DatAdvantage - SPOL + OD MS |  | \$57.88 | F1 | 2\% | ${ }_{\text {\$56.72 }}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 $\$ 0.00$ | \$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | VARONIS |
| 5 | DAOS-51-1000 | SEL DatAdvantage - SPOL + OD OS |  | \$243.95 | k | 31\% | \$168.33 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DAOS-6001-8000MC | SEL DatAdvantage - SPOL + OD M $24{ }^{*} 7$ |  | \$28.42 | F1 | 2\% | \$27.85 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAOS-6001-8000MS | SEL DatAdvantage - SPOL + OD MS |  | \$16.24 | F1 | 2\% | \$15.92 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | varonis |
| 5 | DAOS-6001-80000S | SEL DatAdvantage - SPOL + OD OS |  | \$68.45 | K | 31\% | \$47.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAOS-751-1000MS | SEL DatAdvantage - SPOL + OD MS |  | \$25.82 | F1 | 2\% | \$25.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAOS-751-10000S | SEL DatAdvantage - SPOL + OD OS |  | \$108.81 | k | 31\% | \$75.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | varonis |
| 5 | DAOS-8001-10KMC | SEL DatAdvantage - SPOL + OD M $24^{*} 7$ |  | \$26.96 | F1 | 2\% | \$26.42 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | DAOS-8001-10KMS DAOS-8001-10KOS | SEL DatAdvantage - SPOL + OD MS SEL DatAdvantage - SPOL + OD OS |  | $\$ 15.41$ $\$ 64.94$ | $\begin{aligned} & \text { F1 } \\ & \text { K } \end{aligned}$ | $\begin{aligned} & 2 \% \\ & 31 \% \end{aligned}$ | $\begin{aligned} & \$ 15.10 \\ & \$ 44.81 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | D-AS-CSM-ADV-AN | SEL Splunk AdvSvcs CSM-Advanced-AN |  | \$58,824.00 | F1 | 2\% | \$57,647.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | D-AS-CSM-ADV-AP | SEL Splunk AdvSvcs CSM-Advanceed-AP |  | \$58,824.00 | F1 | 2\% | \$577.647.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | D-AS-CSM-ADV-EM | SEL Splunk AdvSvcs CSM-Advanced-EM |  | \$58,824.00 | F1 | 2\% | \$57,647.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | D-AS-CSM-ADV-US | SEL Splunk AdvSvcs CSM-Advanced-US |  | \$58,824.00 | F1 | 2\% | \$57,647.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | D-AS-CSM-BAS-AN | SEL Splunk AdvSvcs CSM-Basic-AN |  | \$35,294.00 | F1 | 2\% | \$34,588.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | D-AS-CSM-BAS-AP | SEL Splunk AdvSvcs CSM-Basic-AP |  | \$35,294.00 | F1 | 2\% | \$34,588.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | D-AS-CSM-BAS-EM | SEL Splunk AdvSVcs CSM-Basi-EM |  | \$35,294.00 | F1 | 2\% | \$344.588.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | D-AS-CSM-BAS-US | SEL Splunk AdvSvcs CSM-Basic-US |  | \$35,294.00 | F1 | 2\% | \$34,588.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK SPLUNK |
| 5 5 | D-ASCSM-ENTL1-AN | SEL Splunk AdvSvcs CSM-ENT (<5TB)-AN |  | $\$ 105,882.00$ $\$ 105.882 .00$ | F1 | 2\% | $\$ 103,764.36$ <br> $\$ 103764.36$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPLUNK |
| 5 | D-ASCSM-ENTL1-AP D-ASCSM-ENTL1-EM | SEL Splunk AdvSvcs CSM-ENT ( $55 T B$ (-AP SEL Splunk AdvSvcs CSM-ENT ( 5 (TB)-EM |  | \$105,882.00 | $\begin{aligned} & F_{1} \\ & F_{1} \end{aligned}$ | 2\% | \$103,764.36 $\$ 103,764.36$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPLUNK |
| 5 | D-ASCSM-ENTL1-US | SEL Splunk AdvSvcs CSM-ENT (<5TB)-US |  | \$141,176.00 | F1 | 2\% | \$138,352.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | D-ASCSM-ENTL2-AN | SEL Splunk AdvSvcs CSM-ENT (5-25TB)-AN |  | \$192,941.00 | F1 | 2\% | \$189,082.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | D-ASCSM-ENTL2-AP | SEL Splunk AdvSvcs CSM-ENT (5-25TB)-AP |  | \$192,941.00 | F1 | 2\% | \$189,082.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | D-ASCSM-ENTL2-EM | SEL Splunk AdvSvcs CSM-ENT (5-25TB)-EM |  | \$192,941.00 | F1 | 2\% | \$189,082.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | D-AsCSM-ENTL2-US | SEL Splunk AdvSvcs CSM-ENT (5-25TB)-US |  | \$258,824.00 | F1 | 2\% | \$253,647.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | D-ASCSM-ENTL3-AN | SEL Splunk AdvSvcs CSM-ENT (25TB+)-AN |  | \$317,647.00 | F1 | 2\% | \$311,294.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | D-ASCSM-ENTL3-AP | SEL Splunk AdvSvcs CSM-ENT (25TB+)-AP SEL Splunk AdvSvcs CSM-ENT (2TB+)-EM |  | \$317.647.00 | F1 | 2\% | \$311, 294.06 $\$ 311,29406$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK SPLUNK |
| 5 | D-ASCSM-ENTL3-EM | SEL Splunk AdvSvcs CSM-ENT (25TB+)-EM |  | \$317,647.00 | F1 | 2\% | \$311,294.06 $\$ 403,529.70$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPLUNK SpLUNK |
| 5 | DASO-0-50MS | SEL DatAdvantage - SPOL MS |  | \$55.24 | F1 | 2\% | \$54.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DASO-0-500S | SEL Datadvantage - SPOL OS |  | \$232.83 | K | 31\% | \$160.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
|  | DASO-1001-1500MS | SEL DatAdvantage - SPOL MS |  | \$15.82 | F1 | 2\% | \$15.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |


| BAND | SKU | DESCRIPTION | $\begin{aligned} & \text { Model Sub } \\ & \text { ckil } \end{aligned}$ sku | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | WTY UPG ENH TO <br> PS W/MC PREM <br> LP | WTY UPG BASIC TO PS ENH LP | Renewal | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | DASO-1001-15000S | SEL DatAdvantage - SPOL OS |  | \$66.69 | k | 31\% | \$46.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DASO-100K-150KMC | SEL DatAdvantage - SPOL M24*7 |  | \$14.57 | F1 | 2\% | \$14.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DASO-100K-150KMS | SEL DatAdvantage - SPOL MS |  | \$8.33 | F1 | 2\% | \$8.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DASO-100k-150KOS | SEL DatAdvantage - SPOL OS |  | \$35.11 | k | 31\% | \$24.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DASO-101-250MS | SEL DatAdvantage - SPOL MS |  | \$30.26 | F1 | 2\% | \$29.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DASO-101-2500s | SEL DatAdvantage - SPOL OS |  | \$127.52 | k | 31\% | \$87.99 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DASO-10k-20kMC | SEL DatAdvantage - SPOL M24*7 |  | \$17.00 | F1 | 2\% | \$16.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DASO-10k-20kMS | SEL DatAdvantage - SPOL MS |  | \$9.72 | F1 | 2\% | \$9.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DASO-10K-20KOS | SEL DatAdvantage - SPOL OS |  | \$40.95 | K | 31\% | \$28.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DASO-1501-2000MS | SEL Datadvantage - SPOL MS |  | \$14.30 | F1 | 2\% | \$14.01 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DASO-1501-20000S | SEL DatAdvantage - SPOL OS |  | \$60.26 | K | 31\% | \$41.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DASO-150K-MC | SEL DatAdvantage - SPOL M24*7 |  | \$14.33 | F1 | 2\% | \$14.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DASO-150K-OS | SEL DatAdvantage - SPOL OS |  | \$34.51 | k | 31\% | \$23.81 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DASO-2001-2500MS | SEL DatAdvantage - SPOL MS |  | \$13.32 | F1 | 2\% | \$13.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DASO-2001-25000S | SEL DatAdvantage - SPOL OS |  | \$56.15 | k | 31\% | \$38.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DASO-20k-35kMC | SEL DatAdvantage - SPOL M24*7 |  | \$16.03 | F1 | 2\% | \$15.71 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DASO-20k-35KMS | SEL DatAdvantage - SPOL MS |  | \$9.16 | F1 | 2\% | \$8.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DASO-20k-35KOS | SEL DatAdvantage - SPOL OS |  | \$38.62 | K | 31\% | \$26.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DASO-2501-4000MS | SEL DatAdvantage - SPOL MS |  | \$12.49 | F1 | 2\% | \$12.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DASO-2501-40000S | SEL DatAdvantage - SPOL OS |  | \$52.65 | k | 31\% | \$36.33 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DASO-251-500MS | SEL DatAdvantage - SPOL MS |  | \$23.04 | F1 | 2\% | \$22.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DASO-251-5000s | SEL DatAdvantage - SPOL OS |  | \$97.11 | k | 31\% | \$67.01 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DASO-35K-50kMC | SEL DatAdvantage - SPOL M24*7 |  | \$15.54 | F1 | 2\% | \$15.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DASO-35K-50KMS | SEL DatAdvantage - SPOL MS |  | \$8.88 | F1 | 2\% | \$8.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DASO-35K-50KOS | SEL DatAdvantage - SPOL OS |  | \$37.45 | k | 31\% | \$25.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DASO-4001-6000MC | SEL Datadvantage - SPOL M24*7 |  | \$20.40 | F1 | 2\% | \$19.99 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DASO-4001-6000MS | SEL DatAdvantage - SPOL MS |  | \$11.66 | F1 | 2\% | \$11.43 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 5 | DASO-4001-60000S DASO-501-750MS | SEL DatAdvantage - SPOL OS SEL DatAdvantage - SPOL MS |  | $\$ 49.14$ $\$ 18.60$ | K | 31\% | $\$ 33.91$ $\$ 18.23$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS |
| 5 | DASO-501-750MS | SEL Datadvantage - SPOLMS |  | \$18.60 $\$ 78.38$ | F1 | 31\% | \$18.23 $\$ 54.08$ | $\$ 0.00$ $\$ 0.00$ | \$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | VARRNIS |
| 5 | DASO-50K-100kMC | SEL DatAdvantage - SPOL M24*7 |  | \$15.06 | F1 | 2\% | \$14.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DASO-50K-100KMS | SEL DatAdvantage - SPOL MS |  | \$8.61 | F1 | 2\% | \$8.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DASO-50K-100KOS | SEL DatAdvantage - SPOL OS |  | \$36.28 | K | 31\% | \$25.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DASO-51-100MS | SEL DatAdvantage - SPOL MS |  | \$38.58 | F1 | 2\% | \$37.81 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DASO-51-1000s | SEL DatAdvantage - SPOL OS |  | \$162.63 | K | 31\% | \$112.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DASO-6001-8000MC | SEL DatAdvantage - SPOL M24*7 |  | \$18.95 | F1 | 2\% | \$18.57 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DASO-6001-8000MS | SEL DatAdvantage - SPOL MS |  | \$10.83 | F1 | 2\% | \$10.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DASO-6001-80000S | SEL DatAdvantage - SPOL OS |  | \$45.63 | k | 31\% | \$31.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DASO-751-1000MS | SEL DatAdvantage - SPOL MS |  | \$17.21 | F1 | 2\% | \$16.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DASO-751-10000S | SEL Datadvantage - SPOL OS |  | \$72.54 | K | 31\% | \$50.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DASO-8001-10KOS | SEL DatAdvantage- - SPOL OS |  | \$43.29 | K | 31\% | \$29.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$0.00 | VARONIS |
| 5 | DASP-0-50Ms | SEL DatAdvantage - SP MS |  | \$55.24 | F1 | 2\% | \$54.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DASP-0-500 | SEL DatAdvantage - SP OS |  | \$232.83 | k | 31\% | \$160.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DASP-1001-1500MS | SEEL DatAdvantage - SP MS |  | \$15.82 | F1 | 2\% | \$15.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | DASP-1001-15000S DASP-100K-150KMC | SEL DatAdvantage - SP OS |  | \$66.69 | K | 31\% | \$46.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS VARONIS |
| 5 | DASP-100K-150KMC DASP-100K-150KMS | SEL DatAdvantage - SP M24*7 SEL DatAdvantage - SP MS |  | \$14.57 | F1 | 2\% | $\$ 14.28$ $\$ 8.16$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | VARONIS VARONIS |
| 5 | DASP-100K-150KOS | SEL DatAdvantage - SP OS |  | \$35.11 | к | 31\% | \$24.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DASP-101-250MS | SEL DatAdvantage - SP MS |  | \$30.26 | F1 | 2\% | \$29.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DASP-101-2500s | SEL DatAdvantage - SP OS |  | \$127.52 | K | 31\% | \$87.99 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DASP-10K-20KMC | SEL Datadvantage - SP M $244^{4} 7$ |  | \$17.00 | F1 | 2\% | \$16.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DASP-10k-20KMS | SEL DatAdvantage - SP MS |  | \$9.72 | F1 | 2\% | \$9.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DASP-10K-20KOS | SEL Datadvantage - SP OS |  | \$40.95 | K | 31\% | \$28.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | DASP-1501-2000MS | SEL DatAdvantage - SP MS |  | \$14.30 | F1 | 2\% | \$14.01 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DASP-1501-20000s | SEL Datadvantage - SP OS |  | \$60.26 | K | 31\% | $\$ 41.58$ <br> $\$ 14$ <br> 804 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | DASP-150K-MC DASP-150-MS | SEL DatAdvantage - SP M24*7 SEL DatAdvantage - ${ }^{\text {SP MS }}$ M |  | $\begin{gathered} \$ 14.33 \\ \$ 8.19 \end{gathered}$ | F1 | 2\% | $\$ 14.04$ $\$ 8.03$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | DASP-150k-OS | SEL DatAdvantage - SP OS |  | \$34.51 | k | 31\% | \$23.81 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | ${ }_{\text {S }}$ \$0.00 | \$0.00 | Varonis |
| 5 | DASP-2001-2500MS | SEL DatAdvantage - SP MS |  | \$13.32 | F1 | 2\% | \$13.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DASP-2001-25000S | SEL DatAdvantage - SP OS |  | \$56.15 | k | 31\% | \$38.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DASP-20K-35KMC | SEL Datadvantage - SP M24*7 |  | \$16.03 | F1 | 2\% | \$15.71 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | DASP-20K-35MS | SEL DatAdvantage - SP MS |  | \$9.16 | F1 | 2\% | \$8.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DASP-20K-35KOS | SEL DatAdvantage - - SP OS SEL DatAdvantage - SP MS |  | \$38.62 \$12.49 | K F1 | $31 \%$ $2 \%$ | \$26.65 $\$ 12.24$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | DASP-2501-40000s | SEL DatAdvantage- - SP OS |  | \$52.65 | \% | 31\% | ${ }_{\text {\$36.33 }}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DASP-251-500MS | SEL DatAdvantage - SP MS |  | \$23.04 | F1 | 2\% | \$22.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DASP-251-5000S | SEL DatAdvantage - SP OS |  | \$97.11 | K | 31\% | \$67.01 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DASP-35K-50KMC | SEL DatAdvantage - SP M24*7 |  | \$15.54 | F1 | 2\% | \$15.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DASP-35K-50KMS | SEL DatAdvantage - SP MS |  | \$88.88 | F1 | 2\% | \$88.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS |
| 5 | DASP-35K-50KOS | SEL DatAdvantage - SP OS SEL DatAdvantage - ${ }^{\text {SP M24 }}$ M |  | \$37.45 | K F1 | 31\% | \$25.84 $\$ 19.99$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | DASP-4001-6000MS | SEL DatAdvantage - SP MS |  | \$11.66 | F1 | 2\% | \$11.43 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DASP-4001-60000S | SEL DatAdvantage - SP OS |  | \$49.14 | K | 31\% | \$33.91 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DASP-501-750MS | SEL DatAdvantage - SP MS |  | \$18.60 | F1 | 2\% | \$18.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 5 | DASP-501-7500S | SEL DatAdvantage - SP OS |  | \$78.38 | K | 31\% | \$54.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS VARONIS |
| 5 | DASP-50K-100KMS | SEL Datadvantage - SP MS |  | \$15.06 $\$ 8.61$ | F1 | 2\% | \$14.76 $\$ 8.44$ | $\$ 0.00$ $\$ 0.00$ | \$ $\$ 0.00$ | \$ ${ }_{\text {\$0.00 }}$ | \$0.00 $\$ 0.00$ | \$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | VARONIS |


| BAND | SKU | description | Model Sub sku | EMC LIST | category CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | WTY UPG ENH TO <br> PS WIMC PREM <br> LP | WTY UPG BASIC TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | DASP-50K-100KOS | SEL DatAdvantage - SP OS |  | \$36.28 | K | 31\% | \$25.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DASP-51-100MS | SEL DatAdvantage - SP MS |  | \$38.58 | F1 | 2\% | \$37.81 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DASP-51-1000 | SEL DatAdvantage - SP OS |  | \$162.63 | K | 31\% | \$112.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DASP-6001-8000MC | SEL DatAdvantage - SP M24*7 |  | \$18.95 | F1 | 2\% | \$18.57 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DASP-6001-8000MS | SEL DatAdvantage - SP MS |  | \$10.83 | F1 | 2\% | \$10.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DASP-6001-80000 | SEL DatAdvantage - SP OS |  | \$45.63 | K | 31\% | \$31.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DASP-751-1000MS | SEL DatAdvantage - SP MS |  | \$17.21 | F1 | 2\% | \$16.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DASP-751-10000S | SEL DatAdvantage - SP OS |  | \$72.54 | K | 31\% | \$50.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DASP-8001-10006C | SEL Datadvantage - SP ${ }^{\text {M24*7 }}$ SEL DatAdvantage - |  | \$17.97 \$10.27 | F1 | 2\% | \$17.61 $\$ 10.06$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | DASP-8001-10KOS | SEL DatAdvantage - SP OS |  | \$43.29 | K | 31\% | \$29.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DAUX-0-50MS | SEL DatAdvantage - NIX MS |  | \$55.24 | F1 | 2\% | \$54.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAUX-0-500S | SEL DatAdvantage - NIIX OS |  | \$232.83 | K | 31\% | \$160.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAUX-1001-1500MS | SEL DatAdvantage - NIX MS |  | \$15.82 | F1 | 2\% | \$15.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DAUX-1001-15000S | SEL DatAdvantage - NIX OS |  | \$66.69 | k | 31\% | \$46.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAUX-100K-150KMC | SEL Datadvantage - NIX M $244^{4} 7$ |  | \$14.57 | F1 | ${ }^{2 \%}$ | \$14.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAUX-100K-150KMS | SEL DatAdvantage - NIX MS |  | \$8.33 | F1 | 2\% | \$8.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAUX-100K-150kOS | SEL DatAdvantage - NIX OS |  | \$35.11 | K | 31\% | \$24.23 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | DAUX-101-250MS | SEL DatAdvantage - NIX MS SEL DatAdvantage - NIX OS |  | \$30.26 $\$ 127.52$ | F1 | $\begin{aligned} & 2 \% \\ & 31 \% \end{aligned}$ | \$29.65 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | DAUX-10K-20kMC | SEL DatAdvantage - NIX M24*7 |  | \$17.00 | F1 | 2\% | \$16.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAUX-10K-20KMS | SEL DatAdvantage - NIX MS |  | \$9.72 | F1 | 2\% | \$9.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DAUX-10K-20kOS | SEL DatAdvantage - NIX OS |  | \$40.95 | k | 31\% | \$28.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAUX-1501-2000MS | SEL DatAdvantage - NIX MS |  | \$14.30 | F1 | 2\% | \$14.01 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAUX-1501-20000S | SEL DatAdvantage - NIX OS |  | \$60.26 | k | 31\% | \$41.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAUX-150K-MC | SEL DatAdvantage - NIX M24*7 |  | \$14.33 | F1 | 2\% | \$14.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAUX-150K-MS | SEL Datadvantage - NIX MS |  | \$8.19 | F1 | 2\% | \$8.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAUX-150K-OS | SEL DatAdvantage - NIX OS |  | \$34.51 | K | 31\% | \$23.81 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | VARONIS |
| 5 | DAUX-2001-2500MS | SEL DatAdvantage - NIX MS |  | \$13.32 | F1 | 2\% | \$13.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | DAUX-20K-35kMC | SEL DatAdvantage - N1X M24*7 |  | \$16.03 | F1 | 2\% | \$15.71 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAUX-20K-35KMS | SEL DatAdvantage - NIX MS |  | \$9.16 | F1 | 2\% | \$8.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAUX-20K-35KOS | SEL DatAdvantage - NIX OS |  | \$38.62 | K | 31\% | \$26.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAUX-2501-4000MS | SEL DatAdvantage - NIX MS |  | \$12.49 | F1 | 2\% | \$12.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAUX-2501-40000S | SEL DatAdvantage - NIX OS |  | \$52.65 | k | 31\% | \$36.33 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAUX-251-500MS | SEL DatAdvantage - NIX MS |  | \$23.04 | F1 | 2\% | \$22.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAUX-251-5000s | SEL DatAdvantage - NIX OS |  | \$97.11 | K | 31\% | \$67.01 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAUX-35K-50kMC | SEL DatAdvantage - NIX M24*7 |  | \$15.54 | F1 | 2\% | \$15.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAUX-35K-50KMS | SEL DatAdvantage - NIX MS |  | \$8.88 | F1 | 2\% | $\$ 8.70$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAUX-35K-50KOS | SEL DatAdvantage - NIX OS |  | \$37.45 | K | 31\% | \$25.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAUX-4001-6000MC | SEL Datadvantage - NIX M $244^{*} 7$ |  | \$20.40 | F1 | 2\% | \$19.99 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAUX-4001-6000MS | SEL DatAdvantage - NIX MS SEL DatAdvantage - NIX OS |  | \$11.66 | $\begin{aligned} & \mathrm{F} 1 \\ & \mathrm{~K} \end{aligned}$ | $2 \%$ | \$11.43 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS |
| 5 | DAUX-501-750MS | SEL DatAdvantage - NIX MS |  | \$18.60 | F1 | 2\% | \$18.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAUX-501-7500s | SEL DatAdvantage - NIX OS |  | \$78.38 | k | 31\% | \$54.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAUX-50K-100kMC | SEL DatAdvantage - NIX M24*7 |  | \$15.06 | F1 | 2\% | \$14.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | varonis |
| 5 | DAUX-50K-100KMS | SEL DatAdvantage - NIX MS |  | \$8.61 | F1 | 2\% | \$8.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 5 | DAUX-50K-100KOS DAUX-51-100MS | SEL DatAdvantage - NIX OS |  | \$36.28 | K | 31\% | \$25.03 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | DAUX-51-1000S | SEL DatAdvantage - NIX OS |  | \$162.63 | \% | 31\% | \$ ${ }^{\$ 37.81}$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$ ${ }_{\text {\$0.00 }}$ | \$0.00 $\$ 0.00$ | \$0.00 | \$0.00 | \$9.00 | VARONIS |
| 5 | DAUX-6001-8000MC | SEL DatAdvantage - NIX M24*7 |  | \$18.95 | F1 | 2\% | \$18.57 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAUX-6001-8000MS | SEL DatAdvantage - NIX MS |  | \$10.83 | F1 | 2\% | \$10.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAUX-6001-80000S | SEL DatAdvantage - NIIX OS |  | \$45.63 | K | 31\% | \$31.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAUX-751-1000MS | SEL DatAdvantage - NIX MS |  | \$17.21 | F1 | 2\% | \$16.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAUX-751-10000S | SEL DatAdvantage - NIX OS |  | \$72.54 | k | 31\% | \$50.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAUX-8001-10KMC | SEL Datadvantage - NXX M $24{ }^{*} 7$ |  | \$17.97 | F1 | ${ }^{2 \%}$ | \$17.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAUX-8001-10KMS | SEL DatAdvantage - NIX MS |  | \$10.27 | F1 | 2\% | \$10.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAUX-8001-10KOS | SEL DatAdvantage - NIX OS |  | \$43.29 $\$ 5524$ | K | 31\% | \$29.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 5 | DAW-0-50MS DAW-0-500 | SEL DatAdvantage - WIN MS SEL DatAdvantage for Windows OS |  | $\$ 55.24$ $\$ 232.83$ | F1 | $\begin{aligned} & 2 \% \\ & 31 \% \end{aligned}$ | \$ $\begin{array}{r}\text { \$54.14 } \\ \$ 160.65\end{array}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | DAW-1001-1500MS | SEL DatAdvantage - WIN MS |  | \$15.82 | F1 | 2\% | \$15.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAW-1001-15000S | SEL DatAdvantage for Windows OS |  | \$66.69 | k | 31\% | \$46.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DAW-100k-150kMC | SEL DatAdvantage - WIN M24*7 |  | \$14.57 | F1 | 2\% | \$14.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAW-100K-150KMS | SEL Datadvantage - WIN MS |  | \$8.33 | F1 | 2\% | \$8.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | DAW-100K-150KOS DAW-101-250MS | SEL DatAdvantage for Windows OS |  | \$35.11 | K | 31\% | \$24.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 | VARONIS |
| 5 | DAW-101-250MS | SEL DatAdvantage - WIN MS |  | \$30.26 $\$ 127.52$ | K | 2\% | \$297.65 | \$0.00 $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$90.00 | VARONIS VARONIS |
| 5 | DAW-10K-20KMC | SEL DatAdvantage - WIN M24*7 |  | \$17.00 | F1 | 2\% | \$16.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAW-10k-20KMS | SEL Datadvantage - WIN MS |  | \$9.72 | F1 | 2\% | \$9.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAW-10K-20KOS | SEL DatAdvantage for Windows OS |  | \$40.95 | K | 31\% | \$28.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
|  | DAW-1501-2000MS | SEL DatAdvantage - WIN MS |  | \$14.30 | F1 | 2\% | \$14.01 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 5 | DAW-1501-20000S DAW-150k-MC | SEL DatAdvantage for Windows OS SEL DatAdvantage - WIN M24*7 |  | $\$ 60.26$ $\$ 14.33$ | K | $31 \%$ $2 \%$ | $\$ 41.58$ $\$ 14.04$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 5 | DAW-150K-MC | SEL DatAdvantage - WIN M24*7 SEL DatAdvantage - WIN MS |  | \$14.33 $\$ 8.19$ | F1 F1 | 2\% | \$14.04 $\$ 8.03$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS |
| 5 | DAW-150K-OS | SEL DatAdvantage for Windows OS |  | \$34.51 | k | 31\% | \$23.81 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAW-2001-2500MS | SEL DatAdvantage - WIN MS |  | \$13.32 | F1 | 2\% | \$13.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAW-2001-25000S | SEL DatAdvantage for Windows OS |  | \$56.15 | K | 31\% | \$38.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 5 | DAW-201-35KMC DAW-20K-35KMS | SEL DatAdvantage - WIN M24*7 SEL DatAdvantage - WIN MS |  | \$16.03 $\$ 9.16$ | F1 F1 | 2\% | $\$ 15.71$ $\$ 8.98$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | DAW-20k-35kOS | SEL DatAdvantage for Windows OS |  | \$38.62 | k | 31\% | \$26.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | varonis |


| BAND | SKU | description | Model Sub sku | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\left\|\begin{array}{c}\text { WTY UPG ENH TO } \\ \text { PS W/MC PREM } \\ \text { LP }\end{array}\right\|$ | WTY UPG BASIC TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | DAW-2501-4000MS | SEL Datadvantage - WIN MS |  | \$12.49 | F1 | 2\% | \$12.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAW-2501-40000S | SEL DatAdvantage for Windows OS |  | \$52.65 | K | 31\% | \$36.33 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAW-251-500MS | SEL DatAdvantage - WIN MS |  | \$23.04 | F1 | 2\% | \$22.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAW-251-5000s | SEL DatAdvantage for Windows OS |  | \$97.11 | k | 31\% | \$67.01 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAW-35K-50KMC | SEL DatAdvantage - WIN M24*7 |  | \$15.54 | F1 | 2\% | \$15.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAW-35K-50KMS | SEL DatAdvantage - WIN MS |  | \$8.88 | F1 | 2\% | \$8.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAW-35K-50KOS | SEL DatAdvantage for Windows OS |  | \$37.45 | k | 31\% | \$25.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAW-4001-6000MC | SEL DatAdvantage - WIN M24*7 |  | \$20.40 | F1 | 2\% | \$19.99 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAW-4001-6000MS | SEL DatAdvantage - WIN MS |  | \$11.66 | F1 | 2\% | \$11.43 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAW-4001-60000S | SEL DatAdvantage for Windows OS |  | \$49.14 | K | 31\% | \$33.91 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAW-501-750MS | SEL Datadvantage - WIN MS |  | \$18.60 | F1 | 2\% | \$18.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAW-501-7500S | SEL DatAdvantage for Windows OS |  | \$78.38 | K | 31\% | \$54.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAW-50k-100kMC | SEL DatAdvantage - WIN M ${ }^{\text {24*7 }}$ |  | \$15.06 | F1 | ${ }^{2 \%}$ | \$14.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAW-50k-100kMS | SEL DatAdvantage - WIN MS |  | \$8.61 | F1 | 2\% | \$8.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAW-50K-100kOS | SEL DatAdvantage for Windows OS |  | \$36.28 | K | 31\% | \$25.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAW-51-100MS | SEL DatAdvantage - WIN MS |  | \$38.58 | F1 | 2\% | \$37.81 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAW-51-1000S | SEL DatAdvantage for Windows OS |  | \$162.63 | K | 31\% | \$112.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAW-6001-8000MC | SEL DatAdvantage - WIN M24*7 |  | \$18.95 | F1 | 2\% | \$18.57 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DAW-6001-8000MS | SEL DatAdvantage - WIN MS |  | \$10.83 | F1 | 2\% | \$10.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS VARONIS |
| 5 | DAW-60001-80000s | SEL DatAdvantage fo Windows OS |  | \$45.63 | K | 31\% | $\$ 31.48$ $\$ 16.87$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | varonis |
| 5 5 | DAW-751-1000MS DAW-751-1000)s | SEL DatAdvantage - WIN MS SEL DatAdvantage for Windows OS |  | \$17.21 $\$ 72.54$ | F1 | $\begin{aligned} & 2 \% \\ & 31 \% \end{aligned}$ | \$16.87 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | VARONIS VARONIS |
| 5 | DAW-8001-10KMC | SEL DatAdvantage - WIN M24*7 |  | \$17.97 | F1 | 2\% | \$17.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DAW-8001-10KMS | SEL Datadvantage - WIN MS |  | \$10.27 | F1 | 2\% | \$10.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | varonis |
| 5 | DAW-8001-10KOS | SEL DatAdvantage for Windows OS |  | \$43.29 | k | 31\% | \$29.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DB-0-50MS | SEL DatAlert MS |  | \$38.67 | F1 | 2\% | \$37.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DB-0-500S | SEL Datalert OS |  | \$162.98 | K | 31\% | \$112.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DB-1001-1500MS | SEL DatAlert MS |  | \$11.08 | F1 | 2\% | \$10.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DB-1001-15000s | SEL DatAlert OS ${ }^{\text {S }}$ |  | \$46.68 | K | 31\% | \$32.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DB-100K-150KMC | SEL DatAlert M24*7 |  | \$10.20 | F1 | 2\% | \$10.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DB-100K-150KMS | SEL DatAlert MS |  | \$5.83 | F1 | 2\% | \$5.71 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DB-100K-150KOS | SEL DatAlert OS |  | \$24.57 | K | 31\% | \$16.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DB-101-250MS | SEL DatAlert MS SEL DatAlert OS |  | \$21.18 | F1 | 2\% | \$20.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | DB-10K-20KMC | SEL Datalert M24*7 |  | \$11.90 | F1 | 2\% | \$11.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DB-10K-20KMS | SEL DatAlert MS |  | \$6.80 | F1 | 2\% | \$6.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DB-10K-20KOS | SEL DatAlert OS |  | \$28.67 | K | 31\% | \$19.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DB-1501-2000MS | SEL DatAlert MS |  | \$10.01 | F1 | 2\% | \$9.81 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DB-1501-20000S | SEL DatAlert OS |  | \$42.18 | K | 31\% | \$29.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS VARONIS |
| 5 5 | DB-150K-MC | SEL DatAlert M $24^{*}{ }^{\text {a }}$ |  | $\$ 10.03$ $\$ 573$ | F1 F1 | 2\% | \$9.83 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ 5000 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | DB-150k-OS | SEL DatAler MS |  | \$5.73 $\$ 24.16$ | K | 31\% | \$ $\$ 16.62$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | S0.00 $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DB-2001-2500MS | SEL DatAlert MS |  | \$9.33 | F1 | 2\% | \$9.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DB-2001-25000S | SEL Datalert OS |  | \$39.31 | K | 31\% | \$27.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DB-20K-35KMC | SEL DatAlert M24*7 |  | \$11.22 | F1 | ${ }^{2 \%}$ | \$11.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DB-20K-35KMS | SEL DatAlert MS |  | \$66.41 | F1 | $2 \%$ $31 \%$ | $\$ 6.28$ $\$ 18.65$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 5 | DB-20-35KOS | SEL DatAlert OS |  | \$27.03 $\$ 8.74$ | K F1 | 31\% | \$18.65 $\$ 8.57$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | DB-2501-40000s | SEL DatAlert OS |  | \$36.86 | K | 31\% | \$25.43 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DB-251-500MS | SEL DatAlert MS |  | \$16.13 | F1 | 2\% | \$15.81 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DB-251-5000 | SEL DatAlert OS |  | \$67.98 | k | 31\% | \$46.91 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DB-35K-50KMC | SEL DatAlert M24*7 |  | \$10.88 | F1 | 2\% | \$10.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | DB-35K-50KMS | SEL DatAlert MS |  | \$6.22 | F1 | 2\% | \$6.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS VARONIS |
| 5 5 | DB-35K-50KOS | SEL DatAlert OS ${ }_{\text {S }}$ |  | \$26.21 | K | 31\% | \$18.08 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ 5000 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | VARONIS VARONIS |
| 5 | DB-4001-6000MS | SEL DatAlert MS |  | \$14.28 $\$ 8.16$ | F1 | 2\% | \$ $\$ 8.00$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DB-4001-60000S | SEL DatAlert OS |  | \$34.40 | K | 31\% | \$23.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DB-501-750MS | SEL Datalert MS |  | \$13.02 | F1 | 2\% | \$12.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DB-501-7500s | SEL Datalert OS |  | \$54.87 | K | 31\% | \$37.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DB-50K-100kMC | SEL DatAlert M24*7 |  | \$10.54 | F1 | 2\% | \$10.33 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS VARONIS |
| 5 | DB-50k-100kOS | SEL DatAlert OS |  | \$25.39 | K | 31\% | \$17.52 | \$0.00 | \$ $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 000$ | \$8000 | \$0.00 | \$0.00 | VARONIS |
|  | DB-51-100MS | SEL DatAlert MS |  | \$27.01 | F1 | 2\% | \$26.47 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DB-51-1000S | SEL Datalert OS |  | \$113.84 | K | 31\% | \$78.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DB-6001-8000MC | SEL Datalert M24*7 |  | \$13.26 | F1 | 2\% | \$12.99 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DB-6001-8000MS | SEL DatAlert MS |  | $\$ 7.58$ $\$ 3.94$ | F1 | 2\% | \$77.43 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 5 | DB-6001-80000S DB-751-1000MS | SEL DatAlert OS |  | \$31.94 \$12.05 | K F1 | 31\% | \$22.04 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | DB-751-10000 | SEL DatAlert OS |  | \$50.78 | k | 31\% | \$35.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DB-8001-10KMC | SEL DatAlert M24*7 |  | \$12.58 | F1 | 2\% | \$12.33 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DB-8001-10KMS | SEL DatAlert MS |  | \$7.19 | F1 | 2\% | \$7.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DB-8001-10KOS | SEL Datalert OS |  | \$30.30 | K | 31\% | \$20.91 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 000$ | \$0.00 | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | VARONIS |
| 5 | DBMI-INS-004 | SEL Datadobi Daily Rate SEL Tier 2: 9TB-12TB Node capacity |  | \$2,941.00 | F1 | 2\% | \$2,882.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | DATA DOBI DATA DOBI |
| 5 | DBMIL-LC-002 | SEL Tier 2: 9TB-12TB Node capacity |  | \$ $\$ 1,047.00$ | K | 31\% | \$ $\$$ \$722.43 | \$\$000 | \$\$0.00 | \$0.00 | \$9.00 | \$9.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | DATA DOBI DATA DOBI |
| 5 | DBMI-LIC-004 | SEL Tier 4: 109TB-144TB Node Capacaity |  | \$12,519.00 | k | 31\% | ${ }_{\$ 8,638.11}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | DATA DOBI |
| 5 | DBMIL-LIC-005 | SEL Tier 5: 145TB-216TB Node Capacity |  | \$17,882.00 |  | 31\% | \$12,338.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | data dobi |
| 5 | DBMI-LIC-006 | SEL Tier6 2216 TBP (236-354) Node Capacity |  | \$29,305.00 | K | 31\% | \$20,220.45 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | DATA DOBI |
| 5 | DBMI-MCD-000 | SEL Migrate NAS-to-silon Unlimited TB |  | \$1,423,076.92 | k | 31\% | \$981,923.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | DATA DOBI |
| 5 | DBMM-MCD-020 | SEL Migrate NAS-to-Ision Initial 50 |  | \$42,348.00 | k | 31\% | \$29,220.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | DATA DOBI |


| BAND | SKU | description | $\begin{aligned} & \text { Model Sub } \\ & \text { ckil } \end{aligned}$ sku | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\left\|\begin{array}{c}\text { WTY UPG ENH TO } \\ \text { PS W/MC PREM } \\ \text { LP }\end{array}\right\|$ | wTY UPG BASIC TO PS ENH LP | Renewal | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | DBMI-MCD-021 | SEL Migrate NAS-to-Isilon Addl 10 |  | \$6,489.00 | k | 31\% | \$4,477.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | DATA DOBI |
| 5 | DBMI-MCD-055 | SEL Datadobi Migrate Service |  | \$1,098.00 | F1 | 2\% | \$1,076.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | data dobi |
| 5 | DBMI-MCD-200 | SEL Migrate NAS-to-ssion Initial 200 |  | \$109,230.77 | k | 31\% | \$75,369.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | data dobi |
| 5 | DBMI-MCD-500 | SEL Migrate NAS-to-sision Initial 500 |  | \$243,076.92 | K | 31\% | \$167,723.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | data dobi |
| 5 | DBMI-MNT-002 | SEL Tier 2: 9TB-12TB Node Capacity Mtn |  | \$170.00 | F1 | 2\% | \$166.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | DATA DOBI |
| 5 | DBMI-MNT-003 | SEL Tier 3: 13TB-108TB Node Capacity Mtn |  | \$959.00 | F1 | 2\% | \$939.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | data dobi |
| 5 | DBMI-MNT-004 | SEL Tier 4 109TB-144TB Node Capacity Mtn |  | \$2,012.00 | F1 | 2\% | \$1,971.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | data dobi |
| 5 | DBMI-MNT-005 | SEL Tier 5 145TB-216TB Node Capacity Mtn |  | \$2,873.00 | F1 | 2\% | \$2,815.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | DATA DOBI |
| 5 | DBMI-MNT-006 | SEL Tier $6>216$ TB (236-354) Node Cap Mtn |  | \$4,707.00 | F1 | 2\% | \$4,612.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | DATA DOBI |
| 5 | DBMVNX-INS-004 | SEL Datadobi Daily Rate for VNX/Unity |  | \$12,941.00 | F1 | 2\% | \$2,882.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | DATA DOBI |
| 5 | DBMVNX-MCD-000 | SEL Migrate NAS-to-VNXXUnity UnlimitedTB |  | \$1,423,076.92 | k | 31\% | \$981,923.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | DATA DOBI |
| 5 | DBMVNX-MCD-020 | SEL Migrate NAS-to-VNX/Unity Initial 50 |  | \$42,348.00 | k | 31\% | \$29,220.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | data dobi |
| 5 | DBMVNX-MCD-021 | SEL Migrate NAS-to-VNX/Unity Addl 10 |  | \$6,489.00 | K | 31\% | \$4,477.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | DATA DOBI |
| 5 | DBMVNX-MCD-055 | SEL Migrate Service Any NAS to VNX/Unity |  | \$1,098.00 | F1 | 2\% | \$1,076.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | data dobi |
| 5 | DBMVNX-MCD-200 | SEL Migrate NAS-to-VNX/Unity Initial 200 |  | \$109,230.77 | k | 31\% | \$75,369.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | DATA DOBI |
| 5 | DBMVNX-MCD-500 | SEL Migrate NAS-to-VNX/Unity litital 500 |  | \$243,076.92 | k | 31\% | \$167,723.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | DATA DOBI |
| 5 | DBRI-MCD-010 | SEL Replicate 10TB to NAS Annual Sub |  | \$6,489.23 | k | 31\% | \$4,477.57 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | DATA DOBI |
| 5 | DBRI-MCD-050 | SEL Replicate 50TB to NAS Annual Sub |  | \$42,347.69 | k | 31\% | \$29,219.91 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | data dobi |
| 5 | DBRI-MCD-060 | SEL Replicate 50 TB to NAS One-time Lic |  | \$71,150.77 | K | 31\% | \$49,094.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | DATA DOBI |
| 5 | DBRI-MCD-061 | SEL Replicate 50 TB to NAS Annual Maint |  | \$11,470.59 | F1 | 2\% | \$11,241.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | data dobi |
| 5 | DBR1-MCD-062 | SEL Replicate 10TB to NAS One-time Lic |  | \$14,284.62 | k | 31\% | \$9,856.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | dATA DOBI |
| 5 | DRRI-MCD-063 | SEL Replicate 10TB to NAS Annual Maint |  | \$2,305.88 | F1 | 2\% | \$2,259.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | DATA DOBI |
| 5 | DBRVNX-MCD-010 | SEL Replicate 10TB to NAS Annual Sub |  | \$6,489.23 | k | 31\% | \$4,477.57 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | data dobi |
| 5 | DBRVNX-MCD-050 | SEL Replicate 50TB to NAS Annual Sub |  | \$42,347.69 | k | 31\% | \$29,219.91 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | data dobi |
| 5 | DBRVNX-MCD-060 | SEL Replicate 50 TB to NAS One-time Lic |  | \$71,150.77 | k | 31\% | \$49,094.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | data dobi |
| 5 | DBRVNX-MCD-061 | SEL Replicate 50 TB to NAS Annual Maint |  | \$11,470.59 | F1 | 2\% | \$11,241.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | DATA DOBI |
| 5 | DBRVNX-MCD-062 | SEL Replicate 10TB to NAS One-time Lic |  | \$14,284.62 | K | 31\% | \$9,856.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | data dobi |
| 5 | DBRVNX-MCD-063 | SEL Replicate 10TB to NAS Annual Maint |  | \$2,305.88 | F1 | 2\% | \$2,259.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | DATA DOBI DATA DOBI |
| 5 5 | DBSI-MCD-010 | SEL Sync 10TB to S3 Annual Subscription SEL Sync 50TB to 3 Annual Subscrition |  | $\$ 6,489.23$ $\$ 4234769$ | k | $31 \%$ $31 \%$ | $\$ 4,477.57$ \$2921991 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | DATA DOBI |
| 5 | DBSI-MCD-005 | SEL Sync 50 Tt to S 3 Annual Subscription |  | \$ ${ }^{\$ 42,347.69} \mathbf{\$ 7 1 , 1 5 0 . 7 7}$ | k | 31\% | \$ ${ }^{\text {\$49,29,991 }}$ | $\$ 0.00$ $\$ 0.00$ | \$ $\$ 0.00$ | \$0.00 | \$0.00 $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$ $\$ 0.00$ | DATA Dobi |
| 5 | DBSI-MCD-061 | SEL Sync 50TB to S3 Annual Maintenance |  | \$11,470.59 | F1 | 2\% | \$11,241.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | data dobi |
| 5 | DBSI-MCD-062 | SEL Sync 10TB to S3 One-time License |  | \$14,284.62 | k | 31\% | \$9,856.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | DATA DOBI |
| 5 | DBSI-MCD-063 | SEL Sync 10TB to S3 Annual Maintenance |  | \$2,305.88 | F1 | 2\% | \$2,259.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | data dobi |
| 5 | DBSVNX-MCD-010 | SEL Sync 10TB to S3 Annual Subscription |  | \$6,489.23 | k | 31\% | \$4,477.57 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | DATA DOBI |
| 5 | DBSVNX-MCD-050 | SEL Sync 50TB to S3 Annual Subscription |  | \$42,347.69 | k | 31\% | \$29,219.91 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | DATA DOBI |
| 5 | DBSVINX-MCD-060 | SEL Sync 50TB to S3 One-time License |  | \$71,150.77 | K | 31\% | \$49,094.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | DATA DOBI |
| 5 | DBSVNX-MCD-061 | SEL Sync 50TB to S3 Annual Maintenance |  | \$11,470.59 | F1 | 2\% | \$11,241.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | data dobi |
| 5 | DBSVVXX-MCD-062 | SEL Sync 10TB to S S $^{\text {O }}$ Ne-time License |  | \$14,284.62 | K | 31\% | \$9,856.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | DATA DOBI |
| 5 | DBSVNX-MCD-063 | SEL Sync 10TB to S3 Annual Maintenance |  | \$2,305.88 | F1 | 2\% | \$2,259.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | DATA DOBI |
| 5 | DCFF-0-50MS | SEL Data Classification MS |  | \$39.77 | F1 | $2 \%$ $31 \%$ | \$38.97 $\$ 11566$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 5 | DCF-0-500S | SEL Data Classification Framework OS |  | \$167.63 | $\begin{aligned} & K \\ & F 1 \end{aligned}$ | 31\% | \$115.66 | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \\ & \end{aligned}$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS |
| 5 | DCF-1001-15000s | SEL Data Classififaction Framework OS |  | \$48.02 | k | 31\% | \$33.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | S0.00 | \$0.00 | VARONIS |
| 5 | DCF-100k-150kMC | SEL Data Classification M24x7 |  | \$10.49 | F1 | 2\% | \$10.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DCF-100k-150kMS | SEL Data Classification MS |  | \$6.00 | F1 | 2\% | \$5.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DCF-100K-150KOS | SEL Data Classificiction Framework OS |  | \$25.28 | K | 31\% | \$17.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | DCF-101-250MS | SEL Data Classification MS ${ }_{\text {SEL }}$ |  | \$21.79 | F1 | 2\% | \$21.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | DCF-10K-20KMC | SEL Data Classification M24x7 |  | \$12.24 | F1 | 2\% | \$12.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCF-10K-20kMS | SEL Data Classification MS |  | \$7.00 | F1 | 2\% | \$6.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCF-10K-20KOS | SEL Data Classification Framework OS |  | \$29.48 | k | 31\% | \$20.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCF-1501-2000MS | SEL Data Classification MS |  | \$10.29 | F1 | 2\% | \$10.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | DCF-1501-20000S | SEL Data Classification Framework OS |  | \$43.38 | K | 31\% | \$29.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCF-150K-MC | SEL Data Classification M24x7 |  | \$10.32 | F1 | 2\% | \$10.11 $\$ 5.78$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | DCF-150k-MS DCF-150k-OS | SEL Data Classification MS |  | \$55.90 $\$ 24.85$ | F1 | 2\% | $\$ 5.78$ $\$ 17.15$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$80.00 | \$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$8000 | VARONIS |
| 5 | DCF-2001-2500MS | SEL Data Classification MS |  | \$9.59 | F1 | 2\% | \$9.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCF-2001-25000s | SEL Data Classification Framework OS |  | \$40.43 | K | 31\% | \$27.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCF-20K-35KMC | SEL Data Classification M24×7 |  | \$11.54 | F1 | 2\% | \$11.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCF-20K-35KMS | SEL Data Classification MS |  | \$6.60 | F1 | 2\% | $\$ 6.47$ $\$ 1918$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 5 | DCF-20K-35KS DCF-2501-4000MS | SEL Data Classification Framework OS SEL Data Classification MS |  | $\$ 27.80$ $\$ 8.99$ | K1 | 31\% | \$19.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | DCF-2501-40000s | SEL Data Classification Framework OS |  | \$37.91 | k | 31\% | \$26.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCF-251-500MS | SEL Data Classification MS |  | \$16.59 | F1 | 2\% | \$16.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DCF-251-5000S | SEL Data Classification Framework OS |  | \$69.92 | K | 31\% | \$48.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCF-35-50KMC | SEL Data Classification M24x7 |  | \$11.19 | F1 | 2\% | \$10.97 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCF-35K-50KMS | SEL Data Classification MS |  | \$6.40 | F1 | 2\% | \$6.27 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCF-35K-50KOS DCF-4001-6000MC | SEL Data Classification Framework OS SEL Data Classification M24x7 |  | \$26.95 $\$ 14.69$ | K | $31 \%$ $2 \%$ | $\$ 18.60$ $\$ 14.40$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | $\$ 0.00$ $\$ 0.00$ | \$0.00 |  |
| 5 | DCF-4001-6000MC | SEL Data Classification M24x7 SEL Data Classification MS |  | \$14.69 $\$ 8.39$ | F1 F1 | 2\% | $\$ 14.40$ $\$ 8.22$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS |
| 5 | DCF-4001-60000S | SEL Data Classification Framework OS |  | \$35.38 | k | 31\% | \$24.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCF-501-750MS | SEL Data Classification MS |  | \$13.39 | F1 | 2\% | \$13.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCF-501-7500 | SEL Data Classification Framework OS |  | \$56.45 | K | 31\% | \$38.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCF-50k-100kMC | SEL Data Classification M24x7 |  | \$10.84 | F1 | 2\% | \$10.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 5 | DCF-50K-100KMS DCF-50-100KOS | SEL Data Classification MS SEL Data Classification Framework OS |  | $\$ 6.20$ $\$ 26.11$ | F1 | 2\% | $\$ 6.08$ $\$ 18.02$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | DCF-51-100MS | SEL Data Classification MS |  | \$27.78 | F1 | 2\% | \$27.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCF-51-1000S | SEL Data Classification Framework OS |  | \$117.09 | K | 31\% | \$80.79 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
|  | DCF-6001-8000MC | SEL Data Classification M24x7 |  | \$13.64 |  | 2\% | \$13.37 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |


| BAND | SKU | description | $\begin{aligned} & \text { Model Sub } \\ & \text { ckil } \end{aligned}$ sku | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | WTY UPG ENH TO <br> PS W/MC PREM <br> LP | wTY UPG BASIC TO PS ENH LP | Renewal | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | DCF-6001-8000MS | SEL Data Classification MS |  | \$7.79 | F1 | 2\% | \$7.63 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCF-6001-80000s | SEL Data Classification Framework OS |  | \$32.85 | k | 31\% | \$22.67 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCF-751-1000MS | SEL Data Classification MS |  | \$12.39 | F1 | 2\% | \$12.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DCF-751-10000s | SEL Data Classification Framework OS |  | \$52.23 | k | 31\% | \$36.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCF-8001-10KMC | SEL Data Classification M24x7 |  | \$12.94 | F1 | 2\% | \$12.68 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCF-8001-10kMs | SEL Data Classification MS |  | \$7.39 | F1 | 2\% | \$7.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCF-8001-10KOS | SEL Data Classification Framework OS |  | \$31.17 $\$ 397$ | F1 | 31\% | \$21.51 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCFU-0-50MS | SEL Data Classification - Unix MS |  | \$39.77 | F1 | 2\% | \$38.97 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCFCU-0-5001-1500M | SEL DataClass Framework for UNIX OS SEL Data Classification - Unix MS |  | \$167.64 $\$ 11.39$ | K F1 | $31 \%$ $2 \%$ | \$115.67 $\$ 11.16$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | DCFU-1001-15000 | SEL DataClass Framework for UNIX os |  | \$48.02 | k | 31\% | \$33.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | varonis |
| 5 | DCFU-100k-150kMC | SEL Data Classification - Unix M24x7 |  | \$10.49 | F1 | 2\% | \$10.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCFU-100K-150KMS | SEL Data Classification- Unix MS |  | \$6.00 | F1 | 2\% | \$5.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCFU-100k-150KOS | SEL DataClass Framework for UNIX OS |  | \$25.27 | k | 31\% | \$17.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | varonis |
| 5 | DCFU-101-250MS | SEL Data Classification - Unix MS |  | \$21.79 | F1 | 2\% | \$21.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCFU-101-2500s | SEL DataClass Framework for UNIX OS |  | \$91.82 | k | 31\% | \$63.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCFU-10k-20KMC | SEL Data Classification - Unix M24*7 |  | \$12.24 | F1 | 2\% | \$12.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9.00 | \$0.00 | VARONIS |
| 5 | DCFU-10K-20KMS | SEL Data Classification - Unix MS |  | $\$ 7.00$ $\$ 2948$ | F1 | 2\% | $\$ 6.86$ $\$ 2034$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS |
| 5 | DCFU-10K-20KOS <br> DCFU-1501-2000MS | SEL DataClass Framework for UNIX OS SEL Data Classification - Unix MS |  | $\begin{aligned} & \$ 9.48 \\ & \$ 10.29 \end{aligned}$ | $\begin{aligned} & K \\ & F 1 \end{aligned}$ | $\begin{aligned} & 31 \% \\ & 2 \% \end{aligned}$ | $\$ 20.34$ $\$ 10.08$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | VARONIS VARONIS |
| 5 | DCFU-1501-20000 | SEL DataClass Framework for UNIX OS |  | \$43.38 | k | 31\% | \$29.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DCFU-150K-MC | SEL Data Classification - Unix M24x7 |  | \$10.32 | F1 | 2\% | \$10.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | varonis |
| 5 | DCFU-150K-MS | SEL Data Classification - Unix MS |  | \$5.90 | F1 | 2\% | \$5.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCFU-150K-OS | SEL DataClass Framework for UNIX OS |  | \$24.85 | k | 31\% | \$17.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DCFU-2001-2500MS | SEL Data Classification - Unix MS |  | \$9.59 | F1 | 2\% | \$9.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCFU-2001-25000 | SEL DataClass Framework for UNIX OS |  | \$40.44 | k | 31\% | \$27.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCFU-20K-35KMC | SEL Data Classification - Unix M24×7 |  | \$11.54 | F1 | 2\% | \$11.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCFU-20K-35MS DCFU-20k-35KO | SEL Data Classification - Unix MS |  | \$6.60 | F1 | 2\% | \$6.47 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCFU-2501-4000MS | SEL Data Classification - Unix MS |  | $\$ 27.80$ $\$ 8.99$ | K | 31\% | $\$ 19.18$ $\$ 8.81$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | DCFU-2501-40000s | SEL DataClass Framework for UNIX OS |  | \$37.91 | k | 31\% | \$26.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DCFU-251-500MS | SEL Data Classification - Unix MS |  | \$16.59 | F1 | 2\% | \$16.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCFU-251-5000 | SEL DataClass Framework for UNIX OS |  | \$69.92 | K | 31\% | \$48.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCFU-35K-50KMC | SEL Data Classification - Unix M24x7 |  | \$11.19 | F1 | 2\% | \$10.97 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCFU-35K-50KMS | SEL Data Classification - Unix MS |  | \$6.40 | F1 | 2\% | \$6.27 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DCFU-35K-50KOS | SEL DataClass Framework for UNIX OS |  | \$26.96 | K | 31\% | \$18.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCFU-4001-6000MC | SEL Data Classification - Unix M24x7 |  | \$14.69 | F1 | 2\% | \$14.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCFU-4001-6000MS | SEL Data Classification - Unix MS |  | \$8.39 | F1 | 2\% | \$8.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DCFU-4001-60000S | SEL DataClass Framework for UNIX OS |  | \$35.38 | K | 31\% | \$24.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCFU-501-750MS | SEL Data Classification - Unix MS |  | \$13.39 | F1 | 2\% | \$13.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DCFU-501-7500 | SEL DataClass Framework for UNIX OS |  | \$56.44 | k | 31\% | \$38.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCFU-50K-100KMC | SEL Data Classification - Unix M24*7 |  | \$10.84 | F1 | 2\% | \$10.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCFU-50K-100KMS | SEL Data Classification - Unix MS |  | \$6.20 | F1 | 2\% | \$6.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCFU-50K-100KOS | SEL DataClass Framework for UNIX OS |  | \$26.11 | K | 31\% | \$18.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCFU-51-100MS | SEL Data Classification - Unix MS |  | \$27.78 | F1 | 2\% | \$27.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | DCFU-51-1000S CCU-6001-8000 | SEL DataClass Framework for UN1X OS SEL Data Classification - Unix M24*7 |  | \$117.09 | K | 31\% | $\$ 80.79$ $\$ 13.37$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | DCFU-6001-8000MS | SEL Data Classification - Unix MS |  | \$ $\$ 7.79$ | F1 | 2\% | \$7.63 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9.00 | \$0.00 | VARONIS |
| 5 | DCFU-6001-80000S | SEL DataClass Framework for UNIX OS |  | \$32.85 | k | 31\% | \$22.67 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DCFU-751-1000MS | SEL Data Classifiction - Unix MS |  | \$12.39 | F1 | 2\% | \$12.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCFU-751-10000S | SEL DataClass Framework for UNIX OS |  | \$52.23 | K | 31\% | \$36.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS VARONIS |
| 5 | DCFU-8001-10KMC | SEL Data Classification - Unix M24×7 |  | \$12.94 | F1 | 2\% | $\$ 12.68$ $\$ 7.24$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 5 | DCFU-8001-10KMS DCFU-8001-10KOS | SEL Data Classification - Unix MS SEL DataClass Framework for UNIX OS |  | $\$ 7.39$ $\$ 31.17$ | $\begin{aligned} & \mathrm{F}_{1} \\ & \mathrm{~K} \end{aligned}$ | $\begin{gathered} 2 \% \\ 31 \% \end{gathered}$ | \$7.24 | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | DCL-0-50MS | SEL Data Classification Labels MS |  | \$16.57 | F1 | 2\% | \$16.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DCL-0-500S | SEL Data Classification Labels OS |  | \$69.85 | K | 31\% | \$48.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCL-1001-1500MS | SEL Data Classification Labels MS |  | \$4.75 | F1 | 2\% | \$4.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCL-1001-15000S | SEL Data Classification Labels OS |  | \$20.01 | K | 31\% | \$13.81 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 5 | DCL-100K-150KMC DCL-100k-150kMS | SEL Data Classification Labels M $24{ }^{4} 7$ SEL Data Classification Labels MS |  | $\$ 4.37$ $\$ 2.50$ | F1 F1 | 2\% | \$ ${ }_{\text {\$2.45 }}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | DCL-100K-150KOS | SEL Data Classification Labels OS |  | \$10.53 | k | 31\% | \$7.27 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | ${ }_{\text {S }}$ \$0.00 | \$0.00 | VARONIS |
| 5 | DCL-101-250Ms | SEL Data Classification Labels MS |  | \$9.08 | F1 | 2\% | \$8.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DCL-101-2500s | SEL Data Classification Labels OS |  | \$38.26 | K | 31\% | \$26.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCL-100-20KMC | SEL Data Classification Labels M24*7 |  | \$5.10 | F1 | 2\% | \$5.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | DCL-10K-20KMS | SEL Data Classification Labels MS |  | \$2.91 | F1 | 2\% | \$2.85 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCL-10K-20KOS | SEL Data Classification Labels OS SEL Data Classification Labels |  | $\$ 12.29$ $\$ 4.29$ | K F1 | $31 \%$ $2 \%$ | $\$ 8.48$ $\$ 4.20$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | DCL-1501-20000s | SEL Data Classifification Labels OS |  | \$ ${ }^{\text {\$4.29 }}$ | K | 31\% | \$ $\$ 2.48$ | S0.00 | \$0.00 | \$0.00 | S0.00 | \$ $\$ 0.00$ | S0.00 $\$ 0.00$ | \$0.00 | VARONIS |
| 5 | DCL-150K-MC | SEL Data Classification Labels M24*7 |  | \$4.30 | F1 | 2\% | \$4.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DCL-150K-MS | SEL Data Classification Labels MS |  | \$2.46 | F1 | 2\% | \$2.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCL-150K-OS | SEL Data Classification Labels OS |  | \$10.35 | K | 31\% | \$7.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCL-2001-2500MS | SEL Data Classification Labels MS |  | \$4.00 | F1 | 2\% | \$3.92 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS VARONIS |
| 5 | DCL-2001-2500S DCL-20k-35MC | SEL Data Classification Labels OS SEL Data Classification Labels M24 ${ }^{4} 7$ |  | \$16.85 $\$ 4.81$ | K F1 | 31\% | \$11.63 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | DCL-20K-35KMS | SEL Data Classification Labels MS |  | \$2.75 | F1 | 2\% | \$2.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DCL-205-35KOS | SEL Data Classification Labels OS |  | \$11.58 | K | 31\% | \$7.99 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCL-2501-4000MS | SEL Data Classification Labels MS |  | \$3.75 | F1 | 2\% | \$3.68 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 5 | DCL-2501-40000S | SEL Data Classification Labels OS |  | \$15.80 | K | 31\% | \$10.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS VARONIS |
| 5 | DCL-251-5000s | SEL Data Classififation Labels OS |  | \$6.91 $\mathbf{\$ 2 9 . 1 3}$ | K | 31\% | \$20.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |


| BAND | SKU | description | $\begin{aligned} & \text { Model Sub } \\ & \text { ckil } \end{aligned}$ sku | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | WTY UPG ENH TO <br> PS W/MC PREM <br> LP | wTY UPG BASIC TO PS ENH LP | Renewal | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | DCL-35K-50KMC | SEL Data Classification Labels M24*7 |  | \$4.66 | F1 | 2\% | \$4.57 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCL-35k-50KMS | SEL Data Classification Labels MS |  | \$2.66 | F1 | 2\% | \$2.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCL-35k-50KOS | SEL Data Classification Labels OS |  | \$11.23 | k | 31\% | \$7.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DCL-4001-6000MC | SEL Data Classification Labels M24*7 |  | \$6.12 | F1 | 2\% | \$6.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCL-4001-6000MS | SEL Data Classification Labels MS |  | \$3.50 | F1 | 2\% | \$3.43 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCL-4001-60000S | SEL Data Classification Labels OS |  | \$14.74 | K | 31\% | \$10.17 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCL-501-750MS | SEL Data Classification Labels MS |  | \$55.58 | F1 | 2\% | \$55.47 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 5 | DCL-501-7500s | SEL Data Classification Labels OS |  | \$23.52 | K | 31\% | \$16.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 5 | ${ }^{\text {DCL-50K-100KMC }}$ | SEL Data Classification Labels M24** |  | \$4.52 <br> $\$ 2.58$ | F1 F1 | 2\% | \$4.43 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | DCL-50K-100KOS | SEL Data Classification Labels OS |  | \$10.88 | k | 31\% | \$7.51 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | varonis |
| 5 | DCL-51-100MS | SEL Data Classification Labels MS |  | \$11.58 | F1 | 2\% | \$11.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCL-51-1000s | SEL Data Classification Labels OS |  | \$48.79 | k | 31\% | \$33.67 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCL-60001-8000MC | SEL Data Classification Labels M24*7 |  | \$5.68 | F1 | ${ }^{2 \%}$ | \$5.57 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCL-6001-8000MS | SEL Data Classification Labels MS |  | \$3.25 | F1 | 2\% | \$3.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCL-6001-80000s | SEL Data Classification Labels OS |  | \$13.69 | k | 31\% | \$9.45 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCL-751-1000MS | SEL Data Classification Labels MS |  | \$5.16 | F1 | 2\% | \$5.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9.00 | \$0.00 | VARONIS |
| 5 | DCL-751-10000S | SEL Data Classification Labels OS |  | \$21.76 $\$ 5.39$ | K | 31\% | \$15.01 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS |
| $5$ | DCL-8001-10KMC | SEL Data Classification Labels M24*7 SEL Data Classification Labels MS |  | $\begin{aligned} & \$ 5.39 \\ & \$ 3.08 \end{aligned}$ | $\begin{aligned} & F_{1} \\ & \text { F1 } \end{aligned}$ | $\begin{aligned} & 2 \% \\ & 2 \% \\ & 2 \% \end{aligned}$ | $\$ 5.28$ $\$ 3.02$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 000 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | DCL-8001-10KOS | SEL Data Classification Labels OS |  | \$12.99 | k | 31\% | \$8.96 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCOD-0-50MS | SEL Data Classification - OD MS |  | \$39.77 | F1 | 2\% | \$38.97 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCOD-0-500s | SEL DCF for OneDrive OS |  | \$167.63 | K | 31\% | \$115.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCOD-1001-1500MS | SEL Data Classification - OD MS |  | \$11.39 | F1 | 2\% | \$11.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | DCOD-1001-15000S DCOD-100K-150KMC | SEL DCF for OneDrive OS <br> SEL Data Classification - OD M24×7 |  | $\begin{aligned} & \$ 48.02 \\ & \$ 10.49 \end{aligned}$ | $\begin{aligned} & K \\ & F 1 \end{aligned}$ | $\begin{aligned} & 31 \% \\ & 2 \% \end{aligned}$ | $\begin{aligned} & \$ 33.13 \\ & \$ 10.28 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 9.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | DCOD-100k-150kM | SEL Data Classification - OD MS |  | \$6.00 | F1 | 2\% | \$5.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DCOD-100K-150KOS | SEL DCF for OneDrive OS |  | \$25.28 | k | 31\% | \$17.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCOD-101-250MS | SEL Data Classification - OD MS |  | \$21.79 | F1 | 2\% | \$21.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCOD-101-2500S | SEL DCF for OneDrive OS |  | \$91.82 | K | 31\% | \$63.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCOD-10K-20KMC | SEL Data Classification - OD M24×7 |  | \$12.24 | F1 | 2\% | \$12.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCOD-10K-20KMS DCOD-10K-20KOS | SEL Data Classification - OD MS SEL DCF for OneDrive OS |  | $\$ 7.00$ $\$ 2.48$ | F1 | $2 \%$ $31 \%$ | $\$ 6.86$ $\$ 20.34$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | DCOD-1501-2000M | SEL Data Classification - OD MS |  | \$29.48 $\$ 10.29$ | F1 | 2\% | \$10.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DCOD-1501-20000S | SEL DCF for OneDrive OS |  | \$43.38 | k | 31\% | \$29.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCOD-150K-MC | SEL Data Classification - OD M24x7 |  | \$10.32 | F1 | 2\% | \$10.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCOD-150k-MS | SEL Data Classification- OD MS |  | \$5.90 | F1 | 2\% | \$5.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DCOD-150K-OS | SEL DCF for OneDrive OS |  | \$24.85 | K | 31\% | \$17.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | DCOD-2001-2500MS DCOD-2001-2500 | SEL Data Classification - OD MS SEL DCF for OneDrive OS |  | $\begin{array}{r} \$ 9.59 \\ \$ 40.43 \end{array}$ | $\begin{aligned} & \text { F1 } \\ & K \end{aligned}$ | $\begin{gathered} 2 \% \\ 31 \% \end{gathered}$ | $\$ 9.40$ $\$ 27.90$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS |
| 5 | DCOD-20k-35KMC | SEL Data Classification - OD M24x7 |  | \$11.54 | F1 | 2\% | \$11.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCOD-20K-35MS | SEL Data Classification - OD MS |  | \$6.60 | F1 | 2\% | \$6.47 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCOD-20K-35KOS | SEL DCF for OneDrive OS |  | \$27.80 | K | 31\% | \$19.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCOD-2501-4000MS | SEL Data Classification - OD MS |  | \$8.99 | F1 | 2\% | \$8.81 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ | \$0.00 | \$0.00 | VARONIS |
| 5 | DCOD-2501-40000S DCOD-251-500MS | SEL DCF for OneDrive OS |  | \$37.91 $\$ 16.59$ | K F1 | $31 \%$ $2 \%$ | \$26.16 $\$ 16.26$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | DCOD-251-5000 | SEL DCF for OneDrive OS |  | \$69.92 | k | 31\% | \$48.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DCOD-35K-501MC | SEL Data Classification - OD M $24 \times 7$ |  | \$11.19 | F1 | 2\% | \$10.97 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCOD-35K-50KMS | SEL Data Classification - OD MS |  | \$6.40 | F1 | 2\% | \$6.27 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCOD-35K-50KOS | SEL DCF for OneDrive OS |  | \$26.95 | K | 31\% | \$18.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9.00 | \$0.00 |  |
| 5 | DCOD-4001-6000MC DCOD-4001-6000MS | SEL Data Classification - OD M $24 \times 7$ |  | \$14.69 | F1 | 2\% | \$14.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCOD-4001-6000MS | SEL Data Classification- OD MS SEL DCF for OneDrive OS |  | $\$ 8.39$ $\$ 35.38$ | F1 K | 2\% | \$ \$82.41 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS |
| 5 | DCOD-501-750MS | SEL Data Classification - OD MS |  | \$13.39 | F1 | 2\% | \$13.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$ 80.00 | \$0.00 | VARONIS |
| 5 | DCOD-501-7500s | SEL DCF for OneDrive OS |  | \$56.45 | K | 31\% | \$38.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DCOD-50K-100KMC | SEL Data Classification - OD M $24 \times 7$ |  | \$10.84 | F1 | 2\% | \$10.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCOD-50K-100KMS | SEL Data Classification - OD MS |  | \$6.20 | F1 | 2\% | \$6.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCOD-50K-100kOS | SEL DCF for OneDrive OS |  | \$26.11 | K | 31\% | \$18.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 5 | DCOD-51-100MS DCOD-51-1000S | SEL Data Classification- OD MS SEL DCF for OneDrive OS |  | S27.78 $\mathbf{\$ 1 1 7 . 0 9}$ | F1 K | 2\% | ${ }_{\text {\$ }}^{\text {\$27.7.79 }}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | DCOD-6001-8000MC | SEL Data Classification - OD M24x7 |  | \$13.64 | F1 | 2\% | \$13.37 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9.00 | \$0.00 | VARONIS |
| 5 | DCOD-6001-8000MS | SEL Data Classification - OD MS |  | \$7.79 | F1 | 2\% | \$7.63 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DCOD-6001-80000s | SEL DCF for OneDrive OS |  | \$32.85 | k | 31\% | \$22.67 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCOD-751-1000MS | SEL Data Clasilifation- OD MS |  | \$12.39 | F1 | 2\% | \$12.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$0.00 | \$0.00 |  |
| 5 5 | DCOD-751-10000S DCOD-8001-10KMC | SEL DCF for OneDrive OS SEL Data Classificaion - OD M24x 7 |  | \$52.23 | K | 31\% | \$36.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCOD-8001-10KMS | SEL Data Classification - OD MS |  | \$12.94 $\$ 7.39$ | F1 | 2\% | \$12.68 $\$ 7.24$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS |
| 5 | DCOD-8001-10KOS | SEL DCF for OneDrive OS |  | \$31.17 | k | 31\% | \$21.51 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DCOS-0-50MS | SEL Data Classification - SPOL MS |  | \$59.66 | F1 | 2\% | \$58.47 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCOS-0.500s | SEL DCF for SP Online + OneDrive OS |  | \$251.46 | K | 31\% | \$173.51 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9.00 | \$0.00 | VARONIS |
| 5 | DCOS-1001-1500MS | SEL Data Classification - SPOL MS |  | \$17.09 | F1 | 2\% | \$16.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCOS-1001-15000S | SEL DCF for SP Online + OneDrive OS |  | \$72.03 | K | 31\% | \$49.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS |
| 5 | DCOS-100K-150KMC DCOS-100k-150KMS | SEL Data Classification - SPOL M24x7 SEL Data Classification - SPOL MS |  | \$15.74 $\$ 8.99$ | F1 F1 | 2\% | \$15.43 $\$ 8.81$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | DCOS-100k-150kOS | SEL DCF for SP Online + OneDrive OS |  | \$37.91 |  | 31\% | \$26.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DCOS-101-250MS | SEL Data Classification - SPOL MS |  | \$32.68 | F1 | 2\% | \$32.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCOS-101-2500S | SEL DCF for SP Online + OneDrive OS |  | \$137.73 | K | 31\% | \$95.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCOS-10K-20KMC | SEL Data Classification - SPOL M $24 \times 7$ |  | \$18.36 $\$ 10.49$ | F1 | 2\% | \$17.99 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARRNIS |
| 5 | DCOS-10K-20KOS | SEL DCF for SP Online + OneDrive OS |  | \$44.23 | k | 31\% | \$30.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |


| BAND | SKU | description | $\begin{aligned} & \text { Model Sub } \\ & \text { ckil } \end{aligned}$ sku | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | WTY UPG ENH TO <br> PS W/MC PREM <br> LP | wTY UPG BASIC TO PS ENH LP | Renewal | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | DCOS-1501-2000MS | SEL Data Classification - SPOL MS |  | \$15.44 | F1 | 2\% | \$15.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCOS-1501-20000S | SEL DCF for SP Online + OneDrive OS |  | \$65.08 | K | 31\% | \$44.91 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DCOS-150K-MC | SEL Data Classification - SPOL M24x7 |  | \$15.48 | F1 | 2\% | \$15.17 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DCOS-150K-MS | SEL Data Classification - SPOL MS |  | \$8.84 | F1 | 2\% | \$8.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCOS-150K-OS | SEL DCF for SP Online + OneDrive OS |  | \$37.28 | k | 31\% | \$25.72 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCOS-2001-2500MS | SEL Data Classification - SPOL MS |  | \$14.39 | F1 | 2\% | \$14.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCOS-2001-25000S | SEL DCF for SP Online + OneDrive OS |  | \$60.65 | K | 31\% | \$41.85 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCOS-20k-35KMC | SEL Data Classification - SPOL M24x7 |  | \$17.31 | F1 | 2\% | \$16.96 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCOS-20K-35KMS | SEL Data Classification - SPOL MS |  | \$9.89 | F1 | 2\% | \$9.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCOS-20K-35KOS | SEL DCF for SP Online + OneDrive OS |  | \$41.70 | k | 31\% | \$28.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCOS-2501-4000MS | SEL Data Classification - SPOL MS |  | \$13.49 | F1 | 2\% | \$13.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCOS-2501-40000s | SEL DCF for SP Online + OneDrive OS |  | \$56.86 | K | 31\% | \$39.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCOS-251-500MS | SEL Data Classification - SPOL MS |  | \$24.88 | F1 | 2\% | \$24.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9.00 | \$0.00 | VARONIS |
| 5 | DCOS-251-5000s | SEL DCF for SP Online + OneDrive OS |  | \$104.88 | K | 31\% | \$72.37 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCOS-35K-50KMC | SEL Data Classification - SPOL M $24 \times 7$ |  | \$16.79 | F1 | 2\% | \$16.45 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCOS-35K-50KMS | SEL Data Classification - SPOL MS |  | \$9.59 | F1 | 2\% | \$9.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCOS-35K-50KOS | SEL DCF for SP Online + OneDrive OS |  | \$40.44 | K | 31\% | \$27.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9.00 | \$0.00 | VARONIS |
| 5 | DCOS-4001-6000MC | SEL Data Classification - SPOL M24x7 |  | \$22.03 | F1 | 2\% | \$21.59 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS |
| 5 | DCOS-4001-6000MS DCOS-4001-60000s | SEL Data Classification - SPOL MS SEL DCF for SP Online + OneDrive OS |  | $\begin{aligned} & \$ 12.59 \\ & \$ 53.07 \end{aligned}$ | $\begin{aligned} & \text { F1 } \\ & \text { K } \end{aligned}$ | $\begin{aligned} & 2 \% \\ & 31 \% \end{aligned}$ | \$12.34 | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | VARONIS VARONIS |
| 5 | DCOS-501-750MS | SEL Data Classification - SPOL MS |  | \$20.09 | F1 | 2\% | \$19.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCOS-501-7500 | SEL DCF for SP Online + OneDrive OS |  | \$84.66 | k | 31\% | \$58.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCOS-50K-100kMC | SEL Data Classification - SPOL M24x7 |  | \$16.26 | F1 | 2\% | \$15.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCOS-50k-100KMS | SEL Data Classification - SPOL MS |  | \$9.29 | F1 | 2\% | \$9.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DCOS-50K-100KOS | SEL DCF for SP Online + OneDrive OS |  | \$39.17 | k | 31\% | \$27.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCOS-51-100MS | SEL Data Classification - SPOL MS |  | \$41.67 | F1 | 2\% | \$40.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | varonis |
| 5 | DCOS-51-1000S | SEL LCF for SP Online + OneDrive OS |  | \$175.64 | K | 31\% | \$121.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCOS-6001-8000MC | SEL Data Classification - SPOL M24x7 |  | \$20.46 | F1 | 2\% | \$20.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | 1-8000MS | SEL Data Classification - SPOL MS SEL DCF for SP Online + OneDrive OS |  | \$11.69 | F1 | 2\% | \$11.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCOS-751-1000MS | SEL DCF for SP O Oline + OneDrive OS SEL Data Classification - SPOL MS |  | S49.28 $\$ 18.59$ | F1 | 2\% | \$34.00 | $\$ 0.00$ $\$ 0.00$ | \$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | DCOS-751-10000s | SEL DCF for SP Online + OneDrive OS |  | \$78.34 | K | 31\% | \$54.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DCOS-8001-10KMC | SEL Data Classification - SPOL M24x7 |  | \$19.41 | F1 | 2\% | \$19.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCOS-8001-10KMS | SEL Data Classification - SPOL MS |  | \$11.09 | F1 | 2\% | \$10.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DCOS-8001-10KOS | SEL DCF for SP Online + OneDrive OS |  | \$46.75 | k | 31\% | \$32.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCP-2-FAN-FB | SEL Fan unit, front to back airflow |  | \$310.77 | k | 31\% | \$214.43 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SMARTOPTICS |
| 5 | DCP-2-PSU-AC-FB | SEL AC PSU for DCP platorm |  | \$553.85 | k | 31\% | \$382.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SMARTOPTICS |
| 5 | DCP-2-PSU-DC-FB DCP-M40-PAM4-ER | SEL DC PSU for DCP plaftorm SEL 40Chan D921-960 OSC0-40km PAM4NRZCoh |  | \$ \$738.46 | K | 31\% | $\$ 509.54$ $\$ 3548511$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SMARTOPTICS SMARTOPTICS |
| 5 | DCP-M40-PAM4-ER DCP-M40-PAM4-ZR | SEL 40Chan D921-960 OSC0-40km PAM4NRZCoh SEL 40 channel D921-D960, 40-80km, mixed |  | \$51,427.69 <br> $\$ 55,735.38$ | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~K} \end{aligned}$ | $\begin{aligned} & 31 \% \\ & 31 \% \\ & 31 \% \end{aligned}$ | \$35,485.11 <br> \$38,457.41 | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | SMARTOPTICS SMARTOPTICS |
| 5 | DCP-M8-PAM4 | SEL 8 channel, OSC, 0 -80km, PAM4 |  | \$31,863.08 | k | 31\% | \$21,985.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Smartoptics |
| 5 | DCSO---50MS | SEL Data Classification - SPOL MS |  | \$39.77 | F1 | 2\% | \$38.97 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCSO-0-500S | SEL DCF for SharePoint Online OS |  | \$167.63 | K | 31\% | \$115.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCSO-1001-1500MS | SEL Data Classification - SPOL MS |  | \$11.39 | F1 | 2\% | \$11.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | VARONIS |
| 5 | DCSO-1001-15000S | SEL DCF for SharePoint Online OS |  | \$48.02 | F1 | 31\% | \$33.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$9.00 | \$0.00 | VARONIS |
| 5 | DCSO-100K-150KMC DCSO-100K-150KMS | SEL Data Classification - SPOL M24x7 SEL Data Classification - SPOL MS |  | $\$ 10.49$ $\$ 6.00$ | F1 | 2\% | $\$ 10.28$ $\$ 5.88$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | DCSO-100K-150kos | SEL DCF for SharePoint Online OS |  | \$25.28 | k | 31\% | \$17.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9.00 | \$0.00 | VARONIS |
| 5 | DCSO-101-250MS | SEL Data Classification - SPOL MS |  | \$21.79 | F1 | 2\% | \$21.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DCSO-101-2500S | SEL DCF for SharePoint Online OS |  | \$91.82 | K | 31\% | \$63.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCSO-10K-20kMC | SEL Data Classification - SPOL M $24 \times 7$ |  | \$12.24 | F1 | 2\% | \$12.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | varonis |
| 5 | DCSO-10k-20KMS | SEL Data Classification - SPOL MS |  | \$7.00 | F1 | 2\% | \$6.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCSO-10K-20KOS | SEL DCF for SharePoint Online OS |  | \$29.48 | F1 | 31\% | \$20.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCSO-1501-2000MS | SEL Data Classification - SPOL MS |  | \$10.29 | F1 | 2\% | \$10.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCSO-1501-20000S | SEL DCF for SharePoint Online OS |  | \$43.38 | K1 | 31\% | \$29.93 | \$0.00 | \$\$000 | \$0.00 | $\$ 0.00$ $\$ 000$ | \$\$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | VARONIS VARONIS |
| 5 | DCSO-150k-MS | SEL Data llasssication - SPOLM24x7 SEL Data Classification - SPOL MS |  | \$10.32 $\$ 5.90$ | ${ }_{\text {F1 }}$ | 2\% | \$ $\$ 5.78$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | S0.00 $\$ 0.00$ | \$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS |
| 5 | DCSO-150k-OS | SEL DCF for SharePoint Online OS |  | \$24.85 | k | 31\% | \$17.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCSO-2001-2500MS | SEL Data Classification - SPOL MS |  | \$9.59 | F1 | 2\% | \$9.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCSO-2001-25000S | SEL DCF for SharePoint Online OS |  | \$40.43 | K | 31\% | \$27.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCSO-20K-35KMC | SEL Data Classification - SPOL M24x7 |  | \$11.54 | F1 | 2\% | \$11.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCSO-20K-35KMS | SEL Data Classification - SPOL MS |  | \$6.60 | F1 | 2\% | \$6.47 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCSO-20K-35KOS | SEL DCF for SharePoint Online OS |  | \$27.80 | K | 31\% | \$19.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCSO-2501-4000MS | SEL Data Classification - SPOL MS |  | \$8.99 | F1 | 2\% | \$8.81 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | DCsO-2501-40000S | SEL DCF for SharePoint Online OS SEL Data Classification - SPOL MS |  | \$37.91 | K | 31\% | \$26.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 | VARONIS VARONIS |
| 5 | DCSO-251-5000s | SEL DCF for SharePoint Online OS |  | \$16.59 | K | 31\% | \$ $\$ 48.24$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$50.00 | $\$ 0.00$ $\$ 0.00$ | VARONIS |
| 5 | DCSO-35K-50kMC | SEL Data Classification - SPOL M $24 \times 7$ |  | \$11.19 | F1 | 2\% | \$10.97 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCSO-35K-50kMS | SEL Data Classification - SPOL MS |  | \$6.40 | F1 | 2\% | \$6.27 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DCSO-35K-50KOS | SEL DCF for SharePoint Online OS |  | \$26.95 | K | 31\% | \$18.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9.00 | \$0.00 | VARONIS |
| 5 | DCSO-4001-6000MC | SEL Data Classification - SPOL M24x7 |  | \$14.69 | F1 | 2\% | \$14.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCsO-4001-6000MS | SEL Data Classification - SPOL MS SEL DCF for SharePoint Online OS |  | \$8.39 | F1 | 2\% | \$8.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$\$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | VARONIS VARONIS |
| 5 | DCSO--4001-60000S DCSO-501-750MS | SEL DCF for SharePoint Online OS SEL Data Classification - SPOL MS |  | \$35.38 $\$ 13.39$ | K F1 | 31\% | \$24.41 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | DCSO-501-7500 | SEL DCF for SharePoint Online OS |  | \$56.45 | k | 31\% | \$38.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DCSO-50k-100kMC | SEL Data Classification - SPOL M24x7 |  | \$10.84 | F1 | 2\% | \$10.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCSO-50K-100KMS | SEL Data Classification - SPOL MS |  | \$6.20 | F1 | 2\% | \$6.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 5 | DCSO-50K-100kOS | SEL DCF for SharePoint Online OS |  | \$26.11 | K | 31\% | \$18.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS VARONIS |
| 5 | DCso-51-1000s | SEL DCF for SharePoint Online OS |  | S \$117.09 | K | 31\% | ${ }_{\text {\$ }} \mathbf{8 2 7 0 . 7 9}$ | \$0.00 $\$ 000$ | \$ $\$ 0.00$ | \$ ${ }_{\text {\$0.00 }}$ | \$0.00 $\$ 0.00$ | \$ $\$ 0.00$ | \$0.00 | \$0.00 | VARONIS VARONIS |


| BAND | SKU | description | $\begin{array}{\|c\|} \hline \text { Model Sub } \\ \text { sku } \end{array}$ | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | WTY UPG ENH TO <br> PS W/MC PREM <br> LP$\|$ | WTY UPG BASIC TO PS ENHLP | RENEWAL | THIRD PARTY PRODUCT partner |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | DCSO-6001-8000MC | SEL Data Classification - SPOL M24x |  | \$13.64 | F1 | 2\% | \$13.37 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCSO-6001-8000MS | SEL Data Classification - SPOL MS |  | \$7.79 | F1 | 2\% | \$7.63 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCSO-6001-80000 | SEL DCF for SharePoint Online OS |  | \$32.85 | K | 31\% | \$22.67 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCSO-751-1000MS | SEL Data Classification - SPOL MS |  | \$12.39 | F1 | 2\% | \$12.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCsO-751-10000s | SEL DCF for SharePoint Online OS |  | \$52.23 | k | 31\% | \$36.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCSO-8001-10KMC | SEL Data Classification - SPOL M24x7 |  | \$12.94 | F1 | 2\% | \$12.68 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCSO-8001-10KMS | SEL Data Classification - SPOL MS |  | \$7.39 | F1 | 2\% | \$7.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DCsO-8001-10KOS | SEL DCF for SharePoint Online OS |  | \$31.17 | k | 31\% | \$21.51 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DELL-CE | SEL Dell Customer Ed |  | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | DELL |
| 5 | DELL-CLN-CE | SEL DELL Client Cust Ed |  | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | DELL CLIENT |
| 5 | DELL-CLN-HW | SEL DELL Client Hardware |  | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | DELL CLIENT |
| 5 | DELL-CLN-HWM | SEL DELL Client Hardware Mtn |  | \$0.00 | K | $31 \%$ $31 \%$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | DELL CLIENT |
| 5 | DELL-CLN-PS | SEL DELL Client Prof. Ser |  | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | DELL CLIENT |
| 5 | DELL-CLN-SW | SEL DELL Client Software |  | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | DELL CLIENT |
| 5 | DELL-CLN-SWM | SEL DELL Client Software Mtn |  | \$0.00 | K | $31 \%$ $31 \%$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$ $\$ 0.00$ | dell client |
| 5 | DELL-HW | SEL Dell Hardware |  | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | DELL |
| 5 | DELL-HWM | SEL Dell Hardware Maintenance |  | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | DELL |
| 5 | DELL-NTW-CE | SEL DELL Networking Cust Ed |  | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | DELL NTW |
| 5 | DELL-NTW-HW | SEL DELL Networking Hardware |  | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | DELL NTW |
| 5 | DELL-NTW-HWM DELL-NTW-PS | SEL DELL Networking Hardware Mtn |  | \$0.00 | K | 31\% | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | DELL NTW |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | DELL-NTW-PS DELL-NTW-SW | SEL DELL Networking Prof. Ser SEL DELL Networking Software |  | $\$ 0.00$ $\$ 0.00$ | K | $31 \%$ $31 \%$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | DELL NTW DELL NTW |
| 5 | DELL-NTW-SWM | SEL DELL Networking Software Mtn |  | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | DELL NTW |
| 5 | DELL-SVR-CE | SEL DELL Server Cust Ed |  | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | dell server |
| 5 | DELL-SVR-HW | SEL DELL Server Hardware |  | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | dell server |
| 5 | DELL-SVR-HWM | SEL DELL Server Hardware Mtn |  | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | dell server |
| 5 | DELL-SVR-PS | SEL DELL Server Prof. Ser |  | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | dell server |
| 5 | DELL-SVR-SW | SEL DELL Server Software |  | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | dell server |
| 5 | DELL-SVR-SWM | SEL DELL Server Software Mtn |  | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | dell server |
| 5 | DELL-SW | SEL Dell Software |  | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | DELL |
| 5 | DELL-SWM | SEL Dell Software Maintenance |  | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | DELL |
| 5 | DENOMTC1 | SEL NH DENOMINATIONAL |  | \$1.00 | F1 | ${ }^{2 \%}$ | \$0.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW HORIZONS |
| 5 | DENVENGTC | SEL GK GLOBAL TRAINING CREDIT SEL GK other vendor Denom GKDel 1 STUD |  | \$100.00 | F1 | 2\% | \$98.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | OBAL KNOWLEDG |
| 5 | DENVENPUBVIRPAR | SEL GK other vendor Denom PartDel 1 STUD |  | \$1.00 | F1 | 2\% | \$0.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | OBAL KNOWLEDG |
| 5 | DEVOPSORGA | SEL Puppet Devops Org Consulting packag |  | \$82,352.94 | F1 | 2\% | \$80,705.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$ $\$ 0.00$ | \$ $\$ 0.00$ | PUPPET LABS |
| 5 | DFXSECSB16TB | SELECT Archiver for ECS 10-1007B Lic |  | \$433.85 | k | 31\% | \$299.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NTP-DEFENDX |
| 5 | DFXSECSB17TB | SELECT Archiver for ECS 101-250TB Lic |  | \$404.62 | k | 31\% | \$279.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NTP-DEFENDX |
| 5 | DFXSECSB18TB | SELECT Archiver for ECS 251-500TB Lic |  | \$355.38 | k | 31\% | \$245.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NTP-DEFENDX |
| 5 | DFXSECSB19TB | SELECT Archiver for ECS 501-750TB Lic |  | \$307.69 | k | 31\% | \$212.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NTP-DEFENDX |
| 5 | DFXSECSB20TB | SELECT Archiver for ECS 751 -10244B Lic |  | \$289.23 | K | 31\% | \$199.57 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NTP-DEFENDX |
| 5 | DFXSECSB21TB | SELECT Archiver for ECS 1025-1500tB Lic |  | \$250.77 | k | 31\% | \$173.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NTP-DEFENDX |
| 5 | DFXSECSB22TB | SELECT Archiver for ECS 1501-2048TB Lic |  | \$212.31 | K | 31\% | \$146.49 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NTP-DEFENDX |
| 5 | DFXSECSB23TB | SELECT Archiver for ECS 2049-25007B Lic |  | \$183.08 | k | 31\% | \$126.33 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NTP-DEFENDX |
| 5 | DFXSECSB24TB | SELECT Archiver for ECS 2501-3072TB Lic |  | \$163.08 | k | 31\% | \$112.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NTP-DEFENDX |
| 5 | DFXSFAB1TB | SELECT DefendX CT-FA 10-100TB License |  | \$590.77 | k | 31\% | \$407.63 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NTP-DEFENDX |
| 5 | DFXSFAB2TB | SELECT DefendX CT-FA 101-2507B License |  | \$563.08 | k | 31\% | \$388.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NTP-DEFENDX |
| 5 | DFXSFAB3TB | SELECT DefendX CT-FA 251-500דTB License |  | \$529.23 | k | 31\% | \$365.17 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NTP-DEFENDX |
| 5 | DFXSFABATB | SELECT DefendX CT-FA 501-7507B License |  | \$498.46 | k | 31\% | \$343.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NTP-DEFENDX NTP-DEFENDX |
| 5 | DFXSFABETB | SELECT DefendX CT-FA 751-1024TB License |  | \$466.15 | k | 31\% | \$321.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NTP-DEFENDX NTP-DEFENDX |
| 5 5 | DFXSFABGTB DFXSFILEMGNT | SELECT DefendX CT-FA 1025+TB License SELECT DFXS File Mgnt Prod |  | \$ ${ }^{\text {S }}$ \$36.15 | K | 31\% | \$252.64 $\$ 95.54$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ S0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | NTP-DEFENDX NTP-DEFENDX |
| 5 | DFXSFILIEMTSOL | SELECT DFXS File Mgnt Solution |  | \$13,846.15 | k | 31\% | \$9,553.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NTP-DEFENDX NTP-DEFENDX |
| 5 | DFXSFSRB1TB | SELECT DefendX CT-FSR 10-100TB License |  | \$590.77 | k | 31\% | \$407.63 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NTP-DEFENDX |
| 5 | DFXSFSRB2TB | SELECT DefendX CT-FSR 101-250TB License |  | \$563.08 | K | 31\% | \$388.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NTP-DEFENDX |
| 5 | DFXSFSRRB3TB | SELECT DefendX CT-FSR 251-5007B License |  | \$529.23 | k | 31\% | \$365.17 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NTP-DEFENDX |
| 5 5 | DFXSFSSRB4TB DFXSFSRE5TB | SELECT DefendX CT-FSR $501-750$ TB License SELECT DefendX CT-FSR $751-1024$ TB License |  | \$498.46 | K | $31 \%$ $31 \%$ | $\$ 343.94$ $\$ 321.64$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | NTP-DEFENDX NTP-DEFENDX |
| 5 | DFXSFSRRBSTB DFXSFSRB6TB | SELECT DefendX CT-FSR 751-1024TB License SELECT DefendX CT-FSR $1025+$ TB License |  | \$466.15 | K | $31 \%$ $31 \%$ | \$321.64 $\$ 252.64$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | NTP-DEFENDX NTP-DEFENDX |
| 5 | DFXSMBB10TB | SELECT DefendX MB 751-1024TB License |  | \$289.23 | k | 31\% | \$199.57 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NTP-DEFENDX |
| 5 | DFXSMBB11TB | SELECT DefendX MB 1025-15007B License |  | \$250.77 | K | 31\% | \$173.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NTP-DEFENDX |
| 5 | DFXSMBB12TB | SELECT DefendX MB 1501-2048TB License |  | \$212.31 | k | 31\% | \$146.49 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NTP-DEFENDX |
| 5 | DFXSMBB13TB | SELECT DefendX MB 2049-25007B License |  | \$183.08 | K | 31\% | \$126.33 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NTP-DEFENDX NTP-DEFENDX |
| 5 | DFXSMBB14TB | SELECT DefendX MB 2501-3072TB License |  | \$163.08 | K | 31\% | \$112.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NTP-DEFENDX |
| 5 | DFXSMBB6TB | SELECT DefendX MB 10-100TB License |  | \$433.85 | k | 31\% | \$299.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NTP-DEFENDX |
| 5 | DFXSMBBB7TB | SELECT DefendX MB 101-250TB License |  | \$404.62 | K | 31\% | \$279.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | NTP-DEFENDX NTP-DEFENDX |
| 5 | DFXSMBB8TB DFXSMBB9TB | SELECT DefendX MB 251-500TB License SELECT DefendX MB 501-750TB License |  | \$355.38 | K | 31\% | \$245.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NTP-DEFENDX NTP-DEFENDX |
| 5 | DFXSQFSB1TB | SELECT DefendX CT-QFS 10-100TB License |  | \$590.77 | , | 31\% | \$407.63 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9.00 | \$0.00 | NTP-DEFENDX |
| 5 | DFXSAFSB2TB | SELECT DefendX CT-QFS 101-2507B License |  | \$563.08 | k | 31\% | \$388.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NTP-DEFENDX |
| 5 | DFXSQFSB3TB | SELECT DefendX CT-QFS 251-500TB License |  | \$529.23 | k | 31\% | \$365.17 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NTP-DEFENDX |
| 5 | DFXSQFSE4TB | SELECT DefendX CT-QFS 501-750TB License |  | \$498.46 | K | 31\% | \$343.94 $\$ 321.64$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$0.00 | NTP-DEFENDX NTP-DEFENDX |
| 5 | DFXSQFSESTTB DFXSQFSB6TB | SELECT DefendX CT-QFS $751-1024$ TB License SELECT DefendX CT-QFS $1025+$ TB License |  | ${ }_{\$ 366.15}$ | K | $31 \%$ $31 \%$ | \$321.64 $\$ 252.64$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | NTP-DEFENDX NTP-DEFENDX |
| 5 | DFXSVSB1TB | SELECT DefendX VS $100-250$ TB License |  | \$384.62 | k | 31\% | \$265.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NTP-DEFENDX |
| 5 | DFXSVSB2TB | SELECT DefendX VS 251-500TB License |  | \$349.23 | k | 31\% | \$240.97 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NTP-DEFENDX |
| 5 | DFXSVSB3TB | SELECT DefendX VS 501-7507B License |  | \$312.31 | k | 31\% | \$215.49 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NTP-DEFENDX |
| 5 | DFXSVSSB4TB | SELECT Defend V VS 751-1024TB License |  | \$276.92 | K | 31\% | \$191.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NTP-DEFENDX |
| 5 | DFXSVSBETB | SELECT Defend VS 1025+TB License |  | \$241.54 | k | 31\% | \$166.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NTP-DEFENDX |
| 5 | DL-1000L | SEL DATALERT FOR 1000 USERS |  | \$6,265.00 | k | 31\% | \$4,322.85 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |


| BAND | SKU | description | Model Sub sku | EMC LIST PRICE USD | category CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\|$WTY UPG ENH TO <br> PS W/MC PREM <br> LP | WTY UPG BASIC TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | DL-100KL | SEL DATALERT FOR 100000 USERS |  | \$331,500.00 | K | 31\% | \$228,735.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DL-10KL | SEL DATALERT FOR 10000 USERS |  | \$37,128.00 | k | 31\% | \$25,618.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | varonis |
| 5 | DL-1500L | SEL DATALERT FOR 1500 USERS |  | \$8,354.00 | k | 31\% | \$5,764.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DL-150KL | SEL DATALERT FOR 150000 USERS |  | \$487,305.00 | k | 31\% | \$336,240.45 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DL-15KL | SEL DATALERT FOR 15000 USERS |  | \$55,692.00 | K | 31\% | \$38,427.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DL-2000L | SEL DATALERT FOR 2000 USERS |  | \$10,056.00 | k | 31\% | \$6,938.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DL-20KL | SEL DATALERT FOR 20000 USERS |  | \$70.543.00 | K | $31 \%$ $31 \%$ | \$48,674.67 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DL-3000L | SEL DATALERT FOR 3000 USERS |  | \$14,387.00 | K | 31\% | \$9,927.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DL-3500L | SEL DATALERT FOR 3500 USERS |  | \$16,785.00 | k | 31\% | \$11,581.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DL-35KL | SEL DATALERT FOR 35000 USERS |  | \$121,550.00 | k | 31\% | \$83,869.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | varonis |
| 5 | DL-4000 | SEL DATALERT FOR 4000 USERS |  | \$18,564.00 | k | 31\% | \$12,809.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DL-4500L | SEL DATALERT FOR 4500 USERS |  | \$20,885.00 | k | 31\% | \$14,410.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DL-5000 | SEL DATALERT FOR 5000 USERS |  | \$23,205.00 | k | 31\% | \$16,011.45 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | $\begin{aligned} & \text { DL-500L } \\ & \text { DL-50KL } \end{aligned}$ | SEL DATALERT FOR 500 USERS |  | $\$ 3,481.00$ $\$ 171,275.00$ | K | $31 \%$ $31 \%$ | ( $\begin{array}{r}\$ 2,401.89 \\ \$ 118,179.75\end{array}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | DL-6000L | SEL DATALERT FOR 6000 USERS |  | \$24,597.00 | k | 31\% | \$16,971.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DL-7000L | SEL DATALERT FOR 7000 USERS |  | \$28,697.00 | k | 31\% | \$19,800.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | varonis |
| 5 | DL-750L | SEL DATALERT FOR 750 USERS |  | \$4,973.00 | k | 31\% | \$3,431.37 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DL-8000 | SEL DATALERT FOR 8000 USERS |  | \$30,940.00 | k | 31\% | \$21,348.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DL-9000L | SEL DATALERT FOR 9000 USERS |  | \$34,808.00 | K | 31\% | \$24,017.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DM-CLST-1YR | SEL Data Marshal Complete CLST 1 YR Mnt |  | \$7,843.53 | F1 | 2\% | \$7,686.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | DM-CLST-3YR | SEL Data Marshal Complete CLST 3 YR Mnt |  | \$23,529.41 | F1 | 2\% | $\$ 23,058.82$ $\$ 38430.98$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA SUPERNA |
| 5 5 | DM-CLST-5YR DM-CLST-LIC | SEL Data Marshal Complete CLST 5 YR Mnt SEL Data Marshal Complete CLST License |  | \$39,215.29 | F1 | 2\% | \$38,430.98 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | SUPERNA SuPERNA |
| 5 | DM-NODE--1YR | SEL Data Marshal Complete CLST License |  | \$51,281.54 $\$ 391.76$ | F1 | 31\% | \$35,.384.26 $\$ 883.92$ | \$0.00 $\$ 0.00$ | \$9000 | \$ $\$ 0.00$ | S0.00 $\$ 000$ | \$ $\$ 0.00$ | \$0.00 | \$0.00 | SUPERNA |
| 5 | DM-NODE-3YR | SEL Data Marshal Complete Node 3yr Mnt |  | \$1,176.47 | F1 | 2\% | \$1,152.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | DM-NODE-5YR | SEL Data Marshal Complete Node 5yr Mnt |  | \$1,961.18 | F1 | 2\% | \$1,921.96 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | DM-NODE-LIC | SEL Data Marshal Complete Node License |  | \$2,564.62 | K | 31\% | \$1,769.59 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | DM-UNLOCK | SEL Data Marshal Unlock Key |  | \$5,641.54 | k | 31\% | \$3,892.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | DM-UPG-1YR | SEL Data Marshal Addon Node 1yr Mnt |  | \$236.47 | F1 | 2\% | \$231.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | DM-UPG-3YR | SEL Data Marshal Addon Node 3yr Mnt |  | \$710.59 | F1 | 2\% | \$696.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | DM-UPG-5YR | SEL Data Marshal Addon Node 5yr Mnt |  | \$1,184.71 | F1 | 2\% | \$1,161.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | DM-UPG-CLST-1YR DM-UPG-CLST-3YR | SEL Data Marshal Addon CLST 1yr Mnt |  | $\$ 5,360.00$ $\$ 16.07882$ | F1 | 2\% | $\$ 5,252.80$ \$15757.24 S | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ 5000 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SUPERNA Superna |
| 5 | DM-UPG-CLST-3YR DM-UPG-CLST-5YR | SEL Data Marshal Addon CLST 3yr Mnt SEL Data Marshal Addon CLST 5yr Mnt |  | \$16,078.82 \$26,797.65 | $\begin{aligned} & \text { F1 } \\ & \text { F1 } \end{aligned}$ | $\begin{aligned} & 2 \% \\ & 2 \% \\ & 2 \% \end{aligned}$ | \$15,757.24 \$26,261.70 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SUPERNA SUPERNA |
| 5 | DM-UPG-CLST-LIC | SEL Data Marshal Addon CLST License |  | \$35,043.08 | , | 31\% | \$24,179.73 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | DM-UPG-LIC | SEL Data Marshal Addon Node License |  | \$1,752.31 | k | 31\% | \$1,209.09 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | DOCKERPUBVIRT | SEL GK Docker - GK Del 1 STUDENT |  | \$1.00 | F1 | 2\% | \$0.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00; | obal knowledge |
| 5 | DOCKERPUBVIRTPAF | FSEL GK Docker - Partner Del 1 STUDENT |  | \$1.00 | F1 | 2\% | \$0.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00; | OBAL KNOWLEDGE |
| 5 | DP-0-50MS | SEL DATAPRIVILEGE MS |  | \$35.91 | F1 | 2\% | \$35.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DP-0.500S | SEL Dataprivilege OS |  | \$151.34 | K | 31\% | \$104.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DP-1001-1500MS | SEL DATAPRIVILEGE MS |  | \$10.28 | F1 | 2\% | \$10.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ | \$0.00 | \$0.00 | varonis |
| 5 | DP-1001-15000s | SEL Datar fivilege OS |  | \$43.35 | K | 31\% | \$29.91 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS |
| 5 | DP-100K-150KMC DP-100K-150KMS | SEL DATAPRIVILEGE M24X7 SEL DATAPRIVIEGE MS |  | $\$ 9.47$ $\$ 5.41$ | F1 F1 | 2\% | $\$ 9.28$ $\$ 5.30$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | VARONIS |
| 5 | DP-100K-150KOS | SEL DataPrivilege OS |  | \$22.82 | к | 31\% | \$15.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DP-101-250MS | SEL DATAPRIVILEGE MS |  | \$19.67 | F1 | 2\% | \$19.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | varonis |
| 5 | DP-101-2500s | SEL Dataprivilege OS |  | \$82.89 | K | 31\% | \$57.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | DP-10K-20KMC | SEL DATAPRIVILEGE M24X7 |  | \$11.05 | F1 | ${ }^{2 \%}$ | \$10.83 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DP-10K-20KMS | SEL DATAPRIVILEGE MS |  | \$66.32 | F1 | $2 \%$ $31 \%$ | $\$ 6.19$ $\$ 1837$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DP-10-20KOS | SEL DataPrivilege OS SEL DATAPRIVILEGE MS |  | $\begin{gathered} \$ 26.62 \\ \$ 9.29 \end{gathered}$ | $\begin{aligned} & K \\ & F 1 \end{aligned}$ | $\begin{aligned} & 31 \% \\ & 2 \% \end{aligned}$ | $\begin{aligned} & \$ 18.37 \\ & \$ 9.10 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | DP-1501-20000S | SEL DataPrivilege OS |  | \$39.17 | K | 31\% | \$27.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DP-150K-MC | SEL DATAPRIVILEGE M24X7 |  | \$9.31 | F1 | 2\% | \$9.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DP-150k-MS | SEL DATAPRIVILEGE MS |  | \$5.32 | F1 | 2\% | \$5.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DP-150\%-OS | SEL Datap iviliege OS |  | \$22.43 | K | 31\% | \$15.48 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  |
| 5 | DP-2001-2500MS | SEL DATAPRIVILEGE MS SEL DataPrivilege OS |  | $\$ 8.66$ $\$ 36.50$ | F1 | $\begin{aligned} & 2 \% \\ & 31 \% \end{aligned}$ | $\$ 8.49$ $\$ 25.19$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | VARONIS VARONIS |
| 5 | DP-20K-35KMC | SEL DATAPRIVILEGE M24X7 |  | \$10.42 | F1 | 2\% | \$10.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | varonis |
| 5 | DP-20K-35KMS | SEL DATAPRIVILEGE MS |  | \$5.95 | F1 | 2\% | \$5.83 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | varonis |
| 5 | DP-20K-35KOS | SEL DataPrivilege OS |  | \$25.10 | k | 31\% | \$17.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DP-2501-4000MS | SEL DATAPRIVILEGE MS |  | \$8.12 | F1 | 2\% | \$ $\$ 7.961$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | DP-2501-40000s | SEL Dataprivilege OS |  | \$34.22 | K | 31\% | \$23.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DP-251-500MS | SEL DATAPRIVILEGE MS |  | \$14.98 $\$ 63.12$ | F1 | 31\% | \$ $\$ 43.58$ | \$0.00 $\$ 0.00$ | \$90.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | VARONIS |
| 5 | DP-35K-50KMC | SEL DATAPRIVILEGE M24X7 |  | \$10.10 | F1 | 2\% | \$9.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | varonis |
| 5 | DP-35K-50KMS | SEL DATAPRIVILEGE MS |  | \$5.77 | F1 | 2\% | \$5.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DP-35K-50KOS | SEL Dataprivilege OS |  | \$24.34 | K | 31\% | \$16.79 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DP-4001-6000MC | SEL DATAPRIVILEGE M24X7 |  | \$13.26 | F1 | 2\% | \$12.99 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 5 | DP-4001-6000MS | SEL DATAPRIVILEGE MS SEL DataPrivilege OS |  | $\$ 7.58$ $\$ 31.94$ | F1 | 2\% $31 \%$ | $\$ 7.43$ $\$ 22.04$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 000$ | \$0.00 | VARONIS VARONIS |
| 5 | DP-501-750MS | SEL DATAPRIVILEGE MS |  | \$12.09 | F1 | 2\% | \$11.85 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DP-501-7500S | SEL DataPrivilege OS |  | \$50.95 | K | 31\% | \$35.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | varonis |
| 5 | DP-50k-100KMC | SEL DATAPRIVILEGE M24X7 |  | \$9.79 | F1 | 2\% | \$9.59 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DP-50K-100KMS | SEL DATAPRIVILEGE MS |  | \$5.59 | F1 | 2\% | \$5.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DP-50K-100KOS | SEL Datapriviliege OS |  | \$23.58 |  | 31\% | \$16.27 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS VARONIS |
| 5 | DP-51-1000s | SEL DataPrivilege OS |  | \$105.71 | , | 31\% | \$ 72.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | varonis |


| BAND | SKU | description | Model Sub sku | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT <br> PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | WTY UPG ENH TO <br> PS W/MC PREM <br> LP | WTY UPG BASIC TO PS ENHLP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | DP-6001-8000MC | SEL DATAPRIVILEGE M24X7 |  | \$12.31 | F1 | 2\% | \$12.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DP-6001-8000MS | SEL DATAPRIVILEGE MS |  | \$7.04 | F1 | 2\% | \$6.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | varonis |
| 5 | DP-6001-80000s | SEL DataPrivilege OS |  | \$29.66 | k | 31\% | \$20.47 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | varonis |
| 5 | DP-751-1000MS | SEL DATAPRIVILEGE MS |  | \$11.19 | F1 | 2\% | \$10.97 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | varonis |
| 5 | DP-751-10000s | SEL DataPrivilege OS |  | \$47.15 | k | 31\% | \$32.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | varonis |
| 5 | DP-8001-10KMC | SEL DATAPRIVILEGE M24X7 |  | \$11.68 | F1 | 2\% | \$11.45 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DP-8001-10KMS | SEL DATAPRIVILEGE MS |  | \$6.68 | F1 | 2\% | \$6.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DP-8001-10KOS | SEL DataPrivilege OS |  | \$28.14 | k | 31\% | \$19.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DPS-0-50MS | SEL DATAPRIVILEGE - SP MS |  | \$35.91 | F1 | 2\% | \$35.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DPS-0-500 | SEL Datap rivilege for SharePoint OS |  | \$151.34 | k | 31\% | \$104.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DPS-1001-1500MS | SEL DATAPRIVILEGE - SP MS |  | \$10.28 | F1 | 2\% | \$10.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DPS-1001-15000S | SEL DataPrivilege for SharePoint OS |  | \$43.35 | K | 31\% | \$29.91 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DPS-100k-150kMC | SEL DATAPRIVILEGE - SP M24X7 |  | \$9.47 | F1 | 2\% | \$9.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DPS-100k-150KMS | SEL DATAPRIVILEGE - SP MS |  | \$55.41 | F1 | $2 \%$ $31 \%$ | \$55.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DPS-100K-150KOS DPS-101-250MS | SEL Datap Privilege for SharePoint OS SEL DATAPRIVILGE - SP MS |  | \$22.82 $\$ 19.67$ | K F1 | $31 \%$ $2 \%$ | \$15.75 $\$ 19.28$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | DPS-101-2500s | SEL DataP Privilege for SharePoint OS |  | \$82.89 | k | 31\% | \$57.19 | \$0.00 | \$ $\$ 0.00$ | \$0.00 | \$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | VARONIS |
| 5 | DPS-10K-20kMC | SEL DATAPRIVILEGE - SP M24X7 |  | \$11.05 | F1 | 2\% | \$10.83 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DPS-10K-20KMS | SEL DATAPRIVILEGE - SP MS |  | \$6.32 | F1 | 2\% | \$6.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | varonis |
| 5 | DPS-10K-20KOS | SEL DataPrivilege for SharePoint OS |  | \$26.62 | k | 31\% | \$18.37 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | varonis |
| 5 | DPS-1501-2000MS | SEL DATAPRIVILEGE - SP MS |  | \$9.29 | F1 | 2\% | \$9.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DPS-1501-20000S | SEL Dataprivilege for SharePoint OS |  | \$39.17 | K | 31\% | \$27.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DPS-150K-MC | SEL DATAPRIVILEGE - SP M24X7 |  | \$9.31 | F1 | 2\% | \$9.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$0.00 | VARONIS |
| 5 | DPS-150K-MS | SEL DATAPRIVILEGE - SP MS |  | \$5.32 | F1 | 2\% | \$5.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DPS-150k-OS | SEL Datap Privilege for SharePoint OS |  | \$22.43 | K | 31\% | \$15.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DPS-2001-2500MS | SEL DATAPRIVILEGE - SP MS |  | \$8.66 | F1 | 2\% | \$8.49 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DPS-2001-25000s | SEL Datap frivilege for SharePoint OS |  | \$36.50 | K | 31\% | \$25.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DPS-20K-35KMC | SEL DATAPRIVILEGE - SP M24X7 |  | \$10.42 | F1 | 2\% | \$10.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DPS-20K-35KMS | SEL DATAPRIVILEGE - SP MS |  | \$5.95 | F1 | 2\% | \$5.83 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DPS-20K-35KOS | SEL Datar rivilege for SharePoint OS $^{\text {S }}$ |  | \$25.10 | k | 31\% | \$17.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | varonis |
| 5 | DPS-2501-4000MS | SEL DATAPRIVILEGE - SP MS |  | \$8.12 | F1 | 2\% | \$7.96 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DPS-2501-40000S | SEL Dataprivilege for SharePoint OS |  | \$34.22 | K | 31\% | \$23.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DPS-251-500MS | SEL DATAPRIVILEGE - SP MS |  | \$14.98 | F1 | 2\% | \$14.68 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DPS-251-5000S | SEL Datap fivilege for SharePoint OS |  | \$63.12 | K | 31\% | \$43.55 | \$0.00 | \$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DPS-35K-50KMC | SEL DATAPRIVILEGE - SP M24X7 |  | \$10.10 | F1 | 2\% | \$9.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DPS-35K-50KMS | SEL DATAPRIVILEGE - SP MS |  | \$5.77 | F1 | 2\% | \$5.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DPS-35K-50KOS | SEL Dataprivilege for SharePoint OS |  | \$24.34 | K | 31\% | \$16.79 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DPS-4001-6000MC | SEL DATAPRIVILEGE - SP M24X7 |  | \$13.26 | F1 | 2\% | \$12.99 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DPS-4001-6000MS | SEL DATAPRIVILEGE - SP MS |  | \$7.58 | F1 | 2\% | \$7.43 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DPS-4001-60000S | SEL Datap fivilege for SharePoint OS |  | \$31.94 | K | 31\% | \$22.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DPS-501-750MS | SEL DATAPRIVILEGE - SP MS |  | \$12.09 | F1 | 2\% | \$11.85 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS VARONIS |
| 5 | DPS-501-7500S DPS-50K-100KMC |  |  | \$50.95 | K | 31\% | \$35.16 | \$0.00 | \$\$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS |
| 5 | DPS-50K-100KMS | SEL DATAPRIVILEGE - SP MS |  | \$5.59 | F1 | 2\% | ${ }_{\$ 5.48}$ | \$0.00 | \$\$0.00 | \$ $\$ 0.00$ | S0.00 | \$0.00 | \$ $\$ 0.00$ | S0.00 S0.00 | VARONIS |
| 5 | DPS-50K-100KOS | SEL DataPrivilege for SharePoint OS |  | \$23.58 | K | 31\% | \$16.27 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DPS-51-100MS | SEL DATAPRIVILEGE - SP MS |  | \$25.08 | F1 | 2\% | \$24.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DPS-51-1000S | SEL DataPrivilege for SharePoint OS |  | \$105.71 | K | 31\% | \$72.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 5 | DPS-6001-8000MC DPS-6001-8000MS | SEL DATAPRIVILEGE - SP M24X7 |  | \$12.31 | F1 | 2\% | \$12.06 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$90.00 | $\$ 0.00$ $\$ 000$ | VARONIS |
| $5$ | DPS-6001-8000MS | SEL DATAPRIVILEGE - SP MS |  | $\$ 7.04$ $\$ 29.66$ | $\begin{aligned} & \text { F1 } \\ & \text { K } \end{aligned}$ | $\begin{aligned} & 2 \% \\ & 31 \% \end{aligned}$ | $\$ 6.90$ $\$ 20.47$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | DPS-751-1000MS | SEL DATAPRIVILEGE - SP MS |  | \$11.19 | F1 | 2\% | \$10.97 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DPS-751-10000S | SEL DataPrivilege for SharePoint OS |  | \$47.15 | k | 31\% | \$32.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DPS-8001-10KMC | SEL DATAPRIVILEGE - SP M24X7 |  | \$11.68 | F1 | 2\% | \$11.45 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DPS-8001-10KMS | SEL DATAPRIVILEGE - SP MS |  | \$6.68 | F1 | 2\% | \$6.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 5 | DPS-8001-10KOS DPS-DAS-NOD-A-1Y | SEL DataPrivilege for SharePoint OS SEL HWX DAS Ent Sub AGPL 1 Node $1 Y$ Min 3 N |  | ( $\begin{array}{r}\text { \$28.14 } \\ \$ 1.153 .85\end{array}$ | K | 31\% | \$ $\begin{array}{r}\text { \$19.42 } \\ \$ 79616\end{array}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS HORTONWORK |
| 5 | D-PS-DAY-AN | SEL Splunk PS Daily-AN |  | \$ $\$ 2,118.800$ | F1 | 2\% | \$2,075.64 | \$0.00 | \$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | HORTONWORKS SPLUNK |
| 5 | D-PS-DAY-AP | SEL Splunk PS Daily-AP |  | \$2,118.00 | F1 | 2\% | \$2,075.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spLUNK |
| 5 | D-PS-DAY-C-US | SEL Splunk PS Daily-Cleared Resource-US |  | \$3,000.00 | F1 | 2\% | \$2,940.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | D-PS-DAY-R-EM | SEL Splunk PS Daily(Remote)-EM |  | \$2,352.94 | F1 | 2\% | \$2,305.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | ${ }^{\text {SPLUNK }}$ |
| 5 | D-PS-DAY-R-US | SEL Splunk PS Daily (Remote)-US |  | \$2,471.00 | F1 | 2\% | \$2,421.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | D-PS-DAY-T1-EM | SEL Splunk PS Daily (T1 T TEE included)-EM |  | \$2,470.59 | F1 | 2\% | \$2,421.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | D-PS-DAY-T-EM | SEL Splunk PS Daily (T2 T TEE included)-EM |  | \$2,764.71 | F1 | ${ }^{2 \%}$ | \$2,709.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | ${ }^{\text {SPLUNK }}$ |
| 5 | D-PS-DAY-T3-EM | SEL Splunk PS Daily (T3 T+E included)-EM |  | \$2,941.18 | F1 | 2\% | \$2,882.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK SPLUNK |
| 5 | D-PS-DAY-US DPS-DLM-TB-A-1Y | SEL Splunk Prof Services Daily-US |  | \$3,059.00 | F1 | 2\% | \$2,997.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | DPS-DLM-TB-A-1Y | SEL HWX DLM Sup Sub AgPL 1TB 1Y Min50TB SEL HWX DSS Ent Sub AGPL 1TB 1Y Min200TB |  | \$307.69 | K | 31\% | \$212.31 | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | HORTONWORKS HORTONWORK |
| 5 | D-PS-PM-DAY-AN | SEL Splunk Pro Svcs ProMgmt Daily-AN |  | \$1,412.00 | F1 | 2\% | \$1,383.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | D-PS-PM-DAY-AP | SEL Splunk ProSvcs ProMgmtDaily-AP |  | \$1,412.00 | F1 | 2\% | \$1,383.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | D-PS-PM-DAY-R-EM | SEL Splunk PS-ProjMgmt Daily(Remote)-EM |  | \$1,764.71 | F1 | 2\% | \$1,729.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | ${ }^{\text {SPLUNK }}$ |
| 5 | D-PS-PM-DAY-R-US | SEL Splunk PS Pro Mgmt-Dail(R)-US |  | \$1,882.00 | F1 | 2\% | \$1,844.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK SPUNK |
| 5 5 | D-PS-PMDAY-US D-PS-PREM-E-AN | SEL Splunk PS Pro Mgmt-Daily-US SEL Splunk Pro Svcs Prem Daily not+E-AN |  | \$2,471.00 $\$ 2,706.00$ | F1 | 2\% | $\$ 2,421.58$ $\$ 2,651.88$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPLUNK SPLUNK |
| 5 | D-PS-PREM-E-AP | SEL Splunk ProSvcs PremDaily not+E-AP |  | \$2,706.00 | F1 | 2\% | \$2,651.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | D-PS-PREM-R-EM | SEL Splunk PS-Prem Daily(Remote)-EM |  | \$3,529.41 | F1 | 2\% | \$3,458.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | D-PS-PREM-R-US | SEL Splunk PS - Premium Daily(R)-US |  | \$3,529.00 | F1 | 2\% | \$3,458.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | ${ }^{\text {SPLUNK }}$ |
| 5 | D-PS-PREM-T1-EM | SEL Splunk PS-Premium-Daily ( $T 1$ T T+E)-EM |  | $\$ 3,647.06$ $\$ 394118$ | F1 | 2\% | $\$ 3,574.12$ $\$ 3.862 .36$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPLUNK SPLUNK |
| 5 | D-PS-PREM-T-EM D-PS-PREM-T3-EM | SEL Splunk PS-Premium-Daily (T2 T+E)-EM SEL Splunk PS-Premium-Daily (3) T+E)-EM |  | $\$ 3,941.18$ $\$ 4,117.65$ | F1 F1 | 2\% | $\$ 3,862.36$ $\$ 4,035.30$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPLUNK SPLUNK |
| 5 | D-PS-PREM-US | SEL Splunk PS - Premium Daily-US |  | \$4,117.65 | F1 | 2\% | \$4,035.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SP |


| BAND | SKU | description | $\begin{array}{c\|} \begin{array}{c} \text { Model Sub } \\ \text { sku } \end{array} \\ \hline \end{array}$ | EMC LIST <br> PRICE USD | CATEGORY CODE | NASPO vP Discount \% | NVP LEVEL 1 | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | WTY UPG ENH TO <br> PS W/MC PREM <br> LP | WTY UPG BASIC TO PS ENHLP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | D-PSSVC-UNITT-AN | SEL Services Unit 1 (PS-only)-AN |  | \$117.65 | F1 | 2\% | \$115.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | D-PSSVC-UNIT1-AP | SEL Services Unit 1 (PS-only)-AP |  | \$117.65 | F1 | 2\% | \$115.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | D-PSSVC-UNIT1-EM | SEL Services Unit 1 (PS-only)-EM |  | \$117.65 | F1 | 2\% | \$115.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | D-PSSVC-UNIT1-US | SEL Services Unit 1 (PS-only)-US |  | \$117.65 | F1 | 2\% | \$115.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | D-PS-SVEG-DAY-AN | SEL Splunk PS EngPostDply Daily(R)-AN |  | \$1,412.00 | F1 | 2\% | \$1,383.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | D-PS-SVEG-DAY-AP | SEL Splunk PS EngPostDplyDaily(R)-AP |  | \$1,412.00 | F1 | 2\% | \$1,383.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spLunk |
| 5 | D-PSSVEG-DAYR-EM | SEL Splunk SvcsEngPstDpl-Day(Remote)-EM |  | \$1,764.71 | F1 | 2\% | \$1,729.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | D-PSSVEG-DAYR-US | SEL Splunk SvcsEngPstDpl-Day(Remote)-US |  | \$1,500.00 | F1 | 2\% | \$1,470.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | D-PSSVEG-T1-EM | SEL Splunk SvcsengPstDpl-Day (11 T+E)-EM |  | \$1,882.35 | F1 | 2\% | \$1,844.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | D-PSSVEG-T2-EM | SEL Splunk SvcsEngPstDpl-Day (T2 T+E)-EM |  | \$2,176.47 | F1 | 2\% | \$2,132.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | D-PSSVEG-T3-EM | SEL Splunk SvcsEngPstDpl-Day (T3 T+E)-EM |  | \$2,352.94 | F1 | 2\% | \$2,305.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | DR-MC | SEL Disaster Recovery Add-on MC |  | \$4,857.79 | F1 | 2\% | \$4,760.63 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DR-MS | SEL Disaster Recovery Add-on MS |  | \$2,775.88 | F1 | 2\% | \$2,720.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DR-OS | SEL Disaster Recovery Add-on OS |  | \$11,700.00 | K | 31\% | \$8,073.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DS-0-50MS DS-0-500 | SEL DatAlert Suite MS SEL DatAlert Suite OS |  | $\$ 55.24$ $\$ 232.83$ | F1 | 2\% | $\$ 54.14$ $\$ 160.65$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | DS-1001-1500Ms | SEL Datalert Suite MS |  | \$15.82 | F1 | 2\% | \$15.50 | \$8000 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DS-1001-15000s | SEL DatAlert Suite OS |  | \$66.69 | k | 31\% | \$46.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | varonis |
| 5 | DS-100K-150KMC | SEL DatAlert Suite M24*7 |  | \$14.57 | F1 | 2\% | \$14.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | varonis |
| 5 | DS-100k-150kMS | SEL DatAlert Suite MS |  | \$8.33 | F1 | 2\% | \$8.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DS-100K-150KOS | SEL DatAlert Suite OS |  | \$35.10 | k | 31\% | \$24.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DS-101-250MS | SEL DatAlert Suite MS |  | \$30.26 | F1 | 2\% | \$29.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DS-101-2500s | SEL DatAlert Suite OS |  | \$127.53 | K | 31\% | \$88.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$0.00 | VARONIS |
| 5 | DS-10K-20KMC | SEL DatAlert Suite M24*7 |  | \$17.00 | F1 | 2\% | \$16.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DS-10K-20KMS | SEL DatAlerr Suite MS |  | \$9.72 | F1 | 2\% | \$9.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DS-1501-2000MS | SEL DatAlert Suite MS |  | \$ $\$ 14.30$ | F1 | 2\% | \$ $\$ 14.01$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$9.00 | \$0.00 | VARONIS |
| 5 | DS-1501-20000s | SEL DatAlert Suite OS |  | \$60.26 | K | 31\% | \$41.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DS-150K-MC | SEL DatAlert Suite M24*7 |  | \$14.33 | F1 | 2\% | \$14.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DS-150K-MS | SEL DatAlert Suite MS |  | \$8.19 | F1 | 2\% | \$8.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DS-150K-OS | SEL DatAlert Suite OS |  | \$34.52 | k | 31\% | \$23.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DS-16G-ER-D4851 | SEL-SFP+, 16/8/4Gbps, FC, D9360, 13dBB,40km |  | \$4,858.46 | k | 31\% | \$3,352.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SMARTOPTICS |
| 5 | DS-16G-ER-D4932 | SEL-SFP+, 16/8/4Gbps, FC, D99350, 138B,40km |  | \$4,858.46 | k | 31\% | \$3,352.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SMARTOPTICS |
| 5 | DS-16G-ER-D5012 | SEL-SFP+, 16/8/4Gbps, FC, $\mathrm{D} 93400,13 \mathrm{dBB}, 40 \mathrm{~km}$ |  | \$4,858.46 | k | 31\% | \$3,352.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SmARTOPTICS |
| 5 | DS-16G-ER-D5092 | SEL-SFP+, 16/8/4Gbps, FC, D99330, 138B,40km |  | \$4,858.46 | k | 31\% | \$3,352.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SMARTOPTICS |
| 5 | DS-16G-ER-D5172 | SEL-SFP+, 16/8/4Gbps, FC, $\mathrm{D9} 9320,13 \mathrm{BB}, 40 \mathrm{~km}$ |  | \$4,858.46 | k | 31\% | \$3,352.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SMARTOPTICS |
| 5 | DS-16G-ER-D5252 |  |  | \$4,858.46 | K | $31 \%$ $31 \%$ | \$3,352.34 | \$0.00 | \$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SMARTOPTICS |
| 5 | DS-16G-ER-D5333 DS-16G-ER-D5413 |  |  | $\$ 4,858.46$ $\$ 4.858 .46$ | k | 31\% | \$3,352.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SMARTOPTICS SMARTOPTICS |
| 5 | DS-16G-ER-D5494 | SEL-SFP+, $16 / 1 / 4 / 4 \mathrm{Gpps}, \mathrm{FC}, \mathrm{CO} 2800,13 \mathrm{~dB}, 40 \mathrm{~km}$ |  |  | k | 31\% | \$ $\$ 3,3532.34$ | \$0.00 $\$ 000$ | \$ $\$ 0.00$ | \$0.00 | \$0.00 $\$ 0.00$ | \$0.00 | $\$ 80.00$ $\$ 0.00$ | \$\$0.00 | SMARTOPTİS |
| 5 | DS-16G-ER-D5575 | SEL-SFP+,16/8/4Gbps,FC, DP270, 138B,40km |  | \$4,858.46 | k | 31\% | \$3,352.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SmARTOPTICS |
| 5 | DS-16G-ER-D5655 | SEL-SFP+, 16/844GbpsFC, D9260, 130BB,40km |  | \$4,858.46 | k | 31\% | \$3,352.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SMARTOPTICS |
| 5 | DS-16G-ER-D5736 | SEL-SFP+, 16/1/4/4Gbps, FC, $\mathrm{D} 92500,13 \mathrm{BB}, 40 \mathrm{~km}$ |  | \$4,858.46 | k | 31\% | \$3,352.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SMARTOPTICS |
| 5 | DS-16G-ER-D5817 | SEL-SFP+, 16/8/4Gbps, FC, $\mathrm{D9} 2420,13 \mathrm{BB}, 40 \mathrm{~km}$ |  | \$4,858.46 | k | 31\% | \$3,352.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SMARTOPTICS |
| 5 | DS-16G-ER-D5898 |  |  | $\$ 4,858.46$ $\$ 4.858 .46$ | K | $31 \%$ $31 \%$ | $\$ 3,352.34$ <br> $\$ 3.35234$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$\$.00 | SMARTOPTICS |
| 5 | DS-16G-ER-D5979 | SEL-SFP+, 16/1/46Gbps, FC, D92200, 13dB,40km |  | \$4,858.46 | K | 31\% | \$3,352.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SMARTOPTICS |
| 5 | DS-16G-ER-D6061 | SEL-SFP+, 16/8/4Gbps, FC, $\mathrm{D9210}$, 13dB, 40 km |  | \$4,858.46 | k | 31\% | \$3,352.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SMARTOPTICS |
| 5 | DS-2001-2500MS DS-2001-25000 | SEL DatAlert Suite MS SEL DatAlert Suite OS |  | $\$ 13.32$ $\$ 56.16$ | F1 | 2\% | $\$ 13.05$ $\$ 38.75$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | ${ }^{\text {DS }}$ DS-20K-35KMC | SEL Datiler Suite OS ${ }^{\text {S }}$ |  | \$56.16 | F1 | 31\% | \$15.71 | \$0.00 $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$90.00 | ${ }_{\$ 0.00}$ | VARONIS |
| 5 | DS-20K-35KMS | SEL DatAlert Suite MS |  | \$9.16 | F1 | 2\% | \$8.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DS-20K-35KOS | SEL DatAlert Suite OS |  | \$38.61 | K | 31\% | \$26.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DS-2501-4000MS | SEL DatAlert Suite MS |  | \$12.49 | F1 | 2\% | \$12.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DS-2501-40000s | SEL Datalerrs Suite OS |  | \$52.65 | K | 31\% | \$\$36.33 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 5 | DS-251-500MS | SEL DatAlert Suite MS |  | \$23.04 $\$ 97.11$ | F1 | 2\% | \$22.58 | \$0.00 | \$9.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | DS-32G-IR-D4851 | SEL-SFP28,32/16/8G FC, D9360,7dB,10km |  | \$6,146.15 | k | 31\% | \$4,240.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9.00 | \$0.00 | SmARTOPTICS |
| 5 | DS-32G-IR-D4932 | SEL-SFP28,32/16/8G FC, D9350,7dB, 10 km |  | \$6,146.15 | k | 31\% | \$4,240.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | SmARTOPTICS |
| 5 | DS-32G-IR-D5012 | SEL-SFP28,32116/8G FC, D9340,7dB, 10 km |  | \$6,146.15 | k | 31\% | \$4,240.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SMARTOPTICS |
| 5 | DS-32-1R-D5092 | SEL-SFP28,32/16/8G FC, D9330,7dB, 10 10 km |  | \$6,146.15 | k | 31\% | \$4,240.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SMARTOPTICS |
| 5 | DS-32G-IR-D5172 | SEL-SFP28,32/16/8G FC, D9320,7dB, 10km |  | \$6,146.15 | k | 31\% | \$4,240.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SMARTOPTICS |
| 5 5 | DS-32G-IR-D5252 |  |  | \$6,146.15 | K | $31 \%$ $31 \%$ | $\$ 4,240.84$ $\$ 4.240 .84$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | SMARTOPTICS SMARTOPTICS |
| 5 | DS-32G-IR-D5333 | SEL-SFPP88,32116/8G FC, D9300,78B,10km |  | \$ $\$ 6,146.14{ }^{\text {S }}$ | k | 31\% | \$ $\$ 4,240.84$ | $\$ 0.00$ $\$ 0.00$ | \$\$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$\$0.00 | SMARTOPTİS SMARTOPTICS |
| 5 | DS-32G-R-D5494 | SEL-SFP28,32/16/8G FC, D9280,7dB, 10km |  | \$6,146.15 | k | 31\% | \$4,240.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SMARTOPTICS |
| 5 | DS-32G-R-D5575 | SEL-SFP28,32/16/8G FC, D9270,7dB, 10km |  | \$6,146.15 | k | 31\% | \$4,240.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SMARTOPTICS |
| 5 | DS-32G-R-D5655 | SEL-SFP28,32116/8G FC, D9260,7dB,10km |  | \$6,146.15 | k | 31\% | \$4,240.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SMARTOPTICS |
| 5 | DS-32G-1R-D5736 | SEL-SFP28,32116/8G FC, D9250,7dBB,10km |  | \$6,146.15 | K | 31\% | \$4,240.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SMARTOPTICS |
| 5 | DS-32G-IR-D5817 DS-32G-IR-D5998 | SEL-SFP28,32216/8G FC, D9240,7dB, 10 km SLL-SFP28,3216/8G FC,D9230,7dB, |  | $\$ 6,146.15$ $\$ 6,146.15$ | K | 31\% | $\$ 4,240.84$ $\$ 4,240.84$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SMARTOPTICS SMARTOPTICS |
| 5 | DS-32G-IR-D5979 | SEL-SFP28,32116/8G FC, D9220,7dB, 10km |  | \$6,146.15 | k | 31\% | \$4,240.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SmARTOPTICS |
| 5 | DSS-32-IR-D6061 | SEL-SFP28,32/16/8G FC, D9210,7dB, 10 km |  | \$6,146.15 | K | 31\% | \$4,240.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SMARTOPTICS |
| 5 | DS-35K-50kMC | SEL DatAlert Suite M24*7 |  | \$15.54 | F1 | 2\% | \$15.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DS-35K-50KMS | SEL Datalert Suite MS |  | \$8.88 | F1 | 2\% | \$88.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DS-35-50KOS | SEL DatAlert Suite OS SEL Datilert Suite M24*7 |  | \$37.44 $\$ 20.40$ | K ${ }_{\text {F1 }}$ | $31 \%$ $2 \%$ | \$25.83 $\$ 19.99$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS |
| 5 | DS-4001-6000Ms | SEL DatAlert Suite MS |  | \$11.66 | F1 | 2\% | \$11.43 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | varonis |
| 5 | DS-4001-60000s | SEL DatAlert Suite OS |  | \$49.14 | K | 31\% | \$33.91 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DS-501-750MS | SEL DatAlert Suite MS SEL DatAlert Suite OS |  | $\$ 18.60$ $\$ 78.39$ | F1 K | 2\% | $\$ 18.23$ $\$ 54.09$ | $\$ 0.00$ $\$ 0.00$ | \$\$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |


| BAND | SKU | description | $\begin{aligned} & \text { Model Sub } \\ & \text { ckil } \end{aligned}$ sku | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | WTY UPG ENH TO <br> PS W/MC PREM <br> LP | wTY UPG BASIC TO PS ENH LP | Renewal | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | DS-50K-100KMC | SEL DatAlert Suite M24*7 |  | \$15.06 | F1 | 2\% | \$14.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DS-50K-100kMS | SEL DatAlert Suite MS |  | \$8.61 | F1 | 2\% | \$8.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DS-50k-100kOS | SEL DatAlert Suite OS |  | \$36.27 | k | 31\% | \$25.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DS-51-100Ms | SEL DatAlert Suite MS |  | \$38.58 | F1 | 2\% | \$37.81 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DS-51-1000s | SEL DatAlert Suite OS |  | \$162.63 | k | 31\% | \$112.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DS-6001-8000MC | SEL DatAlert Suite M24*7 |  | \$18.95 | F1 | 2\% | \$18.57 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DS-6001-8000MS | SEL DatAlerr Suite MS |  | \$10.83 | F1 | 2\% | \$10.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DS-6001-80000s DTE-0-50MS | SEL DatAlert Suite OS |  | $\$ 45.63$ $\$ 33.14$ | K1 | 31\% | \$31.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DTE-0-50MS | SEL Data Transport Engine OS |  | \$ ${ }_{\text {\$139.70 }}$ | F1 k | 31\% | \$32.48 $\$ 96.39$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS |
| 5 | DTE-1001-1500MS | SEL Data Transport Engine MS |  | \$9.49 | F1 | 2\% | \$9.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DTE-1001-15000S | SEL Data Transport Engine OS |  | \$40.01 | k | 31\% | \$27.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DTE-100K-150kMC | SEL Data Transport Engine M24x7 |  | \$8.74 | F1 | 2\% | \$8.57 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9.00 | \$0.00 | VARONIS |
| 5 | DTE-100K-150kMS | SEL Data Transport Engine MS |  | \$5.00 | F1 | 2\% | \$4.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DTE-100K-150kOS | SEL Data Transport Engine OS |  | \$21.06 | k | 31\% | \$14.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DTE-101-250MS | SEL Data Transport Engine MS |  | \$18.15 | F1 | 2\% | \$17.79 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DTE-101-2500s | SEL Data Transport Engine OS |  | \$76.52 | K | 31\% | \$52.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DTE-10K-20kMC | SEL Data Transport Engine M24x7 |  | $\$ 10.20$ $\$ 5.83$ | F1 | 2\% | \$10.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS |
| 5 | DTE-10K-20KMS DTE-10K-20KOS | SEL Data Transport Engine MS SEL Data Transport Engine OS |  | $\begin{array}{r} \$ 5.83 \\ \$ 24.57 \end{array}$ | F1 K | 2\% | $\$ 5.71$ $\$ 16.95$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | DTE-1501-2000MS | SEL Data Transport Engine MS |  | \$8.58 | F1 | 2\% | \$8.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DTE-1501-20000S | SEL Data Transport Engine OS |  | \$36.15 | K | 31\% | \$24.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | varonis |
| 5 | DTE-150K-MC | SEL Data Transport Engine M24x7 |  | \$8.60 | F1 | 2\% | \$8.43 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DTE-150K-MS | SEL Data Transport Engine MS |  | \$4.91 | F1 | 2\% | \$4.81 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DTE-150k-OS | SEL Data Transport Engine OS |  | \$20.71 | k | 31\% | \$14.29 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DTE-2001-2500MS | SEL Data Transport Engine MS |  | \$7.99 | F1 | 2\% | \$7.83 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DTE-2001-25000S | SEL Data Transport Engine OS |  | \$33.70 | K | 31\% | \$23.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DTE-20K-35KMC | SEL Data Transport Engine M24x7 |  | \$9.62 | F1 | 2\% | ${ }_{\text {\$9.43 }}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DTE-200-35KMS | SEL Data Transport Engine MS SEL Data Transport Engine OS |  | \$5.50 | F1 | 2\% | \$5.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | VARONIS |
| 5 | DTE-2501-4000MS | SEL Data Transport Engine MS |  | \$ $\$ 7.49$ | F1 | 2\% | \$ $\$ 7.34$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | ${ }^{5} 80.00$ | \$0.00 | VARONIS |
| 5 | DTE-2501-40000S | SEL Data Transport Engine OS |  | \$31.59 | K | 31\% | \$21.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DTE-251-500MS | SEL Data Transport Engine MS |  | \$13.82 | F1 | 2\% | \$13.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DTE-251-5000 | SEL Data Transport Engine OS |  | \$58.27 | K | 31\% | \$40.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DTE-35k-50kMC | SEL Data Transport Engine M24x7 |  | $\$ 9.33$ $\$ 533$ | F1 | 2\% | $\$ 9.14$ $\$ 5.22$ | $\$ 0.00$ S0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS |
| 5 | DTE-35-50KMS | SEL Data Transport Engine MS |  | \$ $\begin{array}{r}\text { \$5233 }\end{array}$ | F1 | 31\% | \$ $\$ 1.22$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | VARONIS |
| 5 | DTE-4001-6000MC | SEL Data Transport Engine M24x7 |  | \$12.24 | F1 | 2\% | \$12.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DTE-4001-6000MS | SEL Data Transport Engine MS |  | \$7.00 | F1 | 2\% | \$6.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DTE-4001-60000S | SEL Data Transport Engine OS |  | \$29.48 | K | 31\% | \$20.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DTE-501-750MS | SEL Data Transport Engine MS |  | \$11.16 | F1 | 2\% | \$10.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DTE-501-7500S | SEL Data Transport Engine OS |  | \$47.03 | K | 31\% | \$32.45 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DTE-50K-100KMC | SEL Data Transport Engine M24x7 |  | \$9.04 | F1 | 2\% | \$8.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DTE-50K-100KMS | SEL Data Transport Engine MS |  | \$5.16 | F1 | 2\% | \$5.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DTE-50K-100KOS | SEL Data Transport Engine OS |  | \$21.76 | F1 | 31\% | \$15.01 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | DTE-51-100MS DTE-51-100 | SEL Data Transport Engine MS |  | \$23.15 | F1 | 31\% | \$22.69 | \$0.00 S0.00 | \$0.00 | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$ $\$ 0.00$ | \$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | VARONIS |
| 5 | DTE-6001-8000MC | SEL Data Transport Engine M24x7 |  | \$11.37 | F1 | 2\% | \$11.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DTE-6001-8000MS | SEL Data Transport Engine MS |  | \$6.50 | F1 | 2\% | \$6.37 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DTE-6001-80000S | SEL Data Transport Engine OS |  | \$27.38 | K | 31\% | \$18.89 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DTE-751-1000MS | SEL Data Transport Engine MS |  | \$10.33 | F1 | 2\% | \$10.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DTE-751-10000s | SEL Data Transport Engine OS |  | \$43.52 | k | 31\% | \$30.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DTE-8001-10KMC | SEL Data Transport Engine M24x7 |  | \$10.78 | F1 | 2\% | \$10.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DTE-8001-10KMS | SEL Data Transport Engine MS |  | \$6.16 | F1 | 2\% | \$6.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DTE-8001-10KOS | SEL Data Transport Engine OS |  | \$25.97 | K1 | 31\% | \$17.92 $\$ 16.87$ | $\$ 0.00$ 5000 | \$\$000 | \$\$.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | DS-751-1000MS | SEL Datalerr Suite MS SEL Datalert Suite OS |  | \$17.21 | F1 | 2\% | \$16.87 $\$ 50.05$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | VARONIS |
| 5 | DS-8001-10KMC | SEL DatAlert Suite M24*7 |  | \$17.97 | F1 | 2\% | \$17.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DS-8001-10KMS | SEL DatAlert Suite MS |  | \$10.27 | F1 | 2\% | \$10.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DS-8001-10KOS | SEL DatAlert Suite OS |  | \$43.29 | K | 31\% | \$29.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DW-0-50MS | SEL DATANSWERS - WIN MS |  | \$27.62 | F1 | 2\% | \$27.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DW-0-500s | SEL DatAnswers - WIN OS |  | \$116.42 | K | 31\% | \$80.33 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DW-1001-1500MS | SEL DATANSWERS - WIN MS |  | \$7.91 | F1 | 2\% | \$7.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DW-1001-15000s | SEL Datanswers - WIN OS ${ }^{\text {a }}$ |  | \$33.35 | K | 31\% | \$23.01 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | DW-100K-150KMC | SEL DATANSWERS - WIN M24*7 |  | \$7.29 | F1 | 2\% | \$7.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS VARONIS |
| 5 | DW-100K-150KMS | SEL DATANSWERS - WIN MS SEL DatAnswers -WINOS |  | + ${ }^{\$ 4.16}$ | F1 | 2\% | $\$ 4.08$ $\$ 1211$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | DW-101-250MS | SEL DATANSWERS - WIN MS |  | \$15.13 | F1 | 2\% | \$14.83 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DW-101-2500s | SEL DatAnswers - WIN OS |  | \$63.77 | k | 31\% | \$44.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DW-10k-20KMC | SEL DATANSWERS - WIN M24*7 |  | \$8.50 | F1 | ${ }^{2 \%}$ | \$8.33 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DW-10K-20KMS | SEL DATANSWERS - WIN MS |  | \$4.86 | F1 | 2\% | \$4.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DW-10K-20KOS | SEL Datanswers - WIN OS |  | \$20.48 | K | 31\% | \$14.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DW-1501-2000MS DW-1501-20000s | SEL DATANSWERS - WIN MS SEL DatAnswers -WIN OS |  | \$7.15 $\$ 30.13$ | F1 K | 2\% | $\$ 7.01$ $\$ 20.79$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | DW-150K-MC | SEL DATANSWERS - WIN M24*7 |  | \$7.17 | F1 | 2\% | \$7.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DW-150K-MS | SEL DATANSWERS - WIN MS |  | \$4.09 | F1 | ${ }^{2 \%}$ | \$4.01 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DW-150K-OS | SEL DatAnswers - WIN OS |  | \$17.26 | K | 31\% | \$11.91 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DW-2001-2500MS | SEL DATANSWERS - WiN MS |  | \$6.66 $\$ 28.08$ | F1 | 31\% | \$6.53 $\$ 19.38$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | VARRNIS |
| 5 | DW-20K-35KMC | SEL DATANSWERS - WIN M24*7 |  | \$8.02 | F1 | 2\% | \$7.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |


| BAND | SKU | description | Model Sub sku | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP$\|$ | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\left\|\begin{array}{c}\text { WTY UPG ENH TO } \\ \text { PS W/MC PREM } \\ \text { LP }\end{array}\right\|$ | WTY UPG BASIC TO PS ENH LP | Renewal | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | DW-20K-35KMS | SEL DATANSWERS - WIN MS |  | \$4.58 | F1 | 2\% | 94.49 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DW-20k-35kOS | SEL DatAnswers - WIN OS |  | \$19.31 | K | 31\% | \$13.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DW-2501-4000Ms | SEL DATANSWERS - WIN MS |  | \$6.25 | F1 | 2\% | \$6.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DW-2501-40000s | SEL DatAnswers - WIN OS |  | \$26.33 | k | 31\% | \$18.17 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DW-251-500Ms | SEL DATANSWERS - WIN MS |  | \$11.52 | F1 | 2\% | \$11.29 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DW-251-5000s | SEL Datanswers - WIN OS |  | \$48.56 | K | 31\% | \$33.51 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DW-35K-50KMC | SEL DATANSWERS - WIN M24*7 |  | \$7.77 | F1 | 2\% | \$7.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DW-35k-50kMs | SEL DATANSWERS - WIN MS |  | \$4.44 | F1 | 2\% | \$4.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DW-35k-50kOS | SEL Datanswers - WIN OS ${ }^{\text {a }}$ |  | \$18.72 | K | 31\% | \$12.92 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DW-4001-6000MC | SEL DATANSWERS - WIN M24*7 |  | \$10.20 | F1 | 2\% | \$10.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DW-4001-6000Ms | SEL DATANSWERS - WIN MS |  | \$5.83 | F1 | 2\% | \$5.71 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DW-4001-60000s | SEL Datanswers - WIN OS |  | \$24.57 | k | 31\% | \$16.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DW-501-750MS | SEL DATANSWERS - WIN MS |  | \$9.30 | F1 | 2\% | \$9.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DW-501-7500s | SEL DatAnswers - WIN OS |  | \$39.20 | K | 31\% | \$27.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DW-50k-100kMC | SEL DATANSWERS - WIN M24*7 |  | \$7.53 | F1 | 2\% | \$7.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DW-50K-100KMS | SEL DATANSWERS - WIN MS |  | \$4.30 | F1 | 2\% | \$4.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DW-50K-100KOs | SEL Datanswers - WIN OS |  | \$18.14 | K | 31\% | \$12.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 5 | DW-51-100MS | SEL DATANSWERS - WIN MS |  | \$19.29 | F1 | 2\% | \$18.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS |
| 5 | DW-6001-8000MC |  |  | \$81.32 $\$ 9.47$ | F1 | 31\% | \$56.11 | \$0.00 $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 $\$ 0.00$ | \$ $\$ 0.00$ | \$0.00 | \$0.00 $\$ 000$ | VARONIS |
| 5 | DW-6001-8000Ms | SEL DATANSWERS - WIN Ms |  | \$5.41 | F1 | 2\% | \$5.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DW-6001-80000s | SEL DatAnswers - WIN OS |  | \$22.82 | k | 31\% | \$15.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | varonis |
| 5 | DW-751-1000MS | SEL DATANSWERS - WIN MS |  | \$8.61 | F1 | 2\% | \$8.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DW-751-10000 | SEL DatAnswers - WIN OS |  | \$36.27 | k | 31\% | \$25.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | varonis |
| 5 | DW-8001-10kMC | SEL DATANSWERS - WIN M24*7 |  | \$8.99 | F1 | 2\% | \$8.81 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DW-8001-10KMS | SEL DATANSWERS - WIN MS |  | \$5.14 | F1 | 2\% | $\$ 5.04$ $\$ 104$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DW-8001-10KOS | SEL DatAnswers - WIN OS |  | \$21.65 | k | 31\% | \$14.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | varonis |
| 5 | DWOD-0-50MS | SEL DATANSWERS - OD MS |  | \$27.62 | F1 | 2\% | \$27.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DWOD-0-500S | SEL DatAnswers - OD OS |  | \$116.42 | K | 31\% | \$80.33 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DWOD-1001-1500MS | SEL DATANSWERS - OD MS |  | \$7.91 | F1 | 2\% | \$7.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DWOD-1001-15000s | SEL DatAnswers - OD OS |  | \$33.35 | k | 31\% | \$23.01 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DWOD-100k-150kMC | SEL DATANSWERS - OD M24*7 |  | \$7.29 | F1 | 2\% | \$7.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DWOD-100k-150KMS | SEL DATANSWERS - OD MS |  | \$4.16 | F1 | 2\% | \$4.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DWOD-100K-150kOs | SEL Datanswers - OD OS |  | \$17.55 | K | 31\% | \$12.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 5 | DWOD-101-250MS DWOD-101-2500 | SEL DATANSWERS-OD MS SEL DatAnswers -OD OS |  | \$15.13 $\$ 63.77$ | F1 | 2\% | $\$ 14.83$ $\$ 44.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | DWOD-10K-20KMC | SEL DATANSWERS - OD M $24 * 7$ |  | \$8.50 | F1 | 2\% | \$8.33 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DWOD-10K-20kms | SEL DATANSWERS - od ms |  | \$4.86 | F1 | 2\% | \$4.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DWOD-10K-20KOS | SEL DatAnswers - OD OS |  | \$20.48 | k | 31\% | \$14.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DWOD-1501-2000MS | SEL DATANSWERS - OD MS |  | \$7.15 | F1 | 2\% | \$7.01 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DWOD-1501-20000s | SEL Datanswers - OD OS |  | \$30.13 | K | 31\% | \$20.79 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | \$0.00 | \$0.00 | VARONIS |
| 5 | DWOD-150K-MC DWOD-150K-MS | SEL DATANSWERS - OD M $24{ }^{4} 7$ SEL DATANSWERS - OD MS |  | $\$ 7.17$ $\$ 4.09$ | F1 | 2\% | $\$ 7.03$ $\$ 4.01$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | DWOD-150K-Os | SEL DatAnswers - OD OS |  | \$17.26 | K | 31\% | \$11.91 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DWOD-2001-2500MS | SEL DATANSWERS - OD MS |  | \$6.66 | F1 | 2\% | \$6.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DWOD-2001-25000S | SEL DatAnswers - OD OS |  | \$28.08 | K | 31\% | \$19.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DWOD-20K-35KMC | SEL DATANSWERS - OD M24*7 |  | \$8.02 | F1 | 2\% | \$7.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DWOD-20K-35KMS | SEL DATANSWERS - OD MS |  | \$4.58 | F1 | 2\% | \$4.49 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DWOD-20K-35KOS | SEL Datanswers - OD OS |  | \$19.31 | K | 31\% | \$13.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DWOD-2501-4000MS | SEL DATANSWERS - od ms |  | \$6.25 | F1 | 2\% | \$6.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | varonis |
| 5 | DWOD-2501-40000 | SEL DatAnswers - OD OS |  | \$26.33 | k | 31\% | \$18.17 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DWOD-251-500MS | SEL DATANSWERS - OD MS |  | \$11.52 | F1 | 2\% | \$11.29 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DWOD-251-5000s | SEL DatAnswers - OD OS |  | \$48.56 | K | 31\% | \$33.51 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DWOD-35K-50KMC | SEL DATANSWERS - OD M $24{ }^{*} 7$ |  | \$8.77 | F1 | 2\% | \$7.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | DWOD-35K-50KMS DWOD-35K-50KOS | SEL DATANSWERS - OD Ms SEL Datanswers - OD OS |  | \$4.44 | F1 | $2 \%$ $31 \%$ | \$4.35 $\$ 12.92$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | DWOD-4001-6000MC | SEL DATANSWERS - OD M24*7 |  | \$10.20 | F1 | 2\% | \$10.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DWOD-4001-6000MS | SEL DATANSWERS - od ms |  | \$5.83 | F1 | 2\% | \$5.71 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DWOD-4001-60000S | SEL DatAnswers - OD OS |  | \$24.57 | K | 31\% | \$16.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DWOD-501-750MS | SEL DATANSWERS - OD MS |  | \$9.30 | F1 | 2\% | \$9.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | DWOD-501-7500 | SEL DatAnswers - OD OS |  | \$39.20 | k | 31\% | \$27.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DWOD-50K-100kMC | SEL DATANSWERS - OD M24*7 |  | \$7.53 | F1 | 2\% | \$7.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DWOD-50K-100KMS | SEL DATANSWERS - OD MS |  | \$4.30 | F1 | 2\% | \$4.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | DWOD-50K-100KOS | SEL Datanswers - OD OS |  | \$18.14 | K | 31\% | \$12.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DWOD-51-100MS | SEL DATANSWERS - OD MS |  | \$19.29 | F1 | 2\% $31 \%$ | \$18.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | DWOD-51-1000S DWOD-6001-8000MC | SEL DatAnswers - OD OS SEL DATANSWERS - OD M $24{ }^{*} 7$ |  | $\$ 81.32$ $\$ 9.47$ | $\begin{aligned} & K \\ & \text { F1 } \end{aligned}$ | 31\% | \$56.11 $\$ 9.28$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS |
| 5 | DWOD-6001-8000MS | SEL DATANSWERS - OD MS |  | \$5.41 | F1 | 2\% | \$5.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DWOD-6001-80000S | SEL Datanswers - OD OS |  | \$22.82 | K | 31\% | \$15.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DWOD-751-1000MS | SEL DATANSWERS - OD MS |  | \$8.61 | F1 | 2\% | \$8.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DWOD-751-10000s | SEL Datanswers - OD OS ${ }^{\text {S }}$ |  | \$36.27 | K | 31\% | \$25.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DWOD-8001-10KMC | SEL DATANSWERS - OD M $24{ }^{\text {4 }} 7$ SEL DATANSWERS - OD MS |  | $\$ 8.99$ $\$ 5.14$ | F1 F1 | $\begin{aligned} & 2 \% \\ & 2 \% \end{aligned}$ | \$8.81 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | DWOD-8001-10KOS | SEL DatAnswers - OD OS |  | \$21.65 | k | 31\% | \$14.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DWOS-0-50MS | SEL DATANSWERS - OD + SPOL MS |  | \$41.43 | F1 | 2\% | \$40.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | Dwos-0-500s | SEL DatAnswers - OD + SPOL OS |  | \$174.62 | k | 31\% | \$120.49 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DWOS-1001-1500MS | SEL DATANSWERS - OD + SPOL MS |  | \$11.87 | F1 | 2\% | \$11.63 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS |
| 5 | DWOS-1001-15000s | SEL Datanswers - OD + SPOL OS SEL DATANSWERS - OD + SPOL M24*7 |  | \$50.02 $\$ 10.93$ | K F1 | $31 \%$ $2 \%$ | \$34.51 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | DWOS-100K-150kMs | SEL DATANSWERS - OD + SPOL MS |  | \$6.25 | F1 | 2\% | \$6.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |

\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|c|c|c|c|c|}
\hline BAND \& SKU \& description \& \[
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sku \& EMC LIST
PRICE USD \& CATEGORY CODE \& NASPO VP Discount \% \& NVP LEVEL 1 NET PRICE \& PROSUPPORT PLUS MNT LP \& \begin{tabular}{|c|c|}
\hline \begin{tabular}{c} 
PROSUPPORT \\
WIMC PREM MNT \\
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\end{tabular} \& PROSUPPORT ENH MNT LP \& BASIC MNT LP \& \(\left|\begin{array}{c}\text { WTY UPG ENH TO } \\ \text { PS W/MC PREM } \\ \text { LP }\end{array}\right|\) \& wTY UPG BASIC TO PS ENH LP \& Renewal \& THIRD PARTY PRODUCT PARTNER \\
\hline 5 \& DWOS-100K-150KOS \& SEL DatAnswers - OD + SPOL OS \& \& \$26.33 \& K \& 31\% \& \$18.17 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& VARONIS \\
\hline 5 \& DWOS-101-250MS \& SEL DATANSWERS - OD + SPOL MS \& \& \$22.69 \& F1 \& 2\% \& \$22.24 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& VARONIS \\
\hline 5 \& DWOS-101-2500s \& SEL DatAnswers - OD + SPOL OS \& \& \$95.65 \& k \& 31\% \& \$66.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& Varonis \\
\hline 5 \& DWOS-10K-20kMC \& SEL DATANSWERS - OD + SPOL M24*7 \& \& \$12.75 \& F1 \& 2\% \& \$12.50 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& VARONIS \\
\hline 5 \& DWOS-10K-20KMS \& SEL DATANSWERS - OD + SPOL MS \& \& \$7.29 \& F1 \& 2\% \& \$7.14 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& VARONIS \\
\hline 5 \& DWOS-10K-20KOS \& SEL DatAnswers - OD + SPOL OS \& \& \$30.71 \& k \& 31\% \& \$21.19 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& Varonis \\
\hline 5 \& DWOS-1501-2000MS \& SEL DATANSWERS - OD + SPOL MS \& \& \$10.72 \& F1 \& 2\% \& \$10.51 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& VARONIS \\
\hline 5 \& DWOS-1501-20000s \& SEL DatAnswers - OD + SPOL OS \& \& \$45.19 \& k \& 31\% \& \$31.18 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& VARONIS \\
\hline 5 \& DWOS-150K-MC \& SEL DATANSWERS - OD + SPOL M \(24{ }^{*} 7\) \& \& \$10.75 \& F1 \& 2\% \& \$10.54 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& VARONIS \\
\hline 5 \& DWOS-150K-MS \& SEL DATANSWERS - OD + SPOL MS \& \& \$6.14 \& F1 \& 2\% \& \$6.02 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& VARONIS \\
\hline 5 \& DWOS-1500-OS \& SEL Datanswers - OD + SPOL OS \& \& \$25.89 \& F1 \& 31\% \& \$17.86 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& VARONIS \\
\hline 5 \& DWOS-2001-2500MS \& SEL DATANSWERS - OD + SPOL MS \& \& \$9.99 \& F1 \& 2\% \& \$9.79 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& VARONIS \\
\hline 5 \& DWOS-2001-25000s \& SEL DatAnswers - OD + SPOL OS \& \& \$42.12 \& k \& 31\% \& \$29.06 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& VARONIS \\
\hline 5 \& DWOS-20K-35KMC \& SEL DATANSWERS - OD + SPOL M24*7 \& \& \$12.02 \& F1 \& 2\% \& \$11.78 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& VARONIS \\
\hline 5 \& DWOS-20K-35KMS \& SEL DATANSWERS - OD + SPOL MS \& \& \$6.87 \& F1 \& 2\% \& \$6.73 \& \$0.00 \& \$0.00 \& \$0.00 \& \(\$ 0.00\)
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DWOS-2501-4000MS
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\hline 5 \& DWOS-2501-40000s \& SEL DatAnswers - OD + SPOL OS \& \& \$39.49 \& k \& 31\% \& \$27.25 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& Varonis \\
\hline 5 \& DWOS-251-500Ms \& SEL DATANSWERS - OD + SPOL MS \& \& \$17.28 \& F1 \& 2\% \& \$16.93 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& Varonis \\
\hline 5 \& DWOS-251-5000s \& SEL DatAnswers - OD + SPOL OS \& \& \$72.83 \& k \& 31\% \& \$50.25 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& varonis \\
\hline 5 \& DWOS-35K-50kMC \& SEL DATANSWERS - OD + SPOL M24*7 \& \& \$11.66 \& F1 \& 2\% \& \$11.43 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& VARONIS \\
\hline 5 \& DWOS-35K-50kMS \& SEL DATANSWERS - OD + SPOL MS \& \& \$6.66 \& F1 \& 2\% \& \$6.53 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& Varonis \\
\hline 5 \& DWOS-35K-50KOS \& SEL DatAnswers - OD + SPOL OS \& \& \$28.08 \& k \& 31\% \& \$19.38 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& VARONIS \\
\hline 5 \& DWOS-4001-6000MC \& SEL DATANSWERS - OD + SPOL M24*7 \& \& \$15.30 \& F1 \& 2\% \& \$14.99 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& Varonis \\
\hline 5 \& DWOS-4001-6000MS \& SEL DATANSWERS - OD + SPOL MS \& \& \$8.74 \& F1 \& 2\% \& \$8.57 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& VARONIS \\
\hline 5 \& DWOS-4001-60000s \& SEL DatAnswers - OD + SPOL OS \& \& \$36.86 \& K \& 31\% \& \$25.43 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& VARONIS \\
\hline 5 \& DWOS-501-750MS \& SEL DATANSWERS - OD + SPOL MS \& \& \$13.95 \& F1 \& 2\% \& \$13.67 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& VARONIS \\
\hline 5 \& DWOS-501-7500S \& SEL DatAnswers - OD + SPOL OS \& \& \$58.79 \& K \& 31\% \& \$40.57 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& VARONIS \\
\hline 5 \& DWOS-50K-100kMC \&  \& \& \(\$ 11.29\)
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\hline 5 \& DWOS-50K-100KOS \& SEL DatAnswers - OD + SPOL OS \& \& \$27.20 \& k \& 31\% \& \$18.77 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& VARONIS \\
\hline 5 \& DWOS-51-100MS \& SEL DATANSWERS - OD + SPOL MS \& \& \$28.94 \& F1 \& 2\% \& \$28.36 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& VARONIS \\
\hline 5 \& DWOS-51-1000s \& SEL DatAnswers - OD + SPOL OS \& \& \$121.97 \& K \& 31\% \& \$84.16 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& VARONIS \\
\hline 5 \& DWOS-6001-8000MC \& SEL DATANSWERS - OD + SPOL M24*7 \& \& \$14.21 \& F1 \& 2\% \& \$13.93 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& varonis \\
\hline 5 \& DWOS-6001-8000MS \& SEL DATANSWERS - OD + SPOL MS \& \& \$8.12 \& F1 \& 2\% \& \$7.96 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& Varonis \\
\hline 5 \& DWOS-6001-80000s \& SEL DatAnswers - OD + SPOL OS \& \& \$34.22 \& K \& 31\% \& \$23.61 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& VARONIS \\
\hline 5 \& DWOS-751-1000MS \& SEL DATANSWERS - OD + SPOL MS \& \& \$12.91 \& F1 \& 2\% \& \$12.65 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& VARONIS \\
\hline 5 \& DWOS-751-10000S \& SEL DatAnswers - OD + SPOL OS \& \& \$54.41 \& k \& 31\% \& \$37.54 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& Varonis \\
\hline 5 \& DWOS-8001-10KMC \& SEL DATANSWERS - OD + SPOL M24*7 \& \& \$13.48 \& F1 \& 2\% \& \$13.21 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& VARONIS \\
\hline 5 \& DWOS-8001-10KMS \& SEL DATANSWERS - OD + SPOL MS \& \& \$7.70 \& F1 \& 2\% \& \$7.55 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& VARONIS \\
\hline 5 \& DWOS-8001-10KOS \& SEL Datanswers - OD + SPOL OS \& \& \$32.47 \& K \& 31\% \& \$22.40 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& VARONIS \\
\hline 5 \& DWS-0-50MS \& SEL DATANSWERS - SP MS
SEL Datanswers - SP OS \& \& \$ \(\$ 27.62\) \& F1 \& 2\% \& \$27.07
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\hline 5 \& DWS-1001-1500MS \& SEL DATANSWERS - SP Ms \& \& \$7.91 \& F1 \& 2\% \& \$7.75 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& VARONIS \\
\hline 5 \& DWS-1001-15000s \& SEL DatAnswers - SP OS \& \& \$33.35 \& K \& 31\% \& \$23.01 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& Varonis \\
\hline 5 \& DWS-100K-150kMC \& SEL DATANSWERS - SP M24*7 \& \& \$7.29 \& F1 \& 2\% \& \$7.14 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& Varonis \\
\hline 5 \& DWS-100K-150KMS \& SEL DATANSWERS - SP MS \& \& \$4.16 \& F1 \& 2\% \& \$4.08 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \[
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5 \& DWS-100K-150KOS DWS-101-250MS \& SEL Datanswers - SP OS \& \& \$17.55 \& K \& 31\% \& \$12.11 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \[
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\hline 5 \& DWS-101-2500s \& SEL DatAnswers - SP OS \& \& \$63.77 \& k \& 31\% \& \$44.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& VARONIS \\
\hline 5 \& DWs-10k-20kMC \& SEL DATANSWERS - SP M24*7 \& \& \$8.50 \& F1 \& 2\% \& \$8.33 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& Varonis \\
\hline 5 \& DWS-10K-20KMS \& SEL DATANSWERS - SP MS \& \& \$4.86 \& F1 \& 2\% \& \$4.76 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& VARONIS \\
\hline 5 \& DWS-10k-20KOS \& SEL Datanswers - SP OS \& \& \$20.48 \& K \& 31\% \& \$14.13 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& VARONIS \\
\hline 5 \& DWS-1501-2000MS \& SEL DATANSWERS - SP MS \& \& \$7.15 \& F1 \& 2\% \& \$7.01 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& varonis \\
\hline 5 \& DWS-1501-20000S \& SEL Datanswers - SP OS
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$\$ 0.00$ \& VARONIS
VARONIS \\
\hline 5 \& DWS-150k-os \& SEL DatAnswers - SP OS \& \& \$17.26 \& K \& 31\% \& \$11.91 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& Varonis \\
\hline 5 \& DWS-2001-2500MS \& SEL DATANSWERS - SP MS \& \& \$6.66 \& F1 \& 2\% \& \$6.53 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& VARONIS \\
\hline 5 \& DWS-2001-25000S \& SEL Datanswers - SP OS \& \& \$28.08 \& K \& 31\% \& \$19.38 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& VARONIS \\
\hline 5 \& DWS-201-35KMC \& SEL DATANSWERS - SP M $24 * 7$ \& \& \$8.02 \& F1 \& 2\% \& ${ }_{\text {\$ }}^{\$ 7.86}$ \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \& $\$ 0.00$
$\$ 0.00$ \& $\$ 0.00$
$\$ 0.00$ \& \\
\hline 5
5 \& DWS-200-35KMS \& SEL DATANSWERS-SP MS
SEL Datanswers - SP OS \& \& \$4.58 \& F1 \& 2\% \& \$4.49 \& \$0.00 \& $\$ 0.00$
$\$ 0.00$ \& $\$ 0.00$
$\$ 0.00$ \& $\$ 0.00$
$\$ 000$ \& $\$ 0.00$
$\$ 0.00$ \& $\$ 0.00$
$\$ 0.00$ \& $\$ 0.00$
$\$ 0.00$ \& VARONIS
VARONIS \\
\hline 5 \& DWS-2501-4000MS \& SEL DATANSWERS - SP MS \& \& \$6.25 \& F1 \& 2\% \& \$6.13 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& VARONIS \\
\hline 5 \& DWS-2501-40000S \& SEL DatAnswers - SP OS \& \& \$26.33 \& k \& 31\% \& \$18.17 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& Varonis \\
\hline 5 \& DWS-251-500MS \& SEL DATANSWERS - SP MS \& \& \$11.52 \& F1 \& 2\% \& \$11.29 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& VARONIS \\
\hline 5 \& DWS-251-5000s \& SEL Datanswers - SP OS ${ }^{\text {S }}$ \& \& \$48.56 \& K \& 31\% \& \$ $\$ 3.51$ \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& VARONIS \\
\hline 5 \& DWS-35K-50KMC \& SEL DATANSWERS - SP M $24 * 7$ \& \& \$7.77 \& F1 \& 2\% \& \$7.61 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& VARONIS \\
\hline 5 \& DWS-35-50kMS \& SEL DATANSWERS - SP MS \& \& \$4.44 \& F1 \& $2 \%$
$31 \%$ \& $\$ 4.35$
$\$ 12.92$ \& $\$ 0.00$
$\$ 0.00$ \& $\$ 0.00$
$\$ 000$ \& $\$ 0.00$
$\$ 0.00$ \& $\$ 0.00$
$\$ 0.00$ \& \& $\$ 0.00$
$\$ 0.00$ \& $\$ 0.00$
$\$ 0.00$ \& \\
\hline 5 \& DWS-35-50KOS
DWS-4001-6000MC \& SEL DatAnswers - SP OS
SEL DATANSWERS - SP M24*7 \& \& \$18.72

$\$ 10.20$ \& $$
\begin{gathered}
K \\
\text { F1 }
\end{gathered}
$$ \& $31 \%$

$2 \%$ \& \$12.92
$\$ 10.00$ \& $\$ 0.00$
$\$ 0.00$ \& $\$ 0.00$
$\$ 0.00$ \& $\$ 0.00$
$\$ 0.00$ \& $\$ 0.00$
$\$ 0.00$ \& $\$ 0.00$
$\$ 0.00$ \& $\$ 0.00$
$\$ 0.00$ \& $\$ 0.00$
$\$ 0.00$ \& VARONIS
VARONIS \\
\hline 5 \& DWS-4001-6000MS \& SEL DATANSWERS - SP MS \& \& \$5.83 \& F1 \& 2\% \& \$5.71 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& VARONIS \\
\hline 5 \& DWS-4001-60000s \& SEL DatAnswers - SP OS \& \& \$24.57 \& K \& 31\% \& \$16.95 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& VARONIS \\
\hline 5 \& DWS-501-750MS \& SEL DATANSWERS - SP MS \& \& \$9.30 \& F1 \& 2\% \& \$9.11 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& VARONIS \\
\hline 5 \& DWS-501-7500s \& SEL Datanswers - SP OS
SEL
SATANSWRS - SP M \& \& \$39.20 \& K \& 31\% \& \$27.05 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& VARONIS \\
\hline 5 \& DWS-50K-100KMC
DWS-50-100kMS \& SEL DATANSWERS - SP M $24 * 7$
SEL DATANSWERS - SP MS \& \& $\$ 7.53$
$\$ 4.30$ \& F1
F1 \& 2\% \& $\$ 7.38$
$\$ 4.21$ \& $\$ 0.00$
$\$ 0.00$ \& $\$ 0.00$
$\$ 0.00$ \& $\$ 0.00$
$\$ 0.00$ \& $\$ 0.00$
$\$ 0.00$ \& $\$ 0.00$
$\$ 0.00$ \& $\$ 0.00$
$\$ 0.00$ \& \$0.00
$\$ 0.00$ \& VARONIS
VARONIS \\
\hline 5 \& DWs-50k-100kOs \& SEL Datanswers - SP OS \& \& \$18.14 \& k \& 31\% \& \$12.52 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& VARONIS \\
\hline 5 \& DWS-51-100MS \& SEL DATANSWERS - SP MS \& \& \$19.29 \& F1 \& 2\% \& \$18.90 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& VARONIS \\
\hline \& DWS-51-1000s \& SEL DatAnswers - SP OS \& \& \$81.32 \& K \& 31\% \& \$56.11 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& \$0.00 \& VARONIS \\
\hline
\end{tabular}

| BAND | SKU | description | $\begin{aligned} & \text { Model Sub } \\ & \text { ckil } \end{aligned}$ sku | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | WTY UPG ENH TO <br> PS W/MC PREM <br> LP | wTY UPG BASIC TO PS ENH LP | Renewal | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | DWS-6001-8000MC | SEL DATANSWERS - SP M ${ }^{\text {24*7}}$ |  | 99.47 | F1 | 2\% | \$9.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DWS-6001-8000MS | SEL DATANSWERS - SP MS |  | \$5.41 | F1 | 2\% | \$5.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DWS-6001-80000S | SEL Datanswers - SP OS |  | \$22.82 | k | 31\% | \$15.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DWs-751-1000MS | SEL DATANSWERS - SP MS |  | \$8.61 | F1 | 2\% | \$8.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DWS-751-10000s | SEL DatAnswers - SP OS |  | \$36.27 | K | 31\% | \$25.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DWS-8001-10KMC | SEL DATANSWERS - SP M $244^{*} 7$ |  | \$8.99 | F1 | 2\% | \$8.81 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DWS-8001-10KMS | SEL DATANSWERS - SP MS |  | \$55.14 | F1 | $2 \%$ $31 \%$ | $\$ 5.04$ $\$ 1494$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DWS-8001-10KOS | SEL DatAnswers - SP OS |  | \$21.65 | k | 31\% | \$14.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DWSO-0-50MS | SEL DATANSWERS - SPOL MS |  | \$27.62 | F1 | 2\% | \$27.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DWSO-0-500s | SEL Datanswers- SPOL OS |  | \$116.42 | K | 31\% | \$80.33 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DWSO-1001-1500MS | SEL DATANSWERS - Spol ms |  | \$7.91 | F1 | 2\% | \$7.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DWSO-1001-15000 | SEL Datanswers - SPOL OS SEL dATANSWERS - SPOL M 24 |  | \$33.35 | K | 31\% | \$23.01 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DWSO-100K-150KMS | SEL DATANSWERS - SPOL MS |  | \$4.16 | F1 | 2\% | \$4.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$0.00 | \$0.00 | VARONIS |
| 5 | DWSO-100K-150KOS | SEL Datanswers - SPOL OS |  | \$17.55 | k | 31\% | \$12.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DWSO-101-250MS | SEL DATANSWERS - SPOL MS |  | \$15.13 | F1 | 2\% | \$14.83 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DWSO-101-2500s | SEL Datanswers - SpOL OS |  | \$63.77 | K | 31\% | \$44.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DWSO-10K-20kMC | SEL DATANSWERS - SPOL M24*7 |  | \$8.50 | F1 | 2\% | \$8.33 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DWSO-10K-20kMS | SEL DATANSWERS - SPOL MS |  | \$4.86 | F1 | 2\% | \$4.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DWSO-10K-20KOS | SEL Datanswers - SPOL OS |  | \$20.48 | k | 31\% | \$14.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DWSO-1501-2000MS | SEL DATANSWERS - SPOL MS |  | \$7.15 | F1 | 2\% | \$7.01 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DWSO-1501-20000 | SEL Datanswers - SPOLOS |  | \$30.13 | K | 31\% | \$20.79 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DWSO-150k-Mc | SEL DATANSWERS - SPOL M24*7 |  | \$7.17 | F1 | 2\% | \$7.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | varonis |
| 5 | DWSO-150k-MS | SEL DATANSWERS - SPOL MS |  | \$4.09 | F1 | 2\% | \$4.01 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DWSO-150K-OS | SEL Datanswers - SPOLOS |  | \$17.26 | K | 31\% | \$11.91 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DWso-2001-2500Ms | SEL DATANSWERS - Spol ms |  | \$6.66 | F1 | 2\% | \$6.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DWSO-2001-25000S | SEL Datanswers-SPOLOS |  | \$28.08 | K | 31\% | \$19.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DWSO-20K-35KMC | SEL DATANSWERS - SPOL M24*7 |  | \$8.02 | F1 | 2\% | \$7.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DWSO-20K-35KOS | SEL DATANSWERS - SPOL MS |  | \$4.58 | F1 | 2\% | \$4.49 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | DWSO-2501-4000M | SEL DATANSWERS - Spol ms |  | \$6.25 | F1 | 2\% | \$6.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DWSO-2501-40000s | SEL Datanswers - SPOLOS |  | \$26.33 | K | 31\% | \$18.17 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DWSO-251-500MS | SEL DATANSWERS - SPOL MS |  | \$11.52 | F1 | 2\% | \$11.29 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DWSo-251-5000s | SEL Datanswers - SPOL OS |  | \$48.56 | k | 31\% | \$33.51 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | varonis |
| 5 | DWSO-35K-50kMC | SEL DATANSWERS - SPOL M24*7 |  | \$7.77 | F1 | 2\% | \$7.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DWSO-35K-50KMS | SEL DATANSWERS - SPOL MS |  | \$4.44 | F1 | 2\% | \$4.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DWSO-35k-50Kos | SEL Datanswers - Spol os |  | \$18.72 | k | 31\% | \$12.92 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | Dwso-4001-6000MC | SEL DATANSWERS - SPOL M24*7 |  | \$10.20 | F1 | 2\% | \$10.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DWSO-4001-6000MS | SEL DATANSWERS - SpOL MS |  | \$5.83 | F1 | 2\% | \$5.71 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | Dwso-4001-60000s | SEL Datanswers - Spol os |  | \$24.57 | k | 31\% | \$16.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | varonis |
| 5 | DWSO-501-750MS | SEL DATANSWERS - SPOL MS |  | \$99.30 | F1 | 2\% | \$9.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DWSO-501-7500s | SEL Datanswers - SPOL OS ${ }^{\text {S }}$ |  | \$39.20 | K | 31\% | \$27.05 $\$ 738$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS |
| 5 | DWSo-50k-100kMS | SEL DATANSWERS - Spol ms |  | \$4.30 | F1 | 2\% | \$4.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DWso-50k-100kos | SEL Datanswers - Spol os |  | \$18.14 | k | 31\% | \$12.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DWSO-51-100MS | SEL DATANSWERS - SpOL MS |  | \$19.29 | F1 | 2\% | \$18.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DWSO-51-1000s | SEL Datanswers- SPOL OS |  | \$81.32 | K | 31\% | \$56.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 5 | DWSO-6001-8000MC | SEL DATANSWERS - SPOL M24*7 SELDATANSWERS - SPOL MS |  | \$9.47 | F1 | ${ }^{2 \%}$ | \$9.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS |
| 5 | DWSO-6001-80000s | SEL Datanswers - SPOLOS |  | \$22.82 | K | 2\% | \$15.75 | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | VARRONIS |
| 5 | DWSO-751-1000MS | SEL datanswers - Spol ms |  | \$8.61 | F1 | 2\% | \$8.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DWSO-751-10000S | SEL Datanswers - SpOL OS |  | \$36.27 | k | 31\% | \$25.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DWSO-8001-10KMC | SEL DATANSWERS - SPOL M24*7 |  | \$8.99 | F1 | 2\% | \$8.81 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DWSO-8001-10KMS | SEL DATANSWERS - SpOL MS |  | \$5.14 | F1 | 2\% | \$5.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DWSO-8001-10KOS | SEL DatAnswers - SPOL OS |  | \$21.65 | k | 31\% | \$14.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DX-0-50MS | SEL Datalerrt Analytics MS |  | \$22.10 | F1 | 2\% | \$21.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DX-0-500S | SEL DatAlert Analytics OS |  | \$93.13 | K | 31\% | \$64.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DX-1001-1500Ms | SEL DatAlert Analytics MS |  | \$66.33 | F1 | 2\% | \$66.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 5 | DX-1001-15000s DX-100K-150KMC | SEL DatAlert Analytics OS SEL DatAlert Analytics M24*7 |  | $\$ 26.68$ $\$ 5.83$ | K1 | $31 \%$ $2 \%$ | $\$ 18.41$ $\$ 5.71$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | DX-100K-150kMs | SEL DatAlert Analytics MS |  | \$3.33 | F1 | 2\% | \$3.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9.00 | \$0.00 | VARONIS |
| 5 | DX-100K-150KOS | SEL DatAlert Analytics OS |  | \$14.04 | k | 31\% | \$9.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DX-101-250MS | SEL DatAlert Analytics MS |  | \$12.10 | F1 | 2\% | \$11.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DX-101-2500s | SEL Datalerrt Analytics OS |  | \$51.01 | K | 31\% | \$35.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | DX-10K-20KMC | SEL Datalert Analytics M24*7 |  | \$6.80 | F1 | 2\% | \$6.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS VARONIS |
| 5 5 | DX-10k-20KMS | SEL DatAlert Analytics MS |  | $\$ 3.89$ $\$ 16.38$ | F1 | $2 \%$ $31 \%$ | $\$ 3.81$ $\$ 11.30$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS |
| 5 | DX-10K-20KOS DX-1501-2000MS | SEL Datalert Analytics OS SEL Datilert Analytics MS |  | \$16.38 $\$ 5.72$ | F1 | 31\% 2\% | \$11.30 $\$ 5.61$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS |
| 5 | DX-1501-20000S | SEL DatAlert Analytics OS |  | \$24.10 | k | 31\% | \$16.63 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DX-150K-MC | SEL Datalert Analytics M 24* $^{4}$ |  | \$5.73 | F1 | 2\% | \$5.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9.00 | \$0.00 | VARONIS |
| 5 | DX-150K-MS | SEL DatAlert Analytics MS |  | \$3.28 | F1 | 2\% | \$3.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DX-150K-OS | SEL Datalerrt Analytics OS |  | \$13.81 | K1 | 31\% | \$9.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | DX-2001-25000s | SEL DaAAlert Analytics OS |  | \$22.46 | k | 31\% | \$15.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | ${ }^{8} 80.00$ | \$0.00 | VARONIS |
| 5 | DX-20K-35KMC | SEL DatAlert Analytics M24*7 |  | \$6.41 | F1 | 2\% | \$6.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DX-20K-35KMS | SEL DatAlert Analytics MS |  | \$3.66 | F1 | 2\% | \$3.59 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DX-20K-35KOS | SEL DatAlert Analytics OS |  | \$15.44 | K | 31\% | \$10.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 5 | DX-2501-4000MS | SEL DatAlert Analytics MS |  | \$55.00 |  | 2\% | \$ \$4.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS VARONIS |
| 5 | DX-251-500Ms | SEL DatAlert Analytics MS |  | \$29.22 | F1 | 2\% | \$4. $\$ 9.04$ | \$0.00 | \$ $\$ 0.00$ | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$0.00 | \$ $\$ 0.00$ | VARONIS |


| BAND | SKU | description | $\begin{array}{\|c\|} \hline \text { Model Sub } \\ \text { sku } \end{array}$ | EMC LIST PRICE USD | $\begin{aligned} & \text { CATEGORY } \\ & \text { CODE } \end{aligned}$ | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP$\|$ | PROSUPPORT ENH MNT LP | BASIC MNT LP | WTY UPG ENH TO <br> PS W/MC PREM <br> LP | WTY UPG BASIC TO PS ENHLP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | DX-251-5000S | SEL DatAlert Analytics OS |  | \$38.84 | K | 31\% | \$26.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DX-35K-50KmC | SEL DatAlert Analytics M24*7 |  | \$6.22 | F1 | 2\% | \$6.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | varonis |
| 5 | DX-35K-50KMS | SEL DatAlert Analytics MS |  | \$3.55 | F1 | 2\% | \$3.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DX-35K-50KOS | SEL DatAlert Analytics OS |  | \$14.98 | K | 31\% | \$10.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DX-4001-6000MC | SEL DatAlert Analytics M24*7 |  | \$8.16 | F1 | 2\% | \$8.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | varonis |
| 5 | DX-4001-6000MS | SEL DatAlert Analytics MS |  | \$4.66 | F1 | 2\% | \$4.57 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DX-4001-60000s | SEL DatAlert Analytics OS |  | \$19.66 | k | 31\% | \$13.57 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DX-501-750MS | SEL DatAlert Analytics MS |  | \$7.44 | F1 | 2\% | \$7.29 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DX-501-7500s | SEL DatAlert Analytics OS |  | \$31.36 | K | 31\% | \$21.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DX-50K-100KMC | SEL DatAlert Analytics M24*7 |  | \$6.02 | F1 | 2\% | \$5.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DX-50k-100kMS | SEL DatAlert Analytics MS |  | \$3.44 | F1 | 2\% | \$3.37 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DX-50k-100kOS | SEL DatAlert Analytics OS |  | \$14.51 | K | 31\% | \$10.01 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DX-51-100MS | SEL Datalert Analytics MS |  | \$15.43 | F1 | 2\% | \$15.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DX-51-1000s | SEL DatAlert Analytics OS |  | \$65.05 | K | 31\% | \$44.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DX-6001-8000MC | SEL DatAlert Analytics M24*7 |  | \$7.58 | F1 | 2\% | $\$ 7.43$ $\$ 424$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DX-6001-8000MS DX-6001-80000s | SEL Datalert Analytics MS |  | \$4.33 | F1 | 2\% | \$4.24 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | VARONIS VARONIS |
| 5 | DX-751-1000MS | SEL DatAlert Analytics MS |  | \$ $\$ 6.88$ | F1 | 2\% | \$6.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DX-751-10000s | SEL DatAlert Analytics OS |  | \$29.02 | к | 31\% | \$20.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DX-8001-10KMC | SEL DatAlert Analytics M24*7 |  | \$7.19 | F1 | 2\% | \$7.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | DX-8001-10KMS | SEL DatAlert Analytics MS |  | \$4.11 | F1 | 2\% | \$4.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | DX-8001-10KOS | SEL DatAlert Analytics OS |  | \$17.32 | k | 31\% | \$11.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | ECB-1YR-00001000 | SEL 1YR Content Bundle Up to 1000 Users |  | \$92,307.69 | k | 31\% | \$63,692.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Index Engines |
| 5 | ECB-1YR-00002500 | SEL 1 YR Content Bundle Up to 2500 Users |  | \$184,615.38 | k | 31\% | \$127,384.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | index engines |
| 5 | ECB-1YR-00005000 | SEL 1 1 R Content Bundle Up to 5000 Users |  | \$323,076.92 | k | 31\% | \$222,923.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Index engines |
| 5 | ECB-1YR-00010000 | SEL 1 YR Content Bundle Up to 10000 Users |  | \$461,538.46 | k | 31\% | \$318,461.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | ECB-3YR-000001000 | SEL SYR Content Bundle Up to 1000 Users |  | \$249,230.77 | k | 31\% | \$171,969.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | ECB-3YR-00002500 | SEL 3YR Content Bundle Up to 2500 Users |  | \$498,461.54 | k | 31\% | \$343,938.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | ECB-3YR-00005000 | SEL 3YR Content Bundle Up to 5000 Users |  | \$872, 307.69 | K | $31 \%$ $31 \%$ | \$601,892.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | INDEXENGINES <br> INDEXENGINES |
| 5 | ECB-3YR-00010000 ECB-5YR-00001000 | SEL 3YR Content Bundle Up to 10000 Users SEL 5YR Content Bundle Up to 1000 Users |  | $\$ 1,246,153.85$ $\$ 369,230.77$ | K | $\begin{aligned} & 31 \% \\ & 31 \% \\ & 31 \% \end{aligned}$ | \$859,846.16 | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | INDEX ENGINES INDEX ENGINES |
| 5 | ECB-5YR-00002500 | SEL 5YR Content Bundle Up to 2500 Users |  | \$738,461.54 | k | 31\% | \$509,538.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | ECB-5YR-00005000 | SEL 5YR Content Bundle Up to 5000 Users |  | \$1,292,307.69 | k | 31\% | \$891,692.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | ECB-5YR-00010000 | SEL 5YR Content Bundle Up to 10000 Users |  | \$1,846,153.85 | k | 31\% | \$1,273,846.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Index Engines |
| 5 | ECSCMGR-10M-DAC | SEL Kemp ECS CONXN Manager SFP 10M DAC |  | \$269.23 | k | 31\% | \$185.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | KEMP |
| 5 | ECSCMGR-10MDAC12́S | 1: SEL Kemp ECS CONXN Manager SFP10M DACx12 |  | \$2,907.69 | k | 31\% | \$2,006.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | KEMP |
| 5 | ECSCMGR-10MDAC24 | 2 SEL Kemp ECS CONXN Manager SFP10M DACx24 |  | \$5,815.38 | k | 31\% | \$4,012.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | KEMP |
| 5 | ECSCMGR-10M-DAC4S | 4SEL Lemp ECS CONXN Manager SFP 10M DACX4 |  | \$969.23 | K | $31 \%$ $31 \%$ | \$6668.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ | \$0.00 | KEMP |
| 5 | ECSCMGR-10M-DAC8S | 8SEL Kemp ECS CONXN Manager SFP 10M DACx8 |  | \$1,938.46 | k | 31\% | \$1,337.54 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | $\$ 0.00$ 50.00 | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | KEMP |
| 5 | ECSCMGR-1M-DAC ECSCMGR-1M-DAC12 | SEL Kemp ECS CONXN Manager SFP 1M DAC |  | $\$ 115.38$ $\$ 1.246 .15$ | K | 31\% | $\$ 79.61$ $\$ 859.84$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | KEMP KEMP |
| 5 | ECSCMGR-1M-DAC24 | 4 SEL Kemp ECS CONXN Manager SFP 1M DACx24 |  | \$2,492.31 | k | 31\% | \$1,719.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | KEMP |
| 5 | ECSCMGR-1M-DAC4 | SEL Kemp ECS CONXN Manager SFP 1M DACx4 |  | \$415.38 | k | 31\% | \$286.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | KEMP |
| 5 | ECSCMGR-1M-DAC8 | SEL Kemp ECS CONXN Manager SFP 1M DACx8 |  | \$830.77 | k | 31\% | \$573.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | KEMP |
| 5 | ECSCMGR-3M-DAC | SEL Kemp ECS CONXN Manager SFP 3M DAC |  | \$130.77 | k | 31\% | \$90.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | KEMP |
| 5 | ECSCMGR-3M-DAC12 | 2SEL Kemp ECS CONXN Manager SFP 3M DACx12 |  | \$1,412.31 | k | 31\% | \$974.49 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | KEMP |
| 5 | ECSCMGR-3M-DAC24 | 4SEL Kemp ECS CONXN Manager SFP 3M DACx 24 |  | \$3,323.08 | k | 31\% | \$2,292.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | KEMP |
| 5 | ECSCMGR-3M-DAC4 | SEL Kemp ECS CONXN Manager SFP 3M DACx4 |  | \$470.77 | k | 31\% | \$324.83 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | KEMP |
| 5 | ECSCMGR-3M-DAC8 | SEL Kemp ECS CONXN Manager SFP 3M DAC×8 |  | \$941.54 | K | $31 \%$ $31 \%$ | \$649.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | KEMP |
| 5 | ECSCMGR-5M-DAC12 | 2SEL Kemp ECS Conx M manager SFP 5M DACx12 |  | \$1,661.54 | k | 31\% | \$1,146.46 | \$0.00 $\$ 0.00$ | \$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | KEMP |
| 5 | ECSCMGR-5M-DAC24 | 4 SEL Kemp ECS CONXN Manager SFP 5M DACx24 |  | \$3,323.08 | k | 31\% | \$2,292.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | KEMP |
| 5 | ECSCMGR-5M-DAC4 | SEL Kemp ECS CONXN Manager SFP 5M DACx4 |  | \$553.85 | k | 31\% | \$382.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | KEMP |
| 5 | ECSCMGR-5M-DAC8 | SEL Kemp ECS CONXN Manager SFP 5M DACx8 |  | \$1,107.69 | K | 31\% | \$764.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | KEMP |
| 5 | ECSCMGR-H1-1YR1 | SEL Kemp ECS CONXN Manager H1 1Y Rnwlx1 |  | \$ \$5,188.24 | F1 | 2\% | \$550044.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | KEMP |
| 5 | ECSCMGR-H1-1YR2 ECSCMGR-H1-3YR | SEL Kemp ECS CONXN Manager H1 1Y Rnwlx2 SEL Kemp ECS CONXN Manager H1 3Y Rnwlx 1 |  | \$10,376.47 \$14,008.24 | F1 F1 | 2\% | $\$ 10,168.94$ $\$ 13,728.08$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \\ & \hline \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | KEMP |
| 5 | ECSCMGR-H1-3YR2 | SEL Kemp ECS CONXN Manager H1 3 Y Rnwl $\times 2$ |  | \$28,016.47 | F1 | 2\% | \$27,456.14 | \$0.00 | \$0.00 | \$0.00 | \$5000 | \$0.00 | \$80.00 | \$0.00 | KEMP |
| 5 | ECSCMGR-H1-HA3Y | SEL Kemp ECS Connection Manager H1 3 Y |  | \$66,790.77 | k | 31\% | \$46,085.63 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | KEMP |
| 5 | ECSCMGR-H1-HA5Y | SEL Kemp ECS Connection Manager H 15 Y |  | \$91,076.92 | K | 31\% | \$62,843.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | KEMP |
| 5 | ECSCMGR-H2-1YR1 | SEL Kemp ECS CONXN Manager H2 1 Y Rnwix 1 |  | \$10,588.24 | F1 | 2\% | \$10,376.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | ECSCMGR-H2-1YR2 | SEL Kemp ECS CONXN Manager H2 1 Y R $\mathrm{nww} 1 \times 2$ |  | \$21,176.47 | F1 | 2\% | \$20,752.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | KEMP |
| 5 | ECSCMGR-H2-3YR1 | SEL Kemp ECS CONXN Manager H2 3 Y R Rww 121 |  | \$228.588.24 | F1 | 2\% | \$28,016.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | KEMP |
| 5 | ECSCMGR-H2-HA3Y | SEL Kemp ECS |  | \$57,176.47 $\mathbf{\$ 1 3 6}, 307.69$ | F1 | 2\% | \$56,032.94 $\$ 94,052.31$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | KEMP KEMP |
| 5 | ECSCMGR-H2-HA5Y | SEL Kemp ECS Connection Manager H2 5 Y |  | \$186,153.85 | k | 31\% | \$128,446.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | KEMP |
| 5 | ECSCMGR-H3-1YR1 |  |  | \$15,882.35 | F1 | 2\% | \$15,564.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | KEMP |
| 5 | ECSCMGR-H3-1YR2 | SEL Kemp ECS CONXN Manager H3 1 Y Rnwix 2 |  | \$31,764.71 | F1 | 2\% | \$31,129.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | KEMP |
| 5 | ECSCMGR-H3-3YR1 | SEL Kemp ECS CONXN Manager H3 3Y Rnw1 1 |  | \$42,882.35 | F1 | 2\% | \$42,024.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | KEMP |
| 5 | ECSCMGR-H3-3YR2 |  |  | $\$ 85,764.71$ $\$ 204,461.54$ | F1 | 2\% | \$ $\begin{array}{r}\text { \$84,049,42 } \\ \mathbf{\$ 1 4 1 , 0 7 8 . 4 6}\end{array}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | KEMP KEMP |
| 5 | ECSCMGR-H3-HA5Y | SEL Kemp ECS Connection Manager H3 5 Y |  | \$279,230.77 | k | 31\% | \$192,669.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | KEMP |
| 5 | ECSCMGR-O-PS | SEL Kemp ECS CONXN Manager Onsite Srvc |  | \$2,000.00 | F1 | 2\% | \$1,960.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | KEMP |
| 5 | ECSCMGR-R-PS | SEL Kemp ECS CONXN Manager Remote Srva |  | \$2,352.94 | F1 | 2\% | \$2,305.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | KEMP |
| 5 | ECSCMGR-SFP-SR | SEL Kemp ECS CONXN Manager SFP SR |  | \$307.69 | K | $31 \%$ $31 \%$ | \$212.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | KEMP |
| 5 | ECSCMGR-SFP-SR12 | 2 SEL Kemp ECS CONXN Manager SFP SR $\times 12$ |  | ${ }_{\text {\$6, }}^{\$ 3,323.08}$ | K | 31\% | $\$ 2,292.93$ $\$ 4.585 .84$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | KEMP KEMP |
| 5 | ECSCMGR-SFP-SR4 | SEL Kemp ECS CONXN Manager SFP SR $\times 4$ |  | \$1,107.69 | k | 31\% | \$764.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | kEMP |
| 5 | ECSCMGR-SFP-SR8 | SEL Kemp ECS CONXN Manager SFP SR $\times 8$ |  | \$2,215.38 | k | 31\% | \$1,528.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | KEMP |
|  | ECSCMGR-VM1-1YR1 | 1 SEL Kemp ECS CONXN Manager VM1 1Y Rnww1 |  | \$2,117.65 | F1 | 2\% | \$2,075.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | KEMP |


| BAND | SKU | DESCRIPTION | $\left\lvert\, \begin{gathered} \text { Model Sub } \\ \text { sku } \end{gathered}\right.$ | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | WTY UPG ENH TO PS W/MC PREM LP $\|$ | WTY UPG BASIC TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | ECSCMGR-VM1-1YR2 | 2 SEL Kemp ECS CONXN Manager VM1 1Y Rnwix |  | \$4,235.29 | F1 | ${ }^{2 \%}$ | \$4,150.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | KEMP |
| 5 | ECSCMGR-VM1-3YR1 | 1 SEL Kemp ECS CONXN Manager VM1 3 Y Rnwix1 |  | \$5,717.65 | F1 | 2\% | \$5,603.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | KEMP |
| 5 | ECSCMGR-VM1-3YR2 | 2 SEL Kemp ECS CONXN Manager VM1 3Y Rnwix2 |  | \$11,435.29 | F1 | 2\% | \$11,206.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | KEMP |
| 5 | ECSCMGR-VM1-5YR1 | 1 SEL Kemp ECS CONXN Manager VM1 5Y Rnwix1 |  | \$9,529.41 | F1 | 2\% | \$9,338.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | KEMP |
| 5 | ECSCMGR-VM1-5YR2 | 2 SEL Kemp ECS CONXN Manager VM1 5Y Rnwx2 |  | \$19,058.82 | F1 | 2\% | \$18,677.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | KEMP |
| 5 | ECSCMGR-VM1-HA3Y | Y SEL Kemp ECS Connection Manager VM1 3 Y |  | \$27,261.54 | K | $31 \%$ $31 \%$ | \$18,810.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | KEMP |
| 5 | ECSCMGR-VM1-HA5Y | Y SEL Kemp ECS Connection Manager VM1 5 Y |  | \$37,230.77 | K | 31\% | \$25,689.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | KEMP |
| 5 | ECSCMGR-VM2-19R1 | 1 SEL Kemp ECS CONXN Manager VM2 1 Y Rnwix1 |  | \$4,764.71 | F1 | 2\% | \$4,669.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | KEMP |
| 5 | ECSCMGR-VM2-1YR2 | 2 SEL Kemp ECS CONXN Manager VM2 1Y Rnw1x2 |  | \$9,529.41 | F1 | 2\% | \$9,338.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | KEMP |
| 5 | ECSCMGR-VM2-3YR1 | 1 SEL Kemp ECS CONXN Manager VM2 3 Y Rnwix1 |  | \$12,864.71 | F1 | 2\% | \$12,607.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | KEMP |
| 5 | ECSCMGR-VM2-3YR2 | 2 SEL Kemp ECS CONXN Manager VM2 3Y Rnw1x2 |  | \$25,729.41 | F1 | 2\% | \$25,214.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | KEMP |
| 5 | ECSCMGR-VM2-5YR1 | 1 SEL K Kmp ECS CONXN Manager VM2 5 Y Rnwix1 |  | \$12,864.71 | F1 | 2\% | \$12,607.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | KEMP |
| 5 | ECSCMGR-VM2-5YR2 | 2 SEL Kemp ECS CONXN Manager VM2 5 Y Rnwix2 |  | \$25,729.41 | F1 | 2\% | \$25,214.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | KEMP |
| 5 | ECSCMGR-VM2-HA3Y | YSEL Kemp ECS Connection Manager VM2 3 Y |  | \$61,338.46 | k | 31\% | \$42,323.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | KEMP |
| 5 | ECSCMGR-VM2-HA5Y | Y SEL Kemp ECS Connection Manager VM2 5 Y |  | \$83,769.23 | K | 31\% | \$57,800.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | KEMP |
| 5 | ECSMGR-LB-HD | SEL KEMP Disk Ownership for RMA Units |  | \$882.35 | F1 | 2\% | \$864.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | KEMP NTP SOFTWARE |
| 5 | ECSU1000 | SELECT ECS U1000 ViPR Archiving License |  | \$411,823.00 | K | 31\% | \$28,857.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NTP SOFTWARE |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | ECSU1500 | SELECT ECS U1500 ViPR Archiving License |  | \$55,765.00 \$26,263.00 | K | $31 \%$ $31 \%$ | \$38,477.85 \$18,121.47 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | NTP SOFTWARE NTP SOFTWARE |
| 5 | ECSU3000 | SELECT ECS U3000 ViPR Archiving License |  | \$111,523.00 | k | 31\% | \$76,950.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NTP SOFTWARE |
| 5 | ECSU700 | SELECT ECS U700 ViPR Archiving License |  | \$37,916.00 | F1 | 31\% | \$26,162.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NTP SOFTWARE |
| 5 | EDGE-0-50MS | SEL Varonis - EDGE MS |  | \$35.91 | F1 | 2\% | \$35.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | EDGE-0-500S | SEL Varonis - EDGE OS |  | \$151.34 | K | 31\% | \$104.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | EDGE-1001-1500MS | SEL Varonis - EDGE MS |  | \$10.28 | F1 | 2\% | \$10.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | EDGE-1001-15000 | SEL Varonis - EDGE OS |  | \$43.35 | K | 31\% | \$29.91 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | EDGE-100K-150KMC | SEL Varonis - EDGE MC |  | \$9.47 | F1 | 2\% | \$9.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | EDGE-100K-150KMS | SEL Varonis - EDGE MS |  | \$5.41 | F1 | 2\% | \$5.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | EDGE-100K-150KOS | SEL Varonis - EDGE OS |  | \$22.82 | k | 31\% | \$15.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | EDGE-101-250MS | SEL Varonis - EDGE MS |  | \$19.67 | F1 | 2\% | \$19.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 5 | EDGE-101-2500S EDGE-10K-20KMC | SEL Varonis - EDGE OS SEL Varonis - EDGE MC |  | \$82.89 | K | 31\% | \$57.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | EDGE-10k-20KMs | SEL Varonis - EDGE MS |  | \$6.32 | F1 | 2\% | \$6.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | EDGE-10k-20KOS | SEL Varonis - EDGE OS |  | \$26.62 | K | 31\% | \$18.37 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | EDGE-1501-2000MS | SEL Varonis - EDGE MS |  | \$9.29 | F1 | 2\% | \$9.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | varonis |
| 5 | EDGE-1501-20000S | SEL Varonis - EDGE OS |  | \$39.17 | K | 31\% | \$27.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | varonis |
| 5 | EDGE-150K-MC | SEL Varonis - EDGE MC |  | \$9.31 | F1 | 2\% | \$9.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | EDGE-150K-MS | SEL Varonis - EDGE MS |  | $\$ 5.32$ $\$ 224$ | F1 | 2\% | $\$ 5.21$ $\$ 15.48$ | $\$ 0.00$ $\$ 0.00$ | \$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | EDGE-150K-OS | SEL Varonis - EDGE OS |  | \$22.43 $\$ 8.66$ | K F1 | $\begin{aligned} & 31 \% \\ & 2 \% \end{aligned}$ | \$15.48 $\$ 8.49$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | EDGE-2001-25000 | SEL Varonis - EDGE OS |  | \$36.50 | k | 31\% | \$25.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | EDGE-20K-35KMC | SEL Varonis - EDGE MC |  | \$10.42 | F1 | 2\% | \$10.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | EDGE-20k-35KMS | SEL Varonis - EDGE MS |  | \$5.95 | F1 | 2\% | \$5.83 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | EDGE-200-35KOS | SEL Varonis - EDGE OS |  | \$ $\$ 2.10$ | K | 31\% | \$17.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| $5$ | EDGE-2501-4000MS | SEL Varonis - EDGE MS SEL Varonis - EDGE OS |  | \$8.12 $\$ 34.22$ | F1 k | 2\% | $\$ 7.96$ $\$ 23.61$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS |
| 5 | EDGE-251-500MS | SEL Varonis - EDGE MS |  | \$14.98 | F1 | 2\% | \$14.68 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARonis |
| 5 | EDGE-251-5000s | SEL Varonis - EDGE OS |  | \$63.12 | K | 31\% | \$43.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | EDGE-35K-50kMC | SEL Varonis - EDGE MC |  | \$10.10 | F1 | 2\% | \$9.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | EDGE-35K-50KMS | SEL Varonis - EDGE MS |  | \$5.77 | F1 | 2\% | \$55.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | EDGE-35K-50KOS | SEL Varonis - EDGE OS SEL Varonis - EDGE MC |  | \$24.34 \$13.26 | K F1 | $31 \%$ $2 \%$ | \$16.79 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | EDGE-4001-6000MS | SEL Varonis - EDGE MS |  | \$7.58 | F1 | 2\% | \$7.43 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | EDGE-4001-60000 | SEL Varonis - EDGE OS |  | \$31.94 | k | 31\% | \$22.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | varonis |
| 5 | EDGE-501-750MS | SEL Varonis - EDGE MS |  | \$12.09 | F1 | 2\% | \$11.85 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | EDGE-501-7500s | SEL Varonis - EDGE OS |  | \$50.95 | K | 31\% | \$35.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 |  |
| 5 5 | EDGE-50K-100KMC | SEL Varonis - EDGE MC SEL Varonis-EDGE MS |  | $\$ 9.79$ $\$ 5.59$ | F1 | 2\% | \$9.59 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS |
| 5 | EDGE-50K-100KOS | SEL Varonis - EDGE OS |  | \$23.58 | K | 31\% | \$16.27 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | EDGE-51-100MS | SEL Varonis - EDGE MS |  | \$25.08 | F1 | 2\% | \$24.58 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | varonis |
| 5 | EDGE-51-1000 | SEL Varonis - EDGE OS |  | \$105.71 | k | 31\% | \$72.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | EDGE-6001-8000MC | SEL Varonis - EDGE MC |  | \$12.31 | F1 | 2\% | \$12.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | EDGE-6001-8000MS | SEL Varonis - EDGE MS |  | \$7.04 | F1 | 2\% | \$6.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | EDGE-6001-80000s | SEL Varonis - EDGE OS |  | \$29.66 | K | 31\% | \$20.47 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | EDGE-751-1000MS | SEL Varonis - EDGE MS |  | \$11.19 | F1 | 31\% | \$32.53 | \$0.00 \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | EDGE-8001-10KMC | SEL Varonis - EDGE MC |  | \$11.68 | F1 | 2\% | \$11.45 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | varonis |
| 5 | EDGE-8001-10KMS | SEL Varonis - EDGE MS |  | \$6.68 | F1 | 2\% | \$6.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | EDGE-8001-10KOS | SEL Varonis - EDGE OS |  | \$28.14 | k | 31\% | \$19.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | EDU-ACLAB-1-D | SEL Splunk Arch Cerr Lab V6 1 student |  | \$1,176.47 | F1 | 2\% | \$1,152.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 5 | EDU-ADSH-D | SEL Adv D+VV ${ }^{\text {S }}$ WSPLK, 1 student SEL Adv D+Vis wSPLK DVirTClassMax 12 |  | $\$ 588.24$ $\$ 3,529.41$ | F1 | 2\% | \$576.48 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPLUNK SPLUNK |
| 5 | EDU-ADSH-ON-D | SEL Adv D+Vis wSPLK Onsite Max 12 no T+E |  | \$4,705.88 | F1 | 2\% | \$4,611.76 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | \$0.00 | ${ }_{\$ 0.00}$ | \$0.00 | ${ }_{\$ 0.00}$ | SPLUNK |
| 5 | EDU-ADSRPT-1-D | SEL Adv Search+Rptng Splunk V6. 21 stdnt |  | \$1,764.71 | F1 | 2\% | \$1,729.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EDU-ADSRPT-4-D | SEL ADSRPT Splunk V6. 2 DedVirtClassMax12 |  | \$10,588.24 | F1 | 2\% | \$10,376.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EDUADSRPT-ON-D | SEL ADSRPT Splunk V6. 2 OnsiteM 1 a 12 2not ${ }^{\text {a }}$ |  | \$14,117.65 | F1 | ${ }^{2 \%}$ | \$13,835.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK SPUNK |
| 5 | EDU-ARCH-1-D | SEL Splunk Arch series V6 no lab 1 stdnt SEL Splunk Arch Series + Cert lab V6 1 stu |  | $\$ 8,823.53$ $\$ 10,000.00$ | F1 | 2\% | $\$ 8,647.06$ $\$ 9,800.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPLUNK SPLUNK |
| 5 | EDU-bSAP-D | SEL Splunk Build Splunk Apps V6, 1 |  | \$1,764.71 | F1 | $2 \%$ | \$1,729.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EDU-BSAP-DV-D | SEL Build Splunk Apps V6 DVirtClassMax 12 |  | \$8,823.53 | F1 | 2\% | \$8,647.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spLunk |
| 5 | EDU-BSAP-ON-D | SEL Build Splunk Apps V6 O Max 12 no T+E |  | \$12,352.94 | F1 | 2\% | \$12,105.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |


| BAND | SKU | description | $\begin{gathered} \text { Model Sub } \\ \text { sku } \end{gathered}$ | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNTLP | BASIC MNT LP | $\left\|\begin{array}{c}\text { WTY UPG ENH TO } \\ \text { PS W/MC PREM } \\ \text { LP }\end{array}\right\|$ | wTY UPG BASIC TO PS ENH LP | Renewal | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | EDU-BUSER-ELRN-D | SEL Using Splunk V6 eLearn PY sin domain |  | \$29,411.76 | F1 | 2\% | \$28,823.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EDU-CLSR-1-D | SEL Splunk Cluster Admin V6.3, 1 Student |  | \$1,765.00 | F1 | 2\% | \$1,729.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EDU-CLSR-DV-1-D | SEL Splunk ClstrAdmin V6.3, DedVirtMax12 |  | \$10,588.00 | F1 | 2\% | \$10,376.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EDU-CLSR-ON-1-D | SEL Splunk CIIstrAdmin V6.3, OnMax12noT\&E |  | \$14,118.00 | F1 | 2\% | \$13,835.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EDUCRO | SEL EDU-CR-0) |  | \$100.00 | F1 | 2\% | \$98.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | EDUCRO-I | SELEDU-CR-0) |  | \$100.00 | F1 | 2\% | \$98.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | EDUCRO-K | SELEDU-CR-0) |  | \$112.63 | F1 | 2\% | \$110.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | EDUCR10 | SEL EDU-CR-10) |  | \$90.00 | F1 | 2\% | \$88.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | EDUCR10-I | SEL EDU-CR-10) |  | \$90.00 | F1 | 2\% | \$88.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | EDUCR10-K | SEL EDU-CR-10) |  | \$101.13 | F1 | 2\% | \$999.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 5 | EDUCR15 | SEL EDU-CR-15) |  | \$85.00 | F1 | 2\% | \$83.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | EDUCR 15-1 | SEL EDU-CR-15) |  | \$85.00 $\$ 9577$ | F1 | 2\% | \$83.30 $\$ 93.85$ | \$0.00 | \$9.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | VMWARE |
| 5 | EDUCR20 | SEL EDU-CR-20) |  | \$850.00 | F1 | 2\% | \$778.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | VMWARE |
| 5 | EDUCR20-I | SEL EDU-CR-20) |  | \$80.00 | F1 | 2\% | \$78.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | EDUCR20-K | SEL EDU-CR-20) |  | \$90.41 | F1 | 2\% | \$88.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | EDU-CUSTCRSDEV-D | DSEL Splunk Custom Course Del, per day |  | \$2,352.94 | F1 | 2\% | \$2,305.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9.00 | \$0.00 | SPLUNK |
| 5 | EDU-CUSTOM-ED-D | SEL Splunk Custom Edu Day 1 Student |  | \$588.24 | F1 | 2\% | \$576.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EDU-CUST-ON-D | SEL Custom Course Del p day max 12 no T+E |  | \$4,705.88 | F1 | 2\% | \$4,611.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EDU-DADM-D | SEL Data Administration, 1 Student |  | \$1,764.71 | F1 | 2\% | \$1,729.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EDU-DADM-DV-D | SEL Data Admin, DVirtClassMax12 |  | \$10,588.24 | F1 | 2\% | \$10,376.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EDU-DADM-ON-D | SEL Data Admin, Ons Class, Max 12 stdnts |  | \$14,117.65 | F1 | 2\% | \$13,835.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EDU-DATAL-ON-D | SEL Splunk Alytcs DatascV60Max 12 no T+E |  | \$14,177.65 | F1 | ${ }^{2 \%}$ | \$13,835.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EDU-DATA-D | SEL Splunk Alytcs + DataScV6 1 |  | \$1,764.71 | F1 | 2\% | \$1,729.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK SPUUNK |
| 5 | EDU-DEPL-4-D | SEL Arch+Depp Splunk V6 DVirtcourseMax12 |  | \$ $\$ 8,823.653$ | F1 | 2\% | \$1,729.42 | \$80.00 | \$0.00 | \$\$0.00 | \$0.00 $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | SPLUNK SPLUNK |
| 5 | EDU-DEPL-ON-D | SEL Arch+Depl Splunk V6 OnsiteMax12noT+E |  | \$10,588.24 | F1 | 2\% | \$10,376.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EDU-DEVSDK-1-D | SEL Splunk Dev JavarPython SDKs 1 stu |  | \$1,176.47 | F1 | 2\% | \$1,152.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EDU-DEVSDK-4-D | SEL Splunk DevSDK Java+Python DVirtMax12 |  | \$7,058.82 | F1 | 2\% | \$6,917.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EDUDEVSDK-ON-D | SEL Splunk DevSDKs J+P OnsiteMax12noT+E |  | \$9,411.76 | F1 | 2\% | \$9,223.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EDU-ELRN-EXT-D | SEL eLearning Lab Setup |  | \$117.65 | F1 | 2\% | \$115.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EDU-FUN1-D | SEL Fundamentals 1, Single Student |  | \$1,176.00 | F1 | 2\% | \$1,152.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EDU-FUN1-DV-D | SEL Fundamentals 1, DedVirt Max 12 |  | \$7,059.00 | F1 | 2\% | \$6,917.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EDU-FUN1-ON-D | SEL Fundamentals 1, Onsite Max 12 not\&E |  | \$9,412.00 | F1 | 2\% | \$9,223.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EDU-FUN2-D | SEL Fundamentals 2, Single Student |  | \$2,353.00 | F1 | 2\% | \$2,305.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EDU-FUN2-DV-D | SEL Fundamentals 2 , DedVirt Max 12 |  | \$14,118.00 | F1 | 2\% | \$13,835.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EDU-FUN2-IOD-D | SEL Fund2,IODSub1Yr,singledom-1per-30day |  | \$105,882.00 | F1 | 2\% | \$103,764.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EDU-FUN2-ON-D | SEL Fundamentals 2, Onsite Max12 not\&E |  | \$18,824.00 | F1 | 2\% | \$18,447.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EDU-ICESS-1-D | SEL Splunk Admin Ent Security V4 1 Stdnt |  | \$1,764.71 | F1 | 2\% | \$1,729.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EDU-ICESS-4-D | SEL Spk Adm Ent Sec V4 DedVirtClassMax12 |  | \$8,823.53 | F1 | 2\% | \$8,647.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EDU-ICESS-ON-D | SEL Splunk AdmEntSecV4OnsiteMax12NoT+E |  | \$12,352.94 | F1 | 2\% | \$12,105.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EDU-ICPCI-1-D | SEL Cnfgr Splunk App PCI Compl V2 11 stud |  | \$1,764.71 | F1 | 2\% | \$1,729.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EDU-ICPCI-4-D | SEL Splk CnforApppCIComplV2DVVirtlismax 12 |  | \$8,823.53 | F1 | 2\% | $\$ 8,647.06$ $\$ 1210588$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 5 | EDU-ICPCI-ON-D | SEL Spik CnfgrAppPCIComplV2OnsMax12NoT+E |  | $\$ 12,352.94$ <br> $\$ 1,764.71$ <br> 10.7 | F1 | 2\% | $\$ 12,105.88$ $\$ 1.729 .42$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPLUNK SPLUNK |
| 5 | EDO-ITSI-DV-D | SEL Impl. ITSI DVirtClass Max12 |  | \$ | F1 | 2\% | \$1, $\mathbf{\$ 1 0 , 3 7 6 . 4 8}$ | \$8.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EDU-ITSI-ON-D | SEL Impl. ITSI O Max 12 no T+E |  | \$14,117.65 | F1 | 2\% | \$13,835.30 | S0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9.00 | \$0.00 | SPLUNK |
| 5 | EDU-LABDAY-D | SEL Splunk Lab SandBox 1 day |  | \$176.47 | F1 | 2\% | \$172.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EDU-ONSITE-TE-D | SEL Fixed Prepaid T+E perday onsiteclass |  | \$882.35 | F1 | 2\% | \$864.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | EDU-PRV-1D-16MAX | SEL Trning-1 Day-16 Students max |  | \$9,412.00 | F1 | 2\% | \$9,223.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | HORTONWORKS HORTONWORKS |
| 5 | EDU-PRV-1D-6MAX | SEL Trning-1 1 Day-6 6 Students max |  | \$5,882.00 | F1 | 2\% | \$5,764.36 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | HORTONWORKS HORTONWORKS |
| 5 | EDU-PRV-ADD1-1D | SEL Trainin 1 Add Student for 1dayclass |  | \$588.00 | F1 | 2\% | \$576.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | HORTONWORKS SPLUNK |
| 5 | EDU-SADM-D | SEL Sys Admin, 1 Student |  | \$1,176.47 | F1 | 2\% | \$1,152.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EDU-SADM-DV-D | SEL Sys Admin, Ded Virt Class, Max 12 |  | \$7,0058.82 | F1 | 2\% | \$6,917.64 | \$0.00 | \$\$000 | \$\$.00 | $\$ 0.00$ $\$ 000$ | \$9.00 | \$\$000 | \$0.00 | SPLUNK SPLUNK |
| 5 | EDU-SUPDP-O-D-D | SEL Sypadmin, Sns Class, Max |  | \$ $\$ 1,764.71$ | ${ }_{\text {F1 }}$ | 2\% | \$ $\$ 1,729.42$ | \$0.00 \$0.00 | $\$ 8.00$ $\$ 0.00$ | \$ $\$ 0.00$ | S0.00 $\$ 0.00$ | \$ $\$ 0.00$ | $\$ 8.00$ $\$ 0.00$ | \$ $\$ 0.00$ | SPLUNK |
| 5 | EDU-SUPP-4-D | SEL Sup Splunk V6 DedVirtualClassMax12 |  | \$8,823.53 | F1 | 2\% | \$8,647.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EDU-SUPP-ON-D | SEL Sup Splunk V6 Onsite Max 12 NoT+E |  | \$10,588.24 | F1 | 2\% | \$10,376.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EDU-TRBL-D | SEL Troubleshting Splunk Enterpr, 1 |  | \$1,176.47 | F1 | 2\% | \$1,152.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EDU-TRBL-DV-D | SEL Trbleshtg Splk Enterpr, DVirtcIMax 12 |  | \$7,058.82 | F1 | 2\% | \$6,917.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EDU-TRBL-ON-D | SEL Trbleshg Splk Enterpr OnCIMax12 SEL Using Solunk Entsec V4.5-1 |  | \$9,411.76 | F1 | ${ }^{2 \%}$ | \$9,223.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPLUNK SPLUNK |
| 5 | EDU-UESSS-4-D | SEL Using Splunk UESS V4.5 DVirt Max 12 |  | $\$ 1,764.71$ $\$ 10,588.24$ | F1 | 2\% | \$1,729.42 $\mathbf{\$ 1 0 , 3 7 6 . 4 8}$ | \$\$0.00 | \$0.00 | \$0.00 | \$0.00 $\$ 0.00$ | \$8000 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | SPLUNK |
| 5 | EDU-UESS-ON-D | SEL Splunk UESS V4.5 Onsite Max 12 NoT+E |  | \$14,117.65 | F1 | 2\% | \$13,835.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EDU-UITSII-D | SEL Using ITSI, 1 Student |  | \$588.00 | F1 | 2\% | \$576.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EDU-UITSI-DV-D | SEL Using ITSI, DedVirt, Max12 |  | \$3,529.00 | F1 | 2\% | \$3,458.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EDU-UITSI-ON-D | SEL Using ITSI, Onsite, Max12not\&E |  | \$4,706.00 | F1 | 2\% | \$4,611.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK SPLUNK |
| 5 | EDU-UNIT-100-D | SEL Splunk Education service Unit 100 |  | \$55,882.00 | F1 | 2\% | \$54,764.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK SPLUNK |
| 5 | EDU-UNIT-1-D EDU-UNIT-200-D | SEL Splunk Education service Unit |  | \$588.24 $\$ 105,882.00$ | F1 | 2\% | S \$176.48 $\mathbf{\$ 1 0 3 , 7 6 4 . 3 6}$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPLUNK SPLUNK |
| 5 | EDU-UNIT-50-D | SEL Splunk Education service Unit 50 |  | \$28,824.00 | F1 | 2\% | \$28,247.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EF-VFRIDGE | VMAX AF DELL FRIDGE |  | \$12,770.00 | k | 31\% | \$8,811.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NA |
| 5 | EGL-0032PA14 | SEL Eyeglass Cluster Cfg Rep Adv 2 Pack |  | \$7,235.00 | K | 31\% | \$4,992.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | EGL-0032PAM1-14 | SEL Eyy Glass cIstr kit A-2pack maint 1yr |  | \$9915.00 | F1 | 2\% | \$ $\begin{array}{r}\$ 896.70 \\ \$ 269108\end{array}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 5 | EGL-0032PAM3-14 | SEL EyeGlass cIstr kit A-2pack maint 3yr |  | \$2,746.00 $\$ 4,576.00$ | F1 | 2\% | \$2,691.08 $\$ 4,484.48$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SUPERNA SUPERNA |
| 5 | EGL-0032PE14-1 | SEL Eyeglass 2 Cluster Kit Ent-Installed |  | \$16,036.92 | k | 31\% | \$11,065.47 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | EGL-0032PE15-P | SEL IGLS 2 CLST KIT ENT-QUICK START PLUS |  | \$37,832.31 | k | 31\% | \$26,104.29 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | EGL-0032PE15-Q | SEL IGLS 2 CLST KIT ENT-QUICK START |  | \$25,267.69 | k | 31\% | \$17,434.71 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |


| BAND | SKU | DESCRIPTION | Model Sub sku | EMC LIST PRICE USD | $\begin{aligned} & \text { CATEGORY } \\ & \text { CODE } \end{aligned}$ | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\left\|\begin{array}{c}\text { WTY UPG ENH TO } \\ \text { PS W/MC PREM } \\ \text { LP }\end{array}\right\|$ | WTY UPG BASIC TO PS ENH LP | Renewal | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | EGL-0032PEM1-14 | SEL EyeGlass clistr kit E-2pack maint 1yr |  | \$1,565.88 | F1 | 2\% | \$1,534.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | EGL-0032PEM3-14 | SEL EyeGlass clstr kit E-2pack maint 3yr |  | \$4,697.65 | F1 | 2\% | \$4,603.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | EGL-0032PEM5-14 | SEL EyeGlass clstr kit E-2pack maint 5yr |  | \$7,828.24 | F1 | 2\% | \$7,671.68 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | EGL-130-14 | SEL Eyeglass - Auto SynciQ Policy FO-FB |  | \$1,411.00 | K | 31\% | \$973.59 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | EGL2-SRM-LIC | SEL Cluster Storage Monitor Lic v2 |  | \$9,231.00 | K | 31\% | \$6,369.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | EGL2-SRM-LIC-1Y | SEL Cluster Storage Monitor Y YR v2 |  | \$1,422.00 | F1 | 2\% | \$1,383.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | EGL2-SRM-LIC-3Y | SEL Cluster Storage Monitor 3YR v2 |  | \$4,235.00 | F1 | 2\% | \$4,150.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | EGL2-SRM-LIC-5Y | SEL Cluster Storage Monitor 5YR v2 |  | \$7,059.00 | F1 | 2\% | \$6,917.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | EGL-AUD-AGT | SEL Eyeglass Easy Auditor Agent Lic |  | \$4,615.00 | k | 31\% | \$3,184.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | EGL-AUD-LIC | SEL Eyeglass Easy Auditor Feature Lic |  | \$2,565.00 | k | 31\% | \$1,769.85 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | EGL-AUD-LIC-1Y | SEL Eyeglass Easy Auditor Agent 1YR |  | \$1,059.00 | F1 | 2\% | \$1,037.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Superna |
| 5 | EGL-AUD-LIC-3Y | SEL Eyeglass Easy Auditor Agent 3 YR |  | \$3,176.00 | F1 | 2\% | \$3,112.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | EGL-AUD-LIC-5Y | SEL Eyeglass Easy Auditor Agent 5YR |  | \$5,294.00 | F1 | 2\% | \$5,188.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | EGL-CONFIG | SEL Eyeglass Configurator Site License |  | \$46,154.00 | k | 31\% | \$31,846.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Superna |
| 5 | EGL-CONFIG-1Y | SEL Eyeglass Configurator Site Maint-1y |  | \$7,059.00 | F1 | 2\% | \$6,917.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
|  | EGL-CONFIG-3Y | SEL Eyeglass Configurator Site Maint-3y |  | \$21,176.00 | F1 | 2\% | \$20,752.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | EGL-CONFIG-5Y | SEL Eyeglass Configurato Site Maint-5y |  | \$35,294.00 | F1 | 2\% | \$34,588.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | EGL-ENT-NODE-TY | SEL MAINT EYEGLASS DR MANAGER Ent IYR |  | \$188.24 | F1 | 2\% | \$184.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | EGL-ENT-NODE-3Y | SEL MAINT EYEGLASS DR MANAGER Ent 3YR |  | \$563.53 | F1 | 2\% | \$552.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | EGL-ENT-NODE-5Y | SEL MAINT EYEGLASS DR MANAGER Ent 5YR |  | \$947.00 | F1 | $2 \%$ $31 \%$ | \$921.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | EGL-ENT-NODE-LIC | SEL EYEGLASS DR MANAGER Enterprise VAPP |  | \$675.38 | k | 31\% | \$466.01 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | EGL-ES-C1-1Y | SEL Eyeglass Search+Recover 1 Cluster 1y |  | \$1,862.35 | F1 | 2\% | \$1,825.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | EGL-ES-C1-3Y | SEEL Eyeglass Search+Recover 1 Cluster 3y |  | \$5,538.24 | F1 | 2\% | \$5,476.48 | \$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | EGL-ES-C1-5Y | SEL Eyeglass Search+Recover 1 Cluster 5y |  | \$9,314.12 | F1 | 2\% | \$9,127.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | EGL-ES-C1-LIC | SEL Eyeglass Search+Recover 1 ClusterLic |  | \$9,743.08 | K | 31\% | \$6,722.73 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | EGL-ES-N1-1Y | SEL Eyeglass Search + Recover 1 Node 1y |  | \$155.29 | F1 | 2\% | \$152.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | EGL-ES-N1-3Y | SEL Eyeglass Search + Recover 1 Node 3y |  | \$465.88 | F1 | 2\% | \$456.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | EGL-ES-N1-5Y | SEL Eyeglass Search + Recover 1 Node 5y |  | \$776.47 | F1 | 2\% | \$760.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | EGL-ES-N1-LIC | SEL Eyeglass Search + Recover 1 Node Lic |  | \$812.31 | K | 31\% | \$560.49 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | EGL-NTC-1 | SEL Node to 1 Cluster DR Conversion |  | \$10,707.69 |  | 31\% | \$7,388.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | EGL-PLUS-1C-1YR | SEL MAINT Plus IGLS Cluster 1YR |  | \$1,775.29 | F1 | 2\% | \$1,739.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Superna |
| 5 | EGL-PLUS-1C-3YR | SEL MAINT Plus IGLS Cluster 3YR |  | \$5,325.88 | F1 | 2\% | \$5,219.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | EGL-PLUS-1T-5YR | SEL MAINT Plus IGLS Cluster 5YR |  | \$8,876.47 | F1 | 2\% | \$8,698.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | EGL-PLUS-KIT-1YR | SEL MAINT Plus IGLS Cluster kit 1YR |  | \$3,771.76 | F1 | 2\% | \$3,696,32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | EGL-PLUS-KIT-3YR | SEL MAINT Plus IGLS Cluster kit 3YR |  | \$11,315.29 | F1 | 2\% | \$11,088.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | EGL-PLUS-KIT-5YR | SEL MAINT Plus IGLS Cluster kit 5YR |  | \$18,857.65 | F1 | 2\% | \$18,480.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | EGL-PLUS-NODE1Y | SEL MAINT Plus IGLS DR MANAGER Ent 1YR |  | \$297.65 | F1 | 2\% | \$291.70 | \$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | EGL-PLUS-NODE3Y | SEL MAINT Plus IGLS DR MANAGER Ent 3YR |  | \$894.12 | F1 | 2\% | \$876.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | EGL-PLUS-NODE5Y | SEL MAINT Plus IGLS DR MANAGER Ent 5YR |  | \$1,490.59 | F1 | 2\% | \$1,460.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | EGL-RAND-AGT | SEL Ransomware Defender Agent Lic |  | \$2,565.00 | k | $31 \%$ $31 \%$ | \$1,769.85 | \$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ | $\$ 0.00$ | $\$ 0.00$ | SUPERNA |
| 5 | EGL-RAND-LIC | SEL Ransomware Defender Feature Lic |  | \$1,923.00 | F1 | 31\% | \$1,326.87 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | SUPERNA <br> SUPERNA |
| 5 | EGL-RAND-LIC-1Y | SEL Ransomware Defender Agent YR SEL Ransomware Defender Agent 3YR |  | \$588.00 | F1 | 2\% |  | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SUPERNA SuPERNA |
| 5 | EGL-RAND-LIC-5Y | SEL Ransomware Defender Agent 5YR |  | \$2,941.00 | F1 | 2\% | \$2,882.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | EMCMAEVAL | SEL 30Day Free Trial of NTP Software M-A |  | \$0.00 | K | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NTP SOFTWARE |
| 5 | EMCOFSEVAL | SEL 30Day Free Trial of NTP Software QFS |  | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NTP SOFTWARE |
| 5 | ENT10PB1YRSB | SELECT DFXS ENT ELA, 10PB 1 Yr Sub |  | \$4,347,000.00 | k | 31\% | \$2,999,430.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NTP-DEFENDX |
| 5 | ENT1PB1YRSB | SELECT DFXS ENT ELA, 1PB 1 Yr Sub |  | \$644,490.77 | k | 31\% | \$444,698.63 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NTP-DEFENDX |
| 5 | ENT3PBP1YRSB | SELECT DFXS ENT ELA, 3PB Y Yr Sub |  | \$1,445,850.77 | k | 31\% | \$997,637.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NTP-DEFENDX |
| 5 | ENT5PB1YRSB | SELECT DFXS ENT ELA, 5PB Y Yr Sub |  | \$2,268,000.00 | k | 31\% | \$1,564,920.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NTP-DEFENDX |
| 5 | ENTAD1PB1YRSB | SELECT DFXS ENT ELA, ADD 1PB 1 Yr Sub |  | \$434,700.00 | k | 31\% | \$299,943.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NTP-DEFENDX |
| 5 | ESOSC100DC | SEL ESO-SC-100D-C ) |  | \$2,500.00 | k | 31\% | \$1,725.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | ESOSC1000C-1 | SEL ESO-SC-100D-C) |  | \$2,925.00 | k | 31\% | \$2,018.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | ESOSC100DC-K | SEL ESO-SC-100D-C) |  | \$2,808.00 | K | 31\% | \$1,937.52 | \$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | ESOSC1AD 1000 C ESOSC1AD100DC-I | SEL ESO-S-C1AD-100D-C) |  | \$15,000.00 | K | 31\% | \$10,350.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | ESOSC1AD100DC-K | SELESO-S-C1AD-1000-C) |  | \$17,550.00 | k | 31\% | \$11,656.83 | \$0.00 | \$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWWARE |
| 5 | ESOSC2AD100DC | SELESO-S-C2AD-100D-C) |  | \$25,000.00 | k | 31\% | \$17,250.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | ESOSC2AD100DC-I | SEL ESO-S-C2AD-100D-C) |  | \$29,250.00 | k | 31\% | \$20,182.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | ESOSCLADD 1000 C -K | SEL ESO-S-C2AD-100D-C) |  | \$28,079.99 | K | 31\% | \$19,375.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | ESOSECPL3PSC | SEL ESO-SEC-PL-3P-SSS-C ) |  | \$2,970.00 | F1 | 2\% | \$2,910.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | ESOSECPL3PSC-I | SEL ESO-SEC-PL-3P-SSS-C ) |  | \$3,474.90 | F1 | 2\% | \$3,405.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | ESOSECPL 3 PSC-K | SEL LSEO-SEC-PL-3P-SSS-C ) |  | \$3,338.63 | F1 | 2\% | \$3,271.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | ESOSECPLC | SELESO-SEC-PL-C) |  | \$4,500.00 | k | 31\% | \$3,105.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | ESOSECPLC-I | SEL ESO-SEC-PL-C) |  | \$5,265.00 | k | $31 \%$ $31 \%$ | $\$ 3,632.85$ $\$ 3,49177$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | ESOSECPLC-K | SEL ESO-SEC-PL-C ( ${ }^{\text {S }}$ |  | $\begin{aligned} & \$ 5,060.53 \\ & \$ 1,125.00 \end{aligned}$ | $\begin{gathered} K \\ \text { F1 } \end{gathered}$ | $\begin{gathered} 31 \% \\ 2 \% \end{gathered}$ | \$ $\$ 1,1021.75$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | Vmware |
| 5 | ESOSECPLPSC-I | SEL ESO-SEC-PL-P-SSS-C) |  | \$1,316.25 | F1 | 2\% | \$1,289.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | ESOSECPLPSC-K | SEL ESO-SEC-PL-P-SSS-C) |  | \$1,264.63 | F1 | 2\% | \$1,239.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | ESOSNCAD 1000C | SEL ESO-S-NCAD-100D-C $)$ SEL ESO-S-NCAD-100D-C) |  | $\$ 1,000.00$ $\$ 1.170 .00$ | K | $31 \%$ $31 \%$ | $\$ 690.00$ $\$ 807.30$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | ESOSNCAD100DC-K | SELESO-S-NCAD-100D-C) |  | \$1,122.43 | K | 31\% | \$774.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | ESOSRAD100DC | SEL ESO-S-RAD-100D-C) |  | \$500.00 | k | 31\% | \$345.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | ESOSRAD 1000 C - | SEL ESO-S-RAD-100D-C) |  | \$585.00 | k | 31\% | \$403.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | ESOSRAD100DC-K ESOSSAD | SEL ESO-S-RAD-100D-C) |  | - $\begin{array}{r}\$ 561.98 \\ \$ 3.000 .00\end{array}$ | K | 31\% | \$387.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE VMWARE |
| 5 | ESOSAAAD100DC-1 | SEL ESO-S-SAAD-100D-C) |  | ${ }_{\$ 3,510.00}$ | k | 31\% | \$2,421.90 | \$ $\$ 0.00$ | \$ $\$ 0.00$ | \$0.00 | S0.00 $\$ 0.00$ | \$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$ ${ }_{\text {So.00 }}$ | VMWARE |
| 5 | ESOSSAAD 1000 C -K | SEL ESO-S-SAAD-100D-C) |  | \$3,374.96 | K | 31\% | \$2,328.72 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | ESP-ES-1000AN-D | SEL Splunk Ent Sec STDSup Bucket 1000AN SEL Splunk Ent Sec STDSup Bucket 1000AP |  | $\$ 1,000.00$ $\$ 1,00000$ | F1 | 2\% | \$980.00 $\$ 980.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPLUNK SPLUNK |


| BAND | SKU | DESCRIPTION | Model Sub sku | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\|$WTY UPG ENH TO <br> PS W/MC PREM <br> LP | WTY UPG BASIC TO PS ENH LP | Renewal | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | ESP-ES-1000EM-D | SEL Splunk Ent Sec STDSup Bucket 1000EM |  | \$1,000.00 | F1 | 2\% | \$980.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESP-ES-1000US-D | SEL Splunk Ent Sec SSup Bucket 1000US |  | \$1,000.00 | F1 | 2\% | \$980.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESP-ES-100AN-D | SEL Splunk Ent Sec STDSup Bucket 100AN |  | \$100.00 | F1 | 2\% | \$98.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spLunk |
| 5 | ESP-ES-100AP-D | SEL Splunk Ent Sec STDSup Bucket 100AP |  | \$100.00 | F1 | 2\% | \$98.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESP-ES-100EM-D | SEL Splunk Ent Sec STDSup Bucket 100EM |  | \$100.00 | F1 | 2\% | \$98.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESP-ESS-100US-D | SEL Splunk Ent Sec SSup Bucket 100US |  | \$100.00 | F1 | 2\% | \$98.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESP-ES-1AN-D | SEL Splunk Ent Sec STDSup Bucket 1AN |  | \$1.00 | F1 | 2\% | \$0.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESP-ES-1AP-D | SEL Splunk Ent Sec STDSup Bucket 1AP |  | \$1.00 | F1 | 2\% | \$0.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESP-ES-1EM-D | SEL Splunk Ent Sec STDSup Bucket 1EM |  | \$1.00 | F1 | 2\% | \$0.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESP-ES-1US-D | SEL Splunk Ent Sec SSup Bucket 1US |  | \$1.00 | F1 | 2\% | \$0.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESP-GS-1000AN-D | SEL Splunk Ent Sec PRMSup Bucket 1000AN |  | \$1,000.00 | F1 | 2\% | \$980.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESP-GS-1000AP-D | SEL Splunk Ent Sec PRMSup Bucket 1000AP |  | \$1,000.00 | F1 | 2\% | \$980.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESP-GS-1000EM-D | SEL Splunk Ent Sec PRMSup Bucket 1000EM |  | \$1,000.00 | F1 | 2\% | \$980.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESP-GS-1000US-D | SEL Splunk Ent Sec PSup Bucket 1000US |  | \$1,000.00 | F1 | 2\% | \$980.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESP-GS-100AN-D | SEL Splunk Ent Sec PRMSup Bucket 100AN |  | \$100.00 | F1 | 2\% | \$98.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESP-GS-100AP-D | SEL Splunk Ent Sec PRMSup Bucket 100AP |  | \$100.00 | F1 | 2\% | \$98.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESP-GS-100EM-D | SEL Splunk Ent Sec PRMSup Bucket 100EM |  | \$100.00 | F1 | 2\% | \$98.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 5 | ESP-GS-100US-D | SEL Splunk Ent Sec PSup Bucket 100us |  | \$100.00 | F1 | 2\% | \$98.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPLUNK SPUUNK |
| 5 | ESP-GS-1AN-D | SEL Splunk Ent Sec PRMSup Bucket 1AN SEL Splunk Ent Sec PRMSup Bucket 1AP |  | $\$ 1.00$ $\$ 1.00$ | F1 | 2\% | \$0.98 $\$ 0.98$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPLUNK |
| 5 | ESP-GS-1EM-D | SEL Splunk Ent Sec PRMSup Bucket 1EM |  | \$1.00 | F1 | 2\% | \$0.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESP-GS-1US-D | SEL Splunk Ent Sec PSup Bucket 1US |  | \$1.00 | F1 | 2\% | \$0.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESPU-ES-1000AN-D | SEL Splunk ES UPG SSup Bucket 1000AN |  | \$1,000.00 | F1 | 2\% | \$980.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spLunk |
| 5 | ESPU-ES-1000AP-D | SEL Splunk ES UPG SSup Bucket 1000AP |  | \$1,000.00 | F1 | 2\% | \$980.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESPU-ES-1000EM-D | SEL Splunk ES UPG SSup Bucket 1000EM |  | \$1,000.00 | F1 | 2\% | \$980.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESPU-ES-1000US-D | SEL Splunk ES UPG SSup Bucket 1000us |  | \$1,000.00 | F1 | 2\% | \$980.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESPU-ES-100AN-D | SEL Splunk ES UPG SSup Bucket 100AN |  | \$100.00 | F1 | 2\% | \$98.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESPU-ES-100AP-D | SEL Splunk ES UPG SSup Bucket 100AP |  | \$100.00 | F1 | 2\% | \$98.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESPU-ES-100EM-D | SEL Splunk ES UPG SSup Bucket 100EM |  | \$100.00 | F1 | 2\% | \$98.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESPU-ES-100US-D | SEL Splunk ES UPG SSup Bucket 100US |  | \$100.00 | F1 | 2\% | \$98.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESPU-ES-1AN-D | SEL Splunk ES UPG SSup Bucket 1AN |  | \$1.00 | F1 | 2\% | \$0.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESPU-ES-1AP-D | SEL Splunk ES UPG SSup Bucket 1AP |  | \$1.00 | F1 | 2\% | \$0.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESPU-ES-1EM-D | SEL Splunk ES UPG SSup Bucket 1EM |  | \$1.00 | F1 | 2\% | \$0.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESPU-ES-1US-D | SEL Splunk ES UPG SSup Bucket 1US |  | \$1.00 | F1 | 2\% | \$0.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESPU-GS-1000AN-D | SEL Splunk ES UPG PSup Bucket 1000AN |  | \$1,000.00 | F1 | 2\% | \$980.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESPU-GS-1000AP-D | SEL Splunk ES UPG PSup Bucket 1000AP |  | \$1,000.00 | F1 | 2\% | \$980.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESPU-GS-1000EM-D | SEL Splunk ES UPG PSup Bucket 1000EM |  | \$1,000.00 | F1 | 2\% | \$988.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK SPUUNK |
| 5 | ESPU-GS-1000US-D | SEL Splunk ES UPG PSup Bucket 1000us |  | \$1,000.00 | F1 | 2\% | \$980.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESPU-GS-100AN-D | SEL Splunk ES UPG PSup Bucket 100AN |  | \$100.00 | F1 | 2\% | \$98.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESPU-GS-100AP-D | SEL Splunk ES UPG PSup Bucket 100AP |  | \$100.00 | F1 | ${ }^{2 \%}$ | \$98.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ | $\$ 0.00$ | \$0.00 | SPLUNK |
| 5 5 | ESPU-GS-100EM-D ESPU-GS-100US-D | SEL Splunk ES UPG PSup Bucket 100EM SEL Splunk ES UPG PSup Bucket 100US |  | \$100.00 | F1 | 2\% | \$98.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | SPLUNK |
| 5 | ESPU-Gs-1AN-D | SEL Splunk ES UPG PSup Bucket 1AN |  | \$ $\$ 1.00$ | F1 | 2\% | \$0.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESPU-GS-1AP-D | SEL Splunk ES UPG PSup Bucket 1AP |  | \$1.00 | F1 | 2\% | \$0.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESPU-GS-1EM-D | SEL Splunk ES UPG PSup Bucket 1EM |  | \$1.00 | F1 | 2\% | \$0.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESPU-GS-1US-D | SEL Splunk ES UPG PSup Bucket 1US |  | \$1.00 | F1 | 2\% | \$0.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESTE-100-199AN-D | SEL Splunk Ent Sec Term SSup 100-199GBAN |  | \$288.46 | k | 31\% | \$199.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESTE-100-199AP-D | SEL Splunk Ent Sec Term Ssup 100-199GBAP |  | \$346.15 | k | 31\% | \$238.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESTE-100-199EM-D | SEL Splunk Ent Sec Term Ssup 100-199GBEM |  | \$265.38 | k | 31\% | \$185.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESTE-100-199US-D | SEL Splunk Ent Sec Term SSup 100-199GBUS |  | \$230.77 | k | 31\% | \$159.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESTE-10-19AN-D | SEL Splunk Ent Sec Term SSup 10-19GBAN |  | \$865.38 | k | 31\% | \$597.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESTE-10-19AP-D | SEL Splunk Ent Sec Term Ssup 10-19GBAP |  | \$1,038.46 | k | 31\% | \$716.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESTE-10-19EM-D | SEL Splunk Ent Sec Term Ssup 10-19GBEM |  | \$796.15 | k | 31\% | \$549.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spLunk |
| 5 | ESTE-10-19US-D | SEL Splunk Ent Sec Term SSup10-19GBUS |  | \$692.31 | k | 31\% | \$477.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | ESTE-1K-1999AN-D | SEL Splunk Ent Sec Term SSup 1-199GBAN |  | \$194.71 | K | 31\% | \$134.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ | \$0.00 | $\$ 0.00$ | SPLUNK |
| 5 | ESTE-1K-1999AP-D | SEL Splunk Ent Sec Term Ssup 1K-199GBAP |  | \$237.65 | k | 31\% | \$161.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESTE-1K-1999EM-D | SEL Splunk Ent Sec Term Ssup 1K-199GBEM |  | \$199.13 | K | 31\% | \$123.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | ESTE-1K-1999US-D | SEL Splunk Ent Sec Term SSup1K-199GBUS |  | \$155.77 | k | 31\% | \$107.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ | SPLUNK |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | ESTE-200-499AN-D <br> ESTE-200-499AP-D | SEL Splunk Ent Sec Term SSup 200-499GBAN SEL Splunk Ent Sec Term Ssup 200-499GBAP |  | \$223.56 $\$ 268.27$ | K | 31\% | \$154.26 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ | SPLUNK <br> SPLUNK |
| 5 | ESTE-200-499EM-D | SEE Splunk Ent Sec Term Ssup 200-499GBAP |  | \$268.27 | K | 31\% | \$141.91 | \$0.00 $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPLUNK |
| 5 | ESTE-200-499US-D | SEL Splunk Ent Sec Term SSup200-499GBUS |  | \$178.85 | k | 31\% | \$123.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESTE-20-49AN-D | SEL Splunk Ent Sec Term SSup 20-49GBAN |  | \$663.46 | K | 31\% | \$457.79 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESTE-20-49AP-D | SEL Splunk Ent Sec Term Ssup 20-49GBAP |  | \$796.15 | k | 31\% | \$549.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESTE-20-49EM-D | SEL Splunk Ent Sec Term Ssup 20-49GBEM |  | \$610.38 | k | 31\% | \$421.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESTE-20-494S-D | SEL Splunk Ent Sce Term SSup20-49GBUS |  | \$530.77 | k | 31\% | \$366.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESTE-2K-4999AN-D | SEL Splunk Ent Sec Term SSup 2K-4999GBAN |  | \$187.50 | k | 31\% | \$129.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK SPLUNK |
| 5 | ESTE-2K-4999AP-D | SEL Splunk Ent Sec Term Ssup 2K-4999GBAP |  | \$225.00 | K | 31\% | \$155.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK SPLUNK |
| 5 | ESTE-2K-4999EM-D | SEL Splunk Ent Sec Term Ssup 2K-4999GBEM SEL Splunk Ent Sec Term SSup2K-4999GBUS |  | $\begin{aligned} & \$ 172.50 \\ & \$ 150.00 \end{aligned}$ | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~K} \end{aligned}$ | $\begin{aligned} & 31 \% \\ & 31 \% \\ & 31 \% \end{aligned}$ | \$119.03 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPLUNK SPLUNK |
| 5 | ESTE-500-999AN-D | SEL Splunk Ent Sec Term SSup 500-999GBAN |  | \$201.92 | , | 31\% | \$139.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESTE-500-999AP-D | SEL Splunk Ent Sec Term Ssup 500-999GBAP |  | \$242.31 | k | 31\% | \$167.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESTE-500-999EM-D | SEL Splunk Ent Sec Term Ssup 500-999GBEM |  | \$185.77 | k | 31\% | \$128.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESTE-500-999US-D | SEL Splunk Ent Sec Term SSup500-999GBUS |  | \$161.54 | K | 31\% | \$111.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPLUNK SPLUNK |
| 5 | ESTE-50-99AN-D | SEL Splunk Ent Sec Term SSup 50-99GBAN SEL Splunk Ent Sec Term Sup So-99GBAP |  | \$461.54 | K | 31\% | \$318.46 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPLUNK SPLUNK |
| 5 | ESTE-50-99EM-D | SEL Splunk Ent Sec Term Ssup 50-99GBEM |  | \$424.62 | k | 31\% | \$292.99 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESTE-50-99US-D | SEL Splunk Ent Sec Term SSup50-99GBUS |  | \$369.23 | k | 31\% | \$254.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESTE-5K-9999AN-D | SEL Splunk Ent Sec Term SSup 5K-9999GBAN |  | \$180.00 | k | 31\% | \$124.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
|  | ESTE-5K-9999AP-D | SEL Splunk Ent Sec Term Ssup 5K-9999GBAP |  | \$216.92 |  | 31\% | \$149.67 |  | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |


| BAND | SKU | DESCRIPTION | Model Sub sku | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\left\|\begin{array}{c}\text { WTY UPG ENH TO } \\ \text { PS W/MC PREM } \\ \text { LP }\end{array}\right\|$ | WTY UPG BASIC TO PS ENH LP | Renewal | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | ESTE-5K-9999EM-D | SEL Splunk Ent Sec Term Ssup 5k-9999GBEM |  | \$166.15 | K | 31\% | \$114.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESTE-5K-9999US-D | SEL Splunk Ent Sec Term SSup5K-9999GBUS |  | \$144.23 | K | 31\% | \$99.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESTG-1K-1999AN-D | SEL Splunk Ent Sec Term PSup1K-199GBAN |  | \$230.77 | k | 31\% | \$159.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spLunk |
| 5 | ESTG-1K-1999AP-D | SEL Splunk Ent Sec Term PSup 1 K-199GBAP |  | \$276.92 | k | 31\% | \$191.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESTG-1K-1999EM-D | SEL Splunk Ent Sec Term PSup1K-199GBEM |  | \$212.31 | k | 31\% | \$146.49 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESTG-1K-1999US-D | SEL Splunk Ent Sec Term PSup1K-199GBUS |  | \$184.62 | k | 31\% | \$127.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESTG-2K-4999AN-D | SEL Splunk Ent Sec Term PSup2K-4999GBAN |  | \$223.85 | k | 31\% | \$154.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESTG-2K-4999AP-D | SEL Splunk Ent Sec Term PSup2K-4999GBAP |  | \$268.85 | k | 31\% | \$185.51 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESTG-2K-4999EM-D | SEL Splunk Ent Sec Term PSup2K-4999GBEM |  | \$205.38 | K | 31\% | \$141.71 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESTG-2K-4999US-D | SEL Splunk Ent Sec Term PSup2K-4999GBUS |  | \$178.85 | k | 31\% | \$123.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESTG-500-999AN-D | SEL Splunk Ent Sec Term PSup500-999GBAN |  | \$245.77 | k | 31\% | \$169.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESTG-500-999AP-D | SEL Splunk Ent Sec Term PSup500-999GBAP |  | \$294.23 | k | 31\% | \$203.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESTG-500-999EM-D | SEL Splunk Ent Sec Term PSup500-999GBEM |  | \$226.15 | k | 31\% | \$156.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESTG-500-999US-D | SEL Splunk Ent Sec Term PSup500-999GBUS |  | \$196.15 | k | 31\% | \$135.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESTG-5K-9999AN-D | SEL Splunk Ent Sec Term PSup5k-9999GBAN |  | \$216.92 | k | 31\% | \$149.67 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESTG-5K-9999AP-D | SEL Splunk Ent Sec Term PSup5K-9999GBAP |  | \$259.62 | k | 31\% | \$179.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESTG-KK-9999EM-D | SEL Splunk Ent Sec Term PSup5K-9999GBEM |  | \$199.62 | K | 31\% | \$137.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK SPUNK |
| 5 5 | ESTG-5K-9999US-D | SEL Splunk Ent Sec Term PSup5K-9999GBUS SEL Splunk ES Term PrmSup Buck 1000 |  | \$173.08 | k | 31\% | \$119.43 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \\ & \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPLUNK SPLUNK |
| 5 | EST-PRM-100-D | SEL Splunk ES Serm Prmsup Buck 1000 |  | \$1,00.00 $\$ 10000$ | k | 31\% | \$690.00 $\$ 69.00$ | \$0.00 $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$0.00 | \$0.00 | SPLUNK |
| 5 | EST-PRM-100K-D | SEL Splunk ES Term PrmSup Buck 100 K |  | \$100,000.00 | k | 31\% | \$69,000.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EST-PRM-10K-D | SEL Splunk ES Term Prmsup Buck 10K |  | \$10,000.00 | k | 31\% | \$6,900.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EST-PRM-1-D | SEL Splunk ES Term Prmsup Buck 1 |  | \$1.00 | k | 31\% | \$0.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EST-STD-1000-D | SEL Splunk ES Term StdSup Buck 1000 |  | \$1,000.00 | k | 31\% | \$690.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EST-STD-100-D | SEL Splunk ES Term StdSup Buck 100 |  | \$100.00 | k | 31\% | \$69.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | sPLUNK |
| 5 | EST-STD-100K-D | SEL Splunk ES Term StdSup Buck 100k |  | \$100,000.00 | k | 31\% | \$69,000.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EST-STD-10K-D | SEL Splunk ES Term Stdsup Buck 10 K |  | \$10,000.00 | K | 31\% | \$6,900.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EST-STD-1-D | SEL Splunk ES Term StdSup Buck 1 |  | \$1.00 | k | 31\% | \$0.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESTU-ES-1000AN-D | SEL Splunk ES TermUPG SSup Buck 1000AN |  | \$1,000.00 | k | 31\% | \$690.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESTU-ES-1000AP-D | SEL Splunk ES TermUPG SSup Buck 1000AP |  | \$1,000.00 | k | 31\% | \$690.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spLunk |
| 5 | ESTU-ES-1000EM-D | SEL Splunk ES TermUPG SSup Buck 1000EM |  | \$1,000.00 | k | 31\% | \$690.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESTU-ES-1000US-D | SEL Splunk ES TermUPG SSup Buck 1000US |  | \$1,000.00 |  | 31\% | \$690.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESTU-ES-100AN-D | SEL Splunk ES TermUPG SSup Buck 100AN |  | \$100.00 | k | 31\% | \$69.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESTU-ES-100AP-D | SEL Splunk ES TermUPG SSup Buck 100AP |  | \$100.00 | k | 31\% | \$69.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESTU-ES-100EM-D | SEL Splunk ES TermUPG SSup Buck 100EM |  | \$100.00 | k | 31\% | \$69.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESTU-ES-100US-D | SEL Splunk ES TermUPG SSup Buck 100US |  | \$100.00 | k | 31\% | \$69.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESTU-ES-1AN-D | SEL Splunk ES TermUPG SSup Buck 1AN |  | \$1.00 | k | 31\% | \$0.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | sPLUNK |
| 5 | ESTU-ES-1AP-D | SEL Splunk ES TermUPG SSup Buck 1AP |  | \$1.00 | k | 31\% | \$0.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESTU-ES-1EM-D | SEL Splunk ES TermUPG SSup Buck 1EM |  | \$1.00 | k | 31\% | \$0.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESTU-ES-1US-D | SEL Splunk ES TermUPG SSup Buck 1US |  | \$1.00 | k | 31\% | \$0.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESTU-GS-1000AN-D | SEL Splunk ES TermUPG PSup Buck 1000AN |  | \$1,000.00 | k | 31\% | \$690.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESTU-GS-1000AP-D | SEL Splunk ES TermUPG PSup Buck 1000AP |  | \$1,000.00 | k | 31\% | \$690.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESTU-GS-10000M-D | SEL Splunk ES TermUPG PSup Buck 1000EM |  | \$1,000.00 | k | $31 \%$ $31 \%$ | \$690.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESTU-GS-1000US-D | SEL Splunk ES TermUPG PSup Buck 1000US |  | \$1,000.00 | k | 31\% | \$690.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESTU-GS-100AN-D | SEL Splunk ES TermUPG PSup Buck 100AN |  | $\$ 100.00$ $\$ 10000$ | K | 31\% | $\$ 69.00$ $\$ 6900$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPLUNK SPUUNK |
| $5$ | ESTU-GS-100AP-D ESTU-GS-100EM-D | SEL Splunk ES TermUPG PSup Buck 100AP SEL Splunk ES TermUPG PSup Buck 100 EM |  | $\$ 100.00$ $\$ 100.00$ | K | $\begin{aligned} & 31 \% \\ & 31 \% \end{aligned}$ | \$69.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPLUNK SPLUNK |
| 5 | ESTU-GS-100US-D | SEL Splunk ES TermUPG PSup Buck 100US |  | \$100.00 | k | 31\% | \$69.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESTU-GS-1AN-D | SEL Splunk ES TermuPG PSup Buck 1AN |  | \$1.00 | k | 31\% | \$0.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESTU-GS-1AP-D | SEL Splunk ES TermUPG PSup Buck 1AP |  | \$1.00 | k | 31\% | \$0.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESTU-GS-1EM-D | SEL Splunk ES TermUPG PSup Buck 1EM |  | \$1.00 | k | 31\% | \$0.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESTU-GS-1US-D | SEL Splunk ES TermUPG PSup Buck 1US |  | \$1.00 | k | 31\% | \$0.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESTUS-1K-1999-EM | SEL Splunk ES TRU SSup 1-1999GB/dayEM |  | \$178.85 | k | 31\% | \$123.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESTUS-2K-4999-EM | SEL Splunk ES TRU SSup2K-4999GBB/dayEM |  | \$173.08 | k | 31\% | \$119.43 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ESTUS-500-999-EM | SEL Splunk ES TRU SSup500-999GB/day EM |  | \$185.77 | K | $31 \%$ $31 \%$ | \$128.18 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPLUNK |
| 5 | ESUITE-PLUS1-3YR | SEL Ent Plus Suite 1 Writeable CLSTR 3 l |  | \$84,118.46 | k | 31\% | \$58,041.74 | \$0.00 | \$ $\$ 0.00$ | \$0.00 | \$0.00 | \$ $\$ 0.00$ | S0.00 | \$0.00 | SUPERNA |
| 5 | ESUITE-PLUS1-5YR | SEL Ent Plus Suite 1 Writeable CLSTR 5y |  | \$100,556.92 | k | 31\% | \$69,384.27 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | ESUITE-PLUS2-3YR | SEL Ent Plus Suite 2 Writeable CLSTR 3y |  | \$104,067.69 | k | 31\% | \$71,806.71 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | ESUITE-PLUS2-5YR | SEL Ent Plus Suite 2 Writeable CLSTR 5y |  | \$126,472.31 | K | 31\% | \$87,265.89 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | EXP-ES-1000AN-D | SEL Splunk EX STDSup Bucket 1000AN |  | \$1,000.00 | F1 | 2\% | \$980.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EXP-ES-1000AP-D | SEL Splunk EX STDSup Bucket 1000AP |  | \$1,000.00 | F1 | 2\% | \$980.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EXP-ES-1000EM-D | SEL Splunk EX STDSup Bucket 1000EM |  | \$1,000.00 | F1 | 2\% | \$980.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EXP-ES-1000US-D | SEL Splunk EX STDSup Bucket 1000US |  | \$1,000.00 | F1 | 2\% | \$980.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | splunk |
| 5 | EXP-ESS-100AN-D | SEL Splunk EX STDSup Bucket 100AN |  | \$100.00 | F1 | 2\% | $\$ 98.00$ $\$ 98.00$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK SPLUNK |
| 5 5 | EXP-ES-100AP-D EXP-ES-100EM-D | SEL Splunk EX STDSup Bucket 100AP SEL Splunk EX STDSup Bucket 100EM |  | $\$ 100.00$ $\$ 100.00$ | $\begin{aligned} & F_{1} \\ & F_{1} \end{aligned}$ | $\begin{aligned} & 2 \% \\ & 2 \% \\ & 2 \% \end{aligned}$ | $\$ 98.00$ $\$ 98.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPLUNK SPLUNK |
| 5 | EXP-ES-100US-D | SEL Splunk EX STDSup Bucket 100US |  | \$100.00 | F1 | 2\% | \$98.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EXP-ES-1AN-D | SEL Splunk EX STDSup Bucket 1AN |  | \$1.00 | F1 | 2\% | \$0.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EXP-ES-1AP-D | SEL Splunk EX STDSup Bucket 1AP |  | \$1.00 | F1 | 2\% | \$0.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EXP-ES-1EM-D | SEL Splunk EX STDSup Bucket 1EM |  | \$1.00 | F1 | 2\% | \$0.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9.00 | \$0.00 | SPLUNK |
| 5 | EXP-ES-1US-D | SEL Splunk EX STDSup Bucket 1US SEL Splunk EX PRMSup Bucket 1000AN |  | $\$ 1.00$ $\$ 1,000.00$ | F1 | 2\% | $\$ 0.98$ $\$ 980.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPLUNK SPLUNK |
|  | EXP-GS-1000AP-D | SEL Splunk EX PRMSup Bucket 1000AP |  | \$1,000.00 | F1 | 2\% | \$980.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EXP-GS-1000EM-D | SEL Splunk EX PRMSup Bucket 1000EM |  | \$1,000.00 | F1 | 2\% | \$980.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spLUNK |
| 5 | EXP-GS-1000US-D | SEL Splunk EX PRMSup Bucket 1000US |  | \$1,000.00 | F1 | 2\% | \$980.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EXP-GS-100AN-D | SEL Splunk EX PRMSup Bucket 100AN |  | \$100.00 | F1 | 2\% | \$98.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EXP-GS-100AP-D | SEL Splunk EX PRMSup Bucket 100AP SEL Splunk EX PRMSup Bucket 100EM |  | $\$ 100.00$ $\$ 100.00$ | F1 F1 | 2\% | $\$ 98.00$ $\$ 98.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPLUNK SPLUNK |
|  | EXP-GS-100US-D | SEL Splunk EX PRMSup Bucket 100US |  | \$100.00 | F1 | 2\% | \$98.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |


| BAND | SKU | description | $\begin{gathered} \text { Model Sub } \\ \text { sku } \end{gathered}$ | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\left\|\begin{array}{c}\text { WTY UPG ENH TO } \\ \text { PS W/MC PREM } \\ \text { LP }\end{array}\right\|$ | WTY UPG BASIC TO PS ENH LP | Renewal | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | EXP-GS-1AN-D | SEL Splunk EX PRMSup Bucket 1AN |  | \$1.00 | F1 | 2\% | \$0.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EXP-GS-1AP-D | SEL Splunk EX PRMSup Bucket 1AP |  | \$1.00 | F1 | 2\% | \$0.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EXP-GS-1EM-D | SEL Splunk EX PRMSup Bucket 1EM |  | \$1.00 | F1 | 2\% | \$0.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EXP-GS-1US-D | SEL Splunk EX PRMSup Bucket 1US |  | \$1.00 | F1 | 2\% | \$0.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EXTE-100GB-AN-D | SEL Splunk EXCH Term SSup 51-100GB/dayAN |  | \$43,269.23 | k | 31\% | \$29,855.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EXTE-100GB-AP-D | SEL Splunk EXCH Term SSup 51-100GB/dayAP |  | \$51,923.08 | k | 31\% | \$35,826.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EXTE-100GB-EM-D | SEL Splunk EXCH Term SSup 51-100GB/dayEM |  | \$39,807.69 | K | 31\% | \$27,467.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EXTE-100GB-US-D | SEL Splunk EXCH Term SSup 51-100GB/day US |  | \$34,615.38 | k | 31\% | \$23,884.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EXTE-101GB-AN-D | SEL Splunk EXCH Term SSup >100+GB/dayAN |  | \$107,668.27 | K | 31\% | \$74,291.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EXTE-101GB-AP-D | SEL Splunk EXCH Term SSup > 100+GB/dayAP |  | \$129,201.92 | k | 31\% | \$89,149.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EXTE-101GB-EM-D | SEL Splunk EXCH Term SSup > 100+GB/dayEM |  | \$99,054.81 | K | 31\% | \$68,347.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EXTE-101GB-US-D | SEL Splunk EXCH Term SSup >100+GB/day ${ }^{\text {a }}$ |  | \$866,134.62 | K $K$ | $31 \%$ $31 \%$ | \$59,432.89 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EXTE-10GB-AN-D | SEL Splunk EXCH Term SSup 6-10GB/dayAN |  | \$7,211.54 | K | 31\% | \$4,975.96 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK SPLUNK |
| 5 | EXTE-10GB-AP-D EXTE-10GB-EM-D | SEL Splunk EXCH Term SSup 6-10GB/dayAP SEL Splunk EXCH Term SSup 6 -10GB/day |  | \$8,653.85 | K | $31 \%$ $31 \%$ | \$5,971.16 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPLUNK SPLUNK |
| 5 | EXTE-10GB-US-D | SEL Splunk EXCH Term SSup 6-10GB/day |  | \$5,769.23 | K | 31\% | \$3,980.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | SPLUNK |
| 5 | EXTE-20GB-AN-D | SEL Splunk EXCH Term SSup 11-20GB/dayAN |  | \$12,980.77 | k | 31\% | \$8,956.73 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EXTE-20GB-AP-D | SEL Splunk EXCH Term SSup 11-20GB/dayAP |  | \$15.576.92 | K | 31\% | \$10,748.07 | \$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EXTE-20GB-EM-D | SEL Splunk EXCH Term SSup 11-20GB/dayEM |  | \$11,942.31 | K | 31\% | \$8,240.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EXTE-20GB-US-D | SEL Splunk EXCH Term SSup 11-20GB/day ${ }^{\text {d }}$ |  | \$10,384.62 | K | 31\% | \$7,165.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EXTE-50GB-AN-D | SEL Splunk EXCH Term SSup 21-50GB/dayAN |  | \$27,403.85 | K | 31\% | \$18,908.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EXTE-50GB-AP-D | SEL Splunk EXCH Term SSup 21-50GB/dayAP |  | \$32,884.62 | K | 31\% | \$22,690.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EXTE-50GB-EM-D | SEL Splunk EXCH Term SSup 21-50GB/dayEM |  | \$ ${ }_{\text {\$27,211.54 }}$ | K $K$ | $31 \%$ $31 \%$ | \$17,395.96 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPLUNK SPUUNK |
| 5 5 | EXTE-50GB-US-D <br> EXTE-5GB-AN-D | SEL Splunk EXCH Term SSup 21-50GB/dayUS SEL Splunk EXCH Term SSup 3-5GB/dayAN |  | \$21,923.08 \$4,326.92 | $\begin{aligned} & \mathrm{k} \\ & \mathrm{k} \end{aligned}$ | $\begin{aligned} & 31 \% \\ & 31 \% \\ & 31 \% \end{aligned}$ | $\$ 15,126.93$ $\$ 2985.57$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | SPLUNK SPLUNK |
| 5 | EXTE-5GB-AP-D | SEL Splunk EXCH Term SSup 3 -5GB/dayAP |  | \$5,192.31 | K | 31\% | \$3,582.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EXTE-5GB-EM-D | SEL Splunk EXCH Term SSup 3-5GB/dayEM |  | \$3,980.77 | k | 31\% | \$2,746.73 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EXTE-5GB-US-D | SEL Splunk EXCH Term SSup 3-5GB/day |  | \$3,461.54 | K | 31\% | \$2,388.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EXTG-100GB-AN-D | SEL Splunk EXCH Term PSup 51-100GB/dayAN |  | \$51,923.08 | K | 31\% | \$35,826.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EXTG-100GB-US-D | SEL Splunk EXCH Term PSup 51-100GB/day |  | \$ ${ }_{\text {\$41,538.46 }}$ | k | 31\% | \$328,661.54 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$8000 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | SPLUNK |
| 5 | EXTG-101GB-AN-D | SEL Splunk EXCH Term PSup > $100+G B /$ /day 4 N |  | \$129,201.92 | k | 31\% | \$89,149.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spLunk |
| 5 | EXTG-101GB-AP-D | SEL Splunk EXCH Term PSup > 100+GB/dayAP |  | \$155,042.31 | K | 31\% | \$106,979.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EXTG-101GB-EM-D | SEL Splunk EXCH Term PSup > 100+GB/dayEM |  | \$118,865.77 | K | 31\% | \$82,017.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EXTG-101GB-US-D | SEL Splunk EXCH Term PSup > 100+GB/day |  | \$103,361.54 | K | 31\% | \$71,319.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK SPUUNK |
| 5 | EXTG-10GB-AN-D | SEL Splunk EXCH Term PSup 6-10GB/dayAN |  | \$8,653.85 | K | 31\% | $\$ 5,971.16$ $\$ 7.165 .39$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPLUNK SPLUNK |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | EXTG-10GB-AP-D <br> EXTG-10GB-EM-D | SEL Splunk EXCH Term PSup 6-10GB/dayAP SEL Splunk EXCH Term PSup 6-10GB/dayEM |  | $\$ 10,384.62$ $\$ 7.961 .54$ | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~K} \end{aligned}$ | $\begin{aligned} & 31 \% \\ & 31 \% \end{aligned}$ | \$7,165.39 \$5,493.46 | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | SPLUNK SPLUNK |
| 5 | EXTG-10GB-US-D | SEL Splunk EXCH Term PSup 6-10GB/day |  | \$6,923.08 | K | 31\% | \$4,776.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spLunk |
| 5 | EXTG-20GB-AN-D | SEL Splunk EXCH Term PSup 11-20GB/dayAN |  | \$15,576.92 | K | 31\% | \$10,748.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EXTG-20GB-AP-D | SEL Splunk EXCH Term PSup 11-20GB/dayAP |  | \$18,692.31 | K | 31\% | \$12,897.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EXTG-20GB-EM-D | SEL Splunk EXCH Term PSup 11-20GB/day |  | \$14,330.77 | K | $31 \%$ $31 \%$ | \$9,888.23 | \$9.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK SPUUNK |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | EXTG-20GB-US-D EXTG-50GB-AN-D | SEL Splunk EXCH Term PSup 11-20GB/dayUS SEL Splunk EXCH Term PSup 21-50GB/dayAN |  | \$12,461.54 \$32,884.62 | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~K} \end{aligned}$ | $\begin{aligned} & 31 \% \\ & 31 \% \\ & 31 \% \end{aligned}$ | $\$ 8,598.46$ $\$ 22690.39$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ | SPLUNK SPLUNK |
| 5 | EXTG-50GB-AP-D | SEL Splunk EXCH Term PSup 21-50GB/dayAP |  | \$39,461.54 | k | 31\% | \$27,228.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EXTG-50GB-EM-D | SEL Splunk EXCH Term PSup 21-50GB/dayEM |  | \$30,253.85 | K | 31\% | \$20,875.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EXTG-50GB-US-D | SEL Splunk EXCH Term PSup 21-50GB/day |  | \$26,307.69 | k | 31\% | \$18,152.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EXTG-5GB-AN-D | SEL Splunk EXCH Term PSup 3 3-5GB/day AN |  | \$5,192.31 | K | 31\% | \$3,582.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ | \$0.00 | \$0.00 |  |
| 5 5 | EXTG-5GB-AP-D EXTG-5GB-EM-D | SEL Splunk EXCH Term PSup 3 3-5GB/dayAP SEL Splunk EXCH Term PSup 3 -5GB/dayEM |  | $\begin{aligned} & \$ 6,230.77 \\ & \$ 4,776.92 \end{aligned}$ | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~K} \end{aligned}$ | $\begin{aligned} & 31 \% \\ & 31 \% \end{aligned}$ | $\$ 4,299.23$ $\$ 3,296.07$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \\ & \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | SPLUNK SPLUNK |
| 5 | EXTG-5GB-US-D | SEL Splunk EXCH Term PSup 3 -5GB/day |  | \$4,153.85 | k | 31\% | \$2,866.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | EYEGL-0032PAM1 | SEL EyeGlass clstr kit A-2pack maint 1yr |  | \$649.00 | F1 | 2\% | \$636.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | EYEGL-0032PAM3 | SEL EyeGlass clstr kit A-2pack maint 3yr |  | \$1,946.00 | F1 | 2\% | \$1,977.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | EYEGL-0032PEM1 | SEL EyeGlass cIstr kit E-2pack maint 1yr |  | \$794.00 | F1 | 2\% | \$778.12 | \$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | EYEGL-0032PEM3 | SEL EyeGlass cIstrt kit E-2pack maint 3yr |  | \$2,382.00 | F1 | 2\% | \$2,334.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9.00 | \$0.00 | SUPERNA SUPERNA |
| 5 | EYEGLASS-000 |  |  | \$385.00 | K | 31\% | \$265.65 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | SUPERNA SUPERNA |
| 5 | EYEGLASS-002 | SEL EyeGlass - Change Mgmt Reporting |  | \$ \$667.00 | K | 31\% | \$460.23 | \$ 80.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | EYEGLASS-0032PA | SEL Eyeglass Cluster Cfg Rep Adv 2 Pack |  | \$6,282.00 | K | 31\% | \$4,334.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | EYEGLASS-0032PE | SEL Eyeglass Cluster Cfg Rep Ent 2 Pack |  | \$7,692.00 | K | 31\% | \$5,307.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | EYEGLASS-003E | SEL EyeGlass DR Single Cluster License |  | \$6,561.54 | k | 31\% | \$4,527.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | EYEGLASS-004 | SEL EyeGlass Isilon - RTO Reporting |  | \$1,410.00 | k | 31\% | \$972.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Superna |
| 5 | EYEGLASS-006 | SEL Eyeglass-Folder and Config Migration |  | \$1,410.00 | K | 31\% | \$972.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | EYEGLASS-007 | SEL Eye Glass - Advanced DR Orchestration |  | \$2,308.00 | k | 31\% | \$1,592.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | EYEGLASS-008 | SEL Eyy Glass - Logging Export |  | \$385.00 | k | 31\% | \$265.65 | \$9.00 | \$0.00 | \$0.00 | \$0.00 |  | \$9.00 | \$0.00 | SUPERNA |
| 5 | EYEGLASS-130 | SEL Eyeglass - Auto Clstr Wide Failover SEL Eyeglass - High Availability |  | $\$ 1,026.00$ $\$ 1.410 .00$ | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~K} \end{aligned}$ | $\begin{aligned} & 31 \% \\ & 31 \% \end{aligned}$ | $\$ 707.94$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SUPERNA SUPERNA |
| 5 | EYEGLASS-132 | SEL Eyeglass - Client Failover Steering |  | \$2,051.00 | K | 31\% | \$1,415.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | EYEGLASS-133 | SEL Eyeglass - Application Failover |  | \$1,411.00 | k | 31\% | \$973.59 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | EYEGLASS-746M1 | SEL Eyeglass clstr Feat Maint 1yr |  | \$168.00 | F1 | 2\% | \$164.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | EYEGLASS-746M3 | SEL Eyeglass clstr Feat Maint 3yr |  | \$505.00 | F1 | 2\% | \$494.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | EYEGLASS-746M5 | SEL Eyeglass clstr Feat Maint 5yr |  | \$841.00 | F1 | 2\% | \$824.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | EYEGLASS-B4-2 | SEL 4 hour block Dr Plan Hours |  | \$2,333.00 | F1 | 2\% | \$2,305.94 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 000$ | \$0.00 | \$9.00 | \$0.00 | SUPERNA |
| 5 | ${ }_{\text {EYEGLASSSS-DIO2 }}$ | SEL Basic - EyeGlass Ision D+I Ent |  | \$2,353.00 $\$ 3,077.00$ | F1 K | 2\% | \$2,305.94 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SUPERNA SUPERNA |
| 5 | EYEGLASS-P016 | SEL Eyeglass Cluster Addon Install Serv |  | \$5,003.53 | F1 | 2\% | \$4,903.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | EZ-VFRIDGE | PowerMax Dell EMC Fridge |  | \$12,770.00 | K | 31\% | \$8,811.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | DELL EMC FRIDGE |
| 5 | FAS-RGSTACK | SEL RG ACTIV. FEE FOR RG PRIV. CLOUD |  | \$16,470.59 | F1 | 2\% | \$16,141.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | RG SYSTEMS |
| 5 | FC-0-50MS | SEL Framework Connector MS |  | \$24.86 | F1 | 2\% | \$24.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |


| BAND | SKU | description | $\left\lvert\, \begin{gathered} \text { Model Sub } \\ \text { sku } \end{gathered}\right.$ | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\begin{array}{\|l\|} \hline \text { WTY UPG ENH TO } \\ \text { PS W/MC PREM } \end{array}$ LP | WTY UPG BASIC TO PS ENH LP | Renewal | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | FC-0.500S | SEL Framework Connector OS |  | \$104.77 | K | 31\% | \$72.29 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | FC-1001-1500Ms | SEL Framework Connector MS |  | \$7.12 | F1 | 2\% | \$6.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | varonis |
| 5 | FC-1001-15000s | SEL Framework Connector OS |  | \$30.01 | K | 31\% | \$20.71 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | FC-100K-150KMC | SEL Framework Connector M24*7 |  | \$6.56 | F1 | 2\% | \$6.43 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | FC-100K-150KMS | SEL Framework Connector MS |  | \$3.75 | F1 | 2\% | \$3.68 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | FC-100k-150KOS | SEL Framework Connector OS |  | \$15.80 | K | 31\% | \$10.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | FC-101-250MS | SEL Framework Connector MS |  | $\$ 13.62$ $\$ 5739$ | F1 | $2 \%$ $31 \%$ | \$13.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | FC-191-2500s | SEL Framework Connector OS |  | \$57.39 | K | 31\% | \$39.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | FC-10K-20KMC | SEL Framework Connector M24*7 |  | \$7.65 | F1 | 2\% | \$7.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | FC-10K-20KMS | SEL Framework Connector MS |  | \$4.37 | F1 | $2 \%$ $31 \%$ | \$4.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | FC-10k-20KOS | SEL Framework Connector OS |  | \$18.43 | F1 | 31\% | \$12.72 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | FC-1501-20000s | SEL Framework Connector MS |  | \$66.43 | F1 | 2\% | \$ $\$ 18.30$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS VARONIS |
| 5 | FC-150k-MC | SEL Framework Connector M24*7 |  | \$6.45 | F1 | 2\% | \$6.32 | \$0.00 | \$0.00 | \$0.00 | S0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | FC-150k-MS | SEL Framework Connector MS |  | \$3.68 | F1 | 2\% | \$3.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | FC-150k-os | SEL Framework Connector OS |  | \$15.53 | K | 31\% | \$10.72 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | varonis |
| 5 | FC-2001-2500Ms | SEL Framework Connector MS |  | \$6.00 | F1 | 2\% | \$5.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | FC-2001-25000s | SEL Framework Connector OS |  | \$25.27 | k | 31\% | \$17.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | FC-20K-35KMC | SEL Framework Connector M24*7 |  | \$7.21 | F1 | 2\% | \$7.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | FC-20K-35KMS | SEL Framework Connector MS |  | \$4.12 | F1 | 2\% | \$4.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | FC-20K-35KOS | SEL Framework Connector OS |  | \$17.37 | k | 31\% | \$11.99 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | FC-2501-4000MS | SEL Framework Connector MS |  | \$5.62 | F1 | 2\% | \$5.51 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | FC-2501-40000S | SEL Framework Connector OS |  | \$23.69 | K | 31\% | \$16.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 5 | FC-251-500MS | SEL Framework Connector MS |  | $\$ 10.37$ $\$ 4370$ | F1 | $2 \%$ $31 \%$ | \$10.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | FC-251-5000s FC-35-50kM | SEL Framework Connector OS |  | \$43.70 | K | 31\% | \$30.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | FC-35K-50KMS | SEL Framework Connector M247 |  | \$ $\$ 4.00$ | F1 F1 | 2\% | ${ }_{\$ 3.92}^{\$ 6.86}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$ ${ }_{\text {\$0.00 }}$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 $\$ 0.00$ | \$0.00 $\$ 0.00$ | VARONIS |
| 5 | FC-35K-50KOS | SEL Framework Connector OS |  | \$16.85 | K | 31\% | \$11.63 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | FC-4001-6000MC | SEL Framework Connector M24*7 |  | \$9.18 | F1 | 2\% | \$9.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | FC-4001-6000MS | SEL Framework Connector MS |  | \$5.25 | F1 | 2\% | \$55.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | FC-4001-60000s | SEL Framework Connector OS |  | \$22.11 | k | 31\% | \$15.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | FC-501-750MS | SEL Framework Connector MS |  | \$8.37 | F1 | 2\% | \$8.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | FC-501-7500s | SEL Framework Connector OS |  | \$35.28 | K | 31\% | \$24.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | FC-50k-100KMC | SEL Framework Connector M24*7 |  | \$6.78 | F1 | 2\% | \$6.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | FC-50k-100KMS | SEL Framework Connector MS |  | \$3.87 | F1 | 2\% | \$3.79 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | FC-50K-100KOS | SEL Framework Connector OS |  | \$16.32 | K | 31\% | \$11.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | FC-51-100MS | SEL Framework Connector MS |  | \$17.36 | F1 | 2\% | \$17.01 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | varonis |
| 5 | FC-51-1000s | SEL Framework Connector OS |  | \$73.18 | K | 31\% | \$50.49 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | varonis |
| 5 | FC-6001-8000MC | SEL Framework Connector M24*7 |  | \$8.53 | F1 | 2\% | \$8.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | FC-6001-8000MS | SEL Framework Connector MS |  | \$4.87 | F1 | 2\% | \$4.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | FC-6001-80000S | SEL L Framework Connector OS |  | \$20.53 | K | 31\% | \$14.17 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | FC-751-1000MS | SEL Framework Connector MS |  | \$7.74 | F1 | 2\% | \$7.59 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | FC-751-10000s | SEL Framework Connector OS |  | \$32.64 | k | 31\% | \$22.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | FC-8001-10KMC | SEL Framework Connector M24*7 |  | \$8.09 | F1 | 2\% | \$87.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | FC-8001-10KMS FC-8001-10KOS | SEL Framework Connector MS SEL Framework Connector OS |  | \$4.62 | F1 | 2\% | \$4.53 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | FLEXCLASSSEAT | SEL Puppet Public Trng - Flex Class Seat |  | \$2,823.53 | F1 | 2\% | \$2,767.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | FMI-1YR-00000025 | SEL 1YR 25-49TB FILE METADATA INDEX |  | \$769.23 | k | 31\% | \$530.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | index Engines |
| 5 | FMI-1YR-00000050 | SEL 1YR 50-99TB FILE METADATA INDEX |  | \$634.62 | k | 31\% | \$437.89 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | index engines |
| 5 | FMI-1YR-00000100 | SEL 1 YR 100-249TB FILE METADATA INDEX |  | \$519.23 | k | $31 \%$ $31 \%$ | \$358.27 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | FMI-1YR-00000250 | SEL 1YR 250-499TB FILE METADATA INDEX |  | \$384.62 | k | 31\% | \$265.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | index engines |
| 5 | FMI-1YR-00000500 FMI-1YR-00001000 | SEL 1YR 500-999TB FILE METADATA INDEX SEL 1YR 1000-1999TB FILE METADATA INDE |  | $\$ 326.92$ $\$ 269.23$ | K | $31 \%$ $31 \%$ | \$225.57 $\$ 185.77$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 5 | FML-1YR-00001000 FMI-3YR-0000025 | SEL 1YR 1000-1999TB FILE METADATA INDE SEL 3YR $25-49$ TB FILE METADATA INDEX |  | \$269.23 $\$ 2.076 .92$ | $\begin{aligned} & \mathrm{k} \\ & \mathrm{k} \end{aligned}$ | $31 \%$ $31 \%$ | - \$185.77 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | INDEX ENGINES INDEX ENGINES |
| 5 | FMI-3YR-00000050 | SEL 3YR 50-99TB FILE METADATA INDEX |  | \$1,713.46 | k | 31\% | \$1,182.29 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | FM1-3YR-00000100 | SEL 3YR 100-249TB FILE METADATA INDEX |  | \$1,401.92 | K | 31\% | \$967.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | FMI-3YR-00000250 | SEL 3YR 250-499TB FILE METADATA INDEX |  | \$1,038.46 | k | 31\% | \$716.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | FM1-3YR-00000500 | SEL 3YR 500-999TB FILE METADATA INDEX |  | \$882.69 | K | $31 \%$ $31 \%$ | \$609.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEXENGINES |
| 5 | FML-3YR-00001000 FMI-5YR-0000025 | SEL 3 YR 1000-1999TB FILE METADATA INDE SEL 5YR 25-49TB FILE METADATA INDEX |  | - $\begin{array}{r}\$ 726.92 \\ \$ 3.076 .92\end{array}$ | $\begin{aligned} & \mathrm{k} \\ & \mathrm{k} \end{aligned}$ | 31\% | - $\$ 501.57$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | INDEX ENGINES NDEX ENGINES |
| 5 | FM1-5YR-00000050 | SEL 5YR 50-99TB FILE METADATA INDEX |  | \$2,538.46 | K | 31\% | \$1,751.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$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 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | index engines |
| 5 | FM1-5YR-00000250 | SEL 5YR 250-499TB FILE METADATA INDEX |  | \$1,538.46 | K | 31\% | \$1,061.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Index Engines |
| 5 | FM1-5YR-00000500 | SEL 5YR 500-999TB FILE METADATA INDEX |  | \$1,307.69 | K | $31 \%$ $31 \%$ | \$902.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | FMI-5YR-00001000 | SEL 5YR 1000-1999TB FLLE METADATA INDE |  | \$1,076.92 | k | 31\% | \$743.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | FUS11PROC | SEL FUS11-PRO-C) |  | \$159.99 | K | 31\% | \$110.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VmWARE |
| 5 5 | FUS111RROC-I FUS11PROC-K | SEL FUS11-PRO-C) |  | \$159.99 | K k | 31\% | \$110.39 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | FUS11-PRO-F | SEL: FUS11-PRO-F |  | \$175.99 | k | 31\% | \$121.43 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | FUS11PROUC | SEL FUS 11 -PRO-U-C) |  | \$119.99 | K | 31\% | \$82.79 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | FUS11PROUC-I | SEL FUS11-PRO-U-C) |  | \$119.99 | k | 31\% | \$82.79 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | FUS11PROUC-K | SEL FUS11-PRO-U-C) |  | \$126.80 | K | 31\% | \$87.49 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 000$ | \$0.00 | \$0.00 | VMWARE |
| 5 | FUSPRO3GC | SEL FUS-PRO-3G-SSS-C ) |  | \$13199 $\$ 89.76$ | F1 | 2\% | \$87.96 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | FUSPRO3GC-I | SEL FUS-PRO-3G-SSS-C ) |  | \$91.56 | F1 | 2\% | \$89.73 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | FUSPRO3GC-K | SEL FUS-PRO-3G-SSS-C) |  | \$192.63 | F1 | 2\% | \$90.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | FUSPRO3PC | SEL FUS-PRO-3P-SSS-C ) |  | \$105.60 | F1 | 2\% | \$103.49 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | FUSPRO3PC-1 | SEL FUS-PRO-3P-SSS-C) |  | \$107.71 | F1 | 2\% | \$105.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | FUSPROGGC | SEL FUS-PRO-G-SSS-C) |  | \$108.97 $\$ 34.00$ | F1 | 2\% | \$103.79 $\$ 3$ | \$0.00 $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 $\$ 0.00$ | \$0.00 | \$0.00 $\$ 000$ | \$0.00 | VMWWARE |


| BAND | SKU | description | $\begin{gathered} \text { Model Sub } \\ \text { sku } \end{gathered}$ | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\left\|\begin{array}{c}\text { WTY UPG ENH TO } \\ \text { PS W/MC PREM } \\ \text { LP }\end{array}\right\|$ | WTY UPG BASIC TO PS ENH LP | Renewal | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | FUSPROGC-I | SEL FUS-PRO-G-SSS-C ) |  | \$34.68 | F1 | 2\% | \$33.99 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | FUSPROGC-K | SEL FUS-PRO-G-SSS-C ) |  | \$35.08 | F1 | 2\% | \$34.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | FUSPROPC | SEL FUS-PRO-P-SSS-C ) |  | \$40.00 | F1 | 2\% | \$39.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | FUSPROPC-I | SEL FUS-PRO-P-SSS-C) |  | \$40.80 | F1 | 2\% | \$39.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | FUSPROPC-K | SEL FUS-PRO-P-SSS-C) |  | \$41.28 | F1 | 2\% | \$40.45 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | GDPR-0-50MS | SEL GDPR Patterns MS |  | \$13.81 | F1 | 2\% | \$13.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | GDPR-0-500S | SEL GDPR Patterns OS |  | \$58.21 | K | 31\% | \$40.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | GDPR-1001-1500MS | SEL GDPR Patterns MS |  | \$3.96 | F1 | 2\% | \$3.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | GDPR-1001-15000 | SEL GDPR Patterns OS |  | \$16.67 | K | 31\% | \$11.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | GDPR-100K-150KMC | SEL GDPR Patterns M24*7 |  | \$3.64 | F1 | 2\% | \$3.57 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | GDPR-100K-150KMS GDPR-100K-150KOS | SEL GDPR Patterns MS |  | \$2.08 | F1 | 2\% | \$2.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS VARONIS |
| 5 | GDPR-100k-150KOS | SEL GDPR Patterns OS SEL GDPR Paterns MS |  | \$8.78 | K | 31\% | \$6.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | VARONIS VARONIS |
| 5 | GDPR-101-2500s | SEL GDPR Patterns OS |  | \$31.88 | k | 31\% | \$22.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | GDPR-10k-20kMC | SEL GDPR Patterns M24*7 |  | \$4.25 | F1 | 2\% | \$4.17 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | GDPR-10K-20KMS | SEL GDPR Patterns MS |  | \$2.43 | F1 | 2\% | ${ }_{\$ 2.38}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | GDPR-10k-20KOS | SEL GDPR Patterns OS |  | \$10.24 | F1 | 31\% | \$7.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | GDPR-1501-2000MS | SEL GDPR Patterns MS |  | \$3.57 | F1 | 2\% | \$3.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | GDPR-1501-20000S | SEL GDPR Patterns OS |  | \$15.06 | K | 31\% | \$10.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | GDPR-150K-MC | SEL GDPR Patterns M24*7 |  | \$3.58 | F1 | 2\% | \$3.51 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | GDPR-150K-MS | SEL GDPR Patterns MS |  | \$2.05 | F1 | 2\% | \$2.01 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | GDPR-150K-OS | SEL GDPR Patterns OS |  | \$8.63 | k | 31\% | \$5.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | GDPR-2001-2500MS | SEL GDPR Patterns MS |  | \$3.33 | F1 | 2\% | \$3.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | GDPR-2001-25000 | SEL GDP P Patters OS |  | \$14.04 | K | 31\% | $\$ 9.69$ $\$ 393$ | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS |
| 5 5 | GDPR-20K-35KMC | SEL GDPR Patterns M24*7 |  | \$4.01 | F1 | 2\% | \$3.93 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$9.00 | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | GDPR-20K-35KOS | SEL GDP P Patterns MS SEL GDP Paterns OS |  | $\$ 2.29$ $\$ 9.65$ | F1 | 2\% | \$2.24 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$8000 | \$0.00 $\$ 0.00$ | VARONIS |
| 5 | GDPR-2501-4000MS | SEL GDPR Patterns MS |  | \$3.12 | F1 | 2\% | \$3.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | GDPR-2501-40000s | SEL GDPR Patterns OS |  | \$13.16 | k | 31\% | \$9.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | GDPR-251-500MS | SEL GDPR Patterns MS |  | \$5.76 | F1 | 2\% | \$5.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | GDPR-251-5000s | SEL GDPR Patterns OS |  | \$24.28 | K | 31\% | \$16.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | GDPR-35K-50KMC | SEL GDPR Patterns M24*7 |  | \$3.89 | F1 | 2\% | \$3.81 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | GDPR-35K-50KMS | SEL GDPR Patterns MS |  | \$2.22 | F1 | 2\% | \$2.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | GDPR-35K-50KOS | SEL GDPR Patterns OS |  | \$9.36 | K | 31\% | \$6.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | GDPR-4001-6000MC | SEL GDPR Patterns M24*7 |  | \$5.10 | F1 | 2\% | \$5.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | GDPR-4001-6000MS | SEL GDPR Patterns MS |  | \$2.91 | F1 | 2\% | \$2.85 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | GDPR-4001-60000s | SEL GDPR Patterns OS |  | \$12.29 | k | 31\% | \$8.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | GDPR-501-750MS GDPR-501-750 | SEL GDPR Patterns MS SEL GDPR Patterns OS |  | \$4.65 | F1 | $2 \%$ $31 \%$ | $\$ 4.56$ $\$ 1352$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 5 | GDPR-501-7500S | SEL GDPR Patterns OS SEL GDPR Patterns M24*7 |  | $\$ 19.60$ $\$ 3.76$ | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~F} \end{aligned}$ | $\begin{aligned} & 31 \% \\ & 2 \% \end{aligned}$ | $\begin{array}{r}\$ 13.52 \\ \$ 3.68 \\ \hline\end{array}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | GDPR-50k-100KMS | SEL GDPR Patterns MS |  | \$2.15 | F1 | 2\% | \$2.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | GDPR-50k-100KOS | SEL GDPR Patterns OS |  | \$9.07 | k | 31\% | \$6.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | GDPR-51-100MS | SEL GDPR Patterns MS |  | \$9.65 | F1 | 2\% | \$9.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | GDPR-51-1000s | SEL GDPR Patterns OS |  | \$40.66 | K | 31\% | \$ $\$ 8.06$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | GDPR-6001-8000MC | SEL GDPR Patterns M24*7 |  | \$4.74 | F1 | 2\% | \$4.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | GDPR-6001-8000MS | SEL GDPR Patterns MS |  | \$2.71 \$1141 | F1 | $2 \%$ $31 \%$ | $\$ 2.66$ $\$ 7.87$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | GDPR-751-1000MS | SEL GDP Paterns MS |  | \$ $\$ 4.30$ | F1 | 2\% | ${ }_{\$ 4.21}$ | \$0.00 $\$ 0.00$ | \$ $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | GDPR-751-10000S | SEL GDPR Patterns OS |  | \$18.14 | K | 31\% | \$12.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | GDPR-8001-10KMC | SEL GDPR Patterns M24*7 |  | \$4.49 | F1 | 2\% | \$4.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | GDPR-8001-10KMS | SEL GDPR Patterns MS |  | \$2.57 | F1 | 2\% | \$2.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | GDPR-8001-10KOS | SEL GDPR Patterns OS |  | \$10.82 | K | 31\% | \$7.47 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | GOOGLEPUBVIRT | SEL GK Google- GK Del 1 STUDENT |  | \$1.00 | F1 | 2\% | \$0.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |  |
| 5 | Googlepubvirtpaf | F SEL GK Googl- Partner Del 1 STUDENT |  | \$1.00 | F1 | 2\% | \$0.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00; | OBAL KNOWLEDGE |
| 5 | GSWPPRV | SEL Puppet Getting Started Onsite Trng |  | \$21,176.47 | F1 | 2\% | \$20,752.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | GSWPPRVVIR | SEL Puppet Getting Started Virtual Trng |  | \$21,176.47 | F1 | 2\% | \$20,752.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | H7AAAPAN10UGC | SEL HZ7-AVA-APADN10-UG-C) |  | \$1,133.00 | K | 31\% | \$781.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | H7AAAPAN10UGC-I | SEL HZ7-AVA-APADN10-UG-C) |  | \$1,183.99 | k | 31\% | \$816.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | H7AAAPAN10UGC-K H7ADC $1003 G C$ | SEL HZ7-AVA-APADN10-UG-C) |  | \$1,214.37 $\$ 18,546.00$ | K F1 | 31\% | $\$ 837.92$ $\$ 18,175.08$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | H7AADC1003GC-1 | SEL HZ7-AP-ADC $100-3 \mathrm{C}-\mathrm{SsS}$-C ) |  | \$19,380.57 | F1 | 2\% | \$18,992.96 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | H7AADC 1003GC-K | SEL HZ7-AP-ADC $100-3 \mathrm{G}-\mathrm{ssS}$-C) |  | \$19,877.41 | F1 | 2\% | \$19,479.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HTAANN100UC | SEL HZ7-AVA-ENN100-UG-C ) |  | \$28,380.00 | k | 31\% | \$19,582.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | H7AANN100UC-I | SEL HZ7-AVA-ENN100-UG-C) |  | \$29,657.10 | k | 31\% | \$20.463.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | H7AANN100UC-K | SEL HZ7-AVA-ENN100-UG-C ) |  | \$30,455.10 | k | 31\% | \$21,014.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 5 | H7ACEC100UC H7ACEC 100 UC - | SEL HZ7-ADC-ENC-100-UG-C ) SEL HZ7-ADC-ENC-100-UG-C |  | $\$ 19,853.00$ $\$ 20,746.39$ | K | $31 \%$ $31 \%$ | \$13,698.57 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | H7ACECCC100UCV2-K | SEL HZZ-ADC-ENC-ENC-100-UG-C) |  | \$20,746.39 | k | 31\% | \$14,315.01 | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$0.00 | VMWWARE |
| 5 | H7ACEC10UC | SEL HZ7-ADC-ENC-10-UG-C ) |  | \$1,984.00 | k | 31\% | \$1,368.96 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | H7ACECC10UC-I | SEL HZ7-ADC-ENC-10-UG-C ) |  | \$2,073.28 | k | 31\% | \$1,430.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | H7ACEC10UCV2-K | SEL HZ7-ADC-ENC-10-UG-C ) |  | \$2,126.11 | k | 31\% | \$1,467.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 5 | H7ADAUGN10UC | SEL HZ7-ADA-ENN10-UG-C) SEL HZ7-ADA-ENN10-UG-C) |  | $\$ 1,705.00$ $\$ 1.781 .73$ | k | 31\% | $\$ 1,176.45$ $\$ 1,229.39$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VmWARE |
| 5 | H7ADAUGN10UC-1 H7ADAUGN10UC-K | SEL HZ7-ADA-ENN10-UG-C) |  | \$1,781.73 $\$ 1,827.31$ | K k | $31 \%$ $31 \%$ | $\$ 1,229.39$ $\$ 1,260.84$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | H7AEEC 100GC | SEL HZ7-AVE-ENC100-UG-C ) |  | \$44,770.00 | k | 31\% | \$30,891.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | H7AEEC 100GC-I | SEL HZ7-AVE-ENC 100-UG-C) |  | \$466,784.65 | K | 31\% | \$32,281.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 5 | H7AEEC100GC-K H7AEENC10GC | SEL HZ7-AVE-ENC 100-UG-C) |  | $\$ 48,000.31$ $\$ 4.477 .00$ | K | $31 \%$ $31 \%$ | $\$ 33,120.21$ $\$ 3,089.13$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | H7AEENC10GC-I | SEL HZ7-AVE-ENC10-UG-C) |  | \$4,678.47 | k | 31\% | \$3,228.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | H7AEENC 10GC-K | SEL HZ7-AVE-ENC10-UG-C ) |  | \$4,800.03 | k | 31\% | \$3,312.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |


| BAND | SKU | description | $\begin{array}{\|c} \text { Model Sub } \\ \text { sku } \end{array}$ | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | WTY UPG ENH TO <br> PS W/MC PREM <br> LP | WTY UPG BASIC TO PS ENHLP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | H7AEN100UGC | SEL HZ7-AVE-ENN100-UG-C ) |  | \$26,070.00 | K | 31\% | \$17,988.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | H7AEN100UGC-I | SEL HZ7-AVE-ENN100-UG-C ) |  | \$27,243.15 | k | 31\% | \$18,797.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | H7AEN100UGC-K | SEL HZ7-AVE-ENN100-UG-C ) |  | \$27,926.75 | k | 31\% | \$19,269.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | H7ANEN100UC | SEL HZ7-ADN-ENN-100-UG-C ) |  | \$11,352.00 | k | 31\% | \$7,832.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | h7ANEN100UC-I | SEL HZ7-ADN-ENN-100-UG-C ) |  | \$11,862.84 | k | 31\% | \$8,185.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | H7ANEN100UCV2-K | SEL HZ7-ADN-ENN-100-UG-C) |  | \$12,143.73 | k | 31\% | \$8,379.17 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | H7ANEN10UC | SEL HZ7-ADN-ENN-10-UG-C) |  | \$1,135.00 | K | 31\% | \$783.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | h7ANEN10UC-I | SEL HZ7-ADN-ENN-10-UG-C ) |  | \$1,186.08 | k | 31\% | \$818.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | H7ANEN10UCV2-K | SEL HZ7-ADN-ENN-10-UG-C) |  | \$1,214.37 | k | 31\% | \$837.92 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | H7APAC1003PC | SEL HZ7-AP-ADC100-3P-SSS-C) |  | \$22,078.32 | F1 | 2\% | \$21,636.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | H7APAC1003PC-I | SEL HZ7-AP-ADC 100-3P-SSS-C ) |  | \$23,071.84 | F1 | 2\% | \$22,610.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | H7APAC 1003PC-K | SEL HZ7-AP-ADC 100-3P-SSS-C) |  | \$23,663.32 | F1 | 2\% | \$23,190.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | H7APAN1003GC | SEL HZ7-AP-ADN100-3G-SSS-C) |  | \$11,394.24 | F1 | 2\% | \$11,166.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | H7APAN1003GC-I | SEL HZ7-AP-ADN100-3G-SSS-C ) |  | \$11,906.98 | F1 | 2\% | \$11,668.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | H7APAN1003GC-K | SEL HZ7-AP-ADN100-3G-SSS-C) |  | \$12,212.23 | F1 | 2\% | \$11,967.99 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | H7APSTT1003GC | SEL HZ7-AP-STN100-3G-SSS-C) |  | \$7,125.36 | F1 | 2\% | \$6,982.85 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | H7APSTT $1003 \mathrm{GC-1}$ | SEL HZ7-AP-STN $100-3 \mathrm{G}$-SSS-C) |  | \$7,446.00 | F1 | 2\% | \$7,297.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | H7APST1003GC-K | SEL HZ7-AP-STN100-3G-SSS-C) |  | \$7,636.89 | F1 | 2\% | \$7,484.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$0.00 | VMWARE |
| 5 | H7APST1003PC | SEL HZ7-AP-STN100-3P-SSS-C) |  | \$8,482.32 | F1 | 2\% | \$8,312.67 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | H7APSTT1003PC-I | SEL HZ7-AP-STN100-3P-SSS-C) |  | \$8,864.02 | F1 | 2\% | \$8,686.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | H7APST1003PC-K | SEL HZ7-AP-STN $100-3 \mathrm{P}$-SSS-C) |  | \$9,091.27 | F1 | 2\% | \$8,909.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | H7ASAPA100UC | SEL HZ7-AVS-APADC $100-\mathrm{UG}$-C) |  | \$26,565.00 | k | 31\% | \$18,329.85 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | H7ASAPA100UC-I | SEL HZ7-AVS-APADC $100-\mathrm{UG}-\mathrm{C}$ ) |  | $\$ 27,760.43$ $\$ 2846307$ | K | 31\% | \$19,154.70 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VmWARE |
| 5 | H7ASAPA100UC-K H7ASAPAN100UC | SEL HZ7-AVS-APADC $100-\mathrm{UG}-\mathrm{C}$ ) |  | \$28,463.07 <br> \$15,785.00 | K k | $31 \%$ $31 \%$ | $\$ 19,639.52$ $\$ 10,891.65$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | H7ASAPAN100UC-I | SEL HZ7-AVS-APADN100-UG-C) |  | \$16,495.33 | k | 31\% | \$11,381.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | H7ASAPAN 1000 C -K | SEL HZ7-AVS-APADN100-UG-C) |  | \$16,893.96 | K | 31\% | \$11,656.83 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | H7ASTC 1003GC | SEL HZ7-AP-STC $100-3 \mathrm{SG}$-SSS-C ) |  | \$11,394.24 | F1 | 2\% | \$11,166.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | H7ASTC1003GC-I | SEL HZ7-AP-STC100-3G-SSS-C) |  | \$11,906.98 | F1 | 2\% | \$11,668.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 5 | H7ASTC1003GC-K | SEL HZ7-AP-STC100-3G-SSS-C ) SEL HZ7-AP-STC $100-3 P-S S S-C)$ |  | \$12,212.23 | F1 F1 | $\begin{aligned} & 2 \% \\ & 2 \% \\ & 2 \% \end{aligned}$ | \$11,967.99 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | H7ASTC1003PC-I | SEL HZ7-AP-STC100-3P-SSS-C) |  | \$14,174.71 | F1 | 2\% | \$13,891.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | H7ASTC1003PC-K | SEL HZ7-AP-STC100-3P-SSS-C) |  | \$14,538.10 | F1 | 2\% | \$14,247.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | h7AVAPAC10ugc | SEL HZ7-AVA-APADC10-UG-C ) |  | \$1,980.00 | k | 31\% | \$1,366.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | H7AVAPAC10UGC-I | SEL HZ7-AVA-APADC10-UG-C ) |  | \$2,069.10 | k | 31\% | \$1,427.68 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | H7AVAPAC10UGC-K | SEL HZ7-AVA-APADC10-UG-C ) |  | \$2,118.45 | k | 31\% | \$1,461.73 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | H7AVAPAD100UC | SEL HZ7-AVA-APADN100-UG-C) |  | \$11,330.00 | k | 31\% | \$7,817.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | H7AVAPADI00UC-I | SEL HZ7-AVA-APADN $100-\mathrm{UG}$-C) |  | \$11,839.85 | k | 31\% | \$8,169.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | H7AVAPAD 100 C C-K | SEL HZ7-AVA-APADN100-UG-C) |  | \$12,143.73 | k | 31\% | \$8,379.17 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9.00 | \$0.00 | VmWARE |
| 5 5 | H7AVEE10UGC HTAVEE10UGC-I | SEL HZ7-AVE-ENN10-UG-C) SEL HZ7-AVE-ENN10-UG-C) |  | $\$ 2,607.00$ $\$ 2.724 .32$ | K | 31\% | \$ $\$ 1,798.83$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | H7AVEE10UGC-K | SEL HZ7-AVE-ENN10-UG-C) |  | \$2,792.68 | k | 31\% | \$1,926.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | H7AVEN10UC | SEL HZ7-AVA-ENN10-UG-C) |  | \$2,838.00 | k | 31\% | \$1,958.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HTAVEN10UC-I | SEL HZ7-AVA-ENN10-UG-C) |  | \$2,965.71 | k | 31\% | \$2,046.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | h7AVEN10UC-K | SEL HZ7-AVA-ENN10-UG-C ) |  | \$3,045.51 | k | 31\% | \$2,101.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | H7AVENC100uc | SEL HZ7-AVS-ENC100-UG-C ) |  | \$54,945.00 | k | 31\% | \$37,912.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | H7AVENC100UC-I | SEL HZ7-AVV-ENC100-UG-C) |  | \$577,47.53 | k | 31\% | \$39,618.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$0.00 |  |
| 5 | H7AVENC100UC-K | SEL HZ7-AVS-ENC100-UG-C) |  | \$58,879.87 | k | 31\% | \$40,627.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | H7AVENC10UC | SEL HZ7-AVA-ENC10-UG-C) |  | ${ }_{\text {\$ }} \$ 4,818.00$ | K | 31\% | \$3,324.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | H7AVENC10UC-1 HTAVENC $10 \cup C-K$ | SEL HZ7-AVA-ENC10-UG-C) |  | $\$ 5,034.81$ $\$ 5,160.13$ | K | 31\% | $\$ 3,474.02$ $\$ 3,560.49$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | S0.00 $\$ 0.00$ | \$0.00 | VMWARE |
| 5 | H7AVNN10UC | SEL HZ7-AVS-ENN10-UG-C) |  | \$3,284.00 | k | 31\% | \$2,265.96 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | H7AVNN10UC-I | SEL HZ7-AVS-ENN10-UG-C) |  | \$3,431.78 | k | 31\% | \$2,367.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | H7AVNN10UC-K | SEL HZ7-AVS-ENN10-UG-C) |  | \$3,520.53 | k | 31\% | \$2,429.17 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | H7AVSAAC10UGC | SEL HZ7-AVS-APADC $10-\mathrm{UG}-\mathrm{C}$ ) |  | \$2,677.00 | k | 31\% | \$1,833.33 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$0.00 |  |
| 5 | H7AVSAAC10UGC-I H7AVSAC10UGC-K | SEL HZ7-AVS-APADC10-UG-C ) |  | $\begin{aligned} & \$ 2,776.57 \\ & \$ 2,846.31 \end{aligned}$ | K | $31 \%$ $31 \%$ | $\$ 1,915.83$ $\$ 1963.95$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | H7AVSAAD10UGC | SEL Hz7-AVS-APADN10-UG-C ) |  | \$1,579.00 | k | 31\% | \$1,089.51 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | h7AVSAAD10UGC-I | SEL HZ7-AVS-APADN10-UG-C ) |  | \$1,650.06 | k | 31\% | \$1,138.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | H7AVSAAD10UGC-K | SEL HZ7-AVS-APADN10-UG-C) |  | \$1,689.40 | k | 31\% | \$1,165.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | H7AVSEC10GC | SEL HZ7-AVS-ENC10-UG-C ) |  | \$5,495.00 | k | 31\% | \$3,791.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | H7AVSEC 10GC-I | SEL HZ7-AVS-ENC10-UG-C) |  | \$5,742.28 | k | 31\% | \$3,962.17 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | H7AVSEC10GC-K H7DDAAC10GC | SEL HZ7-AVS-ENC10-UG-C) |  | $\$ 5, .887 .99$ $\$ 1,133.00$ | K | 31\% | \$4,062.71 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | H7DDAAC10GC-I | SEL HZ7-ADA-ADC $10-\mathrm{UG}-\mathrm{C}$ ) |  | \$1,183.99 | K | 31\% | \$816.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | H7DDAAC10GC-k | SEL HZ7-ADA-ADC10-UG-C) |  | \$1,214.37 | k | 31\% | \$837.92 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HTDENNA100UC | SEL HZ7-ADA-ENN100-UG-C) |  | \$17,050.00 | k | 31\% | \$11,764.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | H7DENNA100UC-I | SEL HZ7-ADA-ENN100-UG-C ) |  | \$17,817.25 | k | 31\% | \$12,293.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | H7DENNA $100 \cup C$ C-K | SEL HZ7-ADA-ENN $100-$ UG-C ) |  | \$18,273.06 | K | 31\% | \$12,608.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$0.00 | VmWARE |
| 5 5 | H7E100ERCUC H7E100ERCUC-I | SEL HZ7-E100-AERC-UG-C ) SEL HZ7-E100-AERC-UG-C ) |  | \$14,190.00 | K k | 31\% | \$ $\mathbf{\$ 9 , 7 9 1 . 1 0}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | H7E100ERCUC-K | SEL HZ7-E100-AERC-UG-C ) |  | \$15,208.40 | k | 31\% | \$10,493.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | H7EAEC 100 UGC | SEL HZ7-ENA-ENC100-UG-C ) |  | \$17,050.00 | k | 31\% | \$11,764.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | H7EAEC 100UGC-I | SEL HZ7-ENA-ENC100-UG-C ) |  | \$17,817.25 | k | 31\% | \$12,293.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HTEAEC100UGC-K | SEL HZ7-ENA-ENC100-UG-C) |  | \$18,273.06 | k | 31\% | \$12,608.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | VmWARE |
| 5 5 | H7EASD100UCV2-K H7EAST100UC | SEL HZ7-ENTA-STDA $100-\mathrm{UG}$-C ) SEL HZ7-EAD-STD $100-U G-C)$ |  | \$11,071.10 $\$ 18,029.00$ | K k | $31 \%$ $31 \%$ | $\$ 7,639.06$ $\$ 12,440.01$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | H7EAST100UC-I | SEL HZ7-EAD-STD100-UG-C ) |  | \$18,840.31 | k | 31\% | \$12,999.81 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmWare |
| 5 | H7EAST100UCV2-K | SEL HZ7-EAD-STD100-UG-C ) |  | \$19,345.69 | k | 31\% | \$13,348.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | H7EAST10UC | SEL HZ7-EAD-STD10-UG-C ) |  | \$1,803.00 | k | 31\% | \$1,244.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |


| BAND | SKU | description | $\left\lvert\, \begin{gathered} \text { Model Sub } \\ \text { sku } \end{gathered}\right.$ | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | WTY UPG ENH TO <br> PS W/MC PREM <br> LP | WTY UPG BASIC TO PS ENHLP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | H7EAST10UC-I | SEL HZ7-EAD-STD10-UG-C ) |  | \$1,884.14 | K | 31\% | \$1,300.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | H7EAST10UCV2-K | SEL HZ7-EAD-STD10-UG-C) |  | \$1,934.57 | k | 31\% | \$1,334.85 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | H7ENASDA100UC | SEL HZ7-ENTA-STDA $100-\mathrm{UG}$-C ) |  | \$10,300.00 | k | 31\% | \$7,107.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | H7ENASDA100UC-I | SEL HZ7-ENTA-STDA $100-\mathrm{UG}$-C ) |  | \$10,763.50 | k | 31\% | \$7,426.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | H7ENASDA10UC | SEL HZ7-ENTA-STDA10-UG-C ) |  | \$1,029.00 | k | 31\% | \$710.01 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | H7ENASDA10UC-1 | SEL HZ7-ENTA-STDA10-UG-C ) |  | \$1,075.31 | k | 31\% | \$741.96 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | H7ENASDA10UCV2-K | SEL HZ7-ENTA-STDA10-UG-C) |  | \$1,099.45 | k | 31\% | \$758.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | H7ENEC 100UC | SELHZ7-ENN-ENC-100-UG-C) |  | \$25,493.00 | k | 31\% | \$17,590.17 | \$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 ) |  | \$26,640.19 | k | 31\% | \$18,381.73 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | H7ENEC100UCV2-K | SEL HZ7-ENN-ENC-100-UG-C) |  | \$27,313.82 | k | 31\% | \$18,846.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | H7ENECTOUC | SEL HZ7-ENN-ENC-10-UG-C) |  | \$2,549.00 | k | 31\% | \$1,758.81 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | H7ENEC 10UC-I | SEL HZ7-ENN-ENC-10-UG-C ) |  | \$2,663.71 | k | 31\% | \$1,837.96 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmWare |
| 5 | H7ENEC 10UCV2-K | SEL HZ7-ENN-ENC-10-UG-C) |  | \$2,731.38 | k | 31\% | \$1,884.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | H7ENNC1OUGC | SEL HZ7-ENA-ENC10-UG-C) |  | \$1,705.00 | k | 31\% | \$1,176.45 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | H7ENNC10UGC-1 | SEL HZ7-ENA-ENC10-UG-C) |  | \$1,781.73 | k | 31\% | \$1,229.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | H7ENNC10UGC-K | SEL HZ7-ENA-ENC10-UG-C) |  | \$1,827.31 | k | 31\% | \$1,260.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | H7LXCEC100UC | SEL HZ7-LXC-ENC-100-UG-C ) |  | \$48,180.00 | k | 31\% | \$33,244.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | H7LXCEC100UC-I | SEL HZ7-LXC-ENC-100-UG-C ) |  | \$52,998.00 | k | 31\% | \$36,568.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | H7LXCECC100UC-K | SEL HZ7-LXC-ENC-100-UG-C) |  | \$52,520.69 | k | 31\% | \$36,239.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | H7LXCEC10UC | SEL HZ7-LXC-ENC-10-UG-C) |  | \$4,818.00 | k | 31\% | \$3,324.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | H7LXCECT10UC-1 | SEL HZ7-LXC-ENC-10-UG-C) |  | \$5,299.80 | k | 31\% | \$3,656.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | H7LXCEC 10UC-K | SEL HZ7-LXC-ENC-10-UG-C) |  | \$5,252.07 | k | 31\% | \$3,623.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | H7MGAC100UC | SEL HZ7-MRG-ADC-100-UG-C) |  | \$28,2770.00 | k | 31\% | \$19,506.30 $\$ 20,38408$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 8.00$ | $\$ 0.00$ $\$ 0.00$ | VmWARE |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | H7MGAC100UC-I H7MGAC100UCV2-K | SEL HZ7-MRG-ADC-100-UG-C ) |  | $\$ 29,542.15$ $\$ 30,301.87$ | K | $31 \%$ $31 \%$ | \$20,384.08 $\$ 20,908.29$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | H7MGAC10UC | SEL HZ7-MRG-ADC-10-UG-C) |  | \$2,827.00 | k | 31\% | \$1,950.63 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | H7MGAC 10UC-I | SEL HZZ-MRG-ADC-10-UG-C ) |  | \$2,954.22 | k | 31\% | \$2,038.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | H7MGAC10UCV2-K | SEL HZ7-MRG-ADC-10-UG-C ) |  | \$3,030.19 | k | 31\% | \$2,090.83 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmWare |
| 5 | H7MGAN100UC | SEL HZ7-MRG-ADN-100-UG-C ) |  | \$11,330.00 | k | 31\% | \$7,817.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmWare |
| 5 | H7MGAN100UC-I | SEL HZ7-MRG-ADN-100-UG-C) |  | \$11,839.85 | k | 31\% | \$8,169.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | H7MGAN100UCV2-K | SEL HZ7-MRG-ADN-100-UG-C) |  | \$12,143.73 | k | 31\% | \$8,379.17 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | H7MGAN10UC | SEL HZ7-MRG-ADN-10-UG-C ) |  | \$1,133.00 | k | 31\% | \$781.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | H7MGAN10UC-I | SEL HZ7-MRG-ADN-10-UG-C ) |  | \$1,183.99 | k | 31\% | \$816.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | H7MGAN10UCV2-K | SEL HZ7-MRG-ADN-10-UG-C ) |  | \$1,214.37 | k | 31\% | \$837.92 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmWare |
| 5 | H7MPAC 100UC | SEL HZ7-MGP-ADC-100-UG-C ) |  | \$28,270.00 | k | 31\% | \$19,506.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | H7MPAC100UC-I | SEL HZ7-MGP-ADC-100-UG-C ) |  | \$29,542.15 | k | 31\% | \$20,384.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | H7MPAC100UCV2-K | SEL HZ7-MGP-ADC-100-UG-C) |  | \$30,301.87 | k | 31\% | \$20,908.29 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HTMPACIOUC | SEL HZ7-MGP-ADC-10-UG-C) |  | \$2,827.00 | K | 31\% | \$1,950.63 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$0.00 | VMWARE |
| 5 | H7MPAC10UC-I | SEL HZZ-MGP-ADC-10-UG-C) |  | \$2,954.22 | k | 31\% | \$2,038.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9.00 | \$0.00 | VmWARE |
| 5 5 | H7MPAC10UCV2-K HTMPAN100UC | SEL HZ7-MGP-ADC-10-UG-C) SEL HZ7-MGP-ADN-100-UG-C |  | $\$ 3,030.19$ $\$ 11,330.00$ | K | 31\% | $\$ 2,090.83$ $\$ 7,817.70$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | H7MPAN100UC-I | SEL HZ7-MGP-ADN-100-UG-C ) |  | \$11,839.85 | k | 31\% | \$8,169.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | H7MPAN100UCV2-K | SEL HZ7-MGP-ADN-100-UG-C) |  | \$12,143.73 | k | 31\% | \$8,379.17 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HTMPAN10UC | SEL HZ7-MGP-ADN-10-UG-C) |  | \$1,133.00 | k | 31\% | \$781.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | H7MPAN10UC-I | SEL HZ7-MGP-ADN-10-UG-C ) |  | \$1,183.99 | k | 31\% | \$816.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | H7MPAN10UCV2-K | SEL HZ7-MGP-ADN-10-UG-C) |  | \$1,214.37 | k | 31\% | \$837.92 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HTNXECT003PSC | SEL HTNX-E-C100-3P-S-C) |  | \$50,326.32 | F1 | 2\% | \$49,319.79 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$0.00 |  |
| 5 | HTNXEC1003PSC-I | SEL H7NX-E-C 100-3P-S-C) |  | \$53,993.50 | F1 | 2\% | \$52,913.63 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | H7NXEC1003PSC-K | SEL H7NX-E-C100-3P-S-C ) |  | \$54,526.36 | F1 | 2\% | \$53,435.83 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | H7NXEDC 100 C H7NXEDC 100 C | SEL H7NX-ED-C100-C) SEL HTNX-ED-C100-C) |  | \$876,850.00 | K | 31\% | \$52,612.50 $\$ 56,446.31$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | HTNNEDC 100C-K | SEL HTNX-ED-C100-C) |  | \$82,592.71 | k | 31\% | \$56,988.97 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | H7NXEDC100PSC | SEL HTNX-ED-C $100-\mathrm{P}-\mathrm{S}$-C ) |  | \$19,063.00 | F1 | 2\% | \$18,681.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HTNXEDC100PSC-I | SEL HTNX-ED-C100-P-S-C) |  | \$20,452.09 | F1 | 2\% | \$20,043.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | H7NXEDC100PSC-K | SEL HTNX-ED-C100-P-S-C) |  | \$20,653.93 | F1 | 2\% | \$20,240.85 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$0.00 | VMWARE |
| 5 | HTNXEDC103PSC HTNXEDC103PSC-1 | SEL H7NX-ED-C (10-3P-S-C ) SEL HTNX-ED-C10-3P-S-C ) |  | \$5,031.84 | F1 | 2\% | $\$ 4,931.20$ $\$ 5,290.55$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | H7NXEDC103PSC-K | SEL HTNX-ED-C $10-3 P-S-C)$ |  | \$5,451.79 | F1 | 2\% | \$5,342.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | H7NXEDC10C | SEL H7NX-ED-C10-C) |  | \$7,625.00 | k | 31\% | \$5,261.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmWare |
| 5 | H7NXEDC10C-I | SEL HTNX-ED-C10-C) |  | \$8,180.63 | k | 31\% | \$5,644.63 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | H7NXEDC 10C-K | SEL HTNX-ED-C10-C) |  | \$8,259.27 | K | 31\% | \$5,698.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | H7NXEDC10PSC | SEL H7NX-ED-C10-P-S-C ) |  | \$1,906.00 | F1 | 2\% | \$1,867.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | H7NXEDC10PSC-1 HTNXEDC10PSC-K | SEL HTNX-ED-C10-PS-C) |  | $\$ 2,044.90$ $\$ 2.065 .07$ | F1 | 2\% | \$2,004.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | H7PADN1003PC | SEL HZ7-AP-ADN100-3P-SSS-C) |  | \$13,564.32 | F1 | 2\% | \$13,293.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | H7PADN1003PC-I | SEL HZ7-AP-ADN100-3P-SSS-C) |  | \$14,174.71 | F1 | 2\% | \$13,891.22 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | Vmware |
| 5 | H7PADN 1003PC-K | SEL HZ7-AP-ADN100-3P-SSS-C ) |  | \$14,538.10 | F1 | 2\% | \$14,247.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | H7PEPEC100GC | SEL HZ7-APA-ENC100-UG-C ) |  | \$28,365.00 | k | 31\% | \$19,571.85 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | H7PEPEC100GC-I | SEL HZ7-APA-ENC100-UG-C) |  | \$29,641.43 | K | $31 \%$ $31 \%$ | \$20,452.59 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$0.00 | VmWARE |
| 5 5 | H7PEPEC 100GC-K H7SACA $100 \mathrm{O} C$ | SEL HZ7-APA-ENC 100-UG-C) |  | $\$ 30,378.49$ $\$ 12,430.00$ | K k | 31\% | \$20,961.16 $\$ 8,576.70$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | H7SACA100UGC-I | SEL HZ7-STA-ADCA $100-U G-C)$ |  | \$12,989.35 | k | 31\% | \$8,962.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | H7SACA 100UGC-K | SEL HZ7-STA-ADCA100-UG-C) |  | \$13,292.98 | k | 31\% | \$9,172.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | H7SADC 100UC | SEL HZ7-ST-ADC-100-UG-C) |  | \$16,940.00 | k | 31\% | \$11,688.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HTSADC100UC-I | SEL HZ7-ST-ADC-100-UG-C) |  | \$17,702.30 | K | 31\% | \$12,214.59 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 5 | H7SADC100UCV2-K H7SADC10UC | SEL HZ7-ST-ADC-100-UG-C) SEL HZ7-ST-ADC-10-UG-C ) |  | \$18,19.83 $\$ 1,694.00$ | K | $31 \%$ $31 \%$ | \$12,502.68 $\$ 1,168.86$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | H7SADC 10UC-I | SEL HZ7-ST-ADC-10-UG-C ) |  | \$1,770.23 | k | 31\% | \$1,221.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmWare |
| 5 | H7SADC10UCV2-K | SEL HZ7-ST-ADC-10-UG-C) |  | \$1,811.98 | k | 31\% | \$1,250.27 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | H7SAENSA10UC | SEL HZ7-STA-ENCA10-UG-C ) |  | \$2,662.00 | k | 31\% | \$1,836.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |


| BAND | SKU | description | Model Sub sku sku | EMC LIST PRICE USD | category CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\begin{array}{\|l\|} \hline \text { WTY UPG ENH TO } \\ \text { PS W/MC PREM } \end{array}$ LP | WTY UPG BASIC <br> TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | H7SAENSA10UC-1 | SEL HZ7-STA-ENCA10-UG-C ) |  | \$2,781.79 | K | 31\% | \$1,919.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | H7SAENSA10UC-K | SEL HZ7-STA-ENCA10-UG-C) |  | \$2,853.97 | k | 31\% | \$1,969.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | H7SENC 100UC | SEL HZ7-ST-ENC-100-UG-C) |  | \$36,842.00 | k | 31\% | \$25,420.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | H7SENC 100UC-1 | SEL HZ7-ST-ENC-100-UG-C) |  | \$38,499.89 | k | 31\% | \$26,564.92 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmWare |
| 5 | H7SENC100UCV2-K | SEL HZ7-ST-ENC-100-UG-C) |  | \$39,495.86 | k | 31\% | \$27,252.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | H7SENC10UC | SEL HZ7-ST-ENC-10-UG-C) |  | \$3,684.00 | k | 31\% | \$2,541.96 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | H7SENC10UC-I | SEL HZ7-ST-ENC-10-UG-C) |  | \$3,849.78 | K | $31 \%$ $31 \%$ | \$2,656.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 5 | H7SENC10UCV2-K | SEL HZ7-ST-ENC-10-UG-C ) |  | \$3,949.59 | K | 31\% | \$2,725.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | H7STACACAOUGC | SEL HZ7-STA-ADCA10-UG-C) |  | $\$ 1,243.00$ $\$ 1,298.94$ | k | $31 \%$ $31 \%$ | ${ }_{\text {¢ }} \mathbf{\$ 8 5 7 . 6 7}$ | \$0.00 $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWWARE |
| 5 | H7STACA1OUGC-K | SEL HZ7-STA-ADCA10-UG-C) |  | \$1,329.30 | k | 31\% | \$917.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | H7STADC10UGC | SEL HZ7-STA-ADC10-UG-C) |  | \$2,376.00 | k | 31\% | \$1,639.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | H7STADC10UGC-I | SEL HZ7-STA-ADC10-UG-C) |  | \$2,482.92 | k | 31\% | \$1,713.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | H7STADC10UGC-K | SEL HZ7-STA-ADC10-UG-C) |  | \$2,547.50 | k | 31\% | \$1,757.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | H7STASD100UC | SEL HZ7-STDA-STD100-UG-C ) |  | \$7,233.00 | k | 31\% | \$4,990.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | H7STASD100UC-I | SEL HZ7-STDA-STD100-UG-C) |  | \$7,558.49 | K | 31\% | \$5,215.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | H7STASD100UCV2-K | SEL HZ7-STDA-STD $100-\mathrm{UG}-\mathrm{C}$ ) |  | \$7,776.59 | K | 31\% | \$5,365.85 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | H7STASD10UC | SEL HZ7-STDA-STD10-UG-C) |  | \$723.00 $\$ 755.54$ | k | $31 \%$ $31 \%$ | \$498.87 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | H7STASD10UC-I H7STASD10UCV2-K | SEL HZ7-STDA-STD10-UG-C ) <br> SEL HZ7-STDA-STD10-UG-C ) |  | \$755.54 | K | $31 \%$ $31 \%$ | \$521.32 | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VmWARE VmWARE |
| 5 | H7TAST100UC | SEL HZ7-TAC-STA100-UG-C ) |  | \$17,595.00 | k | 31\% | \$12,140.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | H7TAST100UC-I | SEL HZ7-TAC-STA100-UG-C ) |  | \$18,386.78 | k | 31\% | \$12,686.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | H7TAST100UCV2-K | SEL HZ7-TAC-STA100-UG-C) |  | \$18,885.99 | k | 31\% | \$13,031.33 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmWare |
| 5 | H7TCST10GC | SEL HZ7-TCL-STA10-UG-C ) |  | \$1,749.00 | k | 31\% | \$1,206.81 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | H7TCST10GC-I | SEL H27-TCL-STA10-UG-C) |  | \$1,827.71 | K | 31\% | \$1,261.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | H7TCST10GC-K | SEL HZ7-TCL-STA10-UG-C ) |  | \$1,873.28 | k | 31\% | \$1,292.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | H7THIST100UC | SEL HZ7-THIN-ST100-UG-C) |  | \$20,605.00 | k | 31\% | \$14,217.45 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | H7THIST100UC-I | SEL HZ7-THIN-ST100-UG-C) SEL HZ7-THINST $100-\mathrm{UG}$-C) |  | \$21,532.23 | k | 31\% | \$14,857.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | H7TPOS10UC | SEL HZ7-TPRO-ST10-UG-C) |  | \$2,163.00 | k | 31\% | \$ \$1,492.47 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | H7TPOS10UC-I | SEL HZ7-TPRO-ST10-UG-C) |  | \$2,260.34 | k | 31\% | \$1,559.63 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | H7TPOS10UCV2-K | SEL HZ7-TPRO-ST10-UG-C) |  | \$2,317.65 | k | 31\% | \$1,599.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | H7UEENC100UC | SEL HZ7-UEM-ENC-100-UG-C) |  | \$54,100.00 | k | $31 \%$ $31 \%$ | \$37,329.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | H7UEENC 100UC-I | SEL HZ7-UEM-ENC-100-UG-C ) |  | \$56,534.50 | k | 31\% | \$39,008.81 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | H7UEENC100UC-K HZUEENC10UC | SEL HZ7-UEM-ENC-100-UG-C $)$ SEL HZ7-UEM-ENC-10-UG-C) |  | $\$ 57,960.47$ $\$ 541000$ | k | $31 \%$ $31 \%$ | \$39,992.72 \$3,732.90 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VmWare |
| 5 | H7UEENC10UC HTUEENC10UC-I | SEL HZ7-UEM-ENC-10-UG-C ) SEL HZ7-UEM-ENC-10-UG-C) |  | $\$ 5,410.00$ $\$ 5,653.45$ | $\begin{aligned} & \mathrm{k} \\ & \mathrm{~K} \end{aligned}$ | $\begin{aligned} & 31 \% \\ & 31 \% \end{aligned}$ | $\begin{aligned} & \$ 3,732.90 \\ & \$ 3,900.88 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VmWARE |
| 5 | H7UEENC10UC-K | SEL HZ7-UEM-ENC-10-UG-C ) |  | \$5,796.05 | k | 31\% | \$3,999.27 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | HTUEENN100UC | SEL HZ7-UEM-ENN-100-UG-C) |  | \$32,960.00 | K | 31\% | \$22,742.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | H7UEENN100UC-I | SEL HZ7-UEM-ENN-100-UG-C) |  | \$34,443.20 | K | 31\% | \$23,765.81 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | H7UEENN100UC-K | SEL HZ7-UEM-ENN-100-UG-C) |  | \$35,358.57 | K | $31 \%$ $31 \%$ | \$24,397.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | H7UEENN10UC H7UEENN10UC-1 | SEL HZ7-UEM-ENN-10-UG-C ) SEL HZ7-UEM-ENN-10-UG-C) |  | ${ }_{\$ 3,444.32}^{\$ 3,2900}$ | K k | $31 \%$ $31 \%$ | $\$ 2,274.24$ $\$ 2,376.58$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | H7UEENN10UC-K | SEL HZ7-UEM-ENN-10-UG-C ) |  | \$3,535.86 | k | 31\% | \$2,439.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | H7VAAC100UC | SEL HZ7-VAD-ADC-100-UG-C ) |  | \$23,760.00 | k | 31\% | \$16,394.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | H7VAAC100UC-I | SEL HZ7-VAD-ADC-100-UG-C) |  | \$24,829.20 | k | 31\% | \$17,132.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | H7VAAC100UCV2-K | SEL HZ7-VAD-ADC-100-UG-C) |  | \$25,475.02 | K | 31\% | \$17,577.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ | \$0.00 | \$0.00 |  |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | H7VAAC10UC H7VAAC10UC-1 | SEL HZ7-VAD-ADC-10-UG-C) SEL HZ7-VAD-ADC-10-UG-C) |  | \$2,376.00 $\$ 2,482.92$ | K k | $31 \%$ $31 \%$ | $\$ 1,639.44$ $\$ 1,713.21$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VmWARE VMWARE |
| 5 | H7VAAC $10 \cup C V 2-\mathrm{K}$ | SEL HZ7-VAD-ADC-10-UG-C ) |  | \$2,547.50 | k | 31\% | \$1,757.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HTVAEC100UC | SELHZ7-VAD-ENC-100-UG-C) |  | \$43,670.00 | k | 31\% | \$30,132.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | H7VAEC100UC-I | SEL HZ7-VAD-ENC-100-UG-C ) |  | \$45,635.15 | k | 31\% | \$31,488.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | H7VAEC100UCV2-K | SEL HZ7-VAD-ENC-100-UG-C) |  | \$46,774.44 | K | 31\% | \$32,274.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | H7VAECIOUC | SEL HZ7-VAD-ENC-10-UG-C) |  | \$4,367.00 | k | 31\% | \$3,013.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | H7VAEC $10 U C-1$ H7VAEC10UCV2-K | SEL HZ7-VAD-ENC-10-UG-C) |  | \$4,563.52 | K | 31\% | $\$ 3,148.83$ $\$ 32274$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | \$0.00 | \$\$0.00 | \$\$.00 | VMWARE |
| 5 | HTVAECCOUCV2-K | SEL HZT-VAD-ENC-10-UG-C) |  | $\$ 4,677.44$ $\$ 48,180.00$ | K | 31\% | $\$ 3,227.43$ $\$ 33,244.20$ | \$0.00 | \$ $\$ 0.00$ | \$ $\$ 0.00$ | \$ $\$ 0.00$ | \$ $\$ 0.00$ | \$\$0.00 | \$0.00 | VMWARE |
| 5 | H7VANC100UC-I | SEL HZ7-AVA-ENC100-UG-C ) |  | \$50,348.10 | k | 31\% | \$34,740.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HTVANC100UC-K | SEL HZ7-AVA-ENC100-UG-C ) |  | \$51,601.29 | k | 31\% | \$35,604.89 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | H7VAPADC100UC | SEL HZ7-AVA-APADC $100-\mathrm{UG}$-C) |  | \$19,800.00 | k | 31\% | \$13,662.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | H7VAPADC $1000 \mathrm{C}-1$ | SEL HZ7-AVA-APADC $100-\mathrm{UG}-\mathrm{C}$ ) |  | \$20,691.00 | k | 31\% | \$14,276.79 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9.00 | \$0.00 | VMWARE |
| 5 | HTVAPADC $100 \cup C-\mathrm{K}$ H7VENS100UC | SEL HZ7-AVA-APADC $100-\mathrm{UG}-\mathrm{C}$ ) SEL HZ7-VENT-ST100-UG-C) |  | $\$ 21,184.49$ $\$ 10.300$ | K | 31\% | \$14,617.30 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | VMWARE |
| 5 | H7VENS100UC-I | SEL HZ7-VENT-ST100-UG-C ) |  | \$10,763.50 | k | 31\% | \$7,426.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9.00 | \$0.00 | VMWARE |
| 5 | H7VENS100UCV2-K | SEL HZ7-VENT-ST100-UG-C ) |  | \$11,071.10 | k | 31\% | \$7,639.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | H7VETS10UC | SEL HZ7-VENT-ST 10-UG-C ) |  | \$1,030.00 | k | 31\% | \$710.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | H7VETS10UC-I | SEL HZ7-VENT-ST10-UG-C) |  | \$1,076.35 | K | 31\% | \$742.68 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | H7VETS10UCV2-K | SEL HZ7-VENT-ST10-UG-C ) |  | \$1,107.11 | k | 31\% | \$763.91 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | H7VSEN100GC HTVSEN100GC-I | SEL HZ7-AVS-ENN100-UG-C) SEL HZ7-AVS-ENN100-UG-C) |  | $\$ 32,835.00$ $\$ 34,312.58$ | K | 31\% | \$22,656.15 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  |
| 5 5 | H7VISEN100GC-I H7VSEN100GC-K | SEL HZ7-AVS-ENN100-UG-C ) |  | ${ }_{\$ 35,205.33}$ | K k | 31\% | \$23,675.68 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | H7WSAD100UGC | SEL HZ7-WSP-ADN-100-UG-C ) |  | \$11,333.00 | k | 31\% | \$7,819.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | H7WSAD 100UGC-I | SEL HZ7-WSP-ADN-100-UG-C) |  | \$11,842.99 | K | 31\% | \$8,171.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | H7WSAD100UGC-K | SEL HZ7-WSP-ADN-100-UG-C ) |  | \$12,143.73 | k | 31\% | \$8,379.17 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | H7WSAD10UGC H7WSAD10UGC--1 | SEL HZ7-WSP-ADN-10-UG-C $)$ SEL HZ7-WSP-ADN-10-UG-C) |  | $\$ 1,133.00$ $\$ 1,183.99$ | K K | 31\% | \$781.77 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VmWARE |
| 5 | H7WSAD10UGC-K | SEL HZ7-WSP-ADN-10-UG-C) |  | \$1,214.37 | k | 31\% | \$837.92 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | HAPATNC10UC | SEL HZ7-APA-ENC10-UG-C) |  | \$2,837.00 | k | 31\% | \$1,957.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmWare |
| 5 | HAPATNC10UC-I | SEL HZ7-APA-ENC10-UG-C) |  | \$2,964.67 | k | 31\% | \$2,045.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HAPA7NC10UC-K | SEL HZ7-APA-ENC10-UG-C ) |  | \$3,037.85 | k | 31\% | \$2,096.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |


| BAND | SKU | description | Model Sub sku | EMC LIST PRICE USD | category CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT <br> PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\left\|\begin{array}{c}\text { WTY UPG ENH TO } \\ \text { PS W/MC PREM } \\ \text { LP }\end{array}\right\|$ | WTY UPG BASIC TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | HCI-ADV-CPU-F | SEL: HCI-ADV-CPU-F |  | \$8,371.00 | K | 31\% | \$5,775.99 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | HCIADVPUC | SEL HCI-ADV-CPU-C ) |  | \$7,710.00 | k | 31\% | \$5,319.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | HCIADVPUC-I | SEL HCI-ADV-CPU-C ) |  | \$9,020.70 | k | 31\% | \$6,224.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HCIADVPUC-K | SEL HCI-ADV-CPU-C ) |  | \$8,695.99 | k | 31\% | \$6,000.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HCIAKCPUF | SEL: HCI-AK-CPU-F |  | \$8,893.50 | K | 31\% | \$6,136.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | HCIAVCPUPC | SEL HCI-ADV-CPU-P-SSS-C) |  | \$1,928.00 | F1 | 2\% | \$1,889.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | HCIAVCPUPC-I | SEL HCl-ADV-CPU-P-SSS-C) |  | \$2,255.76 | F1 | 2\% | \$2,210.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HCIAVCPUPC-K | SEL HCI-ADV-CPU-P-SSS-C) |  | \$2,167.30 | F1 | 2\% | \$2,123.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HCIDVCPU3PC | SEL HCL-ADV-CPU-3P-SSS-C ) |  | \$5,089.92 | F1 | 2\% | \$4,988.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HCIDVCPU3PC-I | SEL HCI-ADV-CPU-3P-SSS-C) |  | \$5,955.21 | F1 | 2\% | \$5,836.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 5 | HCIDVCPU3PC-K HCIENCPU3PSC | SEL HCI-ADV-CPU-3P-SSS-C ) |  | \$5,721.67 | F1 | 2\% | \$5,607.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | VMWARE |
| 5 | HCIENCPUPPSC--1 | SEL HCIEN-CPU-3P-S-C) SEL HCIEN-CPU-3P-S-C) |  | \$6,106.32 | F1 | 2\% | \$5,984.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | VMWARE |
| 5 | HCIENCPU3PSC-K | SEL HCIEN-CPU-3P-S-C) |  | \$6,864.23 | F1 | 2\% | \$6,726.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HCIENCPUPSC-I | SEL HCI-EN-CPU-P-S-C ) |  | \$2,706.21 | F1 | 2\% | \$2,652.09 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HCIENCPUPSCS-K | SEL HCI-EN-CPU-P-S-C) |  | \$2,600.08 | F1 | 2\% | \$2,548.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HCIENCPUPSSSC | SEL HCI-EN-CPU-P-S-C) |  | \$2,313.00 | F1 | 2\% | \$2,266.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | HCIENNCPUC | SEL HCIENN-CPU-C ) |  | \$9,250.00 | K | 31\% | \$6,382.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HCIENNCPUC-I | SEL HCI-ENN-CPU-C ) |  | \$10,822.50 | k | 31\% | \$7,467.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HCIENNCPUC-K | SEL HCI-ENN-CPU-C) |  | \$10,381.55 | k | 31\% | \$7,163.27 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HCI-ENT-CPU-F | SEL: HCI-ENT-CPU-F |  | \$11,198.00 | K | 31\% | \$7,726.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | HCIESKIT3PC | SEL HCI-ES-KIT-3P-SSS-C ) |  | \$13,210.56 | F1 | 2\% | \$12,946.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | HCIESKIT3PC-I | SEL HCI-ES-KIT-3P-SSS-C ) |  | \$15,456.36 | F1 | ${ }^{2 \%}$ | \$15,147.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HCIESKIT3PC-K | SEL HCI-ES-KIT-3P-SSS-C ) |  | \$14,850.24 | F1 | 2\% | \$14,553.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 5 | HCIESKITC HCIESKITC-I | SEL HCL-ES-KIT-C) |  | \$20,015.00 | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~K} \end{aligned}$ | $\begin{aligned} & 31 \% \\ & 31 \% \end{aligned}$ | \$13,810.35 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | HCIESKITC-K | SEL HCI-ES-KIT-C) |  | \$22,486.98 | k | 31\% | \$15,516.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | HCIESS-KIT-F | SEL: HCl-ES-KIT-F |  | \$21,873.50 | k | 31\% | \$15,092.72 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | HCIESKITPC | SEL HCILES-KIT-P-SSS-C ) |  | \$5,004.00 | F1 | 2\% | \$4,903.92 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HCIESKITPC-I | SEL HCI-ES-KIT-P-SSS-C) |  | \$5,854.68 | F1 | 2\% | \$5,737.59 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HCIESKITPC-K | SEL HCI-ES-KIT-P-SSSS-C ) |  | \$5,625.09 | F1 | 2\% | \$5,512.59 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 5 | нСІОМКІТЗРС HCIOMKIT3PC- | SEL HCI-OM-KIT-3P-SSS-C) |  | $\$ 7,320.72$ $\$ 856524$ | F1 | 2\% | $\$ 7,174.31$ $\$ 8,393.94$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VmWARE VMWARE |
| 5 5 | HCIOMKIT3P-1 HCIOMKIT3PC-k | SEL HCLOM-KIT-3P-SSS-C ) |  | \$8,565..24 | F1 F1 | $\begin{aligned} & 2 \% \\ & 2 \% \\ & 2 \% \end{aligned}$ | \$8,393.94 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \\ & \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VmWARE |
| 5 | нсІомкітс | SEL HCl-OM-KIT-C) |  | \$11,090.00 | K | 31\% | \$7,652.10 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HCIOMKITC-I | SEL HCI-OM-KIT-C) |  | \$12,975.30 | K | 31\% | \$8,952.96 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HCIOMKITC-K | SEL HCI-OM-KIT-C) |  | \$12,450.19 | K | 31\% | \$8,590.63 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HCI-OM-KIT-F | SEL: HCI-OM-KIT-F |  | \$13,183.50 | k | 31\% | \$9,096.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | HCIOMKITPC | SEL HCI-OM-KIT-P-SSS-C ) |  | \$2,773.00 | F1 | 2\% | \$2,717.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HCIOMKITPC-I | SEL HCI-OM-KIT-P-SSS-C) |  | \$3,244.41 | F1 | 2\% | \$3,179.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HCIOMKITPC-K | SEL HCI-OM-KIT-P-SSS-C ) |  | \$3,117.19 | F1 | 2\% | \$3,054.85 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HCI-RBAD-25VM-F | SEL: HCI-RBAD-25VM-F |  | \$27,703.50 | k | 31\% | \$19,115.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | HCI-RBEN-25VM-F | SEL: HCI-RBEN-25VM-F |  | \$36,283.50 | k | 31\% | \$25,035.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | HCI-RBST-25VM-F | SEL: HCI-RBST-25VM-F |  | \$17.528.50 | K | 31\% | \$12,094.67 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | HCIRBV25V3PSC HCIRBV25V3PSC-1 | SEL HCL-RBV-25V-3P-S-C) SEL HCI-RBV-25V-3P-S-C) |  | \$17,883.36 $\$ 20.923 .53$ | F1 | 2\% | \$17,525.69 \$20,505.06 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | HCIRBV25V3PSC-K | SEL HCI-RBV-25V-3P-S-C) |  | \$20,103.03 | F1 | 2\% | \$19,700.97 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HCIRBV25VC | SEL HCI-RBV-25V-C) |  | \$27,095.00 | k | 31\% | \$18,695.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HCIRBV25VC-I | SEL HCl-RBV-25V-C) |  | \$31,701.15 | k | 31\% | \$21,873.79 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HCIRBV25VC-K | SEL HCI-RBV-25V-C) |  | \$30,455.10 | K | 31\% | \$21,014.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | HCIRBV25VPSC | SEL HCI-RBV-25V-P-S-C ) |  | \$6,774.00 | F1 | 2\% | \$6,638.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 5 | HCIRBV2SVPSC--1 HCIRBV25VPSC-K | SEL HCI-REV-25V-P-S-C) |  | \$7,925.58 | F1 | 2\% | $\$ 7,767.07$ $\$ 7.462 .48$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | HCIRSD25V3PSC | SEL HCI-RSD-25V-3P-S-C ) |  | - \$12,801.36 | F1 | 2\% | \$ $\mathbf{\$ 1 2 , 5 4 5 . 3 3}$ | S0.00 S0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HCIRSD25V3PSC-I | SEL HCI-RSD-25V-3P-S-C) |  | \$14,977.59 | F1 | 2\% | \$14,678.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HCIRSD25V3PSC-K | SEL HCL-RSD-25V-3P-S-C ) |  | \$14,390.25 | F1 | 2\% | \$14,102.45 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HCIRSD25VC | SEL HCl-RSD-25V-C) |  | \$19,395.00 | K | 31\% | \$13,382.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | ${ }_{\text {HCIRSD25VC-I }}$ | SEL HCl-RSD-25V-C) |  | \$22,692.15 | K | $31 \%$ $31 \%$ | \$15,657.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | $\underset{\text { HCIRSD25VC-K }}{\text { HCIRSD25VPSC }}$ | SEL HCILRSD-25V-C) SEL HCI-RSD-25V-P-S-C) |  | \$21,797.43 $\$ 4,849.00$ | K F1 | $31 \%$ $2 \%$ | \$15,040.23 $\$ 4,752.02$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VmWARE VMWARE |
| 5 | HCIRSD25VPSC-I | SEL HCI-RSD-25V-P-S-C ) |  | \$5,673.33 | F1 | 2\% | \$5,559.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HCIRSD25VPSC-K | SEL HCI-RSD-25V-P-S-C) |  | \$5,450.85 | F1 | 2\% | \$5,341.83 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HCISTDCPU3PC | SEL HCL-STD-CPU-3P-SSS-C ) |  | \$2,544.96 | F1 | 2\% | \$2,494.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HCISTDCPU3PC-I | SEL HCI-STD-CPU-3P-SSS-C) |  | \$2,977.60 | F1 | 2\% | \$2,918.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 | \$0.00 |  |
| 5 | HCISTDCPU3PC-K HCISTDCPUC | SEL HCL-STD-CPU-3P-SSS-C ) SEL HCL-STD-CPU-C) |  | $\$ 2,810.39$ $\$ 3,560.00$ | F1 k | 2\% | \$2,754.18 $\$ 2,456.40$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | HCISTDCPUC-I | SEL HCI-STD-CPU-C) |  | \$4,165.20 | k | 31\% | \$2,873.99 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HCISTDCPUC-K | SEL HCI-STD-CPU-C) |  | \$4,003.22 | k | 31\% | \$2,762.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | HCISTDCPUF | SEL: HCI-STD-CPU-F |  | \$3,916.00 | k | 31\% | \$2,702.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | HCISTDCPUPC | SEL HCl-STD-CPU-P-SSS-C) |  | \$1264.00 | F1 | 2\% | \$ $\$ 944.72$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 5 | HCISTDCPUPC-I HCISTDCPUPC-K | SEL HCl-STD-CPU-P-SSS-C) SEL HCI-STD-CPU-P-SSS-C) |  | ${ }_{\text {\$1, }}^{\$ 1,064.54}$ | F1 | 2\% | \$1,105.32 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE VMWARE |
| 5 | HDP-ENT-1Y | SEL Cloudera HDP Ent Plus Sub 1 Node |  | \$12,308.00 | k | 31\% | \$8,492.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | hortonworks |
| 5 | HDP-SCHNG-1Y | SEL Solr Search |  | \$24,615.38 | K | 31\% | \$16,984.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | hortonworks |
| 5 | HEC 1003GC | SEL HZ-ENTC-100-3G-SSS-C) |  | \$27,720.00 | F1 | 2\% | \$27,165.60 $\$ 2988216$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 5 | HEC1003GC-1 HEC1003GC-K | SEL HZ-ENTC-100-3G-SSS-C ) |  | \$30,492.00 | F1 | 2\% | \$29,882.16 $\$ 28,641.48$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | HEC1003PC | SEL HZ-ENTC-100-3P-Sss-C ) |  | \$33,000.00 | F1 | 2\% | \$32,340.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HECC1003PC-I | SEL HZ-ENTC-100-3P-SSS-C) |  | \$36,300.00 | F1 | ${ }^{2 \%}$ | \$35,574.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
|  | HEC1003PC-K | SEL HZ-ENTC-100-3P-SSS-C ) |  | \$34,793.00 | F1 | 2\% | \$34,097.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |


| BAND | SKU | DESCRIPTION | $\begin{gathered} \text { Model Sub } \\ \text { sku } \end{gathered}$ | EMC LIST | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT | BASIC MNT LP | $\left\|\begin{array}{c}\text { WTY UPG ENH TO } \\ \text { PS W/MC PREM } \\ \text { LP }\end{array}\right\|$ | WTY UPG BASIC TO PS ENH LP | Renewal | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | HEC100C | SEL HZ-ENTC-100-C) |  | \$50,000.00 | K | 31\% | \$34,500.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HEC100C-I | SEL HZ-ENTC-100-C ) |  | \$55,000.00 | k | 31\% | \$37,950.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | HEC100C-K | SEL HZ-ENTC-100-C ) |  | \$52,743.00 | k | 31\% | \$36,392.67 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HEC100GC | SEL HZ-ENTC-100-G-SSS-C ) |  | \$10,500.00 | F1 | 2\% | \$10,290.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HEC100GC-I | SEL HZ-ENTC-100-G-SSS-C ) |  | \$11,550.00 | F1 | 2\% | \$11,319.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HEC100GC-K | SEL HZ-ENTC-100-G-SSS-C) |  | \$11,071.00 | F1 | 2\% | \$10,849.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HEC100PC | SEL HZ-ENTC-100-P-SSS-C) |  | \$12,500.00 | F1 | 2\% | \$12,250.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HEC100PC-I | SEL HZ-ENTC-100-P-SSS-C) |  | \$13,750.00 | F1 | 2\% | \$13,475.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | HEC100PC-K | SEL HZ-ENTC-100-P-SSS-C) |  | \$13,179.00 | F1 | 2\% | \$12,915.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HEC103GC | SEL HZ-ENTC-10-3G-SSS-C ) |  | \$2,772.00 | F1 | 2\% | \$2,716.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HEC 103GC-I | SEL HZ-ENTC-10-3G-SSS-C) |  | \$3,049.00 | F1 | 2\% | \$2,988.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | HEC103GC-K | SEL HZ-ENTC-10-3G-SSS-C) |  | \$2,923.00 | F1 | 2\% | \$2,864.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HEC103PC | SEL HZ-ENTC-10-3P-SSS-C ) |  | \$3,300.00 | F1 | 2\% | \$3,234.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HEC103PC-I | SEL HZ-ENTC-1-3P-SSS-C) |  | \$3,630.00 | F1 | ${ }^{2 \%}$ | $\$ 3,557.40$ $\$ 3,40.42$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HEC103PC-K | SEL HZ-ENTC-10-3P-SSS-C) |  | \$3,479.00 | F1 | 2\% | \$3,409.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HEC10C HEC10C-1 | SEL HZ-ENTC-10-C ) |  | $\$ 5,000.00$ $\$ 5,50000$ | K K | $31 \%$ $31 \%$ | $\$ 3,450.00$ $\$ 3,795.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | HEC10C-K | SEL HZ-ENTC-10-C ) |  | \$5,274.00 | k | 31\% | \$3,639.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HEC10GC | SEL HZ-ENTC-10-G-SSS-C ) |  | \$1,050.00 | F1 | 2\% | \$1,029.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | HEC10GC-I | SEL HZ-ENTC-10-G-Sss-C ) |  | \$1,155.00 | F1 | 2\% | \$1,131.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HEC10GC-K | SEL HZ-ENTC-10-G-Sss-C ) |  | \$1,107.00 | F1 | 2\% | \$1,084.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HEC10PC | SEL HZ-ENTC-10-P-SSS-C) |  | \$1,250.00 | F1 | 2\% | \$1,225.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | HEC10PC-I | SEL HZ-ENTC-10-P-SSS-C) |  | \$1,375.00 | F1 | 2\% | \$1,347.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HEC10PC-K | SEL HZ-ENTC-10-P-SSS-C) |  | \$1,318.00 | F1 | 2\% | \$1,291.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | HEN1003GC | SEL HZ-ENTN-100-3G-Sss-C ) |  | \$16,632.00 | F1 | 2\% | \$16,299.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HEN1003GC-I | SEL HZ-ENTN-100-3G-Sss-C ) |  | \$18,295.00 | F1 | 2\% | \$17,929.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HEN1003GC-K | SEL HZ-ENTN-100-3G-Sss-C ) |  | \$17,536.00 | F1 | 2\% | \$17,185.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HEN1003PC | SEL HZ-ENTN-100-3P-SSS-C ) |  | \$19,800.00 | F1 | 2\% | \$19,404.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HEN1003PC-I | SEL HZ-ENTN-100-3P-SSS-C ) |  | \$21,780.00 | F1 | 2\% | \$21,344.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HEN1003PC-K | SEL HZ-ENTN-100-3P-SSS-C ) |  | \$20,876.00 | F1 | 2\% | \$20,458.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | HEN100C | SEL HZ-ENTN-100-C) |  | \$30,000.00 | k | 31\% | \$20,700.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HEN100C-I | SEL HZ-ENTN-100-C) |  | \$33,000.00 | k | 31\% | \$22,770.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | HEN100C-K | SEL HZ-ENTN-100-C) |  | \$31,594.00 | k | 31\% | \$21,799.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HEN100GC | SEL HZ-ENTN-100-G-SSS-C) |  | \$6,300.00 | F1 | 2\% | \$6,174.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HEN100GC-I | SEL HZ-ENTN-100-G-SSS-C ) |  | \$6,930.00 | F1 | 2\% | \$6,791.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HEN100GC-K | SEL HZ-ENTN-100-G-SSS-C ) |  | \$6,642.00 | F1 | 2\% | \$6,509.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HEN100PC | SEL HZ-ENTN-100-P-SSS-C) |  | \$7,500.00 | F1 | 2\% | \$7,350.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HEN100PC-I | SEL HZ-ENTN-100-P-SSS-C) |  | \$8,250.00 | F1 | 2\% | \$8,085.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HEN100PC-K | SEL HZ-ENTN-100-P-SSS-C) |  | \$7,908.00 | F1 | 2\% | \$7,749.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HEN103GC | SEL HZ-ENTN-10-3G-SSS-C) |  | \$1,663.00 | F1 | 2\% | \$1,629.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | HEN103GC-I | SEL HZ-ENTN-10-3G-SSS-C) |  | \$1,830.00 | F1 | 2\% | \$1,793.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 5 | HEN103GC-K | SEL HZ-ENTN-10-3G-SSS-C) |  | $\$ 1,754.00$ $\$ 198000$ | F1 | 2\% | \$1,718.92 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VmWare |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | HEN103PC HEN103PC-I | SEL HZ-ENTN-10-3P-SSS-C ) |  | \$1,980.00 $\$ 2,178.00$ | $\begin{aligned} & F_{1} \\ & \text { F1 } \end{aligned}$ | $\begin{aligned} & 2 \% \\ & 2 \% \\ & 2 \% \end{aligned}$ | $\$ 1,940.40$ $\$ 2,134.44$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | HEN103PC-K | SEL HZ-ENTN-10-3P-SSS-C ) |  | \$2,088.00 | F1 | 2\% | \$2,046.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HEN10C | SEL HZ-ENTN-10-C ) |  | \$3,000.00 | k | 31\% | \$2,070.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HEN10C-I | SEL HZ-ENTN-10-C) |  | \$3,300.00 | k | 31\% | \$2,277.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HEN10C-K | SEL HZ-ENTN-10-C) |  | \$3,159.00 | K | 31\% | $\$ 2,179.71$ $\$ 617$ | \$0.00 | \$0.00 | $\$ 0.00$ | $\$ 0.00$ | $\$ 0.00$ | $\$ 0.00$ | $\$ 0.00$ |  |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | HEN10GC HEN10GC--1 | SEL HZ-ENTN-10-G-SSS-C ) |  | $\$ 630.00$ $\$ 693.00$ | $\begin{aligned} & F_{1} \\ & F_{1} \end{aligned}$ | $\begin{aligned} & 2 \% \\ & 2 \% \\ & 2 \% \end{aligned}$ | \$617.40 | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 9.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 9.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | VMWARE VmWare |
| 5 | HEN10GC-K | SEL HZ-ENTN-10-G-SSS-C ) |  | \$664.00 | F1 | 2\% | \$650.72 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | HEN10PC | SEL HZ-ENTN-10-P-SSS-C ) |  | \$750.00 | F1 | 2\% | \$735.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HEN10PC-I | SEL HZ-ENTN-10-P-SSS-C ) |  | \$825.00 | F1 | 2\% | \$808.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HEN10PC-K | SEL HZ-ENTN-10-P-SSS-C) |  | \$791.00 | F1 | 2\% | \$775.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HGANEN100UGC | SEL HZ7-APS-ENN100-UG-C ) |  | \$25,520.00 | k | 31\% | \$17,608.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 5 | HGANEN100UGC-I HGANEN100UGC-K | SEL HZ7-APS-ENN100-UG-C) SEL HZ7-APS-ENN100-UG-C) |  | \$266,668.40 | K | $31 \%$ $31 \%$ | $\$ 18,401.20$ $\$ 18,846.54$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE VMWARE |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | HGANEN100UGC-K HGENANN100UC | SEL HZ7-APS-ENN100-UG-C) |  | $\$ 27,313.82$ $\$ 7,370.00$ | K k | $31 \%$ $31 \%$ | $\$ 18,846.54$ $\$ 5,085.30$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE VMWARE |
| 5 | HGENANN100UC-I | SEL HZ7-ENA-ENN100-UG-C) |  | \$7,701.65 | k | 31\% | \$5,314.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | HGENANN100UC-K | SEL HZ7-ENA-ENN100-UG-C) |  | \$7,929.82 | k | 31\% | \$5,471.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HSTENCA100UGC | SEL HZ7-STA-ENCA100-UG-C) |  | \$26,626.00 | k | 31\% | \$18,371.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | HSTENCA100UGC-I | SEL HZ7-STA-ENCA100-UG-C) |  | \$27,824.17 | k | 31\% | \$19,198.68 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | HSTENCA100UGC-K | SEL HZ7-STA-ENCA100-UG-C ) |  | \$28,539.69 | k | 31\% | \$19,692.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HUTE-100-249AN-D | SEL Splunk-Hadoop Term+SSupp 100-249NdAN |  | \$3,807.69 | k | 31\% | \$2,627.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | HUTE-100-249AP-D | SEL Splunk-Hadoop Term+SSup100-249NdAP |  | \$4,569.23 | K | $31 \%$ $31 \%$ | \$3,152.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | HUTE-10-24AN-D | SEL Splunk-Hadoop Term+SSup10-24NdAN |  | \$ $\$ 3,326.92$ | k | 31\% | \$2,985.57 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$50.00 | \$0.00 | SPLUNK |
| 5 | HUTE-10-24AP-D | SEL Splunk-Hadoop Term+SSup10-24NdAP |  | \$5,192.31 | k | 31\% | \$3,582.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | HUTE-10-24EM-D | SEL Splunk-Hadoop Term+SSup10-24NdEM |  | \$3,980.77 | k | 31\% | \$2,746.73 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | HUTE-10-24US-D | SEL Splunk-Hadoop Term+STDSup10-24NdUS |  | \$3,461.54 | k | 31\% | \$2,388.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | HUTE-250-499AN-D | SEL Splunk-Hadoop Term+SSup250-499NdAN |  | \$3,461.54 | k | 31\% | \$2,388.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | HUTE-250-499AP-D | SEL Splunk-Hadoop Term+SSup250-499NdAP |  | \$4,153.85 | k | 31\% | \$2,866.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | HUTE-250-499EM-D | SEL Splunk-Hadoop Term+SSup 250-499NdEM |  | \$3,184.62 | k | $31 \%$ $31 \%$ | \$2,197.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | HUTE-250-499US-D | SEL Splunk-Hadoop Term+STDSup250-499NdUS |  | \$2,769.23 | k | 31\% | \$1,910.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | HUTE-25-49AN-D | SEL Splunk-Hadoop Term+SSup25-49NdAN |  | \$ \$4,153.85 | K | $31 \%$ $31 \%$ | $\$ 2,866.16$ $\$ 3.4393$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  |
| 5 | HUTE-25-49AP-D | SEL Splunk-Hadoop Term+SSup25-49NdAP |  | \$4,984.62 $\$ 3,821.54$ | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~K} \end{aligned}$ | 31\% | \$\$3,439.39 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPLUNK |
| 5 | HUTE-25-49US-D | SEL Splunk-Hadoop Term+STDSup25-49NdUS |  | \$3,323.08 | k | 31\% | \$2,292.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | HUTE-500-999AN-D | SEL Splunk-Hadoop Term+SSup500-999NdAN |  | \$3,028.85 | k | 31\% | \$2,089.91 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |


| BAND | SKU | DESCRIPTION | Model Sub sku sku | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\begin{array}{\|l\|} \hline \text { WTY UPG ENH TO } \\ \text { PS W/MC PREM } \end{array}$ LP | WTY UPG BASIC <br> TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | HUTE-500-999AP-D | SEL Splunk-Hadoop Term+SSup500-999NdAP |  | \$3,634.62 | K | 31\% | \$2,507.89 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | HUTE-500-999EM-D | SEL Splunk-Hadoop Term+SSup500-999NdEM |  | \$2,786.54 | K | 31\% | \$1,922.71 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | HUTE-500-999US-D | SEL Splunk-Hadoop Term+STDSup500-999NdUS |  | \$2,423.08 | k | 31\% | \$1,671.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | HUTE-50-99AN-D | SEL Splunk-Hadoop Term+SSup50-99NdAN |  | \$3,980.77 | k | 31\% | \$2,746.73 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | HUTE-50-99AP-D | SEL Splunk-Hadoop Term+SSup $50-99 \mathrm{NdAP}$ |  | \$4,776.92 | k | 31\% | \$3,296.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | HUTE-50-99EM-D | SEL Splunk-Hadoop Term+SSup50-99NdEM |  | \$3,662.31 | k | 31\% | \$2,526.99 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | HUTE-50-99USS | SEL Splunk-Hadoop Term+STDSup50-99NdUS |  | \$3,184.62 | K | 31\% | \$2,197.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$\$.00 | \$\$.00 | SPLUNK SPUNK |
| 5 | HUTG-100-249AN-D | SEL Splunk-Hadoop Term +PSup 100-249NdAN |  | \$4,572.69 | k | 31\% | \$3,155.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | HUTG-100-249AP-D | SEL Splunk-Hadoop Term +PSup 100-249NdAP |  | \$5,486.54 | k | 31\% | \$3,785.71 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | HUTG-100-249EM-D | SEL Splunk-Hadoop Term + PSup 100-249NdEM |  | \$4,206.92 | K | 31\% | \$2,902.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | SPLUNK |
| 5 | HUTG-100-249US-D | SEL Splunk-Hadoop Term+PRMSup 100-249NdUS |  | \$3,657.69 | K | 31\% | \$2,523.81 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | HUTG-10-24AN-D | SEL Splunk-Hadoop Term +PSUp10-24NdAN |  | \$5,192.31 | k | $31 \%$ $31 \%$ | \$3,582.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | HUTG-10-24EM-D | SEL Splunk-Hadoop Term +PSup10-24NdEM |  | \$ 4 S,776.92 | k | 31\% | \$ $\$ 3,296.07$ | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$0.00 | \$0.00 | \$9.00 | \$ $\$ 0.00$ | SPLUNK |
| 5 | HUTG-10-24US-D | SEL Splunk-Hadoop Term+PRMSup10-24NdUS |  | \$4,153.85 | k | 31\% | \$2,866.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | HUTG-250-499AN-D | SEL Splunk-Hadoop Term +PSup250-499NdAN |  | \$4,153.85 | k | 31\% | \$2,866.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | HUTG-250-499AP-D | SEL Splunk-Hadoop Term +PSup250-499NdAP |  | \$4,984.62 | k | 31\% | \$3,439.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | HUTG-250-499EM-D | SEL Splunk-Hadoop Term +PSup250-499NdEM |  | \$3,821.54 | k | 31\% | \$2,636.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | HUTG-250-499US-D | SEL Splunk-Hadoop Term+PRMSup250-499NdUS |  | \$3,323.08 | k | 31\% | \$2,292.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | HUTG-25-49AN-D | SEL Splunk-Hadoop Term +PSup25-49NdAN |  | \$4,983.46 | k | 31\% | \$3,438.59 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | HUTG-25-49AP-D | SEL Splunk-Hadoop Term +PSup25-49NdAP |  | \$5,980.38 | k | 31\% | \$4,126.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | HUTG-25-49EM-D | SEL Splunk-Hadoop Term +PSup25-42NdEM |  | \$4,584.23 | k | 31\% | \$3,163.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | HUTG-25-49US-D | SEL Splunk-Hadoop Term+PRMSup25-49NdUS |  | \$3,986.54 | k | 31\% | \$2,750.71 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 5 | HUTG-500-999AN-D HUTG-50-999AP-D | SEL Splunk-Hadoop Term +PSup500-999NdAN |  | \$3,634.62 | K | $31 \%$ $31 \%$ | \$2,507.89 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9.00 | \$0.00 | SPLUNK SPUUNK |
| 5 5 | HUTG-500-999AP-D HUTG-500-999EM-D | SEL Splunk-Hadoop Term +PSup500-999 NdAP |  | \$4,361.54 | k | 31\% | \$3,099.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | SPLUNK SPLUNK |
| 5 | HUTG-500-999US-D | SEL Splunk-Hadoop Term +PSup500-999NdEM |  | \$ $\$ 2,3907.69$ | K | 31\% | ${ }_{\text {\$2, }}^{\$ 2,006.31}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$0.00 | $\$ 80.00$ $\$ 0.00$ | \$ $\$ 0.00$ | SPLUNK SPLUNK |
| 5 | HUTG-50-99AN-D | SEL Splunk-Hadoop Term +PSup50-99NdAN |  | \$4,774.62 | k | 31\% | \$3,294.49 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | HUTG-50-99AP-D | SEL Splunk-Hadoop Term +PSup50-99NdAP |  | \$5,728.85 | k | 31\% | \$3,952.91 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | HUTG-50-99EM-D | SEL Splunk-Hadoop Term +PSup50-99NdEM |  | \$4,392.69 | k | 31\% | \$3,030.96 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | HUTG-50-99US-D | SEL Splunk-Hadoop Term+PRMSup50-99NdUS |  | \$3,819.23 | k | 31\% | \$2,635.27 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | HWC-FLEX-CNT-1Y | SEL Flx Sprt Contact - 1 yr - Required |  | \$15,385.00 | k | 31\% | \$10,615.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | hortonworks |
| 5 | HWC-FLEXCREDITS | SEL HWX Connect FIX Crdts - 12 Credits |  | \$8,615.00 | k | 31\% | \$5,944.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Hortonworks |
| 5 | HWC-FLEXPLAN-1Y | SEL HWX Connect Flex Plan 1 Y |  | \$23,077.00 | k | 31\% | \$15,923.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | hortonworks |
| 5 | HZ7A100AERCC | SEL HZ7-A100-AERC-C ) |  | \$30,850.00 | k | 31\% | \$21,286.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | HZ77100AERCC-I | SEL HZ7-A100-AERC-C) |  | \$32,238.25 | k | 31\% | \$22,244.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | Hz7A100AERCC-K | SEL HZ7-A100-AERC-C ) |  | \$33,060.07 | k | 31\% | \$22,811.45 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | hz7a100AERCGC | SEL HZ7-A100-AERC-G-SSS-C ) |  | \$6,479.00 | F1 | 2\% | \$6,349.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HZ7A100AERCGC-I | SEL HZ7-A100-AERC-G-SSS-C ) |  | \$6,770.56 | F1 | 2\% | \$6,635.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HZ7A100AERCGC-K | SEL HZ7-A100-AERC-G-sss-C ) |  | \$6,944.12 | F1 | 2\% | \$6,805.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HZ7A 100AERCPC | SEL HZ7-A100-AERC-P-SSS-C ) |  | \$7,713.00 | F1 | 2\% | \$7,558.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | HZ7A100AERCPC-I | SEL HZ7-A100-AERC-P-SSS-C ) |  | \$8,060.09 | F1 | 2\% | \$7,898.89 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HZ7A 100AERCPC-K | SEL HZ7-A100-AERC-P-SSS-C ) |  | \$8,266.72 | F1 | 2\% | \$8,101.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HZ7A 100ER3PC | SEL HZ7-A100-AERC-3P-SSS-C) |  | \$20,362.32 | F1 | 2\% | \$19,955.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 5 | HZ7A100ER3PC-I HZ7A100ER3PC-K | SEL HZ7-A100-AERC-3P-SSS-C) |  | \$21,278.62 | F1 | 2\% | \$20,853.05 | \$0.00 | \$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | HZ7A100ERC3C | SEL HZ7-A100-AERC-3G-SSS-C) |  | \$17,104.56 | F1 | 2\% | \$16,762.47 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HZ7A100ERC3C-I | SEL HZ7-A100-AERC-3G-sss-C ) |  | \$17,874.27 | F1 | 2\% | \$17,516.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HZ7A100ERC3C-K | SEL HZ7-A100-AERC-3G-SSS-C) |  | \$18,332.49 | F1 | 2\% | \$17,965.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7710AERC3GC | SEL HZ7-A10-AERC-3G-SSS-C ) |  | \$1,710.72 | F1 | 2\% | \$1,676.51 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | HZ7710AERC3GC-1 | SEL HZ7-A10-AERC-3G-SSS-C ) |  | \$1,787.70 | F1 | 2\% | \$1,751.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HZ7A10AERC3GC-K | SEL HZ7-A10-AERC-3G-SSS-C) SEL HZ7-A10-AERC-3P-SSS-C |  | $\$ 1,833.54$ $\$ 2,03544$ | F1 | 2\% | $\$ 1,796.87$ $\$ 1994$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$0.00 | VmWARE |
| 5 | HZ7A 10AERC3PC | SEL HZ7-A10-AERC-3P-SSS-C ) |  | \$2,035.44 <br> \$2,127.03 | $\begin{aligned} & F_{1} \\ & F_{1} \end{aligned}$ | $\begin{aligned} & 2 \% \\ & 2 \% \\ & \end{aligned}$ | $\$ 1,994.73$ $\$ 2084.49$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \\ & \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | HZ7A10AERC3PC-K | SEL HZ7-A10-AERC-3P-SSS-C ) |  | \$2,181.57 | F1 | 2\% | \$2,137.94 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7A AOAERCC | SEL HZ7-A10-AREC-C) |  | \$3,085.00 | K | 31\% | \$2,128.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | HZ7A10AERCC-I | SEL HZ7-A10-AERC-C) |  | \$3,223.83 | k | 31\% | \$2,224.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7A10AERCC-K | SEL HZ7-A10-AERC-C) |  | \$ $\$ 3,306.01$ | K | 31\% | $\$ 2,281.15$ <br> $\$ 63504$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | \$0.00 | \$0.00 |  |
| 5 5 | HZ7A10AERCGC HZ7A10AERCGC-1 | SEL HZ7-A10-AERC-G-SSS-C) |  | $\$ 648.00$ $\$ 677.16$ | $\begin{aligned} & F_{1} 1 \\ & F_{1} \end{aligned}$ | $\begin{aligned} & 2 \% \\ & 2 \% \end{aligned}$ | $\$ 635.04$ $\$ 663.62$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | VmWARE VMWARE |
| 5 | HZ7A10AERCGC-K | SEL HZ7-A10-AERC-G-Sss-C ) |  | \$694.52 | F1 | 2\% | \$680.63 | ${ }_{\$ 0.00}$ | \$0.00 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | HZ7A10AERCPC | SEL HZ7-A10-AERC-P-SSS-C) |  | \$771.00 | F1 | 2\% | \$755.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HZ77 10AERCPC-I | SEL HZZ-A10-AERC-P-SSS-C) |  | \$805.70 | F1 | 2\% | \$789.59 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7A 10AERCPC-K | SEL HZ7-A10-AERC-P-SSS-C) |  | \$826.35 | F1 | 2\% | \$809.82 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  |
| 5 5 | HZ7ADAADC100UGF | SEL: HZ7-ADA-ADC100-UG-F |  | \$12,463.00 | K | 31\% | \$8,599.47 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 | CARAHSOFT CARAHSOFT |
| 5 | HZZADAADN100UGF | SEL: HZ7-ADA-ADN100-UG-F |  | \$ $\$ 8,2929.00$ | K | 31\% | \$ ${ }_{\text {\$4,341.48 }} \mathbf{8 9 5 9 . 9 5}$ | \$0.00 $\$ 0.00$ | \$\$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$ $\$ 0.00$ | \$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | CARAHSOFT CARAHSOFT |
| 5 | HZ7ADAADN10UGF | SEL: HZ7-ADA-ADN10-UG-F |  | \$629.20 | k | 31\% | \$434.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | HZ7ADAENC100UGF | SEL: HZ7-ADA-ENC 100-UG-F |  | \$34,364.00 | k | 31\% | \$23,711.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | HZ7ADAENC10UGF | SEL: HZ7-ADA-ENC10-UG-F |  | \$3,436.40 | K | 31\% | \$2,371.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | HZZ7DAENN100UGF | SEL: HZ7-ADA-ENN100-UG-F |  | \$18,755.00 | k | 31\% | \$12,940.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | HZ7ADAENN10UGF | SEL: HZ7-ADA-ENN10-UG-F |  | \$1,875.50 | K | 31\% | \$1,294.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 | CARAHSOFT VMWARE |
| 5 | HZZADC 1003GC-I | SEL HZ7-ADC-100-3G-SSS-C ) |  | \$22,844.88 | F1 | 2\% | \$23,364.72 | \$0.00 $\$ 0.00$ | \$ $\$ 0.00$ | \$0.00 | \$ ${ }^{\text {So.00 }}$ | \$0.00 | \$\$0.00 | \$ $\$ 0.00$ | VMWARE |
| 5 | HZ7ADC1003GCV2-K | SEL HZ7-ADC-100-3G-Sss-C ) |  | \$24,452.76 | F1 | 2\% | \$23,963.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HZ7ADC1003PC | SEL HZ7-ADC-100-3P-SSS-C ) |  | \$27,160.32 | F1 | 2\% | \$26,617.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HZ7ADC1003PC-I | SEL HZ7-ADC-100-3P-SSS-C ) |  | \$28,382.53 | F1 | 2\% | \$27,814.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HZ7ADC 1003PCV2-K | SEL HZ7-ADC-100-3P-SSS-C ) |  | \$29,110.15 | F1 | 2\% | \$28,527.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HZ7ADC 1000 - | SEL HZ7-ADC-100-C) |  | \$43,001.75 | k | 31\% | \$29,671.21 | \$0.00 | \$9.00 | \$0.00 | \$0.00 | \$0.00 | \$9.00 | \$0.00 | VMWARE |


| BAND | SKU | DESCRIPTION | Model Sub sku | EMC LIST <br> PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | WTY UPG ENH TO <br> PS W/MC PREM <br> LP | WTY UPG BASIC TO PS ENHLP | RENEWAL | THIRD PARTY PRODUCT partner |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | HZ7ADC100CV2-K | SEL HZ7-ADC-100-C) |  | \$44,092.86 | K | 31\% | \$30,424.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HZ7ADC100GC | SEL HZ7-ADC-100-G-SSS-C ) |  | \$8,642.00 | F1 | 2\% | \$8,469.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HZ7ADC100GC-I | SEL Hz7-ADC-100-G-sss-C ) |  | \$9,030.89 | F1 | 2\% | \$8,850.27 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HZ7ADC100GCV2-K | SEL HZ7-ADC-100-G-sss-C ) |  | \$9,262.40 | F1 | 2\% | \$9,077.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmWare |
| 5 | HZ7ADC100PC | SEL HZ7-ADC-100-P-SSS-C ) |  | \$10,288.00 | F1 | 2\% | \$10,082.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HZ7ADC100PC-1 | SEL HZ7-ADC-100-P-SSS-C) |  | \$10,750.96 | F1 | 2\% | \$10,535.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$0.00 | VMWARE |
| 5 | HZ7ADC100PCV2-K | SEL HZ7-ADC-100-P-SSS-C) |  | \$11,026.57 | F1 | 2\% | \$10,806.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmWare |
| 5 | HZ7ADC103GC | SEL HZ7-ADC-10-3G-sss-C) |  | \$2,280.96 | F1 | 2\% | \$2,235.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HZ7ADC103GC-I | SEL HZ7-ADC-10-3G-SSS-C) |  | \$2,383.60 | F1 | 2\% | \$2,335.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7ADC103GCV2-K | SEL HZ7-ADC-10-3G-sss-C) |  | \$2,444.71 | F1 | 2\% | \$2,395.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmWare |
| 5 | HZ7ADC103PC | SEL HZ7-ADC-10-3P-SSS-C) |  | \$2,716.56 | F1 | 2\% | \$2,662.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | HZ7ADC103PC-I | SEL HZ7-ADC-10-3P-SSS-C) |  | \$2,838.81 | F1 | 2\% | \$2,782.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7ADC103PCV2-K | SEL Hz7-ADC-10-3P-SSS-C ) |  | \$2,911.58 | F1 | 2\% | \$2,853.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | HZ7ADC10C | SEL HZ7-ADC-10-C) |  | \$4,115.00 | k | 31\% | \$2,839.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HZ7ADCCIOC-1 | SEL HZ7-ADC-10-C) |  | \$4,300.18 | K | 31\% | \$2,967.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HZ77ADC10CV2-K | SEL HZ7-ADC-10-C ) |  | \$4,409.29 | K | 31\% | \$3,042.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7ADC10GC | SEL HZ7-ADC-10-G-SSS-C) |  | \$864.00 | F1 | 2\% | \$846.72 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 5 | HZ7ADC10GC-I HZ7ADC10GCV2-K | SEL HZ7-ADC-10-G-SSS-C) |  | \$920.88 | F1 | 2\% | \$884.82 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | HZ7ADC10PC | SEL HZT-ADC-10-G-SSS-C) |  | \$1,029.00 | F1 | 2\% | \$ $\$ 1,008.42$ | \$0.00 $\$ 0.00$ | \$ $\$ 0.00$ | \$ $\$ 0.00$ | \$0.00 | \$0.00 | \$\$0.00 | \$ $\$ 0.00$ | VMWARE |
| 5 | HZ7ADC10PC-I | SEL HZ7-ADC-10-P-sss-C ) |  | \$1,075.31 | F1 | 2\% | \$1,053.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7ADC10PCV2-K | SEL HZ7-ADC-10-P-SSS-C ) |  | \$1,102.87 | F1 | 2\% | \$1,080.81 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HZ7ADC2503PSSSF | SEL: HZ7-ADC-250-3P-SSS-F |  | \$74,687.98 | k | 31\% | \$51,534.71 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | HZ7ADC250PSSSF | SEL: HZ7-ADC-250-P-SSS-F |  | \$28,290.90 | k | 31\% | \$19,520.72 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | HZ7ADC5003PSSSF | SEL: HZ7-ADC-500-3P-SSS-F |  | \$149,375.95 | k | 31\% | \$103,069.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | HZ7ADC500PSSSF | SEL: HZ7-ADC-500-P-SSS-F |  | \$56,581.80 | K | 31\% | \$39,041.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | HZ7ADN1003GC | SEL HZ7-ADN-100-3G-SSS-C ) |  | \$14,277.12 | F1 | 2\% | \$13,991.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HZ7ADN1003GC-I | SEL HZ7-ADN-100-3G-Sss-C ) |  | \$14,919.59 | F1 | 2\% | \$14,621.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HZ7ADN1003GCV2-K | SEL HZ7-ADN-100-3G-SSS-C ) |  | \$15,302.07 | F1 | 2\% | \$14,996.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7ADN1003PC | SEL HZ7-ADN-100-3P-SSS-C ) |  | \$16,996.32 | F1 | 2\% | \$16,656.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7ADN1003PC-I | SEL HZ7-ADN-100-3P-SSS-C ) |  | \$17,761.15 | F1 | 2\% | \$17405.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | HZ7ADN1003PCV2-K | SEL HZ7-ADN-100-3P-SSS-C ) |  | \$18,216.48 | F1 | 2\% | \$17.852.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ77ADN100C | SEL HZ7-ADN-100-C) |  | \$25,750.00 | k | 31\% | \$17,767.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | HZ7ADN100C-I | SEL HZ7-ADN-100-C) |  | \$26,908.75 | K | $31 \%$ $31 \%$ | \$18,567.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 5 | HZ7ADN100CV2-K HZ7ADN100GC | SEL HZ7-ADN-100-C) SEL HZ7-ADN-100-G-SSS-C ) |  | \$27,620.29 | K | 31\% | \$19,058.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | VMWARE |
| 5 | HZZADN100GC-I | SEL HZ7-ADN-100-G-Sss-C) |  | \$5,651.36 | F1 | 2\% | \$5,538.33 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HZ7ADN100GCV2-K | SEL HZ7-ADN-100-G-Sss-C ) |  | \$5,796.24 | F1 | 2\% | \$5,680.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HZ7ADN100PC | SEL HZ7-ADN-100-P-SSS-C) |  | \$6,438.00 | F1 | 2\% | \$6,309.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | HZ7ADN100PC-I | SEL HZ7-ADN-100-P-SSS-C) |  | \$6,727.71 | F1 | ${ }^{2 \%}$ | \$6,593.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | HZ7ADN100PCV2-K | SEL HZ7-ADN-100-P-SSS-C) |  | \$6,900.18 | F1 | 2\% | \$6,762.18 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 | vmware VMWARE |
| 5 | HZZADN103GC-I | SEL HZ7-ADN-10-3G-SSS-C) |  | $\$ 1,428.24$ $\$ 1,492.51$ | F1 | 2\% | $\$ 1,399.68$ $\$ 1,462.66$ | \$0.00 $\$ 0.00$ | \$\$0.00 | \$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$0.00 | \$90.00 | \$ $\$ 0.00$ | VmWARE |
| 5 | HZ7ADN103GCV2-K | SEL HZ7-ADN-10-3G-sss-C) |  | \$1,530.77 | F1 | 2\% | \$1,500.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7ADN103PC | SEL HZ7-ADN-10-3P-SSS-C ) |  | \$1,700.16 | F1 | 2\% | \$1,666.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7ADN103PC-I | SEL HZ7-ADN-10-3P-SSS-C) |  | \$1,776.67 | F1 | 2\% | \$1,741.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HZ7ADN103PCV2-K | SEL HZ7-ADN-10-3P-SSS-C) |  | \$1,822.21 | F1 | 2\% | \$1,785.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 5 | HZ7ADN10C | SEL HZ7-ADN-10-C) |  | $\$ 2,575.00$ $\$ 269088$ | K | 31\% | \$1,776.75 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  |
| 5 | HZ7ADN10C-I | SEL HZ7-ADN-10-C ) |  | $\$ 2,690.88$ $\$ 2,762.03$ | K k | 31\% | $\$ 1,856.71$ $\$ 1,905.80$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | HZ7ADN10GC | SEL HZ7-ADN-10-G-SSS-C ) |  | \$541.00 | F1 | 2\% | \$530.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | HZ7ADN10GC-I | SEL HZ7-ADN-10-G-SSS-C ) |  | \$565.35 | F1 | 2\% | \$554.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7ADN10GCV2-K | SEL HZ7-ADN-10-G-Sss-C ) |  | \$579.83 | F1 | 2\% | \$568.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | HZ7ADN10PC | SEL HZ7-ADN-10-P-SSS-C) |  | \$647.00 | F1 | ${ }^{2 \%}$ | $\$ 631.12$ $\$ 659.52$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | HZ7ADN10PC-I HZ7ADN10PCV2-K | SEL HZ7-ADN-10-P-SSS-C) |  | \$672.98 | F1 | 2\% | \$659.52 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | HZ7ADN1K3PSSSF | SEL: HZZ-ADN-1K-3P-SSS-F |  | \$186,945.00 | K | 31\% | \$128,992.05 | S0.00 \$000 | \$0.00 | \$ $\$ 0.00$ | S0.00 $\$ 0.00$ | \$0.00 | $\$ 8.00$ $\$ 0.00$ | \$0.00 | CARAHSOFT |
| 5 | HZ7ADN1KPSSSF | SEL: HZ7-ADN-1K-P-SSS-F |  | \$70,812.50 | k | 31\% | \$48,860.63 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | CARAHSOFT |
| 5 | HZ7ADN2003PSSSF | SEL: HZ7-ADN-200-3P-SSS-F |  | \$37,389.00 | k | 31\% | \$25,798.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | HZ7ADN200PSSSF | SEL: HZ7-ADN-200-P-SSS-F |  | \$14,162.50 | K | 31\% | \$9,772.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | HZ7ADN203PSSSF | SEL: HZ7-ADN-20-3P-SSS-F |  | \$3,740.35 | k | 31\% | \$2,580.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | HZ7ADN20PSSSF | SEL: HZ7-ADN-20-P-SSS-F |  | \$1,416.80 | k | 31\% | \$977.59 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | HZ7ADN5003PSSSF | SEL: HZ7-ADN-500-3P-SSS-F |  | \$93,473.95 | K | 31\% | \$64,497.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | HZ7ADN500PSSSF | SEL: HZ7-ADN-500-P-SSS-F |  | \$35,406.80 | K | 31\% | \$24,430.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 5 | HZ7ADNA 10036 C HZ7ADNA1003GC-1 | SEL HZ7-ADN-A100-3G-SSS-C ) |  | \$11,394.24 | F1 | 2\% | \$11,166.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | HZ7ADNA1003GC-I | SEL HZ7-ADN-A100-3G-SSS-C ) |  | \$11,906.98 | $\begin{aligned} & \text { F1 } \\ & \text { F1 } \end{aligned}$ | 2\% | \$11,668.84 $\$ 11,967.99$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VmWARE VMWARE |
| 5 | HZ7ADNA1003PC | SEL HZ7-ADN-A100-3P-Sss-C ) |  | \$13,564.32 | F1 | 2\% | \$13,293.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7ADNA 1003PC-I | SEL HZ7-ADN-A100-3P-SSS-C) |  | \$14,174.71 | F1 | 2\% | \$13,891.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7ADNA 1003PC-K | SEL HZ7-ADN-A100-3P-Sss-C ) |  | \$14,538.10 | F1 | 2\% | \$14,247.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7ADNA 100 C | SEL HZ7-ADN-A100-C) |  | \$20,550.00 | K | 31\% | \$14,179.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9.00 | \$0.00 | VMWARE |
| 5 | HZ7ADNA $100 C-1$ HZZADNA $100 C-K$ | SEL HZ7-ADN-A100-C) |  | ${ }_{\text {\$22, }}{ }^{\text {22,027 } 7.75}$ | K k | 31\% | \$14,817.58 $\$ 15,198.82$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE VMWARE |
| 5 | HZ7ADNA100GC | SEL HZ7-ADN-A100-G-Sss-C ) |  | \$ $\$ 4,316.00$ | F1 | 2\% | \$4,229.68 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | \$0.00 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 | Vmware |
| 5 | HZ7ADNA100GC--1 | SEL HZ7-ADN-A100-G-SSS-C) |  | \$4,510.22 | F1 | 2\% | \$4,420.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HZ7ADNA100GC-K | SEL HZ7-ADN-A100-G-Sss-C) |  | \$4,625.84 | F1 | 2\% | \$4,533.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7ADNA100PC | SEL HZ7-ADN-A100-P-SSS-C) |  | \$5,138.00 | F1 | 2\% | $\$ 5,0355.24$ $\$ 5.261 .83$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 5 | HZ7ADNA100PC-1 HZ7ADNA100PC-K | SEL HZ7-ADN-A100-P-SSS-C ) SEL HZ7-ADN-A100-P-SSS-C ) |  | $\$ 5,369.21$ $\$ 5,506.86$ | F1 F1 | 2\% | $\$ 5,261.83$ $\$ 5,396.72$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | HZ7ADNA103GC | SEL HZ7-ADN-A10-3G-SSS-C ) |  | \$1,140.48 | F1 | 2\% | \$1,117.67 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |


| BAND | SKU | DESCRIPTION | $\begin{gathered} \text { Model Sub } \\ \text { sku } \end{gathered}$ | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | WTY UPG ENH TO <br> PS W/MC PREM <br> LP | WTY UPG BASIC TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | HZ7ADNA 103GC-I | SEL HZ7-ADN-A10-3G-SSS-C ) |  | \$1,191.80 | F1 | ${ }^{2 \%}$ | \$1,167.96 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HZ7ADNA103GC-K | SEL HZ7-ADN-A10-3G-Sss-C ) |  | \$1,222.36 | F1 | 2\% | \$1,197.91 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | HZ7ADNA103PC | SEL HZ7-ADN-A10-3P-SsS-C ) |  | \$1,356.96 | F1 | 2\% | \$1,329.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HZ7ADNA103PC-I | SEL HZ7-ADN-A10-3P-Sss-C ) |  | \$1,418.02 | F1 | 2\% | \$1,389.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZZADNA103PC-K | SEL HZ7-ADN-A10-3P-Sss-C ) |  | \$1,454.37 | F1 | 2\% | \$1,425.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HZ7ADNA10C | SEL HZ7-ADN-A10-C ) |  | \$2,055.00 | k | 31\% | \$1,417.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HZ7ADNA10C-I | SEL HZ7-ADN-A10-C) |  | \$2,147.48 | k | 31\% | \$1,481.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7ADNA10C-K | SEL HZ7-ADN-A10-C) |  | \$2,202.73 | k | 31\% | \$1,519.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HZ7ADNA10GC | SEL HZ7-ADN-A10-G-SSS-C ) |  | \$432.00 | F1 | 2\% | \$423.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7ADNA10GC-I | SEL HZ7-ADN-A10-G-SSS-C ) |  | \$451.44 | F1 | 2\% | \$442.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HZ7ADNA10GC-K | SEL HZ7-ADN-A10-G-SSS-C ) |  | \$463.01 | F1 | 2\% | \$453.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HZ7ADNA10PC | SEL HZ7-ADN-A10-P-Sss-C) |  | \$514.00 | F1 | 2\% | \$503.72 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmWare |
| 5 | HZ7ADNA10PC-I | SEL HZ7-ADN-A10-P-SSS-C ) |  | \$537.13 | F1 | 2\% | \$526.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HZ7ADNA10PC-K | SEL HZ7-ADN-A10-P-SSS-C) |  | \$550.90 | F1 | 2\% | \$539.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7APADC 100 C | SEL HZ7-AP-ADC $100-\mathrm{C}$ ) |  | \$33,450.00 | k | 31\% | \$23,080.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HZ7APADC100C-I | SEL HZ7-AP-ADC $100-\mathrm{C}$ ) |  | \$34,955.25 | k | 31\% | \$24,119.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HZ7APADC100C-K | SEL HZ7-AP-ADC $100-\mathrm{C}$ ) |  | \$35,818.27 | k | 31\% | \$24,714.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HZ7-AP-ADC 100-F | SEL: HZ7-AP-ADC 100-F |  | \$36,795.00 | k | 31\% | \$25,388.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | HZ7APADC100GC | SEL HZ7-AP-ADC 100-G-sss-C ) |  | \$7,025.00 | F1 | 2\% | \$6,884.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | HZ7APADC100GC-1 | SEL HZ7-AP-ADC 100-G-SSS-C ) |  | \$7,341.13 | F1 | 2\% | \$7,194.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HZ7APADC100GC-K | SEL HZ7-AP-ADCC 100-G-SSS-C ) |  | \$7,529.32 | F1 | 2\% | \$7,378.73 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | HZ7APADC100PC | SEL HZ7-AP-ADC 100-P-SSS-C ) |  | \$8,363.00 | F1 | 2\% | \$8,195.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HZ7APADC100PC-I | SEL HZ7-AP-ADC 100-P-SSS-C ) |  | \$8,739.34 | F1 | 2\% | \$8,564.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmWARE |
| 5 | HZ7APADC100PC-K | SEL HZ7-AP-ADC $100-\mathrm{P}-\mathrm{SSS}$-C) |  | \$8,963.38 | F1 | 2\% | \$8,784.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | HZ7APADC103GC | SEL HZ7-AP-ADC $10-3 \mathrm{C}-\mathrm{ss}$-C ) |  | \$1,853.28 | F1 | 2\% | \$1,816.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | HZ7APADC103GC-I | SEL HZ7-AP-ADC 10-3G-SSS-C ) |  | \$1,936.68 | F1 | 2\% | \$1,897.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HZ7APADC 103GC-K | SEL HZ7-AP-ADC 10-3G-SSS-C ) |  | \$1,986.32 | F1 | 2\% | \$1,946.59 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | HZ7APADC103PC | SEL HZ7-AP-ADC 10-3P-SSS-C ) |  | \$2,207.04 | F1 | 2\% | \$2,162.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7APADC103PC-I | SEL HZ7-AP-ADC 10-3P-SSS-C ) |  | \$2,306.36 | F1 | 2\% | \$2,260.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HZ7APADC 103PC-K | SEL HZ7-AP-ADC 10-3P-SsS-C ) |  | \$2,365.48 | F1 | 2\% | \$2,318.17 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmWARE |
| 5 | Hz7APADC10C | SEL Hz7-AP-ADC10-C ) |  | \$3,345.00 | k | 31\% | \$2,308.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HZ7APADC10C-I | SEL Hz7-AP-ADC10-C) |  | \$3,495.53 | k | 31\% | \$2,411.92 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HZ7APADC10C-K | SEL HZ7-AP-ADC10-C) |  | \$3,581.83 | k | 31\% | \$2,471.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7-AP-ADC10-F HZ7APADC10GC | SEL: HZ7-AP-ADC10-F |  | $\$ 3,679.50$ $\$ 70200$ | K | 31\% | S2,538.86 $\$ 68796$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | - $\begin{aligned} & \$ 0.00 \\ & \$ 0.00\end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | CARAHSOFT |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | HZ7APADC10GC HZ7APADC10GC- | SEL HZ7-AP-ADC 10-G-SSS-C ) |  | \$7702.00 | F1 | $\begin{aligned} & 2 \% \\ & 2 \% \\ & 2 \% \end{aligned}$ | \$887.96 $\$ 718.92$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | - $\begin{aligned} & \$ 0.00 \\ & \$ 0.00\end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VmWARE VMWARE |
| 5 | HZ7APADC10GC-K | SEL HZZ-AP-ADC $10-\mathrm{G}-\mathrm{SSS}$-C) |  | \$752.40 | F1 | 2\% | \$737.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7APADC10PC | SEL HZ7-AP-ADC10-P-SSS-C) |  | \$836.00 | F1 | 2\% | \$819.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7APADC10PC-1 | SEL HZ7-AP-ADC $10-\mathrm{P}-\mathrm{SsS}$-C ) |  | \$873.62 | F1 | 2\% | \$856.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmWare |
| 5 | HZ7APADC10PC-K | SEL HZ7-AP-ADC10-P-Sss-C ) |  | \$896.02 | F1 | 2\% | \$878.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HZ7APADN100C | SEL HZ7-AP-ADN100-C) |  | \$20,550.00 | k | 31\% | \$14,179.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZZAPADN100C-1 | SEL HZ7-AP-ADN100-C) |  | \$21,474.75 | k | 31\% | \$14,817.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | HZ7APADN100C-K | SEL HZ7-AP-ADN100-C) |  | \$22,027.28 | k | 31\% | \$15,198.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HZ7-AP-ADN100-F | SEL: HZ7-AP-ADN100-F |  | \$22,605.00 | K | 31\% | \$15,597.45 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | HZ7APADN100GC | SEL HZ7-AP-ADN100-G-SSS-C ) |  | \$4,316.00 | F1 | 2\% | \$4,229.68 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | HZ7APADN100GC-I | SEL HZ7-AP-ADN100-G-sss-C ) |  | \$4,510.22 | F1 | 2\% | \$4,420.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
|  | HZ7APADN100GC-K | SEL HZ7-AP-ADN100-G-SSS-C ) |  | \$4,625.84 | F1 | 2\% | \$4,533.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7APADN100PC | SEL HZ7-AP-ADN100-P-SSS-C) |  | \$5,138.00 | F1 | 2\% | \$5,035.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7APADN100PC-1 | SEL HZ7-AP-ADN100-P-SSS-C) |  | \$5,369.21 | F1 | 2\% | \$5,261.83 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HZZ7APADN100PC-K | SEL HZ7-AP-ADN100-P-SSS-C) |  | \$5,506.86 | F1 | 2\% | \$5,396.72 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | - $\begin{aligned} & \$ 0.00 \\ & \$ 0.00\end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | vmware |
| 5 | ${ }^{\text {HZ7APADN103GC }}$ HZ7APADN103GC-1 | SEL HZ7-AP-ADN10-3G-SSS-C ) |  | $\$ 1,140.48$ $\$ 1,191.80$ | F1 | 2\% | $\$ 1,117.67$ $\$ 1,167.96$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | - ${ }^{\$ 0.00}$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | VMWARE |
| 5 | HZ7APADN103GC-K | SEL HZ7-AP-ADN10-3G-sss-C ) |  | \$1,222.36 | F1 | 2\% | \$1,197.91 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | HZ7APADN103PC | SEL HZ7-AP-ADN10-3P-SSS-C ) |  | \$1,356.96 | F1 | 2\% | \$1,329.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HZ7APADN103PC-1 | SEL HZ7-AP-ADN10-3P-SSS-C) |  | \$1,418.02 | F1 | 2\% | \$1,389.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7APADN103PC-K | SEL HZ7-AP-ADN10-3P-SsS-C) |  | \$1,454.37 | F1 | 2\% | \$1,425.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HZ7APADN10C | SEL HZ7-AP-ADN10-C) SEL HZ7-AP-ADN10-C |  | \$2,055.00 | K | 31\% | \$1,417.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HZZAPADN10C-K | SEL HZ7-AP-ADN10-C) |  | \$2,202.73 | k | 31\% | \$1,519.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | - ${ }_{\$ 0.00}^{\$ 0.00}$ | \$ $\$ 0.00$ | \$0.00 | VMWARE |
| 5 | HZ7-AP-ADN10-F | SEL: HZ7-AP-ADN10-F |  | \$2,260.50 | k | 31\% | \$1,559.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | HZ7APADN10GC | SEL HZ7-AP-ADN10-G-SSS-C ) |  | \$432.00 | F1 | 2\% | \$423.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | HZ7APADN10GC-1 | SEL HZ7-AP-ADN10-G-SSS-C ) |  | \$451.44 | F1 | 2\% | \$442.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HZ7APADN10GC-K | SEL HZ7-AP-ADN10-G-Sss-C) |  | \$463.01 | F1 | 2\% | \$453.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZZAPADN10PC | SEL HZZ-AP-ADN10-P-SSS-C) |  | \$514.00 | F1 | 2\% | \$503.72 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7APADN10PC-1 | SEL HZ7-AP-ADN10-P-SSS-C) |  | \$537.13 | F1 | 2\% | \$526.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HZ7APADN10PC-K | SEL HZ7-AP-ADN10-P-SSS-C) |  | \$550.90 | F1 | 2\% | \$539.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | HZATAPAENC100UGF | SEL: HZ7-APA-ENC $100-\mathrm{UG}-\mathrm{F}$ SEL: H7T-APA-ENC $10-\mathrm{UG}-\mathrm{F}$ |  | $\$ 31,201.50$ $\$ 3,120.70$ | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~K} \end{aligned}$ | 31\% | \$21,529.04 $\$ 2,153.28$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | CARAHSOFT CARAHSOFT |
| 5 | HZ7APAENN100UGF | SEL: HZ7-APA-ENN100-UG-F |  | \$18,697.80 | k | 31\% | \$12,901.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | - ${ }_{\text {\$0.00 }}$ | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | HZ7APAENN10UGF | SEL: HZ7-APA-ENN10-UG-F |  | \$1,868.90 | k | 31\% | \$1,289.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | HZ7APSCAC10UC | SEL HZ7-AP-STC-ADC10-UG-C ) |  | \$1,419.00 | k | 31\% | \$979.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | HZ7APSCAC10UC-1 | SEL HZ7-AP-STC-ADC 10-UG-C) |  | \$1,482.86 | k | 31\% | \$1,023.17 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | HZ7APSCAC10UC-K | SEL HZ7-AP-STC-ADC 10-UG-C ) |  | \$1,520.84 | k | 31\% | $\$ 1,049.38$ $\$ 3210.63$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | - $\begin{array}{r}\$ 0.00 \\ \$ 0.00\end{array}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VmWARE |
| 5 | HZZAPSENC10UGF | SEL: HZ7-APS-ENC 100-UG-F |  | \$46,827.00 $\$ 4,682.70$ | K | $31 \%$ $31 \%$ | \$32,310.63 $\$ 3,231.06$ | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | - ${ }^{\$ 0.00}$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | CARAHSOFT CARAHSOFT |
| 5 | HZZAPSENN100UGF | SEL: HZ7-APS-ENN100-UG-F |  | \$28,072.00 | k | 31\% | \$19,369.68 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | HZ7APSENN10UGF | SEL: HZ7-APS-ENN10-UG-F |  | \$2,807.20 | k | 31\% | \$1,936.97 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | HZ7APSTC100C | SEL HZ7-AP-STCC 100-C) |  | \$20,550.00 | k | 31\% | \$14,179.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | HZ7APSTC100C-I | SEL HZ7-AP-STC 100-C ) |  | \$21,474.75 | k | 31\% | \$14,817.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HZ7APSTC100C-K | SEL HZ7-AP-STC 100-C ) |  | \$22,027.28 | k | 31\% | \$15,198.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |


| BAND | SKU | DESCRIPTION | $\begin{array}{\|c} \begin{array}{c} \text { Model Sub } \\ \text { sku } \end{array} \end{array}$ | EMC LIST | $\begin{array}{\|c\|} \text { CATEGORY } \\ \text { CODE } \end{array}$ | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | WTY UPG ENH TO <br> PS W/MC PREM <br> LP | WTY UPG BASIC TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | HZ7-AP-STC100-F | SEL: HZ7-AP-STC100-F |  | \$22,605.00 | K | 31\% | \$15,597.45 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | ${ }^{50.00}$ | CARAHSOFT |
| 5 | HZ7APSTC100GC | SEL HZ7-AP-STC 100-G-SSS-C) |  | \$4,316.00 | F1 | 2\% | \$4,229.68 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | HZ7APSTC100GC-I | SEL HZ7-AP-STC 100-G-SSS-C) |  | \$4,510.22 | F1 | 2\% | \$4,420.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HZ7APSTCC1000C-K | SEL HZ7-AP-STC 100-G-SSS-C) |  | \$4,625.84 | F1 | 2\% | \$4,533.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HZ7APSTC100PC | SEL HZ7-AP-STC100-P-SSS-C ) |  | \$5,138.00 | F1 | 2\% | \$5,035.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HZ7APSTC100PC-1 | SEL HZZ-AP-STC 100-P-SSS-C) |  | \$5,369.21 | F1 | 2\% | \$5,261.83 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HZ7APSTCC100PC-K | SEL HZ7-AP-STC 100-P-SSS-C) |  | \$5,506.86 | F1 | 2\% | \$5,396.72 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | HZ7APSTC103GC | SEL HZ7-AP-STC10-3G-SSS-C) |  | \$1,140.48 | F1 | 2\% | \$1,117.67 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HZ7APSTC 103GC-I | SEL HZ7-AP-STC10-3G-SSS-C) |  | \$1,191.80 | F1 | 2\% | \$1,167.96 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7APSTC 103GC-K | SEL HZ7-AP-STC10-3G-SSS-C) |  | \$1,222.36 | F1 | 2\% | \$1,197.91 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HZ7APSTC103PC | SEL HZ7-AP-STC10-3P-SSS-C ) |  | \$1,356.96 | F1 | 2\% | \$1,329.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HZ7APSTC103PC-1 | SEL HZ7-AP-STC10-3P-SSS-C) |  | \$1,418.02 | F1 | 2\% | \$1,389.66 | \$0.00 | \$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HZ7APSTC103PC-K | SEL HZ7-AP-STC 10-3P-SSS-C ) |  | \$1,454.37 | F1 | 2\% | \$1,425.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7APSTC10C | SEL HZ7-AP-STC10-C) |  | \$2,055.00 | k | 31\% | \$1,417.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HZ7APSTCC10C-I | SEL HZ7-AP-STC10-C) |  | \$2,147.48 | K | 31\% | \$1,481.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HZ7APSTC10C-K | SEL HZ7-AP-STC10-C) |  | \$2,202.73 | k | 31\% | \$1,519.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE CARAHSOFT |
| 5 | HZ7-AP-STC10-F | SEL: HZ7-AP-STC10-F |  | \$2,260.50 | K | 31\% | \$1,559.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | HZ7APSTC10GC-1 | SEL HZ7-AP-STC $10-\mathrm{-S-SSS}-\mathrm{C}$ ) |  | ${ }_{\text {\$451.44 }}$ | F1 | 2\% | \$442.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | VMWARE |
| 5 | HZ7APSTC10GC-K | SEL HZ7-AP-STC 10-G-SSS-C ) |  | \$463.01 | F1 | 2\% | \$453.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HZ7APSTC10PC | SEL HZ7-AP-STC10-P-SSS-C ) |  | \$514.00 | F1 | 2\% | \$503.72 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7APSTC10PC-I | SEL HZ7-AP-STC10-P-SSS-C) |  | \$537.13 | F1 | 2\% | \$526.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HZ7APSTC10PC-K | SEL HZ7-AP-STC10-P-SSS-C ) |  | \$550.90 | F1 | 2\% | \$539.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HZ7APSTCADC100uF | SEL: HZ7-AP-STC-ADC 100-UG-F |  | \$15,609.00 | k | 31\% | \$10,770.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | HZ7APSTCADC10UG | F SEL: HZ7-AP-STC-ADC10-UG-F |  | \$1,560.90 | k | 31\% | \$1,077.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | HZ7APSTN100C | SEL HZ7-AP-STN100-C) |  | \$12,850.00 | k | 31\% | \$8,866.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | HZ7APSTN100C-I | SEL HZ7-AP-STN100-C) |  | \$13,428.25 | k | 31\% | \$9,265.49 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HZ7APSTN100C-K | SEL HZ7-AP-STN100-C) |  | \$13,752.68 | k | 31\% | \$9,489.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7-AP-STN100-F | SEL: HZ7-AP-STN100-F |  | \$14,135.00 | k | 31\% | \$9,753.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | HZ7APSTN100GC | SEL HZ7-AP-STN100-G-SSS-C ) |  | \$2,699.00 | F1 | 2\% | \$2,645.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | HZ7APSTN100GC-I | SEL HZ7-AP-STN100-G-SSS-C) |  | \$2,820.46 | F1 | 2\% | \$2,764.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HZ7APSTN1006C-K | SEL HZ7-AP-STN100-G-SSS-C) |  | \$2,892.76 | F1 | 2\% | \$2,834.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 5 | HZ7APSTN100PC HZ7APSTN100PC-1 | SEL HZZ-AP-STN100-P-SSS-C ) |  | \$3,213.00 | F1 | 2\% | \$3,148.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | \$0.00 | \$0.00 | VMWARE |
| 5 | HZ7APSTN100PC-K | SEL HZ7-AP-STN100-P-SSS-C ) |  | $\$ 3,357.59$ $\$ 3.443 .66$ | F1 F1 | 2\% | $\$ 3,290.44$ $\$ 3,744.79$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | Vmware |
| 5 | HZ7APSTN103GC | SEL HZ7-AP-STN10-3G-SSS-C) |  | \$712.80 | F1 | 2\% | \$698.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | HZ7APSTN103GC-I | SEL HZ7-AP-STN10-3G-SSS-C) |  | \$744.88 | F1 | 2\% | \$729.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HZ7APSTN103GC-K | SEL HZ7-AP-STN10-3G-SSS-C) |  | \$763.97 | F1 | 2\% | \$748.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HZ7APSTN103PC | SEL HZ7-AP-STN10-3P-SSS-C ) |  | \$847.44 | F1 | 2\% | \$830.49 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HZ7APSTN103PC-I | SEL HZZ-AP-STN10-3P-SSS-C ) |  | \$885.57 | F1 | 2\% | \$867.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HZ7APSTN103PC-K | SEL HZ7-AP-STN10-3P-SSS-C ) |  | \$908.27 | F1 | 2\% | \$890.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7APSTN10C | SEL HZ7-AP-STN10-C) |  | \$1,285.00 | k | 31\% | \$886.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | HZ7APSTN10C-I | SEL HZ7-AP-STN $10-C$ ( |  | \$1,342.83 | K | 31\% | \$926.55 | \$0.00 | \$8.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HZ7APSTN10C-K | SEL HZ7-AP-STN10-C) |  | $\$ 1,375.27$ $\$ 1,413.50$ | K | $31 \%$ $31 \%$ | \$948.94 $\$ 975.32$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE CARAHSOFT |
| 5 | HZ7APSTN10GC | SEL HZ7-AP-STN10-G-SSS-C ) |  | \$270.00 | F1 | 2\% | \$264.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HZ7APSTN10GC-1 | SEL HZ7-AP-STN10-G-SSS-C ) |  | \$282.15 | F1 | 2\% | \$276.51 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7APSTN10GC-K | SEL HZ7-AP-STN10-G-sss-C ) |  | \$289.38 | F1 | 2\% | \$283.59 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | HZ7APSTN10PC | SEL HZ7-AP-STN10-P-SSS-C ) |  | \$321.00 | F1 | 2\% | \$314.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmWARE |
| 5 | HZ7APSTN10PC-I | SEL HZ7-AP-STN10-P-SSS-C ) |  | \$335.45 | F1 | 2\% | \$328.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HZ7APSSTN10PC-K | SEL HZ7-AP-STN10-P-SSS-C) |  | \$344.05 | F1 | 2\% | \$337.17 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | HZ7APSTNADN100UF | SEL: HZ7-AP-STN-ADN100-UG-F |  | \$9,317.00 | K | 31\% | \$6,428.73 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | HZ7APSTNADN10UG | F SEL: HZ7-AP-STN-ADN10-UG-F |  | \$931.70 | k | 31\% | \$642.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | HZ7AVAAPADC100UF HZ7AVAAPADC10UG | F SEL: HZ7-AVA-APADC100-UG-F |  | \$21,780.00 $\$ 2.178 .00$ | K | $31 \%$ $31 \%$ | $\$ 15.028 .20$ $\$ 1.502 .82$ $\$ .508$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$ $\$ 0.00$ | \$ $\$ 0.00$ | \$\$.00 | CARAHSOFT |
| 5 | HZ7AAAAPADC10UG | GFEL: |  | $\$ 2,178.00$ $\$ 12,463.00$ | k | 31\% | \$ $\$ 8,5059.897$ | $\$ 0.00$ $\$ 0.00$ | \$\$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 $\$ 0.00$ | \$\$0.00 | CARAHSOFT |
| 5 | HZ7AVAAPADN10UG | FSEL: HZ7-AVA-APADN10-UG-F |  | \$1,246.30 | k | 31\% | \$859.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | HZ7AVSAPADC100uF | F SEL: HZ7-AVS-APADC $100-\mathrm{UG}$-F |  | \$29,221.50 | K | 31\% | \$20,162.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | HZ7AVSAPADC10UG | F SEL: HZ7-AVS-APADC10-UG-F |  | \$2,922.70 | k | 31\% | \$2,016.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | HZ7AASAPADN100UF | F SEL: HZ7-AVS-APADN100-UG-F |  | \$17,363.50 | K | 31\% | \$11,980.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 5 | HZ7AVSAPADN10UG HZ7DADC100GC | FSEL: HZ7-AVS-APADN10-UG-F SEL HZ7-ADA-ADC $100-U G-C)$ |  | $\$ 1,736.90$ $\$ 11,330.00$ | K | $31 \%$ $31 \%$ | $\$ 1,198.46$ $\$ 7.817 .70$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | CARAHSOFT VMWARE |
| 5 | HZZDADC100GC-1 | SEL HZ7-ADA-ADC $100-\mathrm{UG}-\mathrm{C}$ ) |  | \$11,839.85 | k | 31\% | \$8,169.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7DADC100GC-K | SEL HZ7-ADA-ADC $100-\mathrm{UG}$-C) |  | \$12,143.73 | k | 31\% | \$8,379.17 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7E100AERCC | SEL HZ7-E100-AERC-C ) |  | \$43,750.00 | k | 31\% | \$30,187.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HZ7E100AERCC-I | SEL HZ7-E100-AERC-C ) |  | \$45,718.75 | k | 31\% | \$31,545.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HZ7E100AERCC-K | SEL HZ7-E100-AERC-C) |  | \$46,927.67 | k | 31\% | \$32,380.09 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HZ7E100AERCGC | SEL HZ7-E100-AERC-G-SSS-C ) |  | \$9,188.00 | F1 | 2\% | \$9,004.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | HZ7E100AERCGC-I | SEL HZ7-E100-AERC-G-SSS-C ) |  | \$9,601.46 | F1 | 2\% | \$9,409.43 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | \$0.00 | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \\ & \hline \end{aligned}$ |  |
| 5 | HZ7E100AERCGC-K HZ7E100AERCPC | SEL HZ7-E100-AERC-G-SSS-C ) SEL HZ7-E100-AERC-P-Sss-C ) |  | $\$ 9,847.60$ $\$ 10,938.00$ | F1 F1 | 2\% | $\$ 9,650.65$ $\$ 10,719.24$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | VmWare <br> VMWARE |
| 5 | HZ7E100AERCPC-I | SEL HZ7-E100-AERC-P-SSS-C) |  | \$11,430.21 | F1 | $2 \%$ | \$11,201.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | HZ7E100AERCPC-K | SEL HZ7-E100-AERC-P-SsS-C ) |  | \$11,723.24 | F1 | 2\% | \$11,488.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HZ7E100ER3PC | SEL HZ7-E100-AERC-3P-SSS-C ) |  | \$28,876.32 | F1 | 2\% | \$28,298.79 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HZ77100ER3PC-I | SEL HZ7-E100-AERC-3P-SSS-C) |  | \$30,175.75 | F1 | 2\% | \$29,572.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 5 | HZ7E100ER3PC-K HZ7E100ERC3C | SEL HZ7-E100-AERC-3P-SSS-C ) SEL HZ7-E100-AERC-3G-SSS-C |  | ${ }_{\$ 24,256.32}$ | F1 F1 | 2\% | \$30,330.35 $\$ 23,771.19$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE VMWARE |
| 5 | HZ7E100ERC3C-1 | SEL HZ7-E100-AERC-3G-Sss-C ) |  | \$25,347.85 | F1 | 2\% | \$24,840.89 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | HZ7E100ERC3C-k | SEL HZ7-E100-AERC-3G-Sss-C ) |  | \$25,997.68 | F1 | 2\% | \$25,477.73 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HZ7E10AERC3GC | SEL HZ7-E10-AERC-3G-SSS-C ) |  | \$2,426.16 | F1 | 2\% | \$2,377.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |


| BAND | SKU | DESCRIPTION | Model Sub sku | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT <br> PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | WTY UPG ENH TO <br> PS W/MC PREM <br> LP | WTY UPG BASIC TO PS ENHLP | RENEWAL | THIRD PARTY PRODUCT partner |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | HZ7E10AERC3GC-I | SEL HZ7-E10-AERC-3G-SSS-C ) |  | \$2,535.34 | F1 | 2\% | \$2,484.63 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | Hz7E10AERC3GC-K | SEL HZ7-E10-AERC-3G-SSS-C ) |  | \$2,600.34 | F1 | 2\% | \$2,548.33 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HZ7E10AERC3PC | SEL HZ7-E10-AERC-3P-Sss-C ) |  | \$2,888.16 | F1 | 2\% | \$2,830.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HZ7E10AERC3PC-I | SEL HZ7-E10-AERC-3P-SSS-C ) |  | \$3,018.13 | F1 | 2\% | \$2,957.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmWare |
| 5 | HZ7E10AERC3PC-K | SEL HZ7-E10-AERC-3P-SSS-C ) |  | \$3,095.50 | F1 | 2\% | \$3,033.59 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HZ7E 10AERCC | SEL HZ7-E10-AERC-C) |  | \$4,375.00 | K | $31 \%$ $31 \%$ | \$3,018.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$0.00 | VMWARE |
| 5 | HZ7E10AERCC-1 | SEL HZ7-E10-AERC-C) |  | \$4,571.88 | k | 31\% | \$3,154.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmWare |
| 5 | HZ7E10AERCC-K | SEL HZ7-E10-AERC-C) |  | \$4,692.77 | k | 31\% | \$3,238.01 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | HZ7E10AERCGC | SEL H27-E10-AERC-G-SSS-C) |  | \$991.00 | F1 | 2\% | \$900.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HZ7E10AERCGC-1 | SEL HZ7-E10-AERC-G-sss-C ) |  | \$960.36 | F1 | 2\% | \$941.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmWare |
| 5 | HZ7E10AERCGC-K | SEL HZ7-E10-AERC-G-SSS-C ) |  | \$984.98 | F1 | 2\% | \$965.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7E10AERCPC | SEL HZ7-E10-AERC-P-SSS-C ) |  | \$1,094.00 | F1 | 2\% | \$1,072.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7E10AERCPC-1 | SEL HZ7-E10-AERC-P-Sss-C ) |  | \$1,143.23 | F1 | 2\% | \$1,120.37 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7E10AERCPC-K HZ7E10AERCUGC | SEL HZ7-E10-AERC-P-SSS-C ) |  | \$1,172.54 | F1 | $2 \%$ $31 \%$ | \$1,149.09 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HZ7E10AERCUGC HZ7E10AERCUGC-I | SEL HZ7-E10-AERC-UG-C) SEL HZ7-E10-AERC-UG-C) |  | $\$ 1,419.00$ $\$ 1,482.86$ | K k | $31 \%$ $31 \%$ | \$ $\$ 1.079 .11$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | HZ7E10AERCUGC-K | SEL HZ7-E10-AERC-UG-C) |  | \$1,520.84 | k | 31\% | \$1,049.38 | \$0.00 | \$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | \$80.00 | \$\$0.00 | VMWARE |
| 5 | HZ7EDENC100UC | SEL HZ7-ADA-ENC100-UG-C ) |  | \$31,240.00 | k | 31\% | \$21,555.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | HZ7EDENC100UC-I | SEL HZ7-ADA-ENC $100-\mathrm{UG}$-C ) |  | \$32,645.80 | k | 31\% | \$22,525.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HZ7EDENC100UC-K | SEL HZ7-ADA-ENC100-UG-C) |  | \$33,519.77 | k | 31\% | \$23,128.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7ENAENC100UGF | SEL: HZ7-ENA-ENC 100-UG-F |  | \$18,755.00 | k | 31\% | \$12,940.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | HZ7ENAENC10UGF | SEL: HZ7-ENA-ENC10-UG-F |  | \$1,875.50 | k | 31\% | \$1,294.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | HZ7ENAENN100UGF | SEL: HZ7-ENA-ENN 100-UG-F |  | \$8,107.00 | k | $31 \%$ $31 \%$ | \$5,593.83 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$0.00 | CARAHSOFT |
| 5 | HZ7ENAENN10UGF | SEL: HZ7-ENA-ENN10-UG-F |  | \$810.70 | K | 31\% | \$559.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | HZ7ENC1003GC | SEL HZ7-ENC-100-3G-SSS-C) |  | \$32,849.52 ${ }_{\text {\$34.327 }}$ | F1 | 2\% | ${ }_{\text {\$33, }}^{\$ 32,641.50}$ | \$0.00 | \$0.00 | \$\$0.00 | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 000$ | \$\$0.00 | \$\$.00 | VMWARE |
| 5 | HZ7ENC1003GCV2-K | SEL HZ7-ENC-100-3G-Sss-C ) |  | \$35,207.78 | F1 | 2\% | \$34,503.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HZZENC1003PC | SEL HZ7-ENC-100-3P-Sss-C ) |  | \$39,106.32 | F1 | 2\% | \$38,324.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ77ENC1003PC-I | SEL HZ7-ENC-100-3P-SSS-C ) |  | \$40,866.10 | F1 | 2\% | \$40,048.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7ENC1003PCV2-K | SEL HZ7-ENC-100-3P-SSS-C ) |  | \$41,913.75 | F1 | 2\% | \$41,075.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7ENC100C | SEL HZ7-ENC-100-C) |  | \$59,250.00 | K | 31\% | \$40,882.50 | $\$ 0.00$ $\$ 000$ | \$9.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$\$.00 | \$9.00 | VmWARE |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | HZ7ENC100C-I HZ7ENC $100 C V 2-K$ | SEL HZ7-ENC-100-C) |  | ${ }_{\$ 63,476.86}^{\$ 61,91.25}$ | $\begin{aligned} & \mathrm{k} \\ & \mathrm{k} \end{aligned}$ | $\begin{aligned} & 31 \% \\ & 31 \% \end{aligned}$ | $\begin{aligned} & \$ 42,722.21 \\ & \$ 43,799.03 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \\ & \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | HZ7ENC100GC | SEL HZ7-ENC-100-G-SSS-C ) |  | \$12,443.00 | F1 | 2\% | \$12,194.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | HZ7ENC100GC-I | SEL HZ7-ENC-100-G-SSS-C) |  | \$13,002.94 | F1 | 2\% | \$12,742.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7ENC100GCV2-K | SEL HZ7-ENC-100-G-SSS-C) |  | \$13,336.28 | F1 | 2\% | \$13,069.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7ENC100PC | SEL HZ7-ENC-100-P-SSS-C ) |  | \$14,813.00 | F1 | 2\% | \$14,516.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HZ7ENC100PC-I | SEL HZ7-ENC-100-P-SSS-C) |  | \$15,479.59 | F1 | 2\% | \$15,170.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HZ7ENC100PCV2-K | SEL HZ7-ENC-100-P-SSS-C) |  | \$15,876.43 | F1 | 2\% | \$15,558.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7ENC103GC | SEL HZ7-ENC-10-3G-SSS-C) |  | \$3,284.16 | F1 | ${ }^{2 \%}$ | \$3,218.48 | \$0.00 | \$0.00 | $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | HZ7ENC103GC-I HZ7ENC103GCV2-K | SEL HZ7-ENC-10-3G-SSS-C) SEL HZ7-ENC-10-3G-SSS-C) |  | $\$ 3,431.95$ $\$ 3,519.93$ | F1 | 2\% | $\$ 3,363.31$ $\$ 3,499.53$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE VMWARE |
| 5 | HZ7ENC103PC | SEL HZ7-ENC-10-3P-SSS-C ) |  | \$3,909.84 | F1 | 2\% | \$3,831.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HZ7ENC103PC-I | SEL HZ7-ENC-10-3P-SSS-C) |  | \$4,085.78 | F1 | 2\% | \$4,004.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7ENC103PCV2-K | SEL HZ7-ENC-10-3P-SSS-C) |  | \$4,190.53 | F1 | 2\% | \$4,106.72 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7ENC10C | SEL HZ7-ENC-10-C) |  | \$5,925.00 | K | 31\% | \$4,088.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | HZ7ENC10C-I | SEL HZ7-ENC-10-C ) |  | \$6,191.63 | k | 31\% | \$4,272.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 5 | HZ7ENC10CV2-K | SEL HZ7-ENC-10-C) |  | $\$ 6,347.69$ $\$ 12400$ | K | 31\% | \$4,379.91 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | HZ7ENC10GC-I | SEL HZ7-ENC-10-G-SSS-C) |  | \$1,244.00 | F1 | 2\% | \$ $\$ 1,273.98$ | \$0.00 | \$ $\$ 0.00$ | \$ $\$ 0.00$ | \$ $\$ 0.00$ | \$0.00 | S0.00 S0.00 | \$90.00 | VMWARE |
| 5 | HZ7ENC10GCV2-K | SEL HZ7-ENC-10-G-Sss-C ) |  | \$1,333.31 | F1 | 2\% | \$1,306.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | HZ7ENC10PC | SEL HZ7-ENC-10-P-SSS-C) |  | \$1,481.00 | F1 | 2\% | \$1,451.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7ENC10PC-I | SEL HZ7-ENC-10-P-SSS-C) |  | \$1,547.65 | F1 | 2\% | \$1,516.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7ENC10PCV2-K | SEL HZ7-ENC-10-P-SSS-C) |  | \$1,587.32 | F1 | 2\% | \$1.555.57 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VIMWARE |
| 5 5 | HZ7ENC2503PSSSF | SEL: $\mathrm{HZ7}$-ENC-250-3P-SSS-F SEL: HZ7-ENC-250-P-SSS-F |  | \$107,538.02 $\$ 40.734 .10$ | K | 31\% | \$74,201.23 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | CARAHSOFT CARAHSOFT |
| 5 | HZ7ENC5003PSSSF | SEL: HZ7-ENC-500-3P-SSS-F |  | \$215,078.95 | k | 31\% | \$148,404.48 | \$0.00 | \$ $\$ 0.00$ | \$ $\$ 0.00$ | S0.00 S0.00 | \$0.00 | \$ $\$ 0.00$ | \$0.00 | CARAHSOFT |
| 5 | HZ7ENC500PSSSF | SEL: HZ7-ENC-500-P-SSS-F |  | \$81,469.30 | k | 31\% | \$56,213.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | CARAHSOFT |
| 5 | HZ7ENN1003GC | SEL HZ7-ENN-100-3G-SSS-C ) |  | \$19,987.44 | F1 | 2\% | \$19,587.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7ENN1003GC-I | SEL HZ7-ENN-100-3G-SSS-C ) |  | \$20,886.87 | F1 | 2\% | \$20,469.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HZ7ENN1003GCV2-K | SEL HZ7-ENN-100-3G-Sss-C ) |  | \$21,422.33 | F1 | 2\% | \$20,993.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HZ7ENN1003PC HZ7ENN1003PC-1 | SEL HZ7-ENN-100-3P-SSS-C) SEL HZ7-ENN-100-3P-SSS-C) |  | $\$ 23,794.32$ $\$ 24,86506$ | F1 | 2\% | \$23,318.43 $\$ 24,36776$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  |
| 5 | HZ7ENN1003PC-I HZ7ENN1003PCV2-K | SEL HZ7-ENN-100-3P-SSS-C ) |  | ${ }_{\$ 25,502.51}$ | F1 | 2\% | \$24,367.76 | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | HZ7ENN100C | SEL HZ7-ENN-100-C) |  | \$36,050.00 | k | 31\% | \$24,874.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7ENN100C-I | SEL HZ7-ENN-100-C) |  | \$377,672.25 | k | 31\% | \$25,993.85 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HZ7ENN100CV2-K | SEL HZ7-ENN-100-C) |  | \$38,653.08 | K | 31\% | \$26,670.63 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7ENN100GC | SEL HZ7-ENN-100-G-SSS-C) |  | \$7,571.00 | F1 | 2\% | \$7,419.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HZZ7ENN100GGCV2-K | SEL L $27-$-NN-100-G-SSS-C) |  | \$ $\$ 8,9111.70$ | F1 | 2\% | \$\$7,753.47 | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWWARE |
| 5 | HZ7ENN100PC | SEL HZ7-ENN-100-P-SSS-C ) |  | \$9,013.00 | F1 | 2\% | \$8,832.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7ENN100PC-I | SEL HZ7-ENN-100-P-SSS-C) |  | \$9,418.59 | F1 | 2\% | \$9,230.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HZ7ENN100PCV2-K | SEL HZ7-ENN-100-P-SSS-C) |  | \$9,660.04 | F1 | 2\% | \$9,466.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HZ7ENN103GC | SEL HZ7-ENN-10-3G-SSS-C) |  | \$1,998.48 | F1 | 2\% | \$1,958.51 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$0.00 | VmWARE |
| 5 5 | HZ7ENN103GC-I | SEL HZ7-ENN-10-3G-SSS-C) SEL HZ7-ENN-10-3G-SSS-C) |  | \$2,088.41 $\$ 2,141.95$ | F1 | 2\% | \$2,046.64 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | HZ7ENN103PC | SEL HZ7-ENN-10-3P-SSS-C ) |  | \$2,378.64 | F1 | 2\% | \$2,331.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | HZ7ENN103PC-I | SEL HZ7-ENN-10-3P-SSS-C) |  | \$2,485.68 | F1 | 2\% | \$2,435.97 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7ENN103PCV2-K | SEL HZ7-ENN-10-3P-SSS-C ) |  | \$2,549.40 | F1 | 2\% | \$2,498.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
|  | HZ7ENN10C | SEL HZ7-ENN-10-C ) |  | \$3,605.00 | K | 31\% | \$2,487.45 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | VMWARE |


| BAND | SKU | description | Model Sub sku | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | WTY UPG ENH TO <br> PS W/MC PREM <br> LP | WTY UPG BASIC TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT partner |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | HZ7ENN10C-1 | SEL HZ7-ENN-10-C) |  | \$3,767.23 | K | 31\% | \$2,599.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HZ7ENN10CV2-K | SEL HZ7-ENN-10-C) |  | \$3,865.31 | k | 31\% | \$2,667.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HZZENN10GC | SEL HZ7-ENN-10-G-SSS-C ) |  | \$757.00 | F1 | 2\% | \$741.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HZ7ENN10GC-I | SEL HZ7-ENN-10-G-Sss-C) |  | \$791.07 | F1 | 2\% | \$775.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmWare |
| 5 | HZ7ENN10GCV2-K | SEL HZ7-ENN-10-G-SSS-C) |  | \$811.35 | F1 | 2\% | \$795.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | VmWare |
| 5 | HZ7ENN10PC | SEL HZ7-ENN-10-P-SSS-C) |  | \$901.00 | F1 | 2\% | \$882.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$0.00 | VMWARE |
| 5 | HZ7ENN10PC-I | SEL HZ7-ENN-10-P-SSS-C ) |  | \$941.55 | F1 | 2\% | \$922.72 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7ENN10PCV2-K | SEL HZ7-ENN-10-P-SSS-C ) |  | \$965.68 | F1 | 2\% | \$946.37 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HZ7ENN1K3PSSSF | SEL: HZ7-ENN-11-3P-SSS-F |  | \$261,723.00 | K | $31 \%$ $31 \%$ | \$180,588.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | HZ7ENN1KPSSSF | SEL: HZ7-ENN-11-P-SSS-F |  | \$99,137.50 | k | 31\% | \$68,404.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | HZ7ENN2003PSSSF | SEL: HZ7-ENN-200-3P-SSS-F |  | \$52,309.75 | k | 31\% | \$36,093.73 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | HZ7ENN200PSSSF | SEL: HZ7-ENN-200-P-SSS-F |  | \$19,814.30 | k | 31\% | \$13,671.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | HZ7ENN203PSSSF | SEL: HZ7-ENN-20-3P-SSS-F |  | \$5,230.10 | k | 31\% | \$3,608.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | HZZENN20PSSSF | SEL: HZ7-ENN-20-P-SSS-F |  | \$1,981.10 | k | 31\% | \$1,366.96 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | HZ7ENN5003PSSSF | SEL: HZ7-ENN-500-3P-SSS-F |  | \$130,862.95 | k | 31\% | \$90,295.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | HZ7ENN500PSSSF | SEL: HZ7-ENN-500-P-SSS-F |  | \$49,569.30 | K | 31\% | \$34,202.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | HZ7ENNA1003GC | SEL HZ7-ENN-A100-3G-SSS-C ) |  | \$16,272.96 | F1 | 2\% | \$15,947.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7ENNA1003GC-I | SEL HZ7-ENN-A100-3G-SSS-C) |  | \$17,005.24 | F1 | 2\% | \$16,665.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7ENNA1003GC-K | SEL HZ7-ENN-A100-3G-SSS-C) |  | \$17,441.19 | F1 | 2\% | \$17,092.37 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HZ7ENNA1003PC | SEL HZ7-ENN-A100-3P-SSS-C) |  | \$19,372.32 | F1 | 2\% | \$18,984.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7ENNA1003PC-I | SEL HZ7-ENN-A100-3P-SSS-C ) |  | \$20,244.07 | F1 | 2\% | \$19,839.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7ENNA1003PC-K | SEL HZ7-ENN-A100-3P-SSS-C ) |  | \$20,763.06 | F1 | 2\% | \$20,347.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7ENNA 100 C | SEL HZ7-ENN-A100-C) |  | \$29,350.00 | K | 31\% | \$20,251.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7ENNA100GC | SEL HZ7-ENN-A100-G-SSS-C ) |  | \$ $\$ 6,164.00$ | F1 | 2\% | \$6,040.72 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$80.00 | \$0.00 | VMWARE |
| 5 | HZ7ENNA100GC--1 | SEL HZ7-ENN-A100-G-Sss-C ) |  | \$6,441.38 | F1 | 2\% | \$6,312.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | HZ7ENNA100GC-K | SEL HZ7-ENN-A100-G-SSS-C ) |  | \$6,606.51 | F1 | 2\% | \$6,474.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7ENNA100PC | SEL HZ7-ENN-A100-P-SSS-C) |  | \$7,338.00 | F1 | 2\% | \$7,191.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7ENNA100PC-I | SEL HZ7-ENN-A100-P-SSS-C ) |  | \$7,688.21 | F1 | 2\% | \$7,514.85 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HZ7ENNA100PC-K | SEL HZ7-ENN-A100-P-SSS-C ) |  | \$7,864.79 | F1 | 2\% | \$7,707.49 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7ENNA100UGC | SEL HZ7-ENN-A100-UG-C) |  | \$9,680.00 | K | 31\% | \$6,679.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7ENNA100UGC-I | SEL HZ7-ENN-A100-UG-C) |  | \$10,115.60 | k | 31\% | \$6,979.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7ENNA100UGC-K | SEL HZ7-ENN-A100-UG-C ) |  | \$10,381.55 | k | 31\% | \$7,163.27 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | HZ7ENNA103GC | SEL HZ7-ENN-A10-3G-SSS-C ) |  | \$1,626.24 | F1 | 2\% | \$1,593.72 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7ENNA103GC-I | SEL HZ7-ENN-A10-3G-SSS-C ) |  | \$1,699.42 | F1 | 2\% | \$1,665.43 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7ENNA103GC-K | SEL HZ7-ENN-A10-3G-Sss-C ) |  | \$1,742.99 | F1 | 2\% | \$1,708.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7ENNA103PC | SEL HZ7-ENN-A10-3P-SSS-C) |  | \$1,937.76 | F1 | 2\% | \$1,899.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | HZ7ENNA103PC-I | SEL HZ7-ENN-A10-3P-SSS-C ) |  | \$2,024.96 | F1 | 2\% | \$1,984.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7ENNA103PC-K | SEL HZ7-ENN-A10-3P-SSS-C ) |  | \$2,076.87 | F1 | $2 \%$ $31 \%$ | \$2,035.33 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 5 | HZ7ENNA10C | SEL HZ7-ENN-A10-C ) |  | \$2,935.00 | K | 31\% | \$2,025.15 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | vmware VMWARE |
| 5 | HZZ7ENA ${ }^{\text {HZIOC-I }}$ | SEL HZ7-ENN-A10-C ) SEL HZ7-ENN-A10-C) |  | \$3,067.08 | K | 31\% | \$2,116.29 $\$ 2,170.13$ | \$0.00 $\$ 0.00$ | \$\$0.00 | \$0.00 | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$ $\$ 0.00$ | \$ $\$ 0.00$ | VMWARE |
| 5 | HZ7ENNA10GC | SEL HZ7-ENN-A10-G-SSS-C ) |  | \$616.00 | F1 | 2\% | \$603.68 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7ENNA10GC-I | SEL HZ7-ENN-A10-G-SSS-C ) |  | \$643.72 | F1 | 2\% | \$630.85 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7ENNA10GC-K | SEL HZ7-ENN-A10-G-SSSC) |  | \$660.22 | F1 | 2\% | \$647.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$0.00 |  |
| 5 | HZ7ENNA 10PC | SEL HZ7-ENN-A10-P-SSS-C) |  | \$734.00 | F1 | 2\% | \$719.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 5 | HZ7ENNA10PC-I | SEL HZ7-ENN-A10-P-SSS-C) SEL HZ7-ENN-A10--SSS-C) |  | $\$ 767.03$ $\$ 786.69$ | F1 | 2\% | $\$ 751.69$ $\$ 770.96$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | HZZENNA1OUGC | SEL HZ7-ENN-A10---SSS-C) |  | \$786.69 | F1 | 31\% | \$770.96 $\$ 667.92$ | $\$ 0.00$ $\$ 0.00$ | \$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HZ7ENNA10UGC-I | SEL HZ7-ENN-A10-UG-C ) |  | \$1,011.56 | k | 31\% | \$697.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | HZ7ENNA10UGC-K | SEL HZ7-ENN-A10-UG-C) |  | \$1,038.16 | K | 31\% | \$716.33 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7GAEN10UGC | SEL HZ7-APS-ENN10-UG-C) |  | \$2,552.00 | k | 31\% | \$1,760.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | HZ7GAEN10UGC-1 | SEL HZ7-APS-ENN10UG-C) |  | \$2,666.84 | K | 31\% | \$11.840.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 5 | HZ7GAEN10UGC-K HZ7GUAN10UGC | SEL HZ7-APS-ENN10-UG-C) |  | \$2,731.38 | K | 31\% | \$1,854.65 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | HZ7GUAN10UGC-1 | SEL LZ7-ENA-ENN10-UG-C) |  | \$777.017 | k | 31\% | \$508.53 $\$ 531.42$ | \$0.00 | \$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | \$9.00 | \$0.00 | VMWARE |
| 5 | HZ7GUAN10UGC-K | SEL HZ7-ENA-ENN10-UG-C) |  | \$792.98 | k | 31\% | \$547.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7LXC1003GC | SEL HZ7-LXC-100-3G-Sss-C ) |  | \$8,566.80 | F1 | 2\% | \$8,395.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HZ7LXCC1003GC-I | SEL HZ7-LXC-100-3G-SSS-C ) |  | \$9,423.48 | F1 | 2\% | \$9,235.01 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HZ7LXC 1003GC-K | SEL HZ7-LXC-100-3G-Sss-C ) |  | \$9,341.96 | F1 | 2\% | \$9,155.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7LXC1003PC | SEL HZ7-LXC-100-3P-SSS-C ) |  | \$10,198.32 | F1 | 2\% | \$9,994.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | HZZLXCC1003PC-1 | SEL HZ7-LXC-100-3P-SSS-C ) |  | \$11,218.15 | F1 | 2\% | \$10,993.79 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | HZ77 $\times$ CC1003PC-K | SEL HZ7-LXC-100-3P-SSS-C ) |  | \$11,121.11 | F1 | 2\% | \$10,898.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | HZ7LXC100C | SEL HZ7-LXC-100-C) |  | \$15,450.00 | K | 31\% | \$10,660.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HZ7LXC100C-K | SEL HZ7-LXC-100-C) |  | \$16,817.35 | k | 31\% | \$11,603.97 | \$0.00 $\$ 000$ | \$90.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9.00 | VmWARE |
| 5 | HZZLXC100GC | SEL HZ7-LXC-100-G-SSS-C ) |  | \$3,245.00 | F1 | 2\% | \$3,180.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7LXC100GC-I | SEL HZ7-LXC-100-G-SSS-C) |  | \$3,569.50 | F1 | 2\% | \$3,498.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HZ7LXC100GC-K | SEL HZ7-LXC-100-G-SSS-C) |  | \$3,538.62 | F1 | 2\% | \$3,467.85 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7LXC 100PC | SEL HZ7-LXC-100-P-SSS-C) |  | \$3,863.00 | F1 | 2\% | \$3,785.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9.00 | \$0.00 | VMWARE |
|  | HZ7LXC103GC | SEL HZ7-LXC-10-3G-sss-C) |  | \$855.36 | F1 | 2\% | \$838.25 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | \$0.00 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 | Vmware |
| 5 | HZ7LXC103GC-1 | SEL HZ7-LXC-10-3G-SSS-C) |  | \$940.90 | F1 | 2\% | \$922.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HZ7LXC103GC-K | SEL HZ7-LXC-10-3G-Sss-C) |  | \$932.75 | F1 | 2\% | \$914.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7LLCC103PC | SEL HZ7-LXC-10-3P-SSS-C) |  | \$1,019.04 | F1 | 2\% | - $\$ 998.66$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 5 | HZ7LXC103PC-I | SEL HZ7-LXC-10-3P-SSS-C ) |  | $\$ 1,120.94$ $\$ 1,111.25$ | F1 F1 | 2\% | \$1,098.52 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | Hz7LXC10C | SEL HZ7-LXC-10-C ) |  | \$1,545.00 | к | 31\% | \$1,066.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |


| BAND | SKU | description | Model Sub sku sku | EMC LIST PRICE USD | category CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\begin{array}{\|l\|} \hline \text { WTY UPG ENH TO } \\ \text { PS W/MC PREM } \end{array}$ LP | wTY UPG BASIC TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | HZ7LXC10C-I | SEL HZ7-LXC-10-C) |  | \$1,699.50 | K | 31\% | \$1,172.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HZ7LXC10C-K | SEL HZ7-LXC-10-C ) |  | \$1,681.73 | K | 31\% | \$1,160.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HZ7LXC10GC | SEL Hz7-LXC-10-G-SSS-C ) |  | \$324.00 | F1 | 2\% | \$317.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HZZLXC10GC-1 | SEL HZ7-LXC-10-G-Sss-C ) |  | \$356.40 | F1 | 2\% | \$349.27 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmWare |
| 5 | HZ7LXC10GC-K | SEL HZ7-LXC-10-G-SSS-C ) |  | \$353.32 | F1 | 2\% | \$346.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HZ7LXC10PC | SEL Hz7-LXC-10-P-Sss-C ) |  | \$386.00 | F1 | 2\% | \$378.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | Hz7LXC10PC-I | SEL Hz7-LXC-10-P-SSS-C ) |  | \$424.60 | F1 | 2\% | \$416.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7LXC10PC-K | SEL HZ7-LXC-10-P-SSS-C) |  | \$420.92 | F1 | 2\% | \$412.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | HZ7PCAC100GC | SEL HZ7-AP-STC-ADC $100-\mathrm{UG}-\mathrm{C}$ ) |  | \$14,190.00 | k | 31\% | \$9,791.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmWare |
| 5 | HZ7PCAC100GC-I | SEL HZ7-AP-STC-ADC100-UG-C ) |  | \$14,828.55 | , | 31\% | \$10,231.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HZ7PCAC100GC-K | SEL HZ7-AP-STC-ADC $100-\mathrm{UG}-\mathrm{C}$ ) |  | \$15,208.40 | k | 31\% | \$10,493.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | HZ7PSADN10UGC | SEL HZ7-AP-STN-ADN10-UG-C ) |  | \$847.00 | k | 31\% | \$584.43 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7PPADN10UGC-I | SEL HZ7-AP-STN-ADN10-UG-C) |  | \$885.12 | k | 31\% | \$610.73 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7PSADN10UGC-K | SEL HZ7-AP-STN-ADN10-UG-C ) |  | \$907.91 | k | 31\% | \$626.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HZ7SNAD100UC HZ7SNAD100UC- | SEL HZ7-AP-STN-ADN100-UG-C) SEL HZ7-AP-STN-ADN100-UG-C) |  | $\$ 8,470.00$ $\$ 8.851 .15$ | K | $31 \%$ $31 \%$ | $\$ 5,844.30$ $\$ 6.107 .29$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VmWARE |
| 5 | HZ7SNAD100UC-I HZ7SNAD100UC-K | SEL HZ7-AP-STN-ADN100-UG-C ) SEL HZ7-AP-STN-ADN100-UG-C ) |  | \$8,851.15 \$9,079.07 | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~K} \end{aligned}$ | $\begin{aligned} & 31 \% \\ & 31 \% \end{aligned}$ | $\begin{aligned} & \$ 6,107.29 \\ & \$ 6,264.56 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 8.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | VMWARE VMWARE |
| 5 | HZ7STA1003GV2-K | SEL HZZ-STD-A100-3G-SSS-C ) |  | \$11,618.03 | F1 | 2\% | \$11,385.67 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7STA1003PV2-K | SEL HZ7-STD-A100-3P-SSS-C) |  | \$13,830.72 | F1 | 2\% | \$13,554.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | \$0.00 | ${ }_{\$ 0.00}$ | VmWARE |
| 5 | HZ7STAADC100UGF | SEL: HZ7-STA-ADC 100-UG-F |  | \$26,136.00 | k | 31\% | \$18,033.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | HZ7STAADC10UGF | SEL: HZ7-STA-ADC10-UG-F |  | \$2,613.60 | k | 31\% | \$1,803.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | HZ7STAADCA 100UGF | SEL: HZ7-STA-ADCA100-UG-F |  | \$13,673.00 | k | 31\% | \$9,434.37 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | HZ7STAADCA10UGF | SEL: HZ7-STA-ADCA10-UG-F |  | \$1,367.30 | k | 31\% | \$943.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | HZ7STAADN200UGF | SEL: HZ7-STA-ADN200-UG-F |  | \$38,659.50 | k | 31\% | \$26,675.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | HZ7STAADN20UGF | SEL: HZ7-STA-ADN20-UG-F |  | \$3,866.50 | k | 31\% | \$2,667.89 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | HZ7STAADNA200UGF | SEL: HZ7-STA-ADNA200-UG-F |  | \$26,075.50 | k | 31\% | \$17,992.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | HZ7STAADNA2OUGF | SEL: HZ7-STA-ADNA20-UG-F |  | \$2,608.10 | K | 31\% | \$1,799.59 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | HZ7STAENCA100UGF | SEL: HZ7-STA-ENCA100-UG-F |  | \$29,288.60 | k | 31\% | \$20,209.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | HZ7STAENCA10UGF HZ7STAENNA200UGF | SEL: HZ7-STA-ENCA10-UG-F |  | $\$ 2,928.20$ $\$ 11,842.60$ | K K | $31 \%$ $31 \%$ | \$2,020.46 $\$ 8.171 .39$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | CARAHSOFT CARAHSOFT |
| 5 | HZ7STAENNA2OUGF | SEL: HZ7-STA-ENNA20-UG-F |  | \$ $\$ 1,183.60$ | K | 31\% | \$8816.68 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$80.00 | CARAHSOFT |
| 5 | HZ7STD1003GC | SEL HZ7-STD-100-3G-SSS-C ) |  | \$14,277.12 | F1 | 2\% | \$13,991.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7TTD 1003GC-I | SEL HZ7-STD-100-3G-SSS-C ) |  | \$14,919.59 | F1 | 2\% | \$14,621.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7STD1003GCV2-K | SEL HZ7-STD-100-3G-Sss-C ) |  | \$15,302.07 | F1 | 2\% | \$14,996.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmWare |
| 5 | HZ7STD1003PC | SEL HZ7-STD-100-3P-SSS-C ) |  | \$16,996.32 | F1 | 2\% | \$16,656.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | HZ7TTD 1003 PC-I | SEL HZ7-STD-100-3P-SSS-C ) |  | \$17,761.15 | F1 | 2\% | \$17,405.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7STD 1003PCV2-K | SEL HZ7-STD-100-3P-SSS-C ) |  | \$18,216.48 | F1 | 2\% | \$17.852.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | HZ7STD 1000 | SEL HZ7-STD-100-C) |  | \$25,750.00 | K | $31 \%$ $31 \%$ | \$17,767.50 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | HZ7STD100C-I HZ7STD100CV2-K | SEL HZ7-STD-100-C) SEL HZ7-STD-100-C) |  | ${ }_{\$ 27,620.29}$ | K | 31\% | $\$ 18,567.04$ $\$ 19,058.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VmWARE |
| 5 | HZ7STD100GC | SEL HZ7-STD-100-G-SSS-C ) |  | \$5,408.00 | F1 | 2\% | \$5,299.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7STD 100GC-I | SEL HZ7-STD-100-G-SSS-C) |  | \$5,651.36 | F1 | 2\% | \$5,538.33 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HZ7STD 100GCV2-K | SEL HZ7-STD-100-G-SSS-C) |  | \$5,796.24 | F1 | 2\% | \$5,680.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HZ7STD 100PC | SEL HZ7-STD-100-P-SSS-C) |  | \$6,438.00 | F1 | 2\% | \$6,309.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | HZ7STD100PC-I <br> HZ7STD100PCV2-K | SEL HZ7-STD-100-P-SSS-C ) <br> SEL HZ7-STD-100-P-SSS-C |  | \$6,727.71 | $\begin{aligned} & F_{1} \\ & \text { F1 } \end{aligned}$ | 2\% | \$6,593.16 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VmWARE VMWARE |
| 5 | HZ7STD103GC | SEL HZ7-STD-10-3G-SSS-C) |  | \$1,428.24 | F1 | 2\% | \$1,399.68 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7STD103GC-I | SEL HZ7-STD-10-3G-SSS-C) |  | \$1,492.51 | F1 | 2\% | \$1,462.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmWARE |
| 5 | HZ7STD103GCV2-K | SEL HZ7-STD-10-3G-SSS-C ) |  | \$1,530.77 | F1 | 2\% | \$1,500.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7STD103PC | SEL HZ7-STD-10-3P-SSS-C) |  | \$1,700.16 | F1 | 2\% | \$1,666.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ | \$0.00 | \$0.00 |  |
| 5 5 | ${ }_{\text {HZ7STD }}$ 103PC-I | SEL HZ7-STD-1-3-3P-SSS-C) |  | \$1,776.67 | F1 | 2\% | \$1,741.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HZ7STDT103PCV2-K | SEL HZ7-STD-10-3P-SSS-C) |  | \$1,822.21 | F1 | 2\% | \$1,785.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 | VMWARE |
| 5 | HZ7STD10C-I | SEL HZ7-STD-10-C ) |  | \$ $2,690.88$ | k | 31\% | \$1,856.71 | \$8000 | \$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | ${ }_{\text {\$ }} 9.000$ | VmWARE |
| 5 | HZ7STD10CV2-K | SEL HZ7-STD-10-C ) |  | \$2,762.03 | k | 31\% | \$1,905.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7TTD10GC | SEL HZ7-STD-10-G-SSS-C ) |  | \$541.00 | F1 | 2\% | \$530.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | HZ7STD 10GC-I | SEL HZ7-STD-10-G-SSS-C) |  | \$567.35 | F1 | 2\% | \$554.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HZ7STD10GCV2-K | SEL HZ7-STD-10-G-SSS-C) |  | \$579.83 | F1 | 2\% | \$568.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | HZ7STD10PC HZ7STD10PC-1 | SEL HZ7-STD-10-P-SSS-C ) |  | \$644.00 | $\begin{aligned} & \text { F1 } \\ & \text { F1 } \end{aligned}$ | 2\% | \$631.12 | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VmWARE VMWARE |
|  | HZ7STD10PCV2-K | SEL HZ7-STD-10-P-SSS-C ) |  | \$690.23 | F1 | 2\% | \$676.43 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7STDA1003GC | SEL HZ7-STD-A100-3G-SSS-C ) |  | \$10,839.84 | F1 | 2\% | \$10,623.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7STDA 1003GC-I | SEL HZ7-STD-A100-3G-SSS-C ) |  | \$11,327.63 | F1 | 2\% | \$11,101.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7STDA1003PC | SEL HZ7-STD-A 100-3P-SSS-C) |  | \$12,904.32 | F1 | 2\% | \$12,646.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 5 | HZ7STDA 1003PC-I | SEL HZ7-STD-A 100-3P-SSS-C ) |  | \$13,485.01 | F1 | 2\% | \$13,215.31 $\$ 13489.50$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HZ7STDA100C-I | SEL HZ7-STD-A100-C) |  | \$20,429.75 | K | 31\% | \$14,096.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HZ7STDA100CV2-K | SEL HZ7-STD-A100-C) |  | \$20,954.64 | k | 31\% | \$14,458.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmWare |
| 5 | HZ7STDA100GC | SEL HZ7-STD-A100-G-SSS-C ) |  | \$4,106.00 | F1 | 2\% | \$4,023.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7STDA 100GC-I | SEL HZ7-STD-A100-G-SSS-C) |  | \$4,290.77 | F1 | 2\% | \$4,204.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7STDA100GCV2-K | SEL HZ7-STD-A100-G-Sss-C ) |  | \$4,400.77 | F1 | 2\% | \$4,312.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 5 | HZ7STDA 100PC | SEL HZ7-STD-A100-P-SSS-C) |  | \$4,888.00 | F1 | 2\% | \$4,790.24 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 | \$ $\$ 0.00$ | VMWARE |
| 5 | HZ7STDA100PCCV2-K | SEL HZ7-STD-A100-P-SSSS ${ }^{\text {a }}$ |  | \$5,238.91 | F1 | 2\% | \$55,134.13 | \$0.00 | \$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | VmWARE |
| 5 | HZ7STDA103GC | SEL HZ7-STD-A10-3G-SSS-C ) |  | \$1,085.04 | F1 | 2\% | \$1,063.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HZ7STDA 103GC-I | SEL HZ7-STD-A10-3G-SSS-C) |  | \$1,133.87 | F1 | 2\% | \$1,111.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HZ7STDA103GCV2-K | SEL HZ7-STD-A10-3G-Sss-C ) |  | \$1,162.93 | F1 | 2\% | \$1,139.67 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HZ7STDA103PC | SEL HZ7-STD-A10-3P-SSS-C) |  | \$1,290.96 | F1 | 2\% | \$1,265.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | ${ }_{\text {HZZ7STDA103PCVI2-K }}$ | SEL HZ7-STD-A10-3P-SSS-C) |  | $\$ 1,349.05$ $\$ 1,383.63$ | F1 | 2\% | \$1,355.96 | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$ $\$ 0.00$ | VMWARE |


| BAND | SKU | description | $\begin{aligned} & \text { Model Sub } \\ & \text { ckil } \end{aligned}$ sku | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\left\|\begin{array}{c}\text { WTY UPG ENH TO } \\ \text { PS W/MC PREM } \\ \text { LP }\end{array}\right\|$ | wTY UPG BASIC TO PS ENH LP | Renewal | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | HZ7STDA10C | SEL HZ7-STD-A10-C ) |  | \$1,955.00 | K | 31\% | \$1,348.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7STDA10C-I | SEL HZ7-STD-A10-C) |  | \$2,042.98 | k | 31\% | \$1,409.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HZ7STDA10CV2-K | SEL HZ7-STD-A10-C ) |  | \$2,095.46 | k | 31\% | \$1,445.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | HZ7STDA10GC | SEL HZ7-STD-A10-G-SSS-C ) |  | \$411.00 | F1 | 2\% | \$402.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZ7STDA10GC-I | SEL HZ7-STD-A 10-G-SSS-C) |  | \$429.50 | F1 | 2\% | \$420.91 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HZ7STDA10GCV2-K | SEL HZ7-STD-A10-G-SSS-C) |  | \$440.51 | F1 | 2\% | \$431.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | HZ7STDA10PC | SEL L 277 -STD-A10-P-SSS-C) |  | \$489.00 | F1 | 2\% | \$479.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 5 | HZSSTDA10PC-I | SEL HZ7-STD-A10-P-SSS-C) SEL HZ7-STD-A10-SSS-C) |  | $\$ 511.01$ $\$ 524.10$ | F1 | 2\% | \$500.79 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HZAAAN100UC | SEL HZ7-ADA-ADN100-UG-C) |  | \$5,720.00 | K | 31\% | \$3,946.80 | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | HZAAAN100UC-I | SEL HZ7-ADA-ADN100-UG-C) |  | \$5,977.40 | k | 31\% | \$4,124.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZAAAN100UC-K | SEL HZ7-ADA-ADN100-UG-C) |  | \$6,133.16 | k | 31\% | \$4,231.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | HZADEC10UGC | SEL HZ7-ADA-ENC10-UG-C ) |  | \$3,124.00 | k | 31\% | \$2,155.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | HZADEC10UGC-I | SEL HZ7-ADA-ENC10-UG-C) |  | \$3,264.58 | k | 31\% | \$2,252.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HZADEC10UGC-K | SEL HZ7-ADA-ENC10-UG-C) |  | \$3,351.98 | k | 31\% | \$2,312.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZDDNAA10UGC | SEL HZ7-ADA-ADN10-UG-C) |  | \$572.00 | k | 31\% | \$394.68 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HZDDNAA10UGC-I | SEL HZ7-ADA-ADN10-UG-C) |  | \$597.74 | k | 31\% | \$412.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZDDNAA10UGC-K | SEL HZ7-ADA-ADN10-UG-C) |  | \$613.32 | k | 31\% | \$423.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZMRG100GSC | SEL HZ-MRG-100-G-SSS-C ) |  | \$3,150.00 | F1 | 2\% | \$3,087.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HZMRG100GSC-I | SEL HZ-MRG-100-G-SSS-C) |  | \$3,465.00 | F1 | 2\% | \$3,395.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZMRG100GSC-K | SEL HZ-MRG-100-G-SSS-C ) |  | \$3,818.00 | F1 | 2\% | \$3,741.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZMRG100PSC | SEL HZ-MRG-100-P-SSS-C ) |  | \$3,750.00 | F1 | 2\% | \$3,675.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HZMRG100PSC-I | SEL HZ-MRG-100-P-SSS-C ) |  | \$4,125.00 | F1 | 2\% | \$4,042.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | HZMRG100PSC-K | SEL HZ-MRG-100-P-SSS-C ) |  | \$4,545.00 | F1 | 2\% | \$4,454.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HZMRG10GSC | SEL HZ-MRG-10-G-Sss-C ) |  | \$315.00 | F1 | 2\% | \$308.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZMRG10GSC-I | SEL HZ-MRG-10-G-sss-C ) |  | \$347.00 | F1 | 2\% | \$340.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HZMRG10GSC-K | SEL HZ-MRG-10-G-SSS-C) |  | \$387.00 | F1 | 2\% | \$374.36 $\$ 36750$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZMRG10PSC | SEL HZ-MRG-10-P-Sss-C ) |  | \$375.00 | F1 | 2\% | \$367.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZMRG10PSC-I | SEL HZ-MRG-10-P-Sss-C ) |  | \$413.00 | F1 | 2\% | \$404.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZMRG10PSC-K | SEL HZ-MRG-10-P-SSS-C ) |  | \$455.00 | F1 | 2\% | \$445.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HZPANA 100UC | SEL HZ7-APA-ENN100-UG-C ) |  | \$16,998.00 | K | 31\% | \$11,728.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmWare |
| 5 | HZPANA100UC-I | SEL HZ7-APA-ENN100-UG-C ) |  | \$17,762.91 | k | 31\% | \$12,256.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZPANA 100 UC-K | SEL HZ7-APA-ENN100-UG-C) |  | \$18,196.44 | k | 31\% | \$12,555.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | HZPASE100UGC | SEL HZ7-APS-ENC100-UG-C ) |  | \$42,570.00 | K | 31\% | \$29,373.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | HZPASE100UGC-I | SEL HZ7-APS-ENC100-UG-C ) |  | \$44,485.65 | k | 31\% | \$30,695.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZPASE100UGC-K | SEL HZ7-APS-ENC100-UG-C) |  | \$45,625.19 | k | 31\% | \$31,481.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZPSEC10UGC | SEL HZ7-APS-ENC10-UG-C ) |  | \$4,257.00 | k | 31\% | \$2,937.33 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HZPSEC10UGC-I | SEL HZ7-APS-ENC10-UG-C) |  | \$4,448.57 | k | 31\% | \$3,069.51 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HZPPEC10UGC-K | SEL HZ7-APS-ENC10-UG-C) |  | \$4,562.52 | k | 31\% | \$3,148.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZPUGENN10UGC | SEL HZ7-APA-ENN10-UG-C) |  | \$1,699.00 | k | 31\% | \$1,172.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HZPUGENN10UGC-I | SEL HZ7-APA-ENN10-UG-C) |  | \$1,775.46 |  | 31\% | \$1,225.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | HZPUGENN10UGC-K | SEL HZ7-APA-ENN10-UG-C ) |  | \$1,819.64 | K | 31\% | \$1,255.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZSTC 100 GSC | SEL HZ-STC-100-G-SSS-C) |  | \$10,500.00 | F1 | 2\% | \$10,290.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | HZSTC100GSC-I | SEL HZ-STC-100-G-SSS-C) |  | \$11,550.00 | F1 | 2\% | \$11,319.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZSTC100GSC-K | SEL HZ-STC-100-G-SSS-C ) |  | \$12,726.00 | F1 | 2\% | \$12,471.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 000$ | \$0.00 | \$0.00 | VmWare |
| 5 5 | HZSTC100PSC HZSTC100PSC- | SEL HZ-STC-100-P-SSS-C ) SEL HZ-STC-100-P-SSS-C |  | $\$ 12,500.00$ $\$ 13,750.00$ | F1 | 2\% | $\$ 12,250.00$ $\$ 13,475.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | Vmware VMWARE |
| 5 | HZSTC100PSC-K | SEL HZ-STC-100-P-SSS-C) |  | \$15,150.00 | F1 | 2\% | \$14,847.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HzsTC10GSC | SEL HZ-STC-10-G-SSS-C ) |  | \$1,050.00 | F1 | 2\% | \$1,029.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | HZSTCT0GSC-I | SEL HZ-STC-10-G-SSS-C) |  | \$1,155.00 | F1 | 2\% | \$1,131.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZSTC10GSC-K | SEL HZ-STC-10-G-SSS-C ) |  | \$1,273.00 | F1 | 2\% | \$1,247.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZSTC 10PSC | SEL HZ-STC-10-P-SSS-C) |  | \$1,250.00 | F1 | 2\% | $\$ 1,225.00$ $\$ 134750$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HZSTC10PSC-K | SEL HZ-STC-10-P-SSS-C ) |  | \$1,515.00 | F1 | 2\% | \$1,484.70 | \$0.00 $\$ 000$ | \$ $\$ 0.00$ | \$ $\$ 0.00$ | \$0.00 | \$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$ ${ }_{\text {So.00 }}$ | VMWARE |
| 5 | HZSTE100GSC | SEL HZ-STE-100-G-SSS-C ) |  | \$6,300.00 | F1 | 2\% | \$6,174.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZSTE100GSC-I | SEL HZ-STE-100-G-SSS-C) |  | \$6,930.00 | F1 | 2\% | \$6,791.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HZSTE100GSC-K | SEL HZ-STE-100-G-SSS-C ) |  | \$7,636.00 | F1 | 2\% | \$7,483.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | HZSTE100PSC | SEL HZ-STE-100-P-SSS-C ) |  | \$7,500.00 | F1 | 2\% | \$7,350.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZSTE100PSC-I | SEL HZ-STE-100-P-SSS-C) |  | \$8,250.00 | F1 | ${ }^{2 \%}$ | \$8,085.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZSTE100PSC-K | SEL HZ-STE-100-P-SSS-C ) |  | \$9,090.00 | F1 | 2\% | \$8,908.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZSTE103GSC-I | SEL HZ-STE-10-3G-SSS-C)BSnSHznS 10Pk3Yr |  | \$1,830.00 | F1 | 2\% | \$1,793.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 5 | HZSTE10GSC HZSTE10GSC-1 | SEL HZ-STE-10-G-SSS-C) |  | \$630.00 | F1 | 2\% | \$617.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 | VMWARE |
| 5 | HZSTE10GSC-K | SEL HZ-STE-10-G-SSS-C ) |  | \$764.00 | F1 | 2\% | \$748.72 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HZSTE10PSC | SEL HZ-STE-10-P-SSS-C ) |  | \$750.00 | F1 | 2\% | \$735.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZSTE10PSC-I | SEL HZ-STE-10-P-SSS-C ) |  | \$825.00 | F1 | 2\% | \$808.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZSTE10PSC-K | SEL HZ-STE-10-P-SSS-C) |  | \$909.00 | F1 | 2\% | \$8990.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HZTAADC100UC | SEL HZ7-STA-ADC100-UG-C ) |  | \$23,760.00 | k | 31\% | \$16,394.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 5 | HZTAADC100UC-I | SEL HZ7-STA-ADC $100-\mathrm{UG}$-C) |  | \$24,829.20 | k | $31 \%$ $31 \%$ | $\$ 17.132 .15$ $\$ 17577.76$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | HZTAADC100UC-K HZVAE100UGC | SEL HZ7-STA-ADC $100-\mathrm{UG}-\mathrm{C}$ ) |  | \$25,475.02 | K | 31\% | \$177,577.76 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE VMWARE |
| 5 | HZVAE100UGC-I | SEL HZ-VAD-ENTC-100-UG-C) |  | \$37,400.00 |  | 31\% | \$25,806.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HZVAE100UGC-K | SEL HZ-VAD-ENTC-100-UG-C) |  | \$35,841.00 | k | 31\% | \$24,730.29 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZVAE10UGC | SEL HZ-VAD-ENTC-10-UG-C) |  | \$3,400.00 | K | 31\% | \$2,346.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | HZVAE10UGC-I HZVAE10UGC-K | SEL HZ-VAD-ENTC-10-UG-C) |  | \$3,740.00 | K | $31 \%$ $31 \%$ | $\$ 2,580.60$ $\$ 2.47296$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZVAE10UGC-K HZWSP100GSC | SEL HZ-VAD-ENTC-10-UG-C ) |  | $\$ 3,584.00$ $\$ 3,150.00$ | K | $31 \%$ $2 \%$ | \$2,472.96 $\$ 3,087.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | HZWSP100GSC-I | SEL HZ-WSP-100-G-Sss-C ) |  | \$3,465.00 | F1 | 2\% | \$3,395.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZWSP100GSC-K | SEL HZ-WSP-100-G-SSS-C) |  | \$3,818.00 | F1 | 2\% | \$3,741.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
|  | HZWSP100PSC | SEL HZ-WSP-100-P-SSS-C ) |  | \$3,750.00 | F1 | 2\% | \$3,675.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |


| BAND | SKU | description | $\begin{aligned} & \text { Model Sub } \\ & \text { ckil } \end{aligned}$ sku | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\left\|\begin{array}{c}\text { WTY UPG ENH TO } \\ \text { PS W/MC PREM } \\ \text { LP }\end{array}\right\|$ | wTY UPG BASIC TO PS ENH LP | Renewal | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | HZWSP100PSC-I | SEL HZ-WSP-100-P-SSS-C ) |  | \$4,125.00 | F1 | 2\% | \$4,042.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZWSP100PSC-K | SEL HZ-WSP-100-P-SSS-C ) |  | \$4,545.00 | F1 | 2\% | \$4,454.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HZWSP10GSC | SEL HZ-WSP-10-G-Sss-C ) |  | \$315.00 | F1 | 2\% | \$308.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | HZWSP10GSC-I | SEL HZ-WSP-10-G-Sss-C ) |  | \$347.00 | F1 | 2\% | \$340.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | HZWSP10GSC-K | SEL HZ-WSP-10-G-SSS-C) |  | \$382.00 | F1 | 2\% | \$374.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HZWSP10PSC | SEL HZ-WSP-10-P-SSS-C ) |  | \$375.00 | F1 | 2\% | \$367.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HZWSP10PSC-I | SEL HZ-WSP-10-P-SSS-C) |  | \$413.00 | F1 | 2\% | \$404.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | HZWSP 10PSC-K | SEL HZ-WSP-10-P-SSS-C ) |  | \$455.00 | F1 | 2\% | \$445.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HZWSPST100U | SEL HZ-WSP-STE-100-UG-C) |  | \$16,500.00 | K | 31\% | \$11,385.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | HZWSPST10UG | SEL HZ-WSP-STE-10-UG-C) |  | \$1,650.00 | K | 31\% | \$1,138.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | IA-PER-TO | SEL InfoArchive 1-5TB |  | \$76,730.77 | k | 31\% | \$52,944.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | OPENTEXT |
| 5 | IA-PER-T1 | SEL InfoArchive 6-20TB |  | \$46,038.46 | k | 31\% | $\$ 31,766.54$ $\$ 19853.96$ | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$9.00 | $\$ 0.00$ $\$ 0.00$ | OPENTEXT |
| 5 | IA-PER-T3 | SEL InfoArchive 51-100TB |  | \$16,881.54 | k | 31\% | \$11,648.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | OPENTEXT |
| 5 | IA-PER-T4 | SEL InfoArchive 101-300TB |  | \$11,050.77 | k | 31\% | \$7,625.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | OPENTEXT |
| 5 | IA-PER-T5 | SEL Infoarchive 301-10007B |  | \$6,153.85 | k | 31\% | \$4,246.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | OPENTEXT |
| 5 | IA-PER-T6 | SEL InfoArchive $1001+2000$ TB |  | \$4,615.00 | k | 31\% | \$3,184.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | OPENTEXT |
| 5 | IA-PER-T7 | SEL InfoArchive $2001+5000$ TB |  | \$4,038.00 | k | 31\% | \$2,786.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | OPENTEXT |
| 5 | IA-PER-T8 | SEL Infoarchive 5001+TB |  | \$3,654.00 | F1 | 31\% | \$2,521.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | OPENTEXT |
| 5 | IGL-0031PM1E | SEL EyeGlass DR 1 Cluster Lic Maint 1yr |  | \$671.76 | F1 | 2\% | \$658.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | IGL-0031PM3E | SEL EyeGlass DR 1 Cluster Lic Maint 3yr |  | \$2,016.47 | F1 | 2\% | \$1,976.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | IGL-0031PM5E | SEL EyeGlass DR 1 Cluster Lic Maint 5yr |  | \$3,361.18 | F1 | 2\% | \$3,293.96 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | IGL-CA-009 | SEL Eyeglass Isilon Probe-Basic |  | \$1,795.00 | K | 31\% | \$1,238.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | IGL-CA-010 | SEL Eyeglass Isilon Probe-Basic 1yrM |  | \$274.00 | F1 | 2\% | \$268.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | IGL-CA-011 | SEL Eyeglass Isilon Probe-Basic 3yrM |  | \$824.00 | F1 | 2\% | \$807.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | IGLS-Cb-3YR | SEL IGLS Data Protect 2 CLSTR Bundle 3y |  | \$44,403.08 | K | 31\% | \$30,638.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | IGLS-CB-5YR | SEL IGLS Data Protect 2 CLSTR Bundle 5y |  | \$51,953.85 | k | 31\% | \$35,848.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | IGLS-ESUITE1-3YR | SEL Enterprise Suite 1 Write CLSTR 3yr |  | \$59,627.69 | k | 31\% | \$41,143.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | IGLS-ESUITE1-5YR | SEL Enterprise Suite 1 Write CLSTR 5yr |  | \$70,369.23 | k | 31\% | \$48,554.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | IGLS-ESUUTEE-3YR | SEL Enterprise Suite 2 Write CLSTR 3yr |  | \$79,580.00 | K | 31\% | \$54,910.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | IGLS-ESUITE2-5YR | SEL Enterprise Suite 2 Write CLSTR 5yr |  | \$96,284.62 | K | 31\% | \$66,436.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | IGLS-GC-1YR IGLS-GC-3YR | SEL Goldencopy Cluster 1 Year Maint |  | $\$ 1,568.24$ $\$ 4.70588$ | F1 | 2\% | \$1,536.88 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SUPERNA |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | IGLS-GC-3YR IGLS-GC-5YR | SEL Goldencopy Cluster 3 Year Maint |  | $\$ 4,705.88$ $\$ 7,843.53$ | F1 | 2\% | \$4,611.76 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SUPERNA |
| 5 | IGLS-GC-LIC | SEL Goldencopy Cluster License |  | \$10,256.92 | k | 31\% | \$7,077.27 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | IGLS-NB-3YR | SEL IGLS Data Protect 6 Node Bundle 3y |  | \$36,490.77 | k | 31\% | \$25,178.63 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | IGLS-NB-5YR | SEL IGLS Data Protect 6 Node Bundle 5 y |  | \$43,384.62 | k | 31\% | \$29,935.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | IGLS-NB8-3YR | SEL IGLS Data Protect 8 Node Bundle 3 y |  | \$38,318.46 | k | 31\% | \$26,439.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | IGLS-NB8-5YR | SEL IGLS Data Protect 8 Node Bundle 5y |  | \$45,849.23 | k | 31\% | \$31,635.97 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | IGLS-QSB-CB-3Y | SEL IGLS Quick Start Bundie 2 CLSTR 3 YR |  | \$33,435.38 | k | 31\% | \$23,070.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | IGLS-QSB-CB-5Y | SEL IGLS Quick Start Bundle 2 CLSTR 5 YR |  | \$38,872.31 | k | 31\% | \$26,821.89 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | IGLS-QSB-N8-3Y | SEL IGLS Quick Start Bundle 8 Node 3 YR |  | \$28,826.15 | k | 31\% | \$19,890.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | IGLS-QSB-N8-5Y | SEL IGLS Quick Start Bundle 8 Node 5 YR |  | \$34,530.77 | k | 31\% | \$23,826.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | IGLS-SUITE-1YR | SEL UPG Data Protect 1 Write Cluster Yyr |  | \$20,415.38 | K | 31\% | \$14,086.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ | \$0.00 | \$0.00 | SUPERNA |
| 5 | IGLS-SUITE2-1YR | SEL UPG Data Protect 2 Write Cluster 1yr |  | \$26,481.54 | , | 31\% | \$18,272.26 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SUPERNA |
| 5 5 | IGLS-SUITE2-3YR IGLS-SUITE2-5YR | SEL UPG Data Protect 2 Write Cluster 3yr |  | \$34,481.54 | K | $31 \%$ $31 \%$ | \$23,792.26 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SUPERNA SUPERNA |
| 5 | IGLS-SUITE-3YR | SEL UPG Data Protect 1 Write Cluster 3yr |  | \$25,615.38 | k | 31\% | \$17,674.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | IGLS-SUITE-5YR | SEL UPG Data Protect 1 Write Cluster 5yr |  | \$30,815.38 | k | 31\% | \$21,262.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | IGLS-TRAIN-1 | SEL IGLS ILT DR Plan Cfg Execute Monitor |  | \$6,862.00 | F1 | 2\% | \$6,724.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | IOM-BS1Y-0-10 | SEL IOMART BAAS 1 Y 0-10 |  | \$3,106.00 | F1 | 2\% | \$3,043.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | IOMART |
| 5 | IOM-BS1Y-1001+ | SEL IOMART BAAS 1 Y 1001+ |  | \$1,412.00 | F1 | 2\% | \$1,383.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | IOMART |
| 5 | IOM-BSTY-11-50 | SEL IOMART BAAS Y 1 11-50 |  | \$2,965.00 | F1 | 2\% | \$2,905.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | IOMART |
| 5 | IOM-BS1Y-151-250 | SEL IOMART BAAS 1Y 151-250 |  | \$2,541.00 | F1 | 2\% | \$2,490.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | IOMART |
| 5 5 | IOM-BSTY-251-400 IOM-BS Y-401-600 | SEL IOMART BAAS 1Y 251-400 |  | $\$ 2,259.00$ $\$ 183500$ | F1 | 2\% | $\$ 2,213.82$ $\$ 179830$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \\ & \hline \end{aligned}$ | IOMART |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | IOM-BSSY-401-600 IOM-BS1Y-51-150 | SEL IOMART BAAS 1Y 401-600 |  | $\$ 1,835.00$ $\$ 2,824.00$ | $\begin{aligned} & F_{1} \\ & \text { F1 } \end{aligned}$ | 2\% | $\$ 1,798.30$ $\$ 2,767.52$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | IOMART IOMART |
| 5 | IOM-BS1Y-601-1K | SEL IOMART BAAS 1 Y 601-1000 |  | \$1,694.00 | F1 | 2\% | \$1,660.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | IOMART |
| 5 | IOM-BS2Y-0-10 | SEL IOMART BAAS $2 \mathrm{Y} 0-10$ |  | \$5,591.00 | F1 | 2\% | \$5,479.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | IOMART |
| 5 | IOM-BS2Y-1001+ | SEL IOMART BAAS $2 \mathrm{Y} 1001+$ |  | \$2,541.00 | F1 | 2\% | \$2,490.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | IOMART |
| 5 | IOM-BS2Y-11-50 | SEL IOMART BAAS 2 Y 11-50 |  | \$5,336.00 | F1 | 2\% | \$5,229.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ | \$0.00 | \$0.00 | IOMART |
| 5 | IOM-BS2Y-401-600 | SEL IOMART BAAS 2 Y 401-600 |  | \$3,304.00 | F1 | 2\% | \$3,237.92 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | IOMART |
| 5 | IOM-BS2Y-51-150 | SEL IOMART BAAS 2 Y 51-150 |  | \$5,082.00 | F1 | 2\% | \$4,980.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | IOMART |
| 5 | IOM-BS2Y-601-1K | SEL IOMART BAAS 2Y 601-1000 |  | \$3,049.00 | F1 | 2\% | \$2,988.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | IOMART |
| 5 | IOM-BS3Y-0-10 | SEL IMMART PAAS 3Y O-10 |  | \$7,920.00 | F1 | 2\% | \$ \$7,761.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | IOMART |
| 5 | IOM-BS3Y-1001+ | SEL IOMART BAAS 3Y 1001+ |  | \$3,600.00 | F1 | 2\% | \$3,528.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | IOMART |
| 5 5 | IOM-BS3Y-11-50 | SEL IOMART BAAS 3Y 11-50 SELIOMART BAAS 3Y 151-250 |  | $\$ 7,560.00$ $\$ 6.480 .00$ | F1 | 2\% | $\$ 7,408.80$ $\$ 6.350 .40$ | $\$ 0.00$ $\$ 0.00$ |  | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  |
| 5 | IOM-BS3Y-151-250 IOM-BS3Y-251-400 | SEL IOMART BAAS 3Y 151-250 |  | $\$ 6,480.00$ $\$ 5,760.00$ | $\begin{aligned} & \text { F1 } \\ & \text { F1 } \end{aligned}$ | 2\% | ${ }_{\text {\$ }}^{\$ 6,3544.80}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | IOMART IOMART |
| 5 | IOM-BS3Y-401-600 | SEL IOMART BAAS 3Y 401-600 |  | \$4,680.00 | F1 | 2\% | \$4,586.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | IOMART |
| 5 | IOM-BS3Y-51-150 | SEL IOMART BAAS 3Y 51-150 |  | \$7,200.00 | F1 | 2\% | \$7,056.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | IOMART |
| 5 | IOM-BS3Y-601-1K | SEL IOMART BAAS 3Y 601-1000 |  | \$4,320.00 | F1 | 2\% | \$4,233.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | IOMART |
| 5 |  | SEL IOMART MTC 1Y 0-10 |  | \$1,565.00 | F1 | 2\% | \$1,533.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | IOMART IOMART |
| 5 | IOM-M-M-1Y-1001+ IOM-M-1Y-11-50 | SEL IOMART MTC 1 Y 1001+ SEL IOMART MTC 1Y 11-50 |  | $\$ 329.00$ $\$ 1,482.00$ | F1 | 2\% | - $\begin{array}{r}\text { \$322.42 }\end{array}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | IOMART IOMART |
|  | IOM-M-1Y-151-250 | SEL IOMART MTC 1Y 151-250 |  | \$1,318.00 | F1 | 2\% | \$1,291.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | IOMART |
| 5 | IOM-M-1Y-251-400 | SEL IOMART MTC 1Y $251-400$ |  | \$1,235.00 | F1 | 2\% | \$1,210.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | IOMART |
|  | IOM-M-1Y-401-600 | SEL IOMART MTC 1Y 401-600 |  | \$824.00 | F1 | 2\% | \$807.52 | \$0.00 |  | \$0.00 |  | \$0.00 | \$0.00 | \$0.00 | IOMART |


| BAND | SKU | description | Model Sub sku sku | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\begin{array}{\|l\|} \hline \text { WTY UPG ENH TO } \\ \text { PS W/MC PREM } \end{array}$ LP | WTY UPG BASIC <br> TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | IOM-M-1Y-51-150 | SEL IOMART MTC 1Y 51-150 |  | \$1,400.00 | F1 | 2\% | \$1,372.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | IOMART |
| 5 | IOM-M-1Y-601-1K | SEL IOMART MTC 1Y 601-1000 |  | \$494.00 | F1 | 2\% | \$484.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | IOMART |
| 5 | IOM-M-2Y-0-10 | SEL IOMART MTC 2 Y 0-10 |  | \$2,660.00 | F1 | 2\% | \$2,606.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Iomart |
| 5 | IOM-M-2Y-1001+ | SEL IOMART MTC 2 Y 1001+ |  | \$560.00 | F1 | 2\% | \$548.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | IOMART |
| 5 | IOM-M-2Y-11-50 | SEL IOMART MTC 2 Y 11-50 |  | \$2,520.00 | F1 | 2\% | \$2,469.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | IOMART |
| 5 | IOM-M-2Y-151-250 | SEL IOMART MTC 2Y 151-250 |  | \$2,240.00 | F1 | 2\% | \$2,195.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | IOMART |
| 5 | 10M-M-2Y-251-400 | SEL IOMART MTC 2Y 251-400 |  | \$2,100.00 | F1 | 2\% | \$2,058.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | IOMART |
| 5 5 | IOM-M-2Y-401-600 | SEL LOMART MTC 2 2 401-600 |  | \$1,400.00 | F1 | 2\% | \$1,372.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | IOMART IOMART |
| 5 | IOMM-M-2Y-51-150 $10 \mathrm{M}-\mathrm{M}-2 \mathrm{Y}-601-1 \mathrm{~K}$ | SEL IMART MTC 2Y 51-150 |  | \$2,380.00 $\$ 840.00$ | F1 | 2\% | $\$ 2,332.40$ $\$ 823.20$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | IOMART IOMART |
| 5 | 1OM-M-3Y-0-10 | SEL IOMART MTC 3Y 0-10 |  | \$3,755.00 | F1 | 2\% | \$3,679.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | IOMART |
| 5 | IOM-M-3Y-1001+ | SEL IOMART MTC 3Y 1001+ |  | \$791.00 | F1 | 2\% | \$775.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | IOMART |
| 5 | IOM-M-3Y-11-50 | SEL IOMART MTC 3 Y 11-50 |  | \$3,558.00 | F1 | 2\% | \$3,486.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | IOMART |
| 5 | IOM-M-3Y-151-250 | SEL LOMART MTC 3Y 151-250 |  | \$3,162.00 | F1 | 2\% | \$3,098.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | IOMART |
| 5 | IOM-M-3Y-251-400 | SEL IOMART MTC 3Y 251-400 |  | \$2,965.00 | F1 | 2\% | \$2,905.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | IOMART |
| 5 | IOM-M-3Y-401-600 | SEL IOMART MTC 3Y 401-600 |  | \$1,976.00 | F1 | 2\% | \$1,936.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | IOMART |
| 5 | 1OM-M-3Y-51-150 | SEL IOMART MTC 3Y 51-150 |  | \$3,360.00 | F1 | 2\% | \$3,292.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | IOMART |
| 5 | 10M-M-3Y-601-1K | SEL IOMART MTC 3Y 601-1000 |  | \$1,186.00 | F1 | 2\% | \$1,162.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | IOMART |
| 5 | IOM-PS-4RR | SEL IOMART PS 4HR BLOCK |  | \$1,765.00 | F1 | 2\% | \$1,729.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | IOMART |
| 5 | IOM-PS-INST-BLK | SEL IOMART INSTALLATION PER DEVICE |  | \$2,353.00 | F1 | 2\% | \$2,305.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | IOMART |
| 5 | IOM-SET1Y-001 | SEL IOMART Setup (one time) Set1 1 -001 |  | \$82,353.00 | F1 | 2\% | \$80,705.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | IOMART |
| 5 | 1OM-SETTY-002 | SEL IOMART Setup (one time) Set2Y-002 |  | \$41,176.00 | F1 | 2\% | \$40,352.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | IOMART |
| 5 | IOM-SET3Y-003 | SEL IOMART Setup (one time) Set3Y-003 |  | \$24,706.00 | F1 | 2\% | \$24,211.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | IOMART |
| 5 | IOM-SW1Y-0-10 | SEL IOMART SW 1 Y 0-10 |  | \$538.00 | k | 31\% | \$371.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | IOMART |
| 5 | IOM-SW1Y-1001+ | SEL IOMART SW 1Y 1001+ |  | \$183.00 | k | 31\% | \$126.27 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | IOMART |
| 5 | IOM-SW1Y-11-50 | SEL IOMART SW 1Y 11-50 |  | \$431.00 | k | 31\% | \$297.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | IOMART |
| 5 | IOM-SW 1Y-151-250 | SEL IOMART SW 1Y 151-250 |  | \$323.00 | K | 31\% | \$222.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | IOMART |
| 5 | IOM-SW 1Y-251-400 | SEL IOMART SW 1Y 251-400 |  | \$269.00 | k | 31\% | \$185.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | IOMART |
| 5 5 | IOM-SW 1Y-401-600 IOM-SW1Y-51-150 | SEL IOMART SW 1 1Y 401-600 SEL IOMART SW 1Y 51-150 |  | $\$ 215.00$ $\$ 377.00$ | K | $31 \%$ $31 \%$ | \$148.35 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | IOMART IOMART |
| 5 | IOM-SW1Y-51-150 | SEL IOMART SW |  | \$377.00 $\$ 194.00$ | k | 31\% | \$133.86 | \$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$ $\$ 0.00$ | \$\$0.00 | \$\$0.00 | IOMART |
| 5 | IOM-SW2Y-0-10 | SEL IOMART SW 2 Y 0-10 |  | \$915.00 | k | 31\% | \$631.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | IOMART |
| 5 | IOM-SW2Y-1001+ | SEL IOMART SW 2 Y 1001+ |  | \$311.00 | k | 31\% | \$214.59 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | IOMART |
| 5 | IOM-SW2Y-11-50 | SEL IOMART SW $2 Y$ 11-50 |  | \$732.00 | K | 31\% | \$505.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | IOMART |
| 5 | IOM-SW2Y-151-250 IOM-SW2Y-251-400 | SEL IOMART SW $2 Y$ 151-250 |  | $\$ 549.00$ $\$ 458.00$ | K | $31 \%$ $31 \%$ | \$378.81 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | IOMART |
| 5 | IOM-SW2Y-251-400 IOM-SW2Y-401-600 | SEL IOMART SW $2 Y$ 251-400 <br> SEL IOMART SW 2 Y 401-600 |  | $\$ 458.00$ $\$ 366.00$ | $\begin{aligned} & \mathrm{k} \\ & \mathrm{k} \end{aligned}$ | $31 \%$ $31 \%$ | \$316.02 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | IOMART IOMART |
| 5 | IOM-SW2Y-51-150 | SEL IOMART SW 2 Y 51-150 |  | \$641.00 | k | 31\% | \$442.29 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | IOMART |
| 5 | IOM-SW2Y-601-1K | SEL IOMART SW 2 Y 601-1000 |  | \$330.00 | k | 31\% | \$227.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Iomart |
| 5 | IOM-SW3Y-0-10 | SEL IOMART SW 3Y 0-10 |  | \$1,292.00 | k | 31\% | \$891.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Iomart |
| 5 | IOM-SW3Y-1001+ | SEL IOMART SW 3Y 1001+ |  | \$439.00 | k | 31\% | \$302.91 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | IOMART |
| 5 | IOM-SW3Y-11-50 | SEL IOMART SW 3Y 11-50 |  | \$1,034.00 | k | 31\% | \$713.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | IOMART |
| 5 | IOM-SW3Y-151-250 | SEL IOMART SW 3Y 151-250 |  | \$775.00 | K | 31\% | \$534.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | IOMART |
| 5 | 1OM-SW3Y-251-400 | SEL IOMART SW 3Y 251-400 |  | \$646.00 | K | 31\% | \$445.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ | IOMART |
| 5 | IOM-SW3Y-401-600 IOM-SW3Y-51-150 | SEL IOMART SW 3Y 401-600 |  | $\$ 517.00$ $\$ 905.00$ | K | 31\% | \$356.73 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \\ & \end{aligned}$ | IOMART |
| 5 | 1OM-SW3Y-601-1K | SEL IOMART SW 3Y 601-1000 |  | ${ }_{\$ 465.00}$ | K | 31\% | \$624.45 $\$ 320.85$ | \$0.00 $\$ 0.00$ | \$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | IOMART IOMART |
| 5 | IOM-WLYY-001 | SEL IOM White Label (one time) WL/Y-001 |  | \$82,353.00 | F1 | 2\% | \$80,705.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Iomart |
| 5 | IOM-WL2Y-002 | SEL IOM White Label (one time) WL/2Y-002 |  | \$41,176.00 | F1 | 2\% | \$40,352.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | IOMART |
| 5 | IOM-WL3Y-003 | SEL IOM White Label (one time) WL/3Y-003 |  | \$24,706.00 | F1 | 2\% | \$24,211.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | IOMART |
| 5 | ISD-ENT-NODE-1Y | SEL MAINT EYEGLASS DR MGR SDEdge 1YR |  | \$256.00 | F1 | 2\% | \$250.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | ISD-ENT-NODE-3Y | SEL MAINT EYEGLASS DR MGR SDEdge 3YR |  | \$768.00 | F1 | 2\% | \$752.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | ISD-ENT-NODE-5Y | SEL MAINT EYEGLASS DR MGR SDEdge SYR |  | \$1,280.00 | F1 | 2\% | \$1,254.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | ISD-ENT-NODE-LIC | SEL EYEGLASS DR MANAGER SDEdge 36TB |  | \$1,674.00 | K | 31\% | \$1,155.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 5 | ITP-ES-1000AN-D | SEL Splunk ITSI STDSup Bucket 1000AN |  | $\$ 1,000.00$ $\$ 100000$ | F1 | 2\% | $\$ 980.00$ $\$ 980.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  |
| 5 5 | ITP-ES-1000AP-D | SEL Splunk ITSI STDSup Bucket 100AP SEL Splunk ITSI STDSup Bucket 1000EM |  | $\begin{aligned} & \$ 1,000.00 \\ & \$ 1,000.00 \end{aligned}$ | $\begin{aligned} & \text { F1 } \\ & \text { F1 } \end{aligned}$ | $\begin{aligned} & 2 \% \\ & 2 \% \end{aligned}$ | \$988.00 | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPLUNK SPLUNK |
| 5 | ITP-ES-1000US-D | SEL Splunk ITSI SSup Bucket 1000US |  | \$1,000.00 | F1 | 2\% | \$980.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ITP-ES-100AN-D | SEL Splunk ITSI STDSup Bucket 100AN |  | \$100.00 | F1 | 2\% | \$98.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ITP-ES-100AP-D | SEL Splunk ITSISTDSUp Bucket 100AP |  | \$100.00 | F1 | 2\% | \$98.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ITP-ES-100EM-D | SEL Splunk ITSISTDSup Bucket 100EM |  | \$100.00 | F1 | 2\% | \$98.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9.00 | \$0.00 |  |
| 5 5 | ITP-ES-100US-D ITP-ES-1AN-D | SEL Splunk ITSI SSup Bucket 100US SEL Splunk ITSI STDSup Bucket 1 AN |  | \$100.00 | F1 | 2\% | \$98.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$9.00 | $\$ 0.00$ $\$ 0.00$ | SPLUNK SPLUNK |
| 5 | ITP-ES-1AP-D | SEL Splunk ITSI STDSup Bucket 1AP |  | \$1.00 | F1 | 2\% | \$0.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ITP-ES-1EM-D | SEL Splunk ITSI STDSup Bucket 1EM |  | \$1.00 | F1 | 2\% | \$0.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spLunk |
| 5 | ITP-ES-1US-D | SEL Splunk ITSI SSup Bucket 1US |  | \$1.00 | F1 | 2\% | \$0.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ITP-GS-1000AN-D | SEL Splunk ITSIP PMS Mup Bucket 1000AN |  | \$1,000.00 | F1 | 2\% | \$988.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$0.00 | SPLUNK |
| 5 | ITP-GS-1000AP-D | SEL Splunk ITSI PRMSup Bucket 1000AP |  | \$1,000.00 | F1 | 2\% | \$980.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ITP-GS-1000EM-D | SEL Splunk ITSI PRMSup Bucket 1000EM SEL Splunk ITSI PSup Bucket 1000US |  | \$1,000.00 | F1 | 2\% | $\$ 980.00$ $\$ 980.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPLUNK SPLUNK |
|  | ITP-GS-100AN-D | SEL Splunk ITSI PRMSup Bucket 100AN |  | \$100.00 | F1 | 2\% | \$998.00 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$0.00 | \$0.00 | \$ 80.00 | \$0.00 | SPLUNK |
| 5 | ITP-GS-100AP-D | SEL Splunk ITSI PRMSup Bucket 100AP |  | \$100.00 | F1 | 2\% | \$98.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ITP-GS-100EM-D | SEL Splunk ITSI PRMSup Bucket 100EM |  | \$100.00 | F1 | 2\% | \$98.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ITP-GS-100US-D | SEL Splunk ITSI PSup Bucket 100US |  | \$100.00 | F1 | 2\% | \$98.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 5 | ITP-GS-1AN-D | SEL Splunk ITSI PRMSup Bucket 1AN |  | \$1.00 | F1 | 2\% | $\$ 0.98$ $\$ 0.98$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK SPUUNK |
| 5 | ITP-GS-1AP-D | SEL Splunk ITSI PRMSup Bucket 1AP SEL Splunk ITSI PRMSup Bucket 1EM |  | $\$ 1.00$ $\$ 1.00$ | F1 | 2\% | $\$ 0.98$ $\$ 0.98$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPLUNK SPLUNK |
| 5 | ITP-GS-1US-D | SEL Splunk ITSI PSup Bucket 1US |  | \$1.00 | F1 | 2\% | \$0.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ITPU-ES-1000AN-D | SEL Splunk ITSI UPG SSup Bucket 1000AN |  | \$1,000.00 | F1 | 2\% | \$980.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
|  | ITPU-ES-1000AP-D | SEL Splunk ITSI UPG SSup Bucket 1000AP |  | \$1,000.00 | F1 | 2\% | \$980.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |


| BAND | SKU | DESCRIPTION | $\begin{aligned} & \text { Model Sub } \\ & \text { ckil } \end{aligned}$ sku | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | WTY UPG ENH TO <br> PS W/MC PREM <br> LP | wTY UPG BASIC TO PS ENH LP | Renewal | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | ITPU-ES-1000EM-D | SEL Splunk ITSI UPG SSup Bucket 1000EM |  | \$1,000.00 | F1 | 2\% | \$980.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ITPU-ES-1000US-D | SEL Splunk ITSI UPG SSup Bucket 1000 U |  | \$1,000.00 | F1 | 2\% | \$980.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ITPU-ES-100AN-D | SEL Splunk ITSI UPG SSup Bucket 100AN |  | \$100.00 | F1 | 2\% | \$98.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ITPU-ES-100AP-D | SEL Splunk ITSI UPG SSup Bucket 100AP |  | \$100.00 | F1 | 2\% | \$98.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ITPU-ES-100EM-D | SEL Splunk ITSI UPG SSup Bucket 100EM |  | \$100.00 | F1 | 2\% | \$98.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ITPU-ES-100US-D | SEL Splunk ITSI UPG SSup Bucket 100US |  | \$100.00 | F1 | 2\% | \$98.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ITPU-ES-1AN-D | SEL Splunk ITSI UPG SSup Bucket 1AN |  | \$1.00 | F1 | 2\% | \$0.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 5 | ITPU-ES-1AP-D | SEL Splunk ITSIUPG SSup Bucket 1AP |  | \$1.00 | F1 | 2\% | \$0.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ITPO-ES-EMM-D | SEL Splunk ITSS UPG SSup Bucket 1 1eM |  | $\$ 1.00$ $\$ 1.00$ | F1 | 2\% | \$0.98 $\$ 0.98$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPLUNK |
| 5 | ITPU-GS-1000AN-D | SEL Splunk ITSI UPG PSup Bucket 1000AN |  | \$1,000.00 | F1 | 2\% | \$980.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ITPU-GS-1000AP-D | SEL Splunk ITSI UPG PSup Bucket 1000AP |  | \$1,000.00 | F1 | 2\% | \$980.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ITPU-GS-1000EM-D | SEL Splunk ITSI UPG PSup Bucket 1000EM |  | \$1,000.00 | F1 | 2\% | \$980.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9.00 | \$0.00 | SPLUNK |
| 5 | ITPU-GS-1000US-D | SEL Splunk ITSI UPG PSup Bucket 1000US |  | \$1,000.00 | F1 | 2\% | \$980.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ITPU-GS-100AN-D | SEL Splunk ITSI UPG PSup Bucket 100AN |  | \$100.00 | F1 | 2\% | \$98.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ITPU-GS-100AP-D | SEL Splunk ITSI UPG PSup Bucket 100AP |  | \$100.00 | F1 | 2\% | \$98.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ITPU-GS-100EM-D | SEL Splunk ITSI UPG PSup Bucket 100EM |  | \$100.00 | F1 | 2\% | \$98.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ITPU-GS-100US-D | SEL Splunk ITSI UPG PSup Bucket 100US |  | \$100.00 | F1 | 2\% | \$98.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ITPU-GS-1AN-D | SEL Splunk ITSI UPG PSup Bucket 1AN |  | \$1.00 | F1 | 2\% | \$0.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ITPU-GS-1AP-D | SEL Splunk ITSI UPG PSup Bucket 1AP |  | \$1.00 | F1 | 2\% | \$0.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ITPU-GS-1EM-D | SEL Splunk ITSI UPG PSup Bucket 1EM |  | \$1.00 | F1 | 2\% | \$0.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ITPU-GS-1US-D | SEL Splunk ITSI UPG PSup Bucket 1US |  | \$1.00 | F1 | 2\% | \$0.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ITTE-100-199AN | SEL Splunk ITSI Term SSup100-199GB/dayAN |  | \$432.69 | k | 31\% | \$298.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ITTE-100-199AP | SEL Splunk ITSI Term SSup100-199GB/dayAP |  | \$519.23 | k | 31\% | \$358.27 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ITTE-100-199EM | SEL Splunk ITSI Term SSup100-199GB/day ${ }^{\text {a }}$ |  | \$398.08 | k | 31\% | \$274.68 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ITTE-100-199US | SEL Splunk ITSI Term SSup100-199GB/day ${ }^{\text {d }}$ |  | \$346.15 | K | 31\% | \$238.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ITTE-10-19AN | SEL Splunk ITSI Term SSup $10-19 \mathrm{GBAN}$ |  | \$1,298.08 | k | 31\% | \$895.68 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spLunk |
| 5 | ITTE-10-19AP | SEL Splunk ITSI Term SSup10-19GBAP |  | \$1,557.69 | k | 31\% | \$1,074.81 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ITTE-10-19EM | SEL Splunk ITSI Term SSup10-19GBEM |  | \$1,194.23 | k | 31\% | \$824.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ITTE-10-19US | SEL Splunk ITSI Term SSup10-19GBUS |  | \$1,038.46 | k | 31\% | \$716.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ITTE-1K-1999AN | SEL Splunk ITSI Term SSup1K-1999GB/dayAN |  | \$243.46 | k | 31\% | \$167.99 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ITTE-1K-1999AP | SEL Splunk ITSI Term SSup 1 K -1999GB/dayAP |  | \$291.92 | k | 31\% | \$201.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ITTE-1K-1999EM | SEL Splunk ITSI Term SSup 1 K-1999GB/dayEM |  | \$223.85 | K | 31\% | \$154.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ITTE-1K-1999US | SEL Splunk ITSI Term SSup1K-1999GB/day US |  | \$195.00 | K | 31\% | \$134.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ITTE-200-499AN | SEL Splunk ITSI Term SSup200-499GB/dayAN |  | \$333.46 | k | 31\% | \$230.09 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ITTE-200-499AP | SEL Splunk ITSI Term SSup200-499GB/dayAP |  | \$400.38 | k | 31\% | \$276.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ITTE-200-499EM | SEL Splunk ITSI Term SSup200-499GB/dayEM |  | \$306.92 | k | 31\% | \$211.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ITTE-200-499US | SEL Splunk ITSI Term SSup200-499GB/day |  | \$266.54 | k | $31 \%$ $31 \%$ | \$183.91 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK SPLUNK |
| 5 | ITTE-20-49AN ITTE-20-49AP | SEL Splunk ITSI Term SSup20-49GBAN SEL Splunk ITSI Term SSup20-49GBAP |  | \$ $\begin{array}{r}\$ 1,73.85 \\ \hline 18.85\end{array}$ | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~K} \end{aligned}$ | $\begin{aligned} & 31 \% \\ & 31 \% \\ & 31 \% \end{aligned}$ | \$671.96 $\$ 806.51$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPLUNK SPLUNK |
| 5 | ITTE-20-49EM | SEL Splunk ITSI Term SSup20-49GBEM |  | \$895.38 | k | 31\% | \$617.81 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ITTE-20-49US | SEL Splunk ITSI Term SSup20-49GBUS |  | \$778.85 | k | 31\% | \$537.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ITTE-2k-4999AN | SEL Splunk ITSI Term SSup2k-4999GB/dayAN |  | \$234.23 | k | 31\% | \$161.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ITTE-2k-4999AP | SEL Splunk ITSI Term SSup2k-4999GB/dayAP |  | \$281.54 | k | 31\% | \$194.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ITTE-2K-4999EM | SEL Splunk ITSI Term SSup2K-4999GB/dayEM |  | \$215.77 | k | 31\% | \$148.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ITTE-2K-4999US | SEL Splunk ITSI Term SSup2k-4999GB/day US |  | \$188.08 | k | 31\% | \$129.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 5 | ITTE-500-999AN | SEL Splunk ITSI Term SSup500-999GB/dayAN |  | \$252.69 | K | 31\% | $\$ 174.36$ $\$ 20939$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ | \$0.00 | \$0.00 |  |
| 5 5 | ITTE-500-999AP | SEL Splunk ITSI Term SSup500-999GB/dayAP SEL Splunk ITS Term SSup50-999GB/dayEM |  | \$303.46 | K | 31\% | \$209.39 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | SPLUNK SPLUNK |
| 5 | ITTE-500-999US | SEL Splunk ITSI Term SSup500-999GB/day US |  | \$201.92 | k | 31\% | \$139.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ITTE-50-99AN | SEL Splunk ITSI Term SSup $50-99 \mathrm{~GB} / \mathrm{dayAN}$ |  | \$685.38 | k | 31\% | \$472.91 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ITTE-50-99AP | SEL Splunk ITSI Term SSup $50-99 \mathrm{~GB}$ /dayAP |  | \$822.69 | k | 31\% | \$567.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ITTE-50-99EM | SEL Splunk ITSI Term SSup50-99GB/dayEM |  | \$630.00 | K | 31\% | \$434.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ITTE-50-99US | SEL Splunk ITSI Term SSup50-99GB/day US |  | \$548.08 | k | 31\% | \$378.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 5 | ITTE-5K-9999AN | SEL Splunk ITSI Term SSup5K-9999GB/dayAN |  | $\$ 225.00$ $\$ 27000$ | K | $31 \%$ $31 \%$ | \$155.25 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPLUNK SPLUNK |
| 5 | ITTE-5K-9999AP | SEL Splunk ITSI Term SSup5k-9999GB/dayAP |  | \$2270.00 | K | 31\% | \$186.30 | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$ $\$ 0.00$ | \$80.00 | \$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$0.00 | SPLUNK |
| 5 | ITTE-5K-9999US | SEL Splunk ITSI Term SSup 5 --9999GB/day US |  | \$180.00 | k | 31\% | \$124.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ITTG-1K-1999AN | SEL Splunk ITSI Term PSup1K-1999GB/dayAN |  | \$288.46 | k | 31\% | \$199.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ITTG-1K-1999AP | SEL Splunk ITSI Term PSup1K-1999GB/dayAP |  | \$346.15 | k | 31\% | \$238.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ITTG-1K-1999EM | SEL Splunk ITSI Term PSup1K-1999GB/dayEM |  | \$265.38 | k | 31\% | \$183.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ITTG-1K-1999US | SEL Splunk ITSI Term PSup1K-1999GB/day US |  | \$230.77 | k | 31\% | \$159.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ITTG-2k-4999AN | SEL Splunk ITSI Term PSup2K-4999GB/dayAN |  | \$270.00 | k | 31\% | \$186.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ITTG-2K-4999AP | SEL Splunk ITSI Term PSup2K-4999GB/dayAP |  | \$324.23 | k | 31\% | \$223.72 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 | \$0.00 |  |
| 5 | ITTG-2K-4999EM | SEL Splunk ITSI Term PSup2K-4999GB/dayEM |  | \$249.23 | k | 31\% | \$171.97 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 | SPLUNK SPLUNK |
| 5 | ITTG-2K-4999US |  |  | ${ }_{\$ 3069.92}$ | K | $31 \%$ $31 \%$ | \$149.67 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPLUNK SPLUNK |
| 5 | ITTG-500-999AP | SEL Splunk ITSI Term PSup500-999GB/dayAP |  | \$368.08 | K | 31\% | \$253.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ITTG-500-999EM | SEL Splunk ITSI Term PSup500-999GB/day EM |  | \$281.54 | k | 31\% | \$194.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ITTG-500-999US | SEL Splunk ITSI Term PSup500-999GB/day US |  | \$245.77 | k | 31\% | \$169.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ITTG-5K-9999AN | SEL Splunk ITSI Term PSup5k-9999GB/dayAN |  | \$252.69 | k | 31\% | \$174.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 5 | ITTG-5K-9999AP ITTG-5K-999EM | SEL Splunk ITSI Term PSup5K-9999GB/dayAP SEL Splunk ITSI Term PSup5k-999GGB/dayEM |  | $\$ 303.46$ $\$ 231.92$ | k | 31\% | $\$ 209.39$ $\$ 160.02$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPLUNK SPLUNK |
| 5 | ITTG-5K-9999EM ITTG-5K-9999 | SEL Splunk ITSI Term PSup5K-9999GB/dayEM |  | \$231.92 | K | $31 \%$ $31 \%$ | \$160.02 $\$ 139.32$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPLUNK SPLUNK |
| 5 | ITT-PRM-1000-D | SEL Splunk ITSI Term PrmSup Buck 1000 |  | \$1,000.00 | k | 31\% | \$690.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ITT-PRM-100-D | SEL Splunk ITSI Term PrmSup Buck 100 |  | \$100.00 | k | 31\% | \$69.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ITT-PRM-100K-D | SEL Splunk ITSI Term PrmSup Buck 100 K |  | \$100,000.00 | k | 31\% | \$69,000.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ITT-PRM-10K-D | SEL Splunk ITSIT Term Prmsup Buck 10 K |  | \$10,000.00 | K | 31\% | $\$ 6,900.00$ $\$ 0.69$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPLUNK SPLUNK |
| 5 | ITT-PRM-1-D | SEL Splunk ITSST Term PrmSup Buck 1 |  | \$1,000.00 | k | 31\% | \$690.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |


| BAND | SKU | description | $\begin{array}{\|c\|} \hline \text { Model Sub } \\ \text { sku } \end{array}$ | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | WTY UPG ENH TO <br> PS W/MC PREM <br> LP | WTY UPG BASIC TO PS ENH LP | Renewal | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | ITT-STD-100-D | SEL SPlunk ITSI Term StdSup Buck 100 |  | \$100.00 | K | 31\% | \$69.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK SPUNK |
| 5 | ITT-STD-100K-D | SEL Splunk ITSI Term Stasup Buck 100K |  | \$100,000.00 |  | 31\% | \$69,000.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK SPLUNK |
| 5 | ITT-STD-10K-D | SEL Splunk ITSI Term StdSup Buck 10K |  | \$10,000.00 | k | 31\% | \$6,900.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | ${ }^{\text {SPLUNK }}$ |
| 5 | ITT-STD-1-D | SEL Splunk ITSI Term Stdsup Buck 1 |  | \$1.00 | k | 31\% | \$0.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | ${ }^{\text {SPLUNK }}$ |
| 5 | ITTU-ES-1000AN-D | SEL Splunk IT TermUPG SSup Buck 1000AN |  | \$1,000.00 |  | 31\% | \$690.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ITTU-ES-1000AP-D | SEL Splunk IT TermUPG SSup Buck 1000AP |  | \$1,000.00 | k | 31\% | \$690.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ITTU-ES-1000EM-D | SEL Splunk IT TermuPG SSup Buck 1000EM |  | \$1,000.00 | K | 31\% | \$690.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ITTU-ES-1000US-D | SEL Splunk IT TermUPG SSup Buck 1000US |  | \$1,000.00 | , | 31\% | \$690.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK SPLUNK |
| 5 | ITTU-ESS-100AN-D | SEL Splunk IT TermuPG SSup Buck 100AN |  | \$100.00 | K | $31 \%$ $31 \%$ | \$ 699.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK SPUUNK |
| 5 | ITTU-ES-100AP-D TTTU-ES-100EM-D | SEL Splunk IT TermUPG SSup Buck 100AP SEL Splunk IT TermUPG SSup Buck 100EM |  | $\$ 100.00$ $\$ 100.00$ | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~K} \end{aligned}$ | $\begin{aligned} & 31 \% \\ & 31 \% \end{aligned}$ | $\$ 69.00$ $\$ 69.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPLUNK SPLUNK |
| 5 | ITTU-ES-100US-D | SEL Splunk IT TermUPG SSup Buck 100 S |  | \$100.00 | k | 31\% | ${ }_{\$ 69.00}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ITTU-ES-AAN-D | SEL Splunk IT TermUPG SSup Buck 1AN |  | \$1.00 | k | 31\% | \$0.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ITTU-ES-1AP-D | SEL Splunk IT TermUPG SSup Buck 1AP |  | \$1.00 | k | 31\% | \$0.69 | ${ }^{5} 0.00$ | \$0.00 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | SPLUNK |
| 5 | ITTU-ES-1EM-D | SEL Splunk IT TermuPG SSup Buck 1EM |  | \$1.00 | k | 31\% | ${ }_{\$ 0.69}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | SPLUNK |
| 5 | 1 ITTU-ES-1US-D | SEL Splunk IT TermuPG SSup Buck 1US |  | \$1.00 | k | 31\% | \$0.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ITTU-GS-1000AN-D | SEL Splunk IT TermUPG PSup Buck 1000AN |  | \$1,000.00 | K | 31\% | \$690.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ITTU-GS-1000AP-D | SEL Splunk IT TermuPG PSup Buck 1000AP |  | \$1,000.00 | k | 31\% | \$6990.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ITTU-GS-1000EM-D ITTU-GS-1000US-D | SEL Splunk IT TermuPG PSup Buck 1000EM |  | \$1,000.00 | k | 31\% | \$690.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK SPLUNK |
| 5 | ITTU-GS-100AN-D | SEL Splunk IT TermUPG PSup Buck 100AN |  | \$100.00 | k | 31\% | \$699.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | SPLUNK |
| 5 | ITTU-GS-100AP-D | SEL Splunk IT Termupg psup Buck 100AP |  | \$100.00 | k | 31\% | \$69.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | splunk |
| 5 | ITTU-GS-100EM-D | SEL Splunk IT TermUPG PSup Buck 100EM |  | \$100.00 | k | 31\% | \$69.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spLunk |
| 5 | ITTU-GS-100US-D | SEL Splunk IT TermUPG PSup Buck 100US |  | \$100.00 | k | 31\% | \$69.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ITTU-GS-1AN-D | SEL Splunk IT TermUPG PSup Buck 1AN |  | \$1.00 | k | 31\% | \$0.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ITTU-GS-1AP-D | SEL Splunk IT TermUPG PSup Buck 1AP |  | \$1.00 | k | 31\% | \$0.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ITTU-GS-1EM-D | SEL Splunk IT TermuPG PSup Buck 1EM |  | \$1.00 | k | 31\% | \$0.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ITTU-GS-1US-D | SEL Splunk IT TermuPG PSup Buck 1us |  | \$1.00 | k | 31\% | \$0.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | ITTUS-1K-1999-EM | SEL Splunk IT TRU SSup ${ }^{\text {K-19999GB/dayEM }}$ |  | \$178.85 | K | $31 \%$ $31 \%$ | \$123.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK SPUNK |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | ITTUS-2K-4999-EM ITTUS-500-999-EM | SEL Splunk IT TRU SSup2K-4999GB/dayEM SEL Splunk IT TRU SSup500-999GB/dayEM |  | $\begin{aligned} & \$ 173.08 \\ & \$ 185.77 \end{aligned}$ | $\begin{aligned} & \mathrm{k} \\ & \mathrm{k} \end{aligned}$ | $\begin{aligned} & 31 \% \\ & 31 \% \end{aligned}$ | $\begin{aligned} & \$ 119.43 \\ & \$ 128.18 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPLUNK SPLUNK |
| 5 | ITTUS-5K-9999-EM | SEL Splunk IT TRU SSup 5 K-9999GB/dayEM |  | \$166.15 | k | 31\% | \$114.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | JUNIPERPUBVIRT | SEL GK Juniper- GK Del 1 STUDENT |  | \$1.00 | F1 | 2\% | \$0.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00; | obal knowledge |
| 5 | JUNIPERPUBVRTPAR | RSEL GK Juniper - Partner Del 1 STUDENT |  | \$1.00 | F1 | 2\% | \$0.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00; | obal knowledge |
| 5 | LIC-ARX-01200 | SEL AppResponse 1200 licenses |  | \$1,286.00 | k | 31\% | \$887.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Riverbed |
| 5 | LIC-ARX-02200 | SEL AppResponse 2200 licenses |  | \$4,708.00 | k | 31\% | \$3,248.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | RIVERBED |
| 5 | LIC-ARX-03300 | SEL AppResponse 3300 licenses |  | \$7,385.00 | k | 31\% | \$5,095.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | RIVERBED |
| ${ }_{5}^{5}$ | LIC-ARX-03800 | SEL AppResponse 3800 licenses |  | \$11,692.00 | k | 31\% | \$8,067.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | RIVERBED |
| 5 5 | LIC-ARX-04300 | SEL AppResponse 4300 licenses |  | \$15,385.00 | k | 31\% | \$10,615.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | RIVERBED |
| 5 | LIC-ARX-05100 LIC-ARX-06000 | SEL AppResponse 5100 licenses |  | $\$ 19,692.00$ $\$ 28,34.00$ | K | $31 \%$ $31 \%$ | $\$ 13,587.48$ $\$ 19,536.66$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | RIVERBED |
| 5 | LIC-RG-AGT-1Y | SEL RG 1 Y SUBSCRIPTION 1 RG SYSTEM AGT |  | \$22, $\$ 23.08$ | k | 31\% | \$15.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | RG SYSTEMS |
| 5 | LIC-RG-AGT-3Y | SEL RG $3 Y$ SUBSCRIPTION 1 RG SYSTEM AGT |  | \$46.15 | k | 31\% | \$31.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | RG systems |
| 5 | LIC-RG-ORCH-1Y | SEL RG SW SUB. PER TB-BACK END VOLUME Y |  | \$392.31 | K | 31\% | \$270.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | RG SYSTEMS |
| 5 | LIC-RG-ORCH-3Y | SEL RG SW SUB. PER TB-BACK END VOLUME 3Y |  | \$753.85 | k | 31\% | \$520.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | RG SYSTEMS |
| 5 | LIC-RGSTACK10 LIC-RGSTACK5 | SEL RG STACK10 SW For Priv. CLOUD SEL RG STACK5 SW For Priv. CLOUD |  | $\$ 184,615.38$ <br> $\$ 138.461 .54$ | K | $31 \%$ $31 \%$ | $\$ 127,384.61$ $\$ 95.538 .46$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | RG SYSTEMS RG SYSTEMS |
| 5 5 | LIC-RGSTACK5 LIC-RGSTACK50 | SEL RG STACK5 SW FOR PRIV. CLOUD SEL RG STACK50 SW For Priv. |  | \$138,461.54 | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~K} \end{aligned}$ | $31 \%$ $31 \%$ | $\$ 95,538.46$ $\$ 203,815.39$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | RG SYSTEMS RG SYSTEMS |
| 5 | LIFTCD4PESITET1 | SEL CD4PE Site-Tier 1-Lift 0 ? 4,999 |  | \$5,760.00 | k | 31\% | \$3,974.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | LIFTCDAPESITET10 | SEL CD4PE Site-Tier 10-Lift 120k-139,999 |  | \$46,081.54 | k | 31\% | \$31,796.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | LIFTCD4PESITET2 | SEL CD4PE Site-Tier 2-Lift 5k - 9,999 |  | \$7,680.00 | k | 31\% | \$5,299.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | LIFTCD4PESITET3 | SEL CD4PE Site-Tier 3-Lift 10k ?14,999 |  | \$9,600.00 | k | 31\% | \$6,624.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | LIFTCD4PESITET4 | SEL CDAPE Site-Tier 4-Lift 15k ? 24,999 |  | \$11.521.54 | k | 31\% | \$7,949.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | LIFTCD4PESITET5 | SEL CD4PE Site-Tier 5-Lift 25k ? 49,999 |  | \$17,280.00 | k | 31\% | \$11,923.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | LIFTCD4PESITET6 | SEL CD4PE Site-Tier 6-Lift 50k -74,999 |  | \$23,040.00 | K | 31\% | \$15,897.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | LIFTCD4PESITET7 LIFTCD4PESITET8 | SEL CD4PE Site-Tier 7-Lift 60k ? 79,999 SEL CD4PE Site-Tier 8-Lift 80k - 99,999 |  | $\$ 28,801.54$ $\$ 34.561 .54$ | K | 31\% | \$19,873.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | PUPPET LABS PUPPET LABS |
| 5 | LIFTCD4PESITET9 | SEL CD4PE S Site-Tier 9-Lift 100k-119,999 |  | \$40,321.54 | K | 31\% | \$27,821.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | M16-2136-C0000C1 | SEL-16ch. exp port, D921-936,0SC,LL=6.6dB |  | \$19,550.77 | k | 31\% | \$13,490.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | smartoptics |
| 5 | M16-2136-D0030C1 | SEL-16ch. exp port,D921-D936,OSC,Rx EDF |  | \$30,715.38 | k | 31\% | \$21,193.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SmARTOPTICS |
| 5 | M16-2136-D003AC1 | SEL-D921-D936,OSC,Rx EDFA,R× ${ }^{\text {DC }}$ 40km |  | \$35,043.08 | k | 31\% | \$24,179.73 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SMARTOPTICS |
| 5 5 | M16-2136-D1A3TC1 | SEL-D921-D936,Tx ED, Tx D40,Rx ED,Rx TD |  | \$52,076.92 | k | 31\% | \$35,933.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SMARTOPTICS |
| 5 5 | M-3809-921928-M M-3809-929936-M | SEL-8 ch. M/Demux, D921-D928,ILL 4.8 dBB SEL-8 ch. M/Demux, $9292-\mathrm{D} 936, \mathrm{~L}=4.8 \mathrm{ddB}$ |  | $\$ 2,815.38$ $\$ 2.815 .38$ S | K | $31 \%$ $31 \%$ | \$1,942.61 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | SMARTOPTICS |
| 5 5 | M-3809-929936-M M-3840-LL | SEL-8 ch. M/Demux, D929-D936, $\mathrm{L}=4.8 \mathrm{CdB}$ SEL-40 ch. M/Demux, $921-$ D960, $L=7.5 \mathrm{~dB}$ |  | \$2,815.38 | K | 31\% | $\$ 1,942.61$ $\$ 7,207.84$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SMARTOPTICS SMARTOPTICS |
| 5 | M-410 | SEL-DC power supply, M-series |  | \$1,215.38 | k | 31\% | \$838.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SmARTOPTICS |
| 5 | M-420 | SEL-AC power supply, M-series |  | \$1,061.54 | K | 31\% | \$732.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SMARTOPTICS |
| 5 | MA-CN-P-AUDITDEL | SEL Audited Del Plugin for CN annual lic |  | \$525.74 | F1 | 2\% | \$517.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | ATAFRAMEWORKS |
| 5 | MA-CN-P-DUPFIND | SEL Dup Finder Plugin CN, annual lic |  | \$1899.27 | F1 | 2\% | \$773.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | ATAFRAMEWORKS |
| 5 | MA-CN-SERVER MA-CN-SERVERDM | SEL CN Svr, Maint SEL CN Svr w/ DM, Maint |  | $\$ 1,830.06$ $\$ 2.440 .08$ | F1 | 2\% | $\$ 1,793.46$ $\$ 2,391.28$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00 \mathrm{D}$ $\$ 0.00 \mathrm{D}$ | ATAFRAMEWORKS ATAFRAMEWORKS |
| 5 | M-ADJ-19 | SEL-Smartoptics 19 Adjkit-2 8ch modul |  | \$150.77 | k | 31\% | \$104.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SMARTOPTICS |
| 5 | MA-TIB | SEL Cap for Svr, Maint /TiB |  | \$5.85 | F1 | 2\% | \$5.73 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | ataframeworks |
| 5 | MA-TIBDM | SEL CN Svr w/DM, Maint /TiB |  | \$7.81 | F1 | 2\% | \$7.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | ataframeworks |
| 5 | MB10PB1YRSB | SELECT DFXS MB ELA, 10PB 1 Yr Sub |  | \$2,160,000.00 | k | 31\% | \$1,490,400.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NTP-DEFENDX |
| 5 | MB1PB1YRSB | SELECT DFXS Mb ELA, 1PB 1 Yr Sub |  | \$300,600.00 | k | 31\% | \$207,414.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NTP-DEFENDX |
| 5 | MB3PB1YRSB | SELECT DFXS Mbela, 3PB 1 Yr Sub |  | \$702,000.00 | k | 31\% | \$484,380.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NTP-DEFENDX |
| 5 5 | MB5PB1YRSB | SELECT DFXS MB ELA, 5PB 1 Yr Sub |  | \$1,125,000.00 | K | 31\% | \$7776,250.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NTP-DEFENDX |
| 5 | MBAD1PB1YRSB MBP10PB1YRSB | SELECT DFXS MB ELA, ADD 1PB 1 Yr Sub SELECT DFXS MBP ELA, 10 PB 1 Yr Sub |  | $\$ 216,000.00$ $\$ 2,880,00000$ | k | 31\% | \$149,040.00 $\$ 1,987,20000$ | \$0.00 $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$0.00 | S0.00 | \$0.00 | \$0.00 | \$0.00 | NTP-DEFENDX NTP-DEFENDX |


| BAND | SKU | DESCRIPTION $\quad \begin{gathered}\text { Model Sub } \\ \text { sku }\end{gathered}$ | EMC LIST PRICE USD | $\begin{aligned} & \text { CATEGORY } \\ & \text { CODE } \end{aligned}$ | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP$\|$ | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\left\|\begin{array}{c}\text { WTY UPG ENH TO } \\ \text { PS W/MC PREM } \\ \text { LP }\end{array}\right\|$ | WTY UPG BASIC TO PS ENHLP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | MBP1PB1YRSB | SELECT DFXS MBP ELA, 1PB 1 Yr Sub | \$433,800.00 | K | 31\% | \$299,322.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NTP-DEFENDX |
| 5 | MBP3PB1YRSB | SELECT DFXS MBP ELA, 3PB 1 Yr Sub | \$950,400.00 | k | 31\% | \$655,776.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NTP-DEFENDX |
| 5 | MBP5PB1YRSB | SELECT DFXS MBP ELA, 5PB 1 Yr Sub | \$1,530,000.00 | k | 31\% | \$1,055,700.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NTP-DEFENDX |
| 5 | MBPAD1PB1YRSB | SELECT DFXS MBP ELA, ADD 1PB 1 Yr Sub | \$288,000.00 | k | 31\% | \$198,720.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NTP-DEFENDX |
| 5 | MIB-1YR-00000003 | SEL 1 YR File Metadata Bundle Up to 3PB | \$415,384.62 | k | 31\% | \$286,615.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | MIB-1YR-00000006 | SEL YRR File Metadata Bunde Up to 6PB | \$553,846.15 | k | 31\% | \$382,153.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | MIB-1YR-00000009 | SEL 1 YR File Metadata Bundle Up to 9PB | \$830,769.23 | k | 31\% | \$573,230.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | MIB-1YR-00000012 | SEL 1YR File Metadata Bundle Up to 12 PB | \$969,230.77 | k | 31\% | \$668,769.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Index Engines |
| 5 | MIB-3YR-00000003 | SEL YYR File Metadata Bundle Up to 3PB | \$1,121,538.46 | k | 31\% | \$773,861.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | MIB-3YR-00000006 | SEL 3YR File Metadata Bundle Up to 6PB | \$1,495,384.62 | k | 31\% | \$1,031,815.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | MIB-3YR-00000009 | SEL 3YR File Metadata Bundle Up to 9PB | \$2,243,076.92 | k | 31\% | \$1,547,723.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | MIB-3YR-00000012 | SEL 3YR File Metadata Bundle Up to 12 PB | \$2,616,923.08 | k | 31\% | \$1,805,676.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | MIB-5YR-00000003 | SEL 5 5R File Metadata Bunde Up to 3PB | \$1,661,538.46 | k | 31\% | \$1,146,461.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Index Engines |
| 5 | MIB-5YR-00000006 | SEL 5YR File Metadata Bundle Up to 6PB | \$2,215,384.62 | k | 31\% | \$1,528,615.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Index Engines |
| 5 | MIB-5YR-00000009 | SEL SYR File Metadata Bundle Up to 9PB | \$3,323,076.92 | k | 31\% | \$2,292,923.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
|  | MIB-5YR-00000012 | SEL 5 YR File Metadata Bundle Up to 12 PB | \$3,876,923.08 | k | 31\% | \$2,675,076.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Index engines |
| 5 | MNT-IAPER-TO | SEL OT Enhanced Maint 1-5TB IAPER-TO | \$17,648.07 | k | 31\% | \$12,177.17 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | OPENTEXT |
| 5 | MNT-APER-T1 | SEL OT Enhanced Maint --20TB IAPER-T1 | \$10,588.81 | k | 31\% | \$7,306.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | OPENTEXT |
| 5 | MNT-IAPER-T2 | SEL OT Enhanced Maint 21-50TB IAPER-T2 | \$6,618.07 | k | 31\% | \$4,566.47 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | opentext |
| 5 | MNT-IAPER-T3 | SEL OT Enhanced Maint 51-100TB IAPER-T3 | \$3,882.60 | k | 31\% | \$2,678.99 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | OPENTEXT |
| 5 | MNT-IAPER-T4 | SEL OT Enhanced Maint 101-300TB IAPER-T4 | \$2,541.30 | k | 31\% | \$1,753.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | OPENTEXT |
| 5 | MNT-IAPER-T5 | SEL OT Enhanced Maint 301-16 TB IAPER-T5 | \$1,415.38 | k | 31\% | \$976.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | OPENTEXT |
| 5 | MNT-APPER-T6 | SEL OT Enhanced Maint 1001-2kTB IAPER-T6 | \$1,062.00 | k | 31\% | \$732.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | OPENTEXT |
| 5 | MNT-IAPER-T7 | SEL OT Enhanced Maint 2001-5kTB IAPER-T7 | \$929.00 | k | 31\% | \$641.01 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | OPENTEXT |
| 5 | MNT-IAPER-T8 | SEL OT Enhanced Maint 5001+TB IAPER-T8 | \$840.00 | k | 31\% | \$579.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | OPENTEXT |
| 5 | M-PS1-SW-TLA-026 | PROSUPPORT ONE SOFTWARE SUPPORT CLINK | \$299,827.00 | k | 31\% | \$206,880.63 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NA |
| 5 | M-PSP-SW-TLA-026 | PROSUPPORT PLUS 4HR/MC SW SUPPORT CLINK | \$299,827.00 | K | 31\% | \$206,880.63 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NA |
| 5 | MS10961PRVONS10 | SEL NH PRV ONS MS 10961 TEN STUDENTS | \$21,750.00 | F1 | 2\% | \$211,315.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW HORIZONS |
| 5 5 | MS10961PRVVRT10 MS10961PUBVRT1 | SEL NH PRV VRT MS 10961 TEN STUDENTS SEL NH PUB VRT MS 10961 ONE STUDENT | $\$ 17,500.00$ $\$ 297500$ | $\begin{aligned} & F_{1} \\ & F_{1} \end{aligned}$ | $\begin{aligned} & 2 \% \\ & 2 \% \\ & 2 \% \end{aligned}$ | \$17,150.00 | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \\ & \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \\ & \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | NEW HORIZONS |
| 5 | MS10962PRVONS10 | SEL NH PRV ONS MS 10962 TEN STUDENTS | \$13,770.00 | F1 | 2\% | \$13,494.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW HORIZONS |
| 5 | MS10962PRVVRT10 | SEL NH PRV VRT MS 10962 TEN STUDENTS | \$10,500.00 | F1 | 2\% | \$10,290.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW Horizons |
| 5 | MS10962PUBVRT1 | SEL NH PUB VRT MS 10962 ONE STUDENT | \$1,785.00 | F1 | 2\% | \$1,749.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW Horizons |
| 5 | MS10964PRVONS10 | SEL NH PRV ONS MS 10964 TEN STUDENTS | \$21,750.00 | F1 | 2\% | \$21,315.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW HoRIzons |
| 5 | MS10964PRVVRT10 | SEL NH PRV VRT MS 10964 TEN STUDENTS | \$17,500.00 | F1 | 2\% | \$17,150.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW Horizons |
| 5 | MS10964PUBVRT1 | SEL NH PUB VRT MS 10964 ONE STUDENT | \$2,975.00 | F1 | 2\% | \$2,915.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW HORIZONS |
| 5 | MS10965PRVONS10 | SEL NH PRV ONS MS 10965 TEN STUDENTS | \$21,750.00 | F1 | 2\% | \$21,315.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW HORIZONS |
| 5 | MS10965PRVVRT10 | SEL NH PRV VRT MS 10965 TEN STUDENTS | \$17,500.00 | F1 | 2\% | \$17,150.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW HORIZONS |
| 5 | MS10965PUBVRT1 | SEL NH PUB VRT MS 10965 ONE STUDENT | \$2,975.00 | F1 | 2\% | \$2,915.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW HORIZONS |
| 5 | MS10969PRVONS10 | SEL NH PRV ONS MS 10969 TEN STUDENTS | \$21,750.00 | F1 | 2\% | \$21,315.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW HORIZONS |
| 5 | MS10969PRVVRT10 | SEL NH PRV VRT MS 10969 TEN STUDENTS | \$17,500.00 | F1 | 2\% | \$17,150.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | \$0.00 | $\$ 0.00$ | NEW HORIZONS |
| 5 5 | MS10969PUBVRT1 MS10971PRVONS10 | SEL NH PUB VRT MS 10969 ONE STUDENT SEL NH PRV ONS MS 10971 TEN STUDENTS | $\begin{array}{r} \$ 2,975.00 \\ \$ 17.70 .00 \end{array}$ | $\begin{aligned} & \text { F1 } \\ & \text { F1 } \end{aligned}$ | 2\% | $\$ 2,915.50$ $\$ 17,404.80$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | NEW HORIZONS NEW HORIZONS |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | MS10971PRVONS10 MS10971PRVVRT10 | SEL NH PRV ONS MS 10971 TEN STUDENTS SEL NH PRV VRT MS 10971 TEN STUDENTS | $\$ 17,760.00$ $\$ 14,000.00$ | $\begin{aligned} & F_{1} \\ & F_{1} \end{aligned}$ | 2\% | \$17,404.80 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | NEW HORIZONS NEW HORIZONS |
| 5 | MS10971PUBVRT1 | SEL NH PUB VRT MS 10971 ONE STUDENT | \$2,380.00 | F1 | 2\% | \$2,332.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW Horizons |
| 5 | MS10979PRVONS10 | SEL NH PRV ONS MS 10979 TEN STUDENTS | \$9,780.00 | F1 | 2\% | \$9,584.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW HORIZONS |
| 5 | MS10979PRVVRT10 | SEL NH PRV VRT MS 10979 TEN STUDENTS | \$7,000.00 | F1 | 2\% | \$6,860.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW HORIZONS |
| 5 | MS10979PUBVRT1 | SEL NH PUB VRT MS 10979 ONE STUDENT | \$1,190.00 | F1 | 2\% | \$1,166.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW HORIZONS |
| 5 | MS10981PRVONS10 | SEL NH PRV ONS MS 10981 TEN STUDENTS | \$21,750.00 | F1 | 2\% | \$21,315.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW HORIZONS |
| 5 | MS10981PRVVRT10 | SEL NH PRV VRT MS 10981 TEN STUDENTS | \$17,500.00 | F1 | 2\% | \$17,150.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW Horizons |
| 5 | MS10981PUBVRT1 | SEL NH PUB VRT MS 10981 ONE STUDENT | \$2,975.00 | F1 | 2\% | \$2,915.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW HORIZONS |
| 5 | MS10982PRVONS10 | SEL NH PRV ONS MS 10982 TEN STUDENTS | \$21,750.00 | F1 | 2\% | \$21,315.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW HORIZONS |
| 5 | MS10982PRVVRT10 | SEL NH PRV VRT MS 10982 TEN STUDENTS | \$17,500.00 | F1 | 2\% | \$17,150.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW Horizons |
| 5 | MS10982PUBVRT1 | SEL NH PUB VRT MS 10982 ONE STUDENT | \$2,975.00 | F1 | ${ }_{2 \%}^{2 \%}$ | \$2,915.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ | NEW HORIZONS |
| 5 | MS10992PRVONS10 | SEL NH PRV ONS MS 10992 TEN STUDENTS | $\$ 13,770.00$ $\$ 10.50000$ | F1 | 2\% | \$13,494.60 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | NEW HORIZONS |
| 5 | MS10992PUBVRT1 | SEL NH PUB VRT MS 109922 ONE STUDENT | \$ $\$ 10,7800.00$ | F1 | 2\% | \$10,290.00 $\$ 1,749.30$ | \$0.00 | \$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW HORIZONS |
| 5 | MS10993PRVONS10 | SEL NH PRV ONS MS 10993 TEN STUDENTS | \$9,780.00 | F1 | 2\% | \$9,584.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW Horizons |
| 5 | MS10993PRVVRT10 | SEL NH PRV VRT MS 10993 TEN STUDENTS | \$7,000.00 | F1 | 2\% | \$6,860.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW Horizons |
| 5 | MS10993PUBVRT1 | SEL NH PUB VRT MS 10993 ONE STUDENT | \$1,190.00 | F1 | 2\% | \$1,166.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW HORIZONS |
| 5 | MS10997PRVONS10 | SEL NH PRV ONS MS 10997 TEN STUDENTS | \$13,770.00 | F1 | 2\% | \$13,494.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW HoRIzons |
| 5 | MS10997PRVVRT10 | SEL NH PRV VRT MS 10997 TEN STUDENTS | \$10,500.00 | F1 | 2\% | \$10,290.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW HORIZONS |
| 5 | MS10997PUBVRT1 | SEL NH PUB VRT MS 10997 ONE STUDENT | $\$ 1,785.00$ $\$ 39500$ | F1 | 2\% | $\$ 1,749.30$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | NEW HORIZONS |
| 5 | MS1DAYPRIVIRADST MS1DAYPRIVIIRT8 | SEL GK PRV VRT MS 1 Extra Stu 1Day Class SEL GK PRV VRT MS 1DAY 8 STUDENTS | $\$ 395.00$ $\$ 3.160 .00$ | F1 | 2\% | $\$ 387.10$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 L | LOBAL KNOWLEDGE |
| 5 | MS1DAYPRIVVIRT8 | SEL GK PRV VRT MS 1 DAY 8 STUDENTS | \$3,160.00 $\$ 395.00$ | F1 | ${ }_{2 \%}^{2 \%}$ | $\$ 3,096.80$ $\$ 387.10$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | LOBAL KNOWLEDGE |
| 5 | MS20334PRVONS10 | SEL NH PRV ONS MS 20334 TEN STUDENTS | \$21,750.00 | F1 | 2\% | \$21,315.00 | S0.00 $\$ 0.00$ | \$ $\$ 0.00$ | \$0.00 | \$ $\$ 0.00$ | \$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$ 50.00 | NEW HORIZONS |
| 5 | MS20334PRVVRT10 | SEL NH PRV VRT MS 20334 TEN STUDENTS | \$17,500.00 | F1 | 2\% | \$17,150.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW HORIZONS |
| 5 | MS20334PUBVRT1 | SEL NH PUB VRT MS 20334 ONE STUDENT | \$2,975.00 | F1 | 2\% | \$2,915.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW HORIZONS |
| 5 | MS203391PRVONS10 | SEL NH PRV ONS MS 203391 TEN STUDENTS | \$21,750.00 | F1 | 2\% | \$21,315.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW HORIZONS |
| 5 | MS203391PRVVRT10 | SEL NH PRV VRT MS 203391 TEN STUDENTS | \$17,500.00 | F1 | 2\% | \$17,150.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW HORIZONS |
| 5 | MS203391PUBVRT1 MS20392PRVONS10 | SEL NH PUB VRT MS $20339-1$ ONE STUDENT SEL NH PRV ONS MS 203392 TEN STUDENTS | $\$ 2,975.00$ $\$ 21750.00$ | F1 | 2\% | $\$ 2,915.50$ $\$ 2131500$ | $\$ 0.00$ $\$ 000$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | NEW HORIZONS NEW HORIZONS |
| 5 | MS203392PRVVRT10 | SEL NH PRV VRT MS 203392 TEN STUDENTS | \$17,500.00 | F1 | 2\% | \$21,315.00 | \$0.00 | \$0.00 | \$8000 | \$0.00 | \$0.00 | \$0.00 | \$80.00 | NEW HORIZONS |
| 5 | MS203392PUBVRT1 | SEL NH PUB VRT MS 20339-2 ONE STUDENT | \$2,975.00 | F1 | 2\% | \$2,915.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW Horizons |
| 5 | MS203451PRVONS10 | SEL NH PRV ONS MS 203451 TEN STUDENTS | \$21,750.00 | F1 | 2\% | \$21,315.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW HORIZONS |
| 5 | MS203451PRVVRT10 | SEL NH PRV VRT MS 203351 TEN STUDENTS | \$17,500.00 | F1 | 2\% | \$17,150.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$9.00 | NEW HORIZONS |
| ${ }_{5}^{5}$ | MS203451PUBVRT1 | SEL NH PUB VRT MS 20345-1 ONE STUDENT | \$2,975.00 | F1 | 2\% | \$2,915.50 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | NEW HORIZONS NEW HORIZONS |
| 5 | MS203452PRVVRT10 | SEL NH PRV VRT MS 203452 TEN STUDENTS | \$21,750.00 $\$ 17,500.00$ | F1 | 2\% | \$ | \$0.00 $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |


| BAND | SKU | description | $\begin{array}{\|c\|} \begin{array}{c} \text { Model Sub } \\ \text { sku } \end{array} \\ \hline \end{array}$ | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | WTY UPG ENH TO <br> PS W/MC PREM <br> LP | wTY UPG BASIC TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | MS203452PUBVRT1 | SEL NH PUB VRT MS 20345-2 ONE STUDENT |  | \$2,975.00 | F1 | 2\% | \$2,915.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW HORIZONS |
| 5 | MS20347PRVONS10 | SEL NH PRV ONS MS 20347 TEN STUDENTS |  | \$21,750.00 | F1 | 2\% | \$21,315.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW HORIZONS |
| 5 | MS20347PRVVRT10 | SEL NH PRV VRT MS 20347 TEN STUDENTS |  | \$17,500.00 | F1 | 2\% | \$17,150.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW HORIZONS |
| 5 | MS20347PUBVRT1 | SEL NH PUB VRT MS 20347 ONE STUDENT |  | \$2,975.00 | F1 | 2\% | \$2,915.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW HORIZONS |
| 5 | MS20533PRVONS10 | SEL NH PRV ONS MS 20533 TEN STUDENTS |  | \$21,750.00 | F1 | 2\% | \$21,315.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW HORIZONS |
| 5 | MS20533PRVVRT10 | SEL NH PRV VRT MS 20533 TEN STUDENTS |  | \$17,500.00 | F1 | 2\% | \$17,150.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW HoRIZONS |
| 5 | MS20533PUBVRT1 | SEL NH PUB VRT MS 20533 ONE STUDENT |  | \$2,975.00 | F1 | 2\% | \$2,915.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW Horizons |
| 5 | MS20537PRVONS10 | SEL NH PRV ONS MS 20537 TEN STUDENTS |  | \$21,750.00 | F1 | 2\% | \$21,315.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW HORIZONS |
| 5 | MS20537PRVVRT10 | SEL NH PRV VRT MS 20537 TEN STUDENTS |  | \$17,500.00 | F1 | 2\% | \$17,150.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW Horizons |
| 5 | MS20537PUBVRT1 | SEL NH PUB VRT MS 20537 ONE STUDENT |  | \$2,975.00 | F1 | 2\% | \$2,915.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW Horizons |
| 5 | MS206971PRVONS10 | SEL NH PRV ONS MS 206971 TEN STUDENTS |  | \$21,750.00 | F1 | 2\% | \$21,315.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW HORIZONS |
| 5 | MS206971PRVVRT10 | SEL NH PRV VRT MS 206971 TEN STUDENTS |  | \$17,500.00 | F1 | 2\% | \$17,150.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW Horizons |
| 5 | MS206971PUBVRT1 | SEL NH PUB VRT MS 20697-1 ONE STUDENT |  | \$2,975.00 | F1 | 2\% | \$2,915.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW HORIZONS |
| 5 | MS206972PRVONS10 | SEL NH PRV ONS MS 206972 TEN STUDENTS |  | \$21,750.00 | F1 | 2\% | \$21,315.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW HORIZONS |
| 5 | MS206972PRVVRT10 | SEL NH PRV VRT MS 206972 TEN STUDENTS |  | \$17,500.00 | F1 | 2\% | \$17,150.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW HORIZONS |
| 5 | MS206972PUBVRT1 | SEL NH PUB VRT MS 20697-2 ONE STUDENT |  | \$2,975.00 | F1 | 2\% | \$2,915.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW HORIZONS |
| 5 | MS20698PRVONS10 | SEL NH PRV ONS MS 20698 TEN STUDENTS |  | \$21,750.00 | F1 | 2\% | \$21,315.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW HORIZONS |
| 5 | MS20698PRVVRT10 | SEL NH PRV VRT MS 20698 TEN STUDENTS |  | \$17,500.00 | F1 | 2\% | \$17,150.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW HoRIZONS |
| 5 | MS20698PUBVRT1 | SEL NH PUB VRT MS 20698 ONE STUDENT |  | \$2,975.00 | F1 | 2\% | \$2,915.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW HORIZONS |
| 5 | MS207031PRVONS10 | SEL NH PRV ONS MS 207031 TEN STUDENTS |  | \$21,750.00 | F1 | 2\% | \$21,315.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW Horizons |
| 5 | MS207031PRVVRT10 | SEL NH PRV VRT MS 207031 TEN STUDENTS |  | \$17,500.00 | F1 | 2\% | \$17,150.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW Horizons |
| 5 | MS207031PUBVRT1 | SEL NH PUB VRT MS 20703-1 ONE STUDENT |  | \$2,975.00 | F1 | 2\% | \$2,915.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW HoRIZONS |
| 5 | MS207032PRVONS10 | SEL NH PRV ONS MS 207032 TEN STUDENTS |  | \$13,770.00 | F1 | 2\% | \$13,494.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW Horizons |
| 5 | MS207032PRVVRT10 | SEL NH PRV VRT MS 207032 TEN STUDENTS |  | \$10,500.00 | F1 | 2\% | \$10,290.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW Horizons |
| 5 | MS207032PUBVRT1 | SEL NH PUB VRT MS 20703-2 ONE STUDENT |  | \$1,785.00 | F1 | 2\% | \$1,749.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW HORIZONS |
| 5 | MS20740PRVONS10 | SEL NH PRV ONS MS 20740 TEN STUDENTS |  | \$21,750.00 | F1 | 2\% | \$21,315.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW Horizons |
| 5 | MS20740PRVVRT10 | SEL NH PRV VRT MS 20740 TEN STUDENTS |  | \$17,500.00 | F1 | ${ }^{2 \%}$ | \$17,150.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW HORIZONS |
| 5 | MS20740PUBVRT1 | SEL NH PUB VRT MS 20740 ONE STUDENT |  | \$2,975.00 | F1 | 2\% | \$2,915.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW HORIZONS |
| 5 | MS20741PRVONS10 | SEL NH PRV ONS MS 20741 TEN STUDENTS |  | \$21,750.00 | F1 | 2\% | \$21,315.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW HORIZONS |
| 5 | MS20741PRVVRT10 | SEL NH PRV VRT MS 20741 TEN STUDENTS |  | \$17,500.00 | F1 | 2\% | \$17,150.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW HORIZONS |
| 5 | MS20741PUBVRT1 | SEL NH PUB VRT MS 20741 ONE STUDENT |  | \$2,975.00 | F1 | 2\% | \$2,915.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW HORIZONS |
| 5 | MS20742PRVONS10 | SEL NH PRV ONS MS 20742 TEN STUDENTS |  | $\$ 21,750.00$ $\$ 175000$ | F1 | 2\% | $\$ 21,315.00$ $\$ 17150.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | NEW HORIZONS |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | MS20742PRWRT10 MS20742PUBVRT1 | SEL NH PRV VRT MS 20742 TEN STUDENTS SEL NH PUB VRT MS 20742 ONE STUDENT |  | \$17,500.00 \$2,975.00 | $\begin{aligned} & \text { F1 } \\ & \text { F1 } \end{aligned}$ | $\begin{aligned} & 2 \% \\ & 2 \% \end{aligned}$ | \$17,150.00 $\$ 2,915.50$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | NEW Horizons |
| 5 | MS20743PRVONS 10 | SEL NH PRV ONS MS 20743 TEN STUDENTS |  | \$21,750.00 | F1 | 2\% | \$21,315.00 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | NEW Horizons |
| 5 | MS20743PRVVRT10 | SEL NH PRV VRT MS 20743 TEN STUDENTS |  | \$17,500.00 | F1 | 2\% | \$17,150.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW HORIZONS |
| 5 | MS20743PUBVRT1 | SEL NH PUB VRT MS 20743 ONE STUDENT |  | \$2,975.00 | F1 | 2\% | \$2,915.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW HoRIZONS |
| 5 | MS20744PRVONS10 | SEL NH PRV ONS MS 20744 TEN STUDENTS |  | \$21,750.00 | F1 | 2\% | \$21,315.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW Horizons |
| 5 | MS20744PRVVRT10 | SEL NH PRV VRT MS 20744 TEN STUDENTS |  | \$17,500.00 | F1 | 2\% | \$17,150.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW HORIZONS |
| 5 | MS20744PUBVRT1 | SEL NH PUB VRT MS 20744 ONE STUDENT |  | \$2,975.00 | F1 | 2\% | \$2,915.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW HORIZONS |
| 5 | MS20761PRVONS10 | SEL NH PRV ONS MS 20761 TEN STUDENTS |  | \$21,750.00 | F1 | 2\% | \$21,315.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW HORIZONS |
| 5 | MS20761PRVVRT10 | SEL NH PRV VRT MS 20761 TEN STUDENTS |  | \$17,500.00 | F1 | 2\% | \$17,150.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW HORIZONS |
| 5 | MS20761PUBVRT1 | SEL NH PUB VRT MS 20761 ONE STUDENT |  | \$2,975.00 | F1 | 2\% | \$2,915.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW HORIZONS |
| 5 | MS20764PRVONS10 | SEL NH PRV ONS MS 20764 TEN STUDENTS |  | \$211750.00 | F1 | 2\% | \$21,315.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | MS20764PRVVRT10 | SEL NH PRV VRT MS 20764 TEN STUDENTS |  | \$17,500.00 | F1 | 2\% | \$17,150.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 000$ | \$0.00 | \$0.00 | \$0.00 | NEW HORIZONS |
| 5 | MS20764PUBVRT1 <br> MS2DAYPRIVIRADST | SEL NH PUB VRT MS 20764 ONE STUDENT |  | \$2,975.00 | F1 | ${ }_{2 \%}^{2 \%}$ | $\$ 2,915.50$ $\$ 1.514 .10$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | NEW HORIZONS LOBAL KNOWLEDGE |
| 5 | MS2DAYPRIVVIRT8 | SEL GK PRV VRT MS 2DAY 8 STUDENTS |  | \$12,360.00 | F1 | 2\% | \$12,112.80 | \$0.00 | \$ $\$ 0.00$ | \$ ${ }_{\$ 0.00}$ | $\$ 0.00$ $\$ 0.00$ | \$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | ${ }_{\text {S }}{ }^{\text {S0.00; }}$ | LOBAL KNOWLEDGE |
| 5 | MS2DAYPUBVIRT | SEL GK PUB VRT MS 2dAY ONE STUDENT |  | \$1,545.00 | F1 | 2\% | \$1,514.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Lobal knowledge |
| 5 | MS3DAYPRIVIRADST | SEL GK PRV VRT MS 1 Extra Stu 3Day Class |  | \$2,095.00 | F1 | 2\% | \$2,053.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | Lobal knowledge |
| 5 | MS3DAYPRIVVIRT8 | SEL GK PRV VRT MS 3 DAY 8 Students |  | \$16,760.00 | F1 | 2\% | \$16,424.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00; | Lobal knowledge |
| 5 | MS3DAYPUBVIRT | SEL GK PUB VRT MS 3DAY ONE STUDENT |  | \$2,095.00 | F1 | 2\% | \$2,053.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00; | Lobal knowledge |
| 5 | MS40409PRVONS10 | SEL NH PRV ONS MS 40409 TEN STUDENTS |  | \$21,750.00 | F1 | 2\% | \$21,315.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW HORIZONS |
| 5 | MS40409PRVVRT10 | SEL NH PRV VRT MS 40409 TEN STUDENTS |  | \$17,500.00 | F1 | 2\% | \$17,150.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW HORIZONS |
| 5 | MS40409PUBVRT1 | SEL NH PUB VRT MS 40409 ONE STUDENT |  | \$2,975.00 | F1 | 2\% | \$2,915.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW HORIZONS |
| 5 | MS4DAPPRIVIRADST | SEL GK PRV VRT MS 1 Extra Stu 4Day Class |  | \$2,595.00 | F1 | 2\% | \$2,543.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |  |
| 5 | MS4DA PRRIVVIRT8 | SEL GK PRV VRT MS 4DAY 8 STUDENTS |  | \$20,760.00 | F1 | 2\% | \$20,344.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00; | Lobal knowledge |
| 5 | MS4DAYPUBVIRT | SEL GK PUB VRT MS 4DAY ONE STUDENT |  | \$2,595.00 | F1 | 2\% | \$2,543.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00; | Lobal knowledge |
| 5 | MS5DAYPRIVIRADST | SEL GK PRV VRT MS 1 Extra Stu 5Day Class |  | \$3,095.00 | F1 | 2\% | \$3,033.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00; | Lobal knowledge |
| 5 | MS5DAYPRIVONS8 | SEL GK PRV ONS MS 5 DAY 8 STUDENTS |  | \$24,760.00 | F1 | 2\% | \$24,264.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Lobal knowledge |
| 5 | MS5DAYPRIVVIRT8 | SEL GK PRV VRT MS 5 DAY 8 STUDENTS |  | \$24,760.00 | F1 | 2\% | \$24,264.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00; | Lobal knowledge |
| 5 | MS5DAYPUBVIRT | SEL GK PUB VRT MS 5DAY ONE STUDENT |  | \$3,095.00 | F1 | 2\% | \$3,033.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00; | Lobal knowledge |
| 5 | MSILSO365PERUSER | S SEL NH ILS O365 FOR ONE USER 1 YEAR |  | \$5.00 | F1 | 2\% | \$4.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW HORIZONS |
| 5 | MSILSOF 16PERUSER | S SEL NH ILS OFF 2016 FOR ONE USER 1 YEAR |  | \$5.00 | F1 | 2\% | \$4.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | MSILSPACKPERUSEF | FSEL NH ILS PACK FOR ONE USER 1 YEAR |  | \$10.00 | F1 | 2\% | \$9.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW HORIZONS |
| 5 5 | MSILSWW $10 P E R U S E R$ MSONSLECPERDAY | SEL NH ILS WIN10 FOR ONE USER 1 YEAR |  | $\$ 5.00$ $\$ 3.39000$ | F1 | 2\% | $\$ 4.90$ $\$ 3.3220$ | \$0.00 S0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  |
| 5 | MSSUBMOD | SEL NH ONS LECTURE PER DAY |  | $\$ 3,390.00$ $\$ 4,250.00$ | F1 | 2\% | \$3,322.20 $\$ 4,165.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | NEW HORIZONS NEW HORIZONS |
| 5 | mssubpremium | SEL MS PREMIUM 1 YEAR SUBSCRIPTION |  | \$12,500.00 | F1 | 2\% | \$12,250.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW HORIZONS |
| 5 | MSSUBSTANDARD | SEL MS STANDARD 1 YEAR SUBSCRIPTION |  | \$7,500.00 | F1 | 2\% | \$7,350.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW Horizons |
| 5 | MSTECH1DAYCLAS | SEL NH PUB VRT MS 1DAY ONE STUDENT |  | \$595.00 | F1 | 2\% | \$583.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW HORIZONS NEW HORIZONS |
| 5 | MSTECH1PRVONS10 | SEL NH PRV ONS MS 1 DAY 10 STUDENTS |  | \$5,340.00 | F1 | 2\% | \$5,233.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | MSTECH1PRVVRT10 MSTECH2DAYCLAS | SEL NH PRV VRT MS 1DAY 10 STUDENTS SEL NH PUB VRT MS 2DAY ONE STUDENT |  | $\$ 3,500.00$ $\$ 1,190.00$ | F1 | 2\% | $\$ 3,433.00$ $\$ 1,166.20$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | NEW HORIZONS NEW HORIZONS |
| 5 | MSTECH2PRVONS10 | SEL NH PRV ONS MS 2DAY 10 STUDENTS |  | \$9,780.00 | F1 | 2\% | \$9,584.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW HoRIzons |
| 5 | MSTECH2PRVVRT10 | SEL NH PRV VRT MS 2 DAY 10 STUDENTS |  | \$7,000.00 | F1 | 2\% | \$6,860.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW HORIZONS |
| 5 | MSTECH3DAYCLAS | SEL NH PUB VRT MS 3DAY ONE STUDENT |  | \$1,785.00 | F1 | 2\% | \$1,749.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW HORIZONS |
| 5 | MSTECH3PRVONS10 MSTECH3PRVVRT10 | SEL NH PRV ONS MS 3 DAY 10 STUDENTS |  | $\$ 13,770.00$ $\$ 10.500 .00$ | F1 | ${ }^{2 \%}$ | $\$ 13,494.60$ $\$ 10,290.00$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |  |
| 5 5 | MSTECH3PRVVRT10 MSTECH4DAYCLAS | SEL NH PRV VRT MS 3DAY 10 STUDENTS SEL NH PUB VRT MS |  | \$10,500.00 $\$ 2,380.00$ | F1 F1 | 2\% | \$10,290.00 $\$ 2,332.40$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | NEW HORIZONS NEW HORIZONS |


| BAND | SKU | description | Model Sub sku | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP$\|$ | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\left\|\begin{array}{c}\text { WTY UPG ENH TO } \\ \text { PS W/MC PREM } \\ \text { LP }\end{array}\right\|$ | WTY UPG BASIC TO PS ENH LP | Renewal | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | MSTECH4PRVONS10 | SEL NH PRV ONS MS 4DAY 10 STUDENTS |  | \$17,760.00 | F1 | 2\% | \$17,404.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW HORIZONS |
| 5 | MSTECH4PRVVRT10 | SEL NH PRV VRT MS 4DAY 10 STUDENTS |  | \$14,000.00 | F1 | 2\% | \$13,720.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW HORIZONS |
| 5 | MSTECH5DAYCLAS | SEL NH PUB VRT MS 5DAY ONE STUDENT |  | \$2,975.00 | F1 | ${ }^{2 \%}$ | \$2,915.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW HORIZONS |
| 5 | MSTECH5PRVONS10 | SEL NH PRV ONS MS 5DAY 10 STUDENTS |  | \$21,750.00 | F1 | 2\% | \$21,315.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW HORIZONS |
| 5 | MSTECH5PRVVRT10 | SEL NH PRV VRT MS 5 DAY 10 STUDENTS |  | \$17,500.00 | F1 | 2\% | \$17,150.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW HORIZONS |
| 5 | MSTOTACCESS1YR | SEL GK MS TOTAL ACCESS PREMIUM 1 Y SUB |  | \$3,995.00 | F1 | 2\% | \$3,915.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00; | OBAL KNOWLEDGE |
| 5 | msVodgk | SEL GK WIN10/O365 ONE USER 1 YEAR - NA |  | \$20.00 | F1 | 2\% | \$19.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | OBAL KNOWLEDGE |
| 5 | mswebinarperday | SEL NH WEbinars Per day |  | \$1,500.00 | F1 | 2\% | \$1,470.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NEW HORIZONS |
| 5 | NEWCD4PESITET1 | SEL CD4PE Site-Tier 1-New 0? 4,999 |  | \$34,561.54 | k | 31\% | \$23,847.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | NEWCD4PESITET10 | SEL CD4PE Site-Tier10-New 120k - 139,999 |  | \$276,489.23 | k | 31\% | \$190,777.57 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | NEWCD4PESITET2 | SEL CD4PE Site-Tier 2-New 5k-9,999 |  | \$46,081.54 | k | 31\% | \$31,796.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | NEWCD4PESITET3 | SEL CDAPE Site-Tier 3-New 10k ?14,999 |  | \$57,601.54 | k | 31\% | \$39,745.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | NEWCD4PESITET4 | SEL CD4PE Site-Tier 4-New 15k ? 24,999 |  | \$69,123.08 | k | 31\% | \$47,694.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | NEWCD4PESITET5 | SEL CD4PE Site-Tier 5-New 25k ? 49,999 |  | \$103,683.08 | k | 31\% | \$71,541.33 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | NEWCD4PESITET6 | SEL CDAPE Site-Tier 6-New 50k - 74,999 |  | \$138,244.62 | k | 31\% | \$95,388.79 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | NEWCD4PESITET7 | SEL CDAPE Site-Tier 7-New 60k ? 79,999 |  | \$172,806.15 | k | 31\% | \$119,236.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | NEWCD4PESITET8 | SEL CD4PE Site-Tier 8-New 80k - 99,999 |  | \$207,367.69 | k | 31\% | \$143,083.71 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | NEWCD4PESITET9 | SEL CD4PE Site-Tier 9-New 100k - 119,999 |  | \$241,929.23 | k | 31\% | \$166,931.17 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | NXALBADCTIYC | SEL NX-ALB-AD-CT- 1 Y-C) |  | \$20,000.00 | k | 31\% | \$13,800.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | NXALBADCTIYC-I | SEL NX-ALB-AD-CT- Y-C) |  | \$23,400.00 | K | $31 \%$ $31 \%$ | \$16,146.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | NXALBADCTIYC-K | SEL NX-ALB-AD-CT- Y $^{\text {P-C }}$ ) |  | \$23,559.61 | k | 31\% | \$16,256.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | NXALBSC3PC | SEL NX-ALB-SC-3P-SSS-C ) |  | \$11,217.36 | F1 | 2\% | \$10,993.01 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | NXALBSC3PC-I | SEL NX-ALB-SC-3P-SSS-C) |  | \$13,124.31 | F1 | 2\% | \$12,861.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | NXALBSC3PC-K | SEL NX-ALB-SC-3P-SSS-C ) |  | \$12,609.65 | F1 | 2\% | \$12,357.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 5 | NXALBSCC | SEL NX-ALB-SC-C) SEL NX-ALB-SC-C |  | \$16,995.00 | K | $31 \%$ $31 \%$ | $\$ 11,726.55$ $\$ 13.720 .06$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | NXALBSCC-K | SEL NX-ALB-SC-C) |  | \$19,115.84 | k | 31\% | \$13,189.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | NXALBSCPC | SEL NX-ALB-SC-P-SSS-C ) |  | \$4,249.00 | F1 | 2\% | \$4,164.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | NXALBSCPC-I | SEL NX-ALB-SC-P-SSS-C) |  | \$4,971.33 | F1 | 2\% | \$4,871.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | NXALBSCPC-K | SEL NX-ALB-SC-P-SSSS-C) |  | \$4,776.38 | F1 | 2\% | \$4,680.85 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | NXDCADEP100UC | SEL NX-DC-ADEP-100-U-C) |  | \$6,600.00 | K | 31\% | \$4,554.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 5 | NXDCADEP100UC-I NXDCADEP100UC-K | SEL NX-DC-ADEP-100-U-C) <br> SEL NXXCC-ADEP-100-U-C ) |  | $\begin{aligned} & \$ 7,722.00 \\ & \$ 7,420.32 \end{aligned}$ | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~K} \end{aligned}$ | $\begin{aligned} & 31 \% \\ & 31 \% \end{aligned}$ | \$5,328.18 \$5,120.02 | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | NXDCADEP10UGC | SEL NX-DC-ADEP-10-UG-C) |  | \$660.00 | k | 31\% | \$455.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | NXDCADEP10UGC-I | SEL NX-DC-ADEP-10-UG-C ) |  | \$772.20 | k | 31\% | \$532.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | NXDCADEP10UGC-K | SEL NX-DC-ADEP-10-UG-C ) |  | \$742.03 | k | 31\% | \$512.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | NXDCADEPLC100UG | FSEL: NX-DC-ADEPLC-100-UG-F |  | \$7,260.00 | k | 31\% | \$5,009.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | NXDCADEPLC10UGF | SEL: NX-DC-ADEPLC-10-UG-F |  | \$726.00 | k | 31\% | \$500.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | NXDCADEPLUGC | SEL NX-DC-ADEPL-UG-C) |  | \$3,300.00 | k | 31\% | \$2,277.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | NXDCADEPLUGC-I | SEL NX-DC-ADEPL-UG-C) |  | \$3,861.00 | k | 31\% | \$2,664.09 | \$0.00 | $\$ 0.00$ | \$0.00 | $\$ 0.00$ | \$0.00 | $\$ 0.00$ | $\$ 0.00$ | VMWARE |
| 5 | NXDCADEPLUGC-K NX-DC-ADEPL-UG-F | SEL NX-DC-ADEPL-UG-C) |  | \$3,712.07 |  | 31\% | $\$ 2,561.33$ $\$ 2.504 .70$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ | VMWARE |
| 5 | NX-DC-ADEPL-UG-F NXDCADLE3PSC | SEL: NX -DC-ADEPL-UG-F SEL NX-DCAD-LE-3P-S-C ) |  | $\$ 3,330.00$ $\$ 3,627.36$ | K F1 | $31 \%$ $2 \%$ | \$2,504.70 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$ ${ }_{\text {\$0.00 }}$ | CARAHSOFT VMWARE |
| 5 | NXDCADLE3PSC-1 | SEL NX-DCAD-LE-3P-S-C ) |  | \$4,244.01 | F1 | 2\% | \$4,159.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | NXDCADLE3PSC-K | SEL NX-DCAD-LE-3P-S-C) |  | \$4,077.58 | F1 | 2\% | \$3,996.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | NXDCADLEPSC | SEL NX-DCAD-LE-P-S-C) |  | \$1,374.00 | F1 | 2\% | \$1,346.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | NXDCADLEPSC-I | SEL NX-DCAD-LE-P-S-C) |  | \$1,607.58 | F1 | 2\% | \$1,575.43 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 5 | NXDCADLEPSC-K NXDCADV103PSC | SEL NX-DCAD-LE-P-S-C) |  | \$1,544.54 | F1 | 2\% | \$1,513.65 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | NXDCADV103PSC NXDCADV103PSC-1 | SEL NX-DC-ADV-10-3P-S-C ) <br> SEL NX-DC-ADV-10-3P-S-C) |  | $\$ 726.00$ | $\begin{aligned} & F_{1} \\ & F_{1} \end{aligned}$ | $\begin{aligned} & 2 \% \\ & 2 \% \\ & \end{aligned}$ | $\$ 711.48$ $\$ 832.43$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | NXDCADV103PSC-K | SEL NX-DC-ADV-10-3P-S-C) |  | \$816.11 | F1 | 2\% | \$799.79 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | Vmware |
| 5 | NXDCADV10PSC | SEL NX-DC-ADV-10-P-S-C) |  | \$275.00 | F1 | 2\% | \$269.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | NXDCADV10PSC-I | SEL NX-DC-ADV-10-P-S-C) |  | \$321.75 | F1 | 2\% | \$315.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | NXDCADV10PSC-K | SEL NX-DC-ADV-10-P-S-C) |  | \$309.13 | F1 | 2\% | \$ $\$ 302.95$ | \$0.00 | $\$ 0.00$ | \$0.00 |  |  | \$0.00 | \$0.00 |  |
| 5 | NXDCADV3PSC NXDCADV3PSC-1 | SEL NX-DC-ADV-3P-S-C) SEL NX-DC-ADV-3P-S-C) |  | \$7,260.00 | $\begin{aligned} & F_{1} \\ & \text { F1 } \end{aligned}$ | 2\% | $\$ 7,114.80$ $\$ 8.324 .32$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE VMWARE |
| 5 | NXDCADV3PSC-K | SEL NX-DC-ADV-3P-S-C) |  | ${ }_{\text {S }} \mathbf{5 8 , 4 9 4 6 . 1 0}$ | F1 | 2\% | ${ }^{\$ 81,997.88}$ | \$0.00 | \$ $\$ 0.00$ | \$0.00 | \$0.00 $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | NXDCADV3PSssc | SEL NX-DC-ADV-3P-SSS-C ) |  | \$3,627.36 | F1 | 2\% | \$3,554.81 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | NXDCADV3PSSSC-I | SEL NX-DC-ADV-3P-SSS-C) |  | \$4,244.01 | F1 | 2\% | \$4,159.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | NXDCADV3PSSSC-K | SEL NX-DC-ADV-3P-SSS-C) |  | \$4,077.58 | F1 | 2\% | \$3,996.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | NXDCADVC | SEL NX-DC-ADV-C) |  | \$5,495.00 | K | 31\% | \$3,791.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 5 | NXDCADVC100C NXDCADVC $100 \mathrm{C}-1$ | SEL NX-DC-ADVC-100-C) SEL NX-DC-ADVC-100-C) |  | $\$ 11,000.00$ $\$ 1287000$ | K | $31 \%$ $31 \%$ | $\$ 7,590.00$ $\$ 8880.30$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | NXDCADVC100C-I NXDCADVC100C-K | SEL NX-DC-ADVC-100-C ) SEL NX-DC-ADVC-100-C) |  | $\begin{array}{r} \$ 12,870.00 \\ \$ 12,373.58 \end{array}$ | K | $\begin{aligned} & 31 \% \\ & 31 \% \end{aligned}$ | $\begin{aligned} & \$ 8,880.30 \\ & \$ 8,537.77 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | VMWARE |
| 5 | NX-DC-ADVC-100-F | SEL: NX-DC-ADVC-100-F |  | \$12,100.00 | k | 31\% | \$8,349.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | NXDCADVC10C | SEL NX-DC-ADVC-10-C) |  | \$1,100.00 | k | 31\% | \$759.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 5 | NXDCADVC10C-1 NXDCADVC10C-K | SEL NX-DC-ADVC-10-C) SEL |  | $\$ 1,287.00$ $\$ 1.237 .36$ | K | 31\% | \$888.03 $\$ 853.78$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | NX-DC-ADVC-10-F | SEL: NX-DC-ADVC-10-F |  | \$1,210.00 | k | 31\% | \$834.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | CARAHSOFT |
| 5 | NXDCADVC-I | SEL NX - DC-ADV-C ) |  | \$6,429.15 | k | 31\% | \$4,436.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | NXDCADVC-K | SEL NX-DC-ADV-C) |  | \$6,179.13 | k | $31 \%$ $31 \%$ | \$4,263.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | NX-DC-ADV-F NXDCADVLEC | SEL: NX-DC-ADV-F |  | $\$ 6,044.50$ $\$ 5,495.00$ | K | 31\% | \$4,170.71 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | CARAHSOFT VMWARE |
| 5 | NXDCADVLEC-I | SEL NX-DCADV-LE-C) |  | \$6,429.15 |  | 31\% | \$4,436.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | NXDCADVLEC-K | SEL NX-DCADD-LE-C) |  | \$6,179.13 | K | 31\% | \$4,263.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | NXDCADVPSC | SEL NX-DC-ADV-P-S-C) |  | \$2,750.00 | F1 | 2\% | \$2,695.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | NXDCADVPSC-I | SEL NX-DC-ADV-P-S-C) |  | \$ $\$ 3,217.50$ | F1 | 2\% | \$3,153.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | NXDCADVPSC-K NXDCADVPSSSC | SEL NX-DC-ADV-P-S-C) SEL |  | $\$ 3,091.33$ $\$ 1,374.00$ | F1 F1 | 2\% | $\$ 3,029.50$ $\$ 1,346.52$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE VMWARE |
|  | NXDCADVPSSSC-- | SEL NX-DC-ADV-P-SSS-C) |  | \$1,607.58 | F1 | 2\% | \$1,575.43 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |


| BAND | SKU | DESCRIPTION | $\begin{aligned} & \text { Model Sub } \\ & \text { ckil } \end{aligned}$ sku | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | WTY UPG ENH TO <br> PS W/MC PREM <br> LP | wTY UPG BASIC TO PS ENH LP | Renewal | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | NXDCADVPSSSC-K | SEL NX-DC-ADV-P-SSS-C) |  | \$1,544.54 | F1 | 2\% | \$1,513.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | NXDCAK3PSssc | SEL NX-DC-AK-3P-Sss-C ) |  | \$15,837.36 | F1 | 2\% | \$15,520.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | NXDCAK3PSSsC-I | SEL NX-DC-AK-3P-Sss-C ) |  | \$18,529.71 | F1 | 2\% | \$18,159.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | NXDCAK3PSSSC-K | SEL NX-DC-AK-3P-Sss-C) |  | \$17,803.07 | F1 | 2\% | \$17,447.01 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | NXDCAKC | SEL NX-DC-AK-C) |  | \$23,995.00 | k | 31\% | \$16,556.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | NXDCAKC-I | SEL NX-DC-AK-C) |  | \$28,074.15 | k | 31\% | \$19,371.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | NXDCAKC-K | SEL NX-DC-AK-C) |  | \$27,007.36 | K | $31 \%$ $31 \%$ | \$18,635.08 | \$9.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 5 | NX-DC-AK-F | SEL: NX-DC-AK-F |  | \$26,394.50 | K | 31\% | \$18,212.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | NXDCAKPSSSC | SEL NX-DC-AK-P-SSS-C) |  | \$5,999.00 $\$ 7.018 .83$ | F1 | 2\% | $\$ 5,879.02$ $\$ 6,878.45$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | NXDCAKPSSSC-K | SEL NX-DC-AK-P-SSS-C) |  | \$6,743.59 | F1 | 2\% | \$6,608.72 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | NXDCEA1003PSC | SEL NX-DC-EA $100-3 \mathrm{P}-\mathrm{S}-\mathrm{C}$ ) |  | \$1,254.00 | F1 | 2\% | \$1,228.92 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | NXDCEAA003PSC-I | SEL NX-DC-EA $100-3 P-S-C)$ |  | \$1,467.18 | F1 | 2\% | \$1,437.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | NXDCEA1003PSC-K | SEL NX-DC-EA $100-3 P-S-C)$ |  | \$1,409.65 | F1 | 2\% | \$1,381.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | NXDCEA100PSC | SEL NX-DC-EA100-P-S-C) |  | \$475.00 | F1 | 2\% | \$465.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | NXDCEA100PSC-I | SEL NX-DC-EA $100-\mathrm{P}$-S-C) |  | \$555.75 | F1 | 2\% | \$544.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | NXDCEA 100PSC-K | SEL NX-DC-EA100-P-S-C) |  | \$533.96 | F1 | 2\% | \$523.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | NXDCENE100UGC | SEL NX-DC-ENE-100-UG-C ) |  | \$2,590.00 | K | 31\% | \$1,787.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | NXDCENE100UGC-I | SEL NX-DC-ENE-100-UG-C ) |  | \$3,030.30 | k | 31\% | \$2,090.91 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | NXDCENE100UGC-K | SEL NX-DC-ENE-100-UG-C) |  | \$2,915.26 | k | 31\% | \$2,011.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | NXDCENE10UGC | SEL NX-DC-ENE-10-UG-C) |  | $\$ 259.00$ $\$ 39303$ | K | $31 \%$ $31 \%$ | \$178.71 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 5 | NXDCENE10UGC-I NXDCENE10UGC-K | SEL NX-DC-ENE-10-UG-C) |  | ${ }_{\$ 2303.03}$ | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~K} \end{aligned}$ | $\begin{aligned} & 31 \% \\ & 31 \% \\ & 31 \% \end{aligned}$ | \$209.09 $\$ 201.16$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | NXDCENEPLC100UGF | SEL: NX-DC-ENEPLC-100-UG-F |  | \$2,849.00 | k | 31\% | \$1,965.81 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | NXDCENEPLC10UGF | SEL: NX-DC-ENEPLC-10-UG-F |  | \$284.90 | k | 31\% | \$196.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | NXDCENEPLUGC | SEL NX-DC-ENEPL-UG-C ) |  | \$1,295.00 | k | 31\% | \$893.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | NXDCENEPLUGC-I | SEL NX-DC-ENEPL-UG-C) |  | \$1,515.15 | k | 31\% | \$1,045.45 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | NXDCENEPLUGC-K | SEL NX-DC-ENEPL-UG-C) |  | \$1,459.55 | k | 31\% | \$1,007.09 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | NX-DC-ENEPL-UG-F | SEL: NX-DC-ENEPL-UG-F |  | \$1,424.50 | k | 31\% | \$982.91 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | NXDCEP 1003PSC | SEL NX-DC-EP-100-3P-S-C ) |  | \$11,220.00 | F1 | 2\% | \$10,995.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | NXDCEP 1003PSC-1 | SEL NX-DC-EP-100-3P-S-C) |  | \$13,127.40 | F1 | 2\% | \$12,864.85 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | NXDCEPP1003PSC-K | SEL N-DC-EP- $100-3 P-S-C)$ |  | \$ $\$ 12,612.61$ | F1 | 2\% | \$12,360.36 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | NXDCEP100PSC | SEL NX-DC-EP-100-P-S-C) |  | \$4,250.00 \$4,972.50 | $\begin{aligned} & \text { F1 } \\ & \text { F1 } \end{aligned}$ | $\begin{aligned} & 2 \% \\ & 2 \% \end{aligned}$ | \$ \$4,8735.05 | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWWARE |
| 5 | NXDCEP 100PSC-K | SEL NX-DC-EP-100-P-S-C ) |  | \$4,777.51 | F1 | 2\% | \$4,681.96 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | NXDCEPA100C | SEL NX-DC-EPA100-C) |  | \$1,900.00 | K | 31\% | \$1,311.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | NXDCEPA 100C-I | SEL NX-DC-EPA100-C) |  | \$2,223.00 | , | 31\% | \$1,533.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | NXDCEPA100C-K | SEL NX-DC-EPA $100-\mathrm{C}$ ) |  | \$2,133.77 | k | 31\% | \$1,472.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | NX-DC-EPA100-F | SEL: NX-DC-EPA100-F |  | \$2,090.00 | k | 31\% | \$1,422.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | NXDCEPA $103 P S$ C | SEL NX-DC-EPA10-3P-S-C) |  | \$126.72 | F1 | 2\% | \$124.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | NXDCEPA103PSC-I | SEL NX-DC-EPA $10-3 P-S-C$ ) |  | \$148.26 | F1 | 2\% | \$145.29 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | NXDCEPA103PSC-K | SEL NX-DC-EPA10-3P-S-C ) |  | \$142.45 | F1 | 2\% | \$139.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | NXDCEPA 10 C | SEL NX-DC-EPA $10-\mathrm{C}$ ) |  | \$190.00 | k | 31\% | \$131.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | NXDCEPA10C-I | SEL NX-DC-EPA10-C) |  | \$222.30 | K | $31 \%$ $31 \%$ | \$153.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ | \$0.00 | \$0.00 | VmWARE |
| 5 5 | NXDCEPA10C-K NX-DC-EPA10-F | SEL NX-DC-EPA10-C) |  | \$213.38 $\$ 209.00$ | K | $\begin{aligned} & 31 \% \\ & 31 \% \end{aligned}$ | \$147.23 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE CARAHSOFT |
| 5 | NXDCEPA10PSC | SEL NX-DC-EPA10-P-S-C ) |  | \$48.00 | F1 | 2\% | \$47.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | NXDCEPA10PSC-I | SEL NX-DC-EPA10-P-S-C ) |  | \$56.16 | F1 | 2\% | \$55.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | NXDCEPA10PSC-K | SEL NX-DC-EPA10-P-S-C ) |  | \$53.96 | F1 | 2\% | \$52.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | NXDCEPADSPSC | SEL NX-DC-EP-AD-3P-S-C) |  | \$628.32 | F1 | 2\% | \$615.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | NXDCEPAD3PSC-I | SEL NX-DC-EP-AD-3P-S-C) |  | \$735.13 | F1 | 2\% | \$720.43 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | NXDCEPAD3PSC-K NXDCEPADPSC | SEL NX-DC-EP-AD-3P-S-C C) |  | \$700.31 | F1 | 2\% | \$692.18 $\$ 23324$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | NXDCEPADPSC NXDCEPADPSC-I | SEL NX-DC-EP-AD-P-S-C ${ }^{\text {S }}$ |  | \$238.00 $\$ 278.46$ | $\begin{aligned} & F_{1} \\ & \text { F1 } \end{aligned}$ | $\begin{aligned} & 2 \% \\ & 2 \% \\ & 2 \% \end{aligned}$ | \$233.24 $\$ 272.89$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VmWARE |
| 5 | NXDCEPADPSC-K | SEL NX-DC-EP-AD-P-S-C ) |  | \$267.54 | F1 | 2\% | \$262.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | NXDCEPL103PSC | SEL NX-DC-EPL-10-3P-S-C) |  | \$1,122.00 | F1 | 2\% | \$1,099.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | NXDCEPL103PSC-I | SEL NX-DC-EPL-10-3P-S-C) |  | \$1,312.74 | F1 | 2\% | \$1,286.49 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | NXDCEPL 103PSC-K | SEL NX-DC-EPL-10-3P-S-C) |  | \$1,261.26 | F1 | 2\% | \$1,236.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 5 | NXDCEPL10PSC NXDCEPL10PSC-1 | SEL NX-DC-EPL-10-P-S-C) |  | $\begin{aligned} & \$ \$ 25.00 \\ & \$ 497.25 \end{aligned}$ | $\begin{aligned} & F_{1} \\ & \text { F1 } \end{aligned}$ | $\begin{aligned} & 2 \% \\ & 2 \% \\ & 2 \% \end{aligned}$ | \$416.50 | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VmWARE VMWARE |
| 5 | NXDCEPL10PSC-K | SEL NX-DC-EPL-10-P-S-C) |  | \$477.75 | F1 | 2\% | \$468.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | NXDCEELL25TLF | SEL: NX-DC-EPL-25-TL-F |  | \$15,950.00 | K | 31\% | \$11,005.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | NXXCEPL 3 PSSSSC | SEL NX-DC-EPL-3P-SSS-C) |  | \$5,607.36 | F1 | 2\% | \$5,495.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | NXDCEEL3PSSSCC-1 | SEL NX-DC-EEL-3P-SSS-C) |  | \$6,560.61 | F1 | 2\% | \$6,429.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 5 | NXDCEPLL3PSSSC-K NXDCEPLADC | SEL NX-DC-EPL-3P-SSS-C ) SEL |  | $\$ 6,303.34$ $\$ 950.00$ | F1 k | 2\% | $\$ 6,177.27$ $\$ 655.50$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | NXDCEPLADC-1 | SEL NX-DC-EPL-AD-C) |  | \$1,111.50 | k | 31\% | \$766.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | NXDCEPLADC-K | SEL NX-DC-EPL-AD-C) |  | \$1,068.80 | k | 31\% | \$737.47 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | NX-DC-EPL-AD-F | SEL: NX-DC-EPL-AD-F |  | \$1,045.00 | k | 31\% | \$721.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | NXDCEPLC | SEL NX-DC-EPL-C) |  | \$88,495.00 | K | 31\% | \$55.861.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | NXDCEPLC 1000 | SEL NX-DC-EPLC-100-C) |  | \$17,000.00 | k | 31\% | \$11,730.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 5 | NXDCEPLC $1000-1$ NXDCEPLC100C-K | SEL NX-DC-EPLC-100-C) SEL NX-DC-EPC- ${ }^{\text {a }}$ (00-C) |  | \$19,890.00 | K | 31\% | \$13,724.10 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$ $\$ 0.00$ | \$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | NX-DC-EPLC-100-F | SEL: NX-DC-EPLC-100-F |  | \$19,700.00 | k | 31\% | \$ $\$ 12,903.00$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | NXDCEPLC100 | SEL NX-DC-EPLC-10-C ) |  | \$1,700.00 |  | 31\% | \$1,173.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | NXDCEPLCC10C-I | SEL NX-DC-EPLC-10-C) |  | \$1,989.00 | k | 31\% | \$1,372.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | NXDCEPLC10C-K | SEL NX-DC-EPLC-10-C) |  | \$1,911.58 | k | 31\% | \$1,318.99 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | NXXDCEPLC-1 | SEL NX-DC-EPLC-10-F |  | \$1,870.00 | k | 31\% | \$1,290.30 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | CARAHSOFT |
| 5 | NXDCEPLC-K | SEL NX-DC-EPL-C ) |  | \$9,538.77 | k | 31\% | \$6,581.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |


| BAND | SKU | description | $\begin{aligned} & \text { Model Sub } \\ & \text { ckil } \end{aligned}$ sku | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | WTY UPG ENH TO <br> PS W/MC PREM <br> LP | wTY UPG BASIC TO PS ENH LP | Renewal | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | NX-DC-EPL-F | SEL: NX-DC-EPL-F |  | \$9,344.50 | k | 31\% | \$6,447.71 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | NXDCEPLPSSSC | SEL NX-DC-EPL-P-SSS-C ) |  | \$2,124.00 | F1 | 2\% | \$2,081.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | NXDCEPLPSSSC-I | SEL NX-DC-EPL-P-SSS-C ) |  | \$2,485.08 | F1 | 2\% | \$2,435.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | NXDCEPLPSSSC-K | SEL NX-DC-EPL-P-SSS-C) |  | \$2,387.63 | F1 | 2\% | \$2,339.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | NXDCP50PTLSSF | SEL: NX-DCP50-P-TLSS-F |  | \$5,940.00 | k | 31\% | \$4,098.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | NXDCPF3PSSSC | SEL NX-DC-PF-3P-SSS-C ) |  | \$2,637.36 | F1 | 2\% | \$2,584.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | NXDCPF3PSSSC-I | SEL NX-DC-PF-3P-Sss-C) |  | \$3,085.71 | F1 | 2\% | \$3,024.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | NXDCPF3PSSSC-K | SEL NX-DC-PF-3P-SSS-C) |  | \$2,964.70 | F1 | 2\% | \$2,905.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | NXDCPFADVUGC | SEL NX-DC-PFADV-UG-C) |  | \$1,650.00 | K | 31\% | \$1,138.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | NXDCPFADVUGC-I | SEL NX-DC-PFADV-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 | NXDCPFADVUGC-K NX-DC-PFADV-UG-F | SEL NX-DC-PFADV-UG-C) |  | \$1,857.95 | k | 31\% | \$1,281.99 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 5 | NX-DC-PFADV-UG-F NXDCPFC | SEL: NX -DC-PFADV-UG-F SEL NX-DC-PF-C |  | $\$ 1,815.00$ $\$ 39500$ | K | $31 \%$ $31 \%$ | $\$ 1,252.35$ $\$ 2.756 .55$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | CARAHSOFT |
| 5 | NXDCPFC-I | SEL NX-DC-PF-C) |  | \$4,674.15 | k | 31\% | \$3,225.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | NXDCPFC-K | SEL NX-DC-PF-C) |  | \$4,493.56 | k | 31\% | \$3,100.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | NXDCPFEPLUGC | SEL NX-DC-PFEEL-UG-C) |  | \$4,950.00 | k | 31\% | \$3,415.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | NXDCPFEPLUGC-1 | SEL NX-DC-PFEPL-UG-C) |  | \$5,791.50 | k | 31\% | \$3,996.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | NXDCPFEPLUGC-K | SEL NX-DC-PFEPL-UG-C) |  | \$5,566.20 | k | 31\% | \$3,840.68 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | NX-DC-PFEPL-UG-F | SEL: NX-DC-PFEPL-UG-F |  | \$5,445.00 | k | 31\% | \$3,757.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | NX-DC-PF-F | SEL: NX-DC-PF-F |  | \$4,394.50 | k | 31\% | \$3,032.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | NXDCPFPSSSC | SEL NX-DC-PF-P-SSS-C ) |  | \$999.00 | F1 | 2\% | \$979.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | NXDCPFPSSSSC-1 | SEL NX-DC-PF-P-SSS-C) |  | \$1,168.83 | F1 | 2\% | \$1,145.45 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | NXDCPFPSSSC-K | SEL NX-DC-PF-P-SSS-C ) |  | \$1,122.99 | F1 | 2\% | \$1,100.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | NXDCR25VM3PSC | SEL NX-DCR-25VM-3P-S-C ) |  | \$10,066.32 | F1 | 2\% | \$9,864.99 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | NXDCR25VM3PSC-I | SEL NX-DCR-25VM-3P-S-C) |  | \$11,777.59 | F1 | 2\% | \$11,542.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | NXDCR25VM3PSC-K | SEL NX-DCR-25VM-3P-S-C ) |  | \$11,315.74 | F1 | 2\% | \$11,089.43 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | NXDCR25VMPSC | SEL NX-DCR-25VM-P-S-C) |  | \$3,813.00 | F1 | 2\% | \$3,736.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | NXDCR25VMPSC-I NXDCR25VMPSC-K | SEL NX-DCR-25VM-P-S-C) |  | \$4,461.21 | F1 | 2\% | \$4,371.99 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE VMWARE |
| 5 | NXDCR25VMPSC-K | SEL NX-DCR-25VM-P-S-C) |  | \$4,286.26 | F1 | 2\% | \$4,200.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | NXDCRB25VMC-I | SEL NX-DCRB-25VM-C) |  | \$17,842.50 | k | 31\% | \$12,311.33 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$50.00 | \$0.00 | VmWARE |
| 5 | NXDCRB25VMC-K | SEL NX-DCRB-25VM-C) |  | \$17,123.81 | k | 31\% | \$11,815.43 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | NX-DCRE-25VM-F | SEL: NX-DCRB-25VM-F |  | \$16,775.00 | k | 31\% | \$11,574.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | NXDCSTADVUGC | SEL NX-DC-STADV-UG-C) |  | \$3,850.00 | k | 31\% | \$2,656.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | NXDCSTADVUGC-I | SEL NX-DC-STADV-UG-C) |  | \$4,504.50 | k | 31\% | \$3,108.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | NXDCSTADVUGC-K | SEL NX-DC-STADV-UG-C) |  | \$4,325.01 | k | 31\% | \$2,984.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | NX-DC-STADV-UG-F | SEL: NX-DC-STADV-UG-F |  | \$4,235.00 | k | 31\% | \$2,922.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | NXDCSTD3PSSSC | SEL NX-DC-STD-3P-SSS-C ) |  | \$1,317.36 | F1 | 2\% | \$1,291.01 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | NXDCSTD3PSSSC-I | SEL NX-DC-STD-3P-SSS-C ) |  | \$1,541.31 | F1 | 2\% | \$1,510.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | NXDCSTD3Psssc-k | SEL NX-DC-STD-3P-SSS-C ) |  | \$1,480.87 | F1 | 2\% | \$1,451.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | NXDCsTDC | SEL NX-DC-STD-C) |  | \$1,995.00 | k | $31 \%$ $31 \%$ | \$1,376.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | NXDCSTDC-I | SEL NXXC-STCD-C) |  | \$2,334.15 | k | 31\% | \$1,610.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | NXDCSTDC-K | SEL NXXCC-STD-C) |  | \$2,241.04 | k | 31\% | \$1,546.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | NXX-DC-STD-F | SEL: NX-DC-STD-F |  | \$2,194.50 | K | 31\% | \$1,514.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | NXDCSTDPFUGC NXDCSTDPFUGC-I | SEL NX-DC-STDPF-UG-C) SEL NX-DC-STDPF-UG-C) |  | \$2,200.00 | K | 31\% | \$1,518.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 000$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \\ & \end{aligned}$ | VmWARE |
| 5 | NXDCSTDPFUGC-K | SEL NX (-DC-STIDPF-UG-C) |  | \$ $\$ 2,4740.89$ | K | 31\% | \$11,704.91 | \$0.00 $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$ $\$ 0.00$ | \$0.00 | \$0.00 | VMMWARE |
| 5 | NX-DC-STDPF-UG-F | SEL: NX-DC-STDPF-UG-F |  | \$2,420.00 | k | 31\% | \$1,669.80 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | NXDCSTDPSSSC | SEL NX-DC-STD-P-SSS-C ) |  | \$499.00 | F1 | 2\% | \$489.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | NXDCSTDPSSSC-I | SEL NX-DC-STD-P-SSS-C) |  | \$583.83 | F1 | 2\% | \$572.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | NXDCSTDPSSSC-K | SEL NX-DC-STD-P-SSS-C) |  | \$560.93 | F1 | 2\% | \$549.71 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | NXDCSTEPLUGC | SEL NX-DC-STEPL-UG-C ) |  | \$7,150.00 | k | 31\% | \$4,933.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | NXDCSTEPLUGC-I | SEL NX-DC-STEPL-UG-C) |  | \$8,365.50 | k | 31\% | \$5,772.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | NXDCSTEPLUGC-K | SEL NX-DC-STEPL-UG-C) |  | \$8,006.44 | K | 31\% | \$5,54.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | NX-DC-STEPL-UG-F | SEL: NX-DC-STEPL-UG-F |  | \$ $\$ 77.865 .00$ | K | 31\% | - \$5,426.85 | $\$ 0.00$ $\$ 000$ | \$0.00 | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 000$ | \$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | CARAHSOFT |
| 5 | PE1000019999SPRM | SEL Puppet Ent 10K-19999 nodes Prem Sub |  | \$164.62 | k | 31\% | \$1113.59 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | PE1000019999SSTD | SEL Puppet Ent 10K-19999 nodes Stnd Sub |  | \$138.46 | k | 31\% | \$95.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | PE10002499PL | SEL PupEnt11000-2499nodes Perpet LicOnly |  | \$333.85 | k | 31\% | \$271.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | PE10002499PPRMS | SEL PE1000-2499nodesPerpetPrmSupSub |  | \$138.46 | k | 31\% | \$95.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | PE100024999PRM | SEL Puppet Ent 1K-2499 nodes Prem Sub |  | \$215.38 | k | $31 \%$ $31 \%$ | \$148.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ | \$0.00 | $\$ 0.00$ | PUPPET LABS |
| 5 | PE100249PPRMS | SEL PE100-249nodesPerpetPrmSupSub |  | \$206.15 | , | 31\% | \$142.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | PE100249SPRM | SEL Puppet Ent 100-249 nodes Prem Sub |  | \$323.08 | k | 31\% | \$222.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | PE100249SSTD | SEL Puppet Ent 100-249 nodes Stnd Sub |  | \$201.54 | k | 31\% | \$139.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | PE10K19999PL | SEL PupEnt11K-19999nodes Perret Liconly |  | \$300.00 | k | 31\% | \$207.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | PE10K19999PPRMS | SEL PE10K-19999nodesPerpetPrmSupSub |  | \$106.15 | k | 31\% | \$73.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 5 | ${ }_{\text {PE199SSTD }}^{\text {PE2000049999SPRM }}$ | SEL Puppet Ent 1-99 nodes Strd Sub SEL Puppet Ent $20 \mathrm{~K}-49999$ nodes Prem Sub |  | \$215.38 | K | 31\% | \$148.61 $\$ 102.97$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | $\$ 0.00$ $\$ 0.00$ | \$0.00 | PUPPET LABS |
| 5 | PE2000049999SPRM | SEL Puppet Ent 20K-49999 nodes Prem Sub |  | \$149.23 | K k | 31\% | \$102.97 $\$ 87.04$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | PUPPET LABS PUPPET LABS |
| 5 | PE20K49999PL | SEL PupEnt20K-49999nodes Perpet LicOnly |  | \$270.77 | k | 31\% | \$186.83 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | PE2OK49999PPRMS | SEL PE20K-49999nodesPerpetPrmSupSub |  | \$95.38 | k | 31\% | \$65.81 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | PE25004999PL | SEL PupEnt2500-4999nodes Perpet LicOnly |  | \$366.15 | k | 31\% | \$252.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | PE25004999PPRMS | SEL PE2500-4999nodesPerpetPrmSupSub |  | \$129.23 | k | 31\% | \$89.17 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | PE250049999PRM | SEL Puppet Ent 2.5K-4999 nodes Prem Sub |  | \$201.54 | K | 31\% | \$139.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | PE25004999SSTD | SEL Puppet Ent 2.5K-4999 nodes Strd Sub |  | \$166.15 | k | 31\% | \$114.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | PE250499PL | SEL PupEnt250-499nodes Perpet LicOnly |  | \$470.77 | K | 31\% | \$324.83 $\$ 11359$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS PUPPET LABS |
| 5 | PEE25049999PRRM | SEL PE250-499nodesPerpetPrmSupSub |  | \$164.62 $\$ 258.46$ | k | 31\% | \$178.34 | \$0.00 $\$ 000$ | \$ $\$ 0.00$ | \$0.00 | \$0.00 $\$ 0.00$ | \$ $\$ 0.00$ | \$0.00 | \$ ${ }_{\text {\$0.00 }}$ | PUPPET LABS |


| BAND | SKU | description | Model Sub sku | EMC LIST PRICE USD | CATEGORY CODE CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\left\|\begin{array}{c}\text { WTY UPG ENH TO } \\ \text { PS W/MC PREM } \\ \text { LP }\end{array}\right\|$ | WTY UPG BASIC TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | PE250499SSTD | SEL Puppet Ent 250-499 nodes Strd Sub |  | \$189.23 | K | 31\% | \$130.57 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | PE50000PL | SEL PupEnt PE 50,000+ Perp Lic Only |  | \$244.62 | k | 31\% | \$168.79 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | PE50000PPRMS | SEL PE 50,000+ Prp Prm Supp |  | \$84.62 | K | 31\% | \$58.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | PE50000sPRM | SEL Puppet Ent 50K+ nodes Prem Sub |  | \$133.85 | K | 31\% | \$92.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | PE50000SSTD | SEL Puppet Ent $50 \mathrm{~K}+$ nodes Stnd Sub |  | \$110.77 | k | 31\% | \$76.43 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | PE50009999PL | SEL PupEnt5000-9999nodes Perpet LicOnly |  | \$333.85 | k | 31\% | \$230.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | PE50009999PPRMS | SEL PE5000-9999nodesPerpetPrmSupSub |  | \$16.92 | k | 31\% | \$80.67 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | PE50009999SPRM | SEL Puppet Ent 5 K- 9999 nodes Prem Sub |  | \$183.08 | K | $31 \%$ $31 \%$ | \$126.33 $\$ 10509$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | PE50009999SSTD | SEL Puppet Ent 5K-9999 nodes Stnd Sub |  | \$152.31 | k | 31\% | \$105.09 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | PE500999PL | SEL PupEnt500-999nodes Perret LicOnly |  | \$413.85 | k | 31\% | \$285.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | PE500999PPRMS | SEL PE500-999nodesPerpetPrmSupSub |  | \$142.62 | k | 31\% | \$99.79 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | PE500999SPRM | SEL Puppet Ent $500-999$ nodes Prem Sub |  | \$227.69 | k | 31\% | \$157.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | PE500999SSTD | SEL Puppet Ent $500-999$ nodes Strd Sub |  | \$183.08 | k | 31\% | \$126.33 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | PEEESTBA | SEL Puppet Health Check |  | \$11,758.82 | F1 | 2\% | \$11,573.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | PE-MC | SEL Production Environment Add-on MC |  | \$4,857.79 | F1 | 2\% | \$4,760.63 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 5 | PE-MS PE-OS | SEL Production Environment Add-on MS |  | $\$ 2,775.88$ $\$ 117000$ | F1 | $2 \%$ $31 \%$ | $\$ 2,720.36$ $\$ 8.073 .00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| $5$ | PE-OS ${ }_{\text {PKSES } 100 C 3 T L C}$ | SEL Production Environment Add-on OS SEL PKS-ES-100C-3-TL-C ) |  | $\$ 11,700.00$ $\$ 150,000.00$ | K | 31\% | $\$ 8,073.00$ $\$ 103,500.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS |
| 5 | PKSES 10003 3TC-I | SEL PKS-ES-100C-3-TL-C) |  | \$175,500.00 | k | 31\% | \$121,095.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | PKSES 1000 C3TLC-K | SEL PKS-ES-100C-3-TL-C) |  | \$168,939.63 | K | 31\% | \$116,568.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | PKSES100CPTLC | SEL PKS-ES-1000-P-TL-C) |  | \$50,000.00 | k | 31\% | \$34,500.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | PKSES 100CPTLC-1 | SEL PKS-ES-100C-P-TL-C) |  | \$58,500.00 | K | 31\% | $\$ 40,365.00$ $\$ 3877681$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| $5$ | PKSES100CPTLC-K PKSES100P3TLC | SEL PKS-ES-1000-P-TL-C ) SEL PKS-ES-100P-3-TL-C ) |  | $\$ 56,198.28$ $\$ 150,000.00$ | K k | $31 \%$ $31 \%$ | \$38,776.81 $\mathbf{\$ 1 0 3 , 5 0 0 . 0 0}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | PKSES 100 P 3 TLC-I | SEL PKS-ES-100P-3-TL-C) |  | \$175,500.00 | k | 31\% | \$121,095.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | PKSES 100P3TLC-K | SEL PKS-ES-100P-3-TL-C) |  | \$168,939.63 | K | 31\% | \$116,568.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | PKSES100PPTLC | SEL PKS-ES-100P-P-TL-C ) |  | \$50,000.00 | k | 31\% | \$34,500.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | PKSES 100PPTLC-1 | SEL PKS-ES-100P-P-TL-C) |  | \$58,500.00 | K | 31\% | \$40,365.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9.00 | \$0.00 | VMWARE |
| 5 | PKSES100PPTLC-K PREMIUMPLUSTAM | SEL PKS-ES-100P-P-TL-C ) SEL Technical Account Manager |  | \$56,198.28 | F1 | 31\% | \$38,776.81 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE PUPPET LABS |
| 5 | PROSERV-1DAY | SEL Caction Pro Serv - 1 Day - Any - NA |  | $\$ 76,470.59$ $\$ 2,727.27$ | F1 | 31\% | \$74,941.18 $\$ 1,881.82$ | \$0.00 80.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | S0.00 $\$ 0.00$ | \$ $\$ 0.00$ | \$0.00 | \$0.00 | PUPPETLABS FACTION |
| 5 | PTATMOSTB | SELECT NTPS PREC TIERING ATMOS PER TB |  | \$600.00 | k | 31\% | \$414.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | ntP Software |
| 5 | PTC-1D | SEL 1DAY DA TRAINING EXCLUDE EXPEPENSE |  | \$3,441.00 | F1 | 2\% | \$3,372.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARonis |
| 5 | PUPJUMPBASICSD | SEL Basic Jumpstart Package (SD) |  | \$11758.82 | F1 | 2\% | \$11,523.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | PUPJUMPEXTSD | SEL Extended Jumpstart Package (SD) |  | \$477,052.94 | F1 | 2\% | \$46,111.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 5 | PUPJUMPSTDSD | SEL Standard Jumpstart Package (SD) |  | \$23,523.53 | F1 | 2\% | $\$ 23,053.06$ $\$ 20,75294$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | PUPPRACPRVVIR | SEL Puppet Practitioner Virtual Trig |  | \$21,176.47 | F1 | 2\% | \$20,752.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | PUP-PS-REMDAY | SEL Puppet Remote Consulting |  | \$2,347.06 | F1 | 2\% | \$2,300.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | PUPTRVLEXP | SEL Puppet Travel and Expenses - 1 Week |  | \$3,235.29 | F1 | ${ }^{2 \%}$ | \$3,170.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS PUPPET LABS |
| 5 | PUPUA1 | SEL Puppet Upgrade Assessment |  | \$11,758.82 | F1 | 2\% | \$11,523.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PUPPET LABS |
| 5 | REDHATPUBVIRT1 | SEL GK Red Hat Demon 1 STUDENT |  | \$1.00 | F1 | 2\% | \$90.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00; | OBAL KNOWLEDG |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | REN-ES-1000AN-D REN-ES-100AP-D | SEL Splunk Standard SupREN Bucket 1000AN SEL Splunk Standard SupREN Bucket 1000AP |  | $\$ 1,000.00$ $\$ 1,00000$ | F1 | 2\% | \$980.00 $\$ 980.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | SPLUNK SPLUNK |
| 5 | REN-ES-1000EM-D | SEL Splunk Standard SupREN Bucket 1000EM |  | \$1,000.00 | F1 | 2\% | \$980.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | REN-ES-1000US-D | SEL Splunk Standard Sup REN Bucket 1000US |  | \$1,000.00 | F1 | 2\% | \$980.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | splunk |
| 5 | REN-ES-100AN-D | SEL Splunk Standard Supren Bucket 100AN |  | \$100.00 | F1 | 2\% | \$98.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | REN-ESS-100AP-D | SEL Splunk Standard Supren Bucket 100AP |  | \$100.00 | F1 | 2\% | \$988.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | REN-ES-100EM-D | SEL Splunk Standard Supren Bucket 100EM |  | \$100.00 | F1 | 2\% | \$98.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | REN-ES-100US-D | SEL Splunk Standard SupREN Bucket 100US |  | \$100.00 | F1 | 2\% | \$98.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | REN-ES-1AN-D | SEL Splunk Standard SupREN Bucket 1AN |  | \$1.00 | F1 | 2\% | \$0.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 | \$0.00 | SPLUNK |
| 5 | REN-ES-1AP-D | SEL Splunk Standard Supren bucket 1AP |  | \$1.00 | F1 | 2\% | \$0.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | SPLUNK |
| 5 | REN-ES-1EM-D REN-ES-1US-D | SEL Splunk Standard SupReN Bucket 1em SEL Splunk Standard SupREN Bucket 1US |  | $\$ 1.00$ $\$ 1.00$ | F1 F1 | 2\% | \$0.98 $\$ 0.98$ | \$0.00 $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPLUNK SPLUNK |
| 5 | REN-GS-1000AN-D | SEL Splunk Premium SupREN Bucket 1000AN |  | \$1,000.00 | F1 | $2 \%$ | \$980.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | REN-GS-1000AP-D | SEL Splunk Premium SupRen Bucket 1000AP |  | \$1,000.00 | F1 | 2\% | \$980.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spLunk |
| 5 | REN-GS-1000EM-D | SEL Splunk Premium Sup REN Bucket 1000EM |  | \$1,000.00 | F1 | 2\% | \$980.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | REN-GS-1000US-D | SEL Splunk Premium SupREN Bucket 1000US |  | \$1,000.00 | F1 | 2\% | \$980.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 5 | REN-GS-100AN-D |  |  | $\$ 100.00$ $\$ 100.00$ | F1 | 2\% | $\$ 98.00$ $\$ 98.00$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 5 | REN-GS-100AP-D REN-GS-100EM-D | SEL Splunk Premium SupREN Bucket 100AP SEL Splunk Premium SupREN Bucket 100EM |  | $\$ 100.00$ $\$ 100.00$ | F1 F1 | 2\% | \$98.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPLUNK SPLUNK |
| 5 | REN-GS-100US-D | SEL Splunk Premium Supren Bucket 100US |  | \$100.00 | F1 | 2\% | \$98.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | REN-GS-1AN-D | SEL Splunk Premium Sup Ren Bucket 1AN |  | \$1.00 | F1 | 2\% | \$0.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | REN-GS-1AP-D | SEL Splunk Premium SupRen Bucket 1AP |  | \$1.00 | F1 | 2\% | \$0.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | REN-GS-1EM-D | SEL Splunk Premium Supren bucket 1EM |  | \$1.00 | F1 | 2\% | \$0.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK SPLUNK |
| 5 5 | REN-GS-US-D RHDENOMTC1 | SEL Splunk Premium SupREN Bucket 1US SEL RH DENOMINATINAL |  | $\$ 1.00$ $\$ 1.00$ | F1 | 2\% | $\$ 0.98$ $\$ 0.98$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPLUNK NEW HORIZO |
| 5 | S3048APJ1PMC | SEL S 3048 -ON 1 Yr Prosupport MC (4 hr) |  | \$1,169.17 | F1 | 2\% | \$1,145.79 | \$0.00 $\$ 000$ | \$ $\$ 0.00$ | \$0.00 | \$0.00 $\$ 000$ | \$0.00 | \$0.00 | \$0.00 | DELL NETWORKING |
| 5 | S3048APJ1PNBD | SEL S3048-ON 1 Yr Prosupport NBD |  | \$936.67 | F1 | 2\% | \$917.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | dell networking |
| 5 | S3048APJJPMC | SEL S3048-ON 3 Yr ProSupport MC (4 hr) |  | \$2,340.83 | F1 | 2\% | \$2,294.01 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | dell networking |
| 5 | S3048APJ3PPMC | SEL S 3048-ON 3Yr ProSupport Plus MC(4hr) |  | \$3,277.50 | F1 | 2\% | \$3,211.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | deLL Networking |
| 5 | S3048APJ5PMC | SEL S3048-ON 5 Yr Prosupport MC (4 hr) |  | \$3,745.83 | F1 | 2\% | \$3,670.91 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | dell networking |
| 5 | S3048APJ5PNBD | SEL S 3048-ON 5 Yr ProSupport NBD |  | \$1,871.67 | F1 | 2\% | \$1,834.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | dell networking |
| 5 | S3048APJ5PPMC | SEL S 3048-ON 5Yr ProSupport Plus MC(4hr) |  | \$5,244.17 | F1 | 2\% | \$5,139.29 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | DELL NETWORKING |
| 5 | S5212APJ5PMC | SEL S5212F-ON 5 Yr Prosupport MC (4 hr) |  | \$5,367.50 | F1 | 2\% | \$5,260.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | deLL NETWORKING |
| 5 | S5224APJ5PMC | SEL S5224F-ON 5 Yr ProSupport MC (4 hr) |  | \$6,978.33 | F1 | 2\% | \$6,838.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | DELL NETWORKING |
| 5 | S5296APJ5PMC | SEL S5296F-ON 5 Yr ProSupport MC (4 hr) |  | \$16,735.83 | F1 | 2\% | \$16,401.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | DELL NETWORKING |
| 5 | SB365-1 | SEL Spanning O365 Base 1-500 |  | \$48.00 | k | 31\% | \$33.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SB365-10001 SB365-10001-2Y | SEL Spanning O365 Base 10001+ SEL Spanning 2Y O365 Base 10001+ |  | $\$ 24.00$ $\$ 45.60$ | K | 31\% | $\$ 16.56$ $\$ 31.46$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPANNING SPANNING |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |


| BAND | SKU | description | Model Sub sku | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\|$WTY UPG ENH TO <br> PS W/MC PREM <br> LP | WTY UPG BASIC TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | SB365-10001-2Y-P | SEL Spanning 2Y O365 Base 10001+ PRORTD |  | \$173.28 | K | 31\% | \$119.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SB365-10001-3Y | SEL Spanning 3Y O365 Base 10001+ |  | \$64.80 | k | 31\% | \$44.71 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SB365-10001-3Y-P | SEL Spanning 3 O 365 Base 10001+ PRORTD |  | \$1.80 | k | 31\% | \$1.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SB365-10001-4Y | SEL Spanning 4Y O365 Base 10001+ |  | \$81.60 | k | 31\% | \$56.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SB365-10001-4Y-P | SEL Spanning 4Y O365 Base 10001+ PRORTD |  | \$6.80 | k | 31\% | \$4.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SB365-10001-5Y | SEL Spanning 5 Y O365 Base 10001+ |  | \$96.00 | k | 31\% | \$66.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SB365-10001-5Y-P | SEL Spanning 5 Y O365 Base 10001+ PRORTD |  | \$8.00 | k | 31\% | \$5.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SB365-10001-P | SEL Spanning O365 Base 10001+PRORTD |  | \$2.00 | k | 31\% | \$1.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SpanNing |
| 5 | SB365-1-2Y | SEL Spanning 2 Y O365 Base 1-500 |  | \$91.20 | k | 31\% | \$62.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SB365-1-2Y-P | SEL Spanning 2 Y O365 Base 1-500 PRORATED |  | \$7.60 | k | 31\% | \$5.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SB365-1-3Y | SEL Spanning 3Y O365 Base 1-500 |  | \$129.60 | k | 31\% | \$89.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SB365-1-3Y-P | SEL Spanning 3Y O365 Base 1-500 PRORTD |  | \$3.60 | k | 31\% | \$2.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SB365-1-4Y | SEL Spanning 4Y O365 Base 1-500 |  | \$163.20 | k | 31\% | \$112.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SB365-1-4Y-P | SEL Spanning 4Y O365 Base 1-500 PRORTD |  | \$13.60 | K | 31\% | \$9.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SB365-1-5Y | SEL Spanning 5Y O365 Base 1-500 |  | \$192.00 | K | 31\% | \$132.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 5 | SB365-1-5Y-P SB365-1-P | SEL Spanning 5Y 0365 Base 1-500 PRORTD |  | \$16.00 | K | 31\% | \$11.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING SPANNING |
| 5 | SB365-2001 | SEL Spanning O365 Base 2001-5000 |  | \$33.60 | k | 31\% | \$23.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SB365-2001-2Y | SEL Spanning 2Y 0365 Base 2001-5000 |  | \$63.84 | k | 31\% | \$44.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SB365-2001-2Y-P | SEL Spanning 2 Y O365 Base 2k-5k PRORTD |  | \$5.32 | k | 31\% | \$3.67 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SB365-2001-3Y | SEL Spaanning 3Y O365 Base 2001-5000 |  | \$90.72 | k | 31\% | \$62.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SB365-2001-3Y-P | SEL Spanning 3Y O365 Base 2001-5KPRRORTD |  | \$2.52 | K | 31\% | \$1.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SB365-2001-4Y | SEL Spanning 4Y 0365 Base 2001-5000 |  | \$114.24 | k | 31\% | \$78.83 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SB365-2001-4-P-P | SEL Spanning 4Y O365 Base 2001-5K PRORTD |  | \$3.52 | K | 31\% | \$6.57 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SB365-2001-5Y | SEL Spanning 5Y O365 Base 2001-5000 |  | \$134.40 | K | 31\% | \$92.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SB365-2001-5Y-P SB365-2001-P | SEL Spanning 5Y O365 Base 2001-5K PRORTD |  | \$11.20 | K | $31 \%$ $31 \%$ | $\$ 7.73$ $\$ 1.93$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPANNING |
| 5 | SB365-2001-P | SEL Spanning O365 Base 2001-5000 PRORTD |  | \$2.80 | k | 31\% | \$1.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SB365-5001 | SEL Spanning O365 Base 5001-10000 |  | \$28.80 | k | 31\% | \$19.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SB365-5001-2Y | SEL Spanning 2 Y O365 Base 5001-10K |  | \$54.72 | K | 31\% | \$377.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SB365-5001-2Y-P | SEL Spanning 2 Y O365 Base 5k-10K PRORTD |  | \$4.56 | K | 31\% | \$3.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SB365-5001-3Y | SEL Spanning 3Y O365 Base 5001-10000 |  | \$77.76 | k | 31\% | \$53.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SB335-5001-3Y-P | SEL Spanning 3Y O365Base5001-10K PRORTD |  | \$2.16 | K | 31\% | \$1.49 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 5 | SB365-5001-4Y SB365-5001-4Y-P | SEL Spanning 4Y O365 Base 5001-10K ${ }_{\text {SEL Spanning }}$ Y O365 Base5001-10K PRORTD |  | \$97.92 | k | 31\% | \$67.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 | SPANNING SPANNING |
| 5 | SB365-5001-5Y | SEL Spanning 5Y 0365 Base 5001-10 K |  | \$115.20 | k | 31\% | \$79.49 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SB365-5001-5Y-P | SEL Spanning 5Y O365 Base5001-10K PRORTD |  | \$9.60 | k | 31\% | \$6.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SB365-5001-P | SEL Spanning O365 Base 5001-10000 PRORTD |  | \$2.40 | k | 31\% | \$1.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SB365-501 | SEL Spanning O365 Base 501-2000 |  | \$38.40 | K | 31\% | \$26.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SB365-501-2Y | SEL Spanning 2 Y O365 Base 501-2000 |  | \$72.96 | k | 31\% | \$50.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SB365-501-2Y-P | SEL Spanning 2 Y O365 Base 501-2K PRORTD |  | \$6.08 | k | 31\% | \$4.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SB365-501-3Y | SEL Spanning 3Y O365 Base 501-2000 |  | \$103.68 | K | 31\% | \$71.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SB365-501-3Y-P | SEL Spanning 3Y O365 Base 501-2K PRORTD |  | \$2.88 | k | 31\% | \$1.99 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SB365-501-4Y | SEL Spanning 4Y O365 Base 501-2000 |  | \$130.56 | K | 31\% | \$90.09 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SB365-501-5Y | SEL Spanning 5Y O3655 Base 501-2000 |  | \$153.60 | k | 31\% | \$105.98 | \$ $\$ 0.00$ | \$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$8000 | SPANNING |
| 5 | SB365-501-5Y-P | SEL Spanning 5Y O365 Base 501-2K PRORTD |  | \$12.80 | k | 31\% | \$8.83 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SB365-501-P | SEL Spanning O365 Base 501-2K PRTD |  | \$3.20 | K | 31\% | \$2.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SB4GS-1 | SEL Spanning GSuite Base 1-500 |  | \$48.00 | k | 31\% | \$33.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
|  | SB4GS-10001 | SEL Spanning GSuite Base 10001+ |  | \$24.00 | k | 31\% | \$16.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SB4GS-10001-2Y | SEL Spanning 2Y GSuite Base 10001+ |  | \$45.60 | k | 31\% | \$31.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SB4GS-10001-2Y-P | SEL Spanning 2 Y GSuiteBase 10001+ PRORTD |  | \$173.28 |  | 31\% | \$119.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SB4GS-10001-3Y | SEL Spanning 3Y GSuite Base 10001+ |  | \$64.80 | k | $31 \%$ $31 \%$ | \$44.71 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANING |
| 5 | SB4GS-10001-3Y-P | SEL Spanning 3Y GSte Base 10001+ PRORTD |  | \$1.80 | k | 31\% | \$1.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 5 | SB4GS-10001-4Y SB4GS-10001-4Y-P | SEL Spanning 4Y GSuite Base 10001+ |  | $\$ 81.60$ $\$ 6.80$ | K | $31 \%$ $31 \%$ | $\$ 56.30$ $\$ 4.69$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPANNING SPANNING |
| 5 | SB4GS-10001-5Y | SEL Spanning 5Y GSuite Base 10001+ |  | \$96.00 | k | 31\% | \$66.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING SPANNING |
| 5 | SB4GS-10001-5Y-P | SEL Spanning 5Y GSte Base 10001+ PRORTD |  | \$8.00 | k | 31\% | \$5.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SB4GS-10001-P | SEL Spanning GSuiteBase 10001+ PRORTD |  | \$2.00 | k | 31\% | \$1.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SB4GS-1-2Y | SEL Spanning 2Y GSuite Base 1-500 |  | \$91.20 | k | 31\% | \$62.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SB4GS-1-2Y-P | SEL Spanning 2Y GSuite Base 1-500 PRORTD |  | \$7.60 | K | 31\% | \$5.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING SPANNING |
| 5 5 | SB4GS-1-3Y SB4GS-1-3Y-P | SEL Spanning 3Y GSuite Base 1-500 |  | \$129.60 | K k | $31 \%$ $31 \%$ | \$89.42 $\$ 2.48$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPANNING SPANNING |
| 5 | SB4GS-1-4Y | SEL Spanning 4Y Gsuite Base 1-500 |  | \$163.20 | k | 31\% | \$112.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SB4GS-1-4Y-P | SEL Spanning 4Y GSte Base 1-500 PRORTD |  | \$13.60 | K | 31\% | \$9.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SB4GS-1-5Y | SEL Spanning 5Y GSuite Base 1-500 |  | \$192.00 | k | 31\% | \$132.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SB4GS-1-5Y-P | SEL Spanning 5Y GSte Base 1-500 PRORTD |  | \$16.00 | k | 31\% | \$11.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPANNING SPANNING |
| 5 5 | SB4GS-1-P | SEL Spanning GSuite Base 1-500 PRORATED SEL Spanning GSuite Base 2001-5000 |  | $\$ 4.00$ $\$ 33.60$ | k | 31\% | \$2.76 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPANNING SPANNING |
| 5 | SB4GS-2001-2Y | SEL Spanning 2 Y GSuite Base 2001-5000 |  | \$63.84 |  | 31\% | \$44.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SB4GS-2001-2Y-P | SEL Spanning 2 Y GSuiteBase2001-5K PRORTD |  | \$5.32 | k | 31\% | \$3.67 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SB4GS-2001-3Y | SEL Spanning 3Y GSuite Base 2001-5000 |  | \$90.72 | , | 31\% | \$62.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SB4GS-2001-3Y-P | SEL Spanning 3Y GSte Base 2001-5K PRORTD |  | \$2.52 | K | 31\% | \$1.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SB4GS-2001-4Y | SEL Spanning Y G GSuite Base 2001-5000 |  | \$14.24 | k | 31\% | \$78.83 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING SPANNING |
| 5 | SB4GS-2001-4Y-P | SEL Spanning 4Y GSte Base 2001-5K PRORTD |  | \$134.52 | K | 31\% | +\$6.57 | \$\$000 | \$\$0.00 | \$0.00 | \$9.00 | \$9.00 | \$0.00 | \$0.00 | SPANNING SPANNING |
| 5 | SB4GS-2001-5Y-P | SEL Spanning 5Y GSte Base 2001-5K PRORTD |  | \$ $\$ 11.20$ | k | 31\% | \$\$92.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SB4GS-2001-P | SEL Spanning GSuiteBase 2001-5000 PRORTD |  | \$2.80 | k | 31\% | \$1.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SB4GS-5001 | SEL Spanning GSuite Base 5001-10K |  | \$28.80 | K | 31\% | \$19.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SB4GS-5001-2Y | SEL Spanning 2 Y GSuite Base 5001-10K |  | \$54.72 | K | 31\% | \$37.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SB4GS-5001-2Y-P | SEL Spanning 2Y GSuiteBase 5K-10K PRORTD |  | \$4.56 | k | 31\% | \$3.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |


| BAND | SKU | description | $\begin{aligned} & \text { Model Sub } \\ & \text { ckil } \end{aligned}$ sku | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\left\|\begin{array}{c}\text { WTY UPG ENH TO } \\ \text { PS W/MC PREM } \\ \text { LP }\end{array}\right\|$ | wTY UPG BASIC TO PS ENH LP | Renewal | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | SB4GS-5001-3Y | SEL Spanning 3Y GSuite Base 5001-10K |  | \$77.76 | K | 31\% | \$53.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SB4GS-5001-3Y-P | SEL Spanning 3Y GSteBase5001-10K PRORTD |  | \$2.16 | k | 31\% | \$1.49 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SB4GS-5001-4Y | SEL Spanning 4Y GSuite Base 5001-10 |  | \$97.92 | k | 31\% | \$67.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SB4GS-5001-4Y-P | SEL Spaanning 4Y GSteBase5001-10K PRORTD |  | \$8.16 | k | 31\% | \$5.63 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SB4GS-5001-5Y | SEL Spanning 5Y GSuite Base 5001-10 K |  | \$115.20 | k | 31\% | \$79.49 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SB4GS-5001-5Y-P | SEL Spanning 5Y GSteBase5001-10K PRORTD |  | \$9.60 | k | 31\% | \$6.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SB4GS-5001-P | SEL Spanning GSuite Base 5001-10K PRORTD |  | \$2.40 | k | 31\% | \$1.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SB4GS-501 | SEL Spanning GSuite Base 501-2000 |  | \$38.40 | k | 31\% | \$26.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SB4GS-501-2Y | SEL Spanning 2 Y GSuite Base 501-2000 |  | \$72.96 | k | 31\% | \$50.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SB4GS-501-2Y-P | SEL Spanning 2 Y GSuiteBase 501-2K PRORTD |  | \$6.08 | k | 31\% | \$4.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SB4GS-501-3Y | SEL Spanning 3Y GSuite Base 501-2000 |  | \$103.68 | k | 31\% | \$71.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SB4GS-501-3Y-P | SEL Spanning 3Y GSte Base 501-2K PRORTD |  | \$2.88 | k | 31\% | \$1.99 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SB4GS-501-4Y | SEL Spanning 4Y GSuite Base 501-2000 |  | \$130.56 | k | 31\% | \$90.09 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SB4GS-501-4Y-P | SEL Spanning 4Y GSte Base 501-2K PRORTD |  | \$10.88 | k | 31\% | \$7.51 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SB4GS-501-5Y | SEL Spanning 5Y GSuite Base 501-2000 |  | \$153.60 | k | 31\% | \$105.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SB4GS-501-5Y-P | SEL Spanning 5Y GSte Base 501-2K PRORTD |  | \$12.80 | K | 31\% | \$8.83 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SB4GS-501-P | SEL Spanning GSuite Base 501-2000 PRORTD |  | \$3.20 | k | 31\% | \$2.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SBSF-1 | SEL Spanning BU Salesforce 1-50 |  | $\$ 48.00$ $\$ 2880$ | K | 31\% | \$33.12 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPANNING |
| 5 5 | SBSF-1001 | SEL Spanning BU Salesforce 1001-5000 SEL Spanning BU 2 S Saesforce 1001-5000 |  | $\$ 28.80$ $\$ 5472$ | K | 31\% | $\$ 19.87$ $\$ 37.76$ | $\$ 0.00$ 50.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPANNING SPANNING |
| 5 | SBSF-1001-2Y-P | SEL Spanning BU 2 Y SFDC 1001-5K PRTD |  | \$4.56 | k | 31\% | \$3.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SBSF-1001-3Y | SEL Spanning BU 3Y Salesforce 1001-5000 |  | \$77.76 | k | 31\% | \$53.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Spanning |
| 5 | SBSF-1001-3Y-P | SEL Spanning BU 3 Y SFDC 1001-5K PRTD |  | \$2.16 | k | 31\% | \$1.49 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SBSF-1001-4Y | SEL Spanning BU 4Y Salesforce 1001-5000 |  | \$97.92 | k | 31\% | \$67.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SBSF-1001-4Y-P | SEL Spanning BU 4Y SFDC 1001-5K PRTD |  | \$8.16 | k | 31\% | \$5.63 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SBSF-1001-5Y | SEL Spanning BU 5Y Salesforce 1001-5000 |  | \$115.20 | k | 31\% | \$79.49 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SBSF-1001-5Y-P | SEL Spanning BU 5 Y SFDC 1001-5K PRTD |  | \$9.60 | k | 31\% | \$6.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SBSF-1001-P | SEL Spanning BU SFDC 1001-5K PRTD |  | \$2.40 | k | 31\% | \$1.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SBSF-1-2Y | SEL Spanning BU 2 Y Salesforce 1-50 |  | \$91.20 | k | 31\% | \$62.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SBSF-1-1-Y-P | SEL Spanning BU 2 Y SFDC 1-50 PRTD |  | \$7.60 | K | 31\% | \$5.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SBSF-1-3Y | SEL Spanning BU 3Y Salesforce 1-50 |  | \$129.60 | K | 31\% | \$89.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 5 | SBSF-1-3Y-P SBSF-1-4 | SEL Spanning BU 3Y SFDC $1-50$ PRTD SEL Spanning BU 4 Y Salesforce $1-50$ |  | $\$ 3.60$ $\$ 16320$ | K | 31\% | $\$ 2.48$ $\$ 112.61$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPANNING SPANING |
| 5 | SBSF-1-4Y-P | SEL Spanning BU 4Y SFDC 1 1-50 PRTD |  | \$163.20 | k | 31\% | \$12.61 | \$0.00 \$0.00 | \$ $\$ 0.00$ | \$0.00 | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPANNING |
| 5 | SBSF-1-5Y | SEL Spanning BU 5Y Salesforce 1-50 |  | \$192.00 | k | 31\% | \$132.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SBSF-1-5Y-P | SEL Spanning BU 5 Y SFDC 1 -50 PRTD |  | \$16.00 | k | 31\% | \$11.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SBSF-1-P | SEL Spanning BU SFDC 1-50 PRTD |  | \$4.00 | k | 31\% | \$2.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SBSF-201 | SEL Spanning BU Salesforce 201-1000 |  | \$33.60 | k | 31\% | \$23.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SBSF-201-2Y | SEL Spanning BU 2 Y Salesforce 201-1000 |  | \$63.84 | k | 31\% | \$44.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SBSF-201-2Y-P | SEL Spanning BU 2 Y SFDC $201-1000$ PRORTD |  | \$5.32 | k | 31\% | \$3.67 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SBEF-201-3Y | SEL Spanning BU 3Y Salesforce 201-1000 |  | \$90.72 | K | 31\% | \$62.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 5 | SBSF-201-3Y-P SBSF-201-4Y | SEL Spanning BU 3Y SFDC SEL Spanning BU 4 Sal-1000 Prore 201-1000 |  | \$114.24 | k | 31\% | $\$ 1.74$ $\$ 78.83$ | $\$ 0.00$ 50.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPANNING SPANNING |
| 5 | SBSF-201-4Y-P | SEL Spanning BU 4Y SFDC $201-1000$ PRORTD |  | \$9.52 | k | 31\% | \$6.57 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SBSF-201-5Y | SEL Spanning BU 5 Y Salesforce 201-1000 |  | \$134.40 | k | 31\% | \$92.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SpanNing |
| 5 | SBEF-201-5Y-P | SEL Spaanning BU 5Y SFDC 201-1000 PRORTD |  | \$11.20 | k | 31\% | \$7.73 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SBSF-201-P | SEL Spanning BU SFDC 201-1000 PRTD |  | \$2.80 | k | 31\% | \$1.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 5 | SBSF-5001 SBSF-5001-2Y | SEL Spanning BU Salesforce 5001+ |  | \$24.00 | k | 31\% | \$16.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING SPANNING |
| 5 | SBSF-5001-2Y | SEL Spanning BU 2 Y Salesforce 5001+ |  | $\$ 45.60$ $\$ 380$ | K | 31\% | \$31.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | SPANNING SPANNING |
| 5 | SBSF-5001-3Y | SEL Spanning BU 3 Y Salesforce 5001+ |  | \$64.80 | k | 31\% | \$44.71 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9.00 | \$0.00 | SpANNING |
| 5 | SBSF-5001-3Y-P | SEL Spanning BU 3 Y SFDC $5001+$ PRTD |  | \$1.80 | k | 31\% | \$1.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SBSF-5001-4Y | SEL Spanning BU 4 Y Salesforce 5001+ |  | \$81.60 | k | 31\% | \$56.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SBSF-5001-4Y-P | SEL Spanning BU 4Y SFDC $5001+$ PRTD |  | \$6.80 | k | 31\% | \$4.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SBSF-5001-5Y | SEL Spanning BU 5Y Salesforce 5001+ |  | \$96.00 | k | 31\% | \$66.24 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 000$ | \$9.00 | \$\$000 | \$0.00 | SPANNING |
| 5 | SBSF-5001-5Y-P | SEL Spanning BU SY SFDC $5001+$ PRTD SEL Spanning BU SFDC 5001+ PRTD |  | $\$ 8.00$ $\$ 2.00$ | K K | 31\% | $\$ 5.52$ $\$ 1.38$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | SPANNING |
| 5 | SBSF-51 | SEL Spanning BU Salesforce 51-200 |  | \$38.40 | k | 31\% | \$26.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SBSF-51-2Y | SEL Spanning BU 2 Y Salesforce 51-200 |  | \$72.96 | k | 31\% | \$50.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SBSF-51-2Y-P | SEL Spanning BU 2 Y SFDC 51-200 PRTD |  | \$6.08 | k | 31\% | \$4.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SBSF-51-3Y | SEL Spaanning BU 3Y Salesforce 51-200 |  | \$103.68 | k | 31\% | \$71.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9.00 | \$0.00 | SPANNING |
| 5 | SBSF-51-3Y-P | SEL Spanning BU 3 Y SFDC 51-200 PRTD |  | \$2.88 | k | 31\% | \$1.99 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | SPANNING SPANING |
| 5 | SBSF-51-4Y-P | SEL Spanning BU Y Y Salesforce $51-200$ |  | \$130.56 | k | 31\% | \$ $\$ 9.09 .51$ | \$0.00 $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | SPANNING SPANING |
| 5 | SBSF-51-5Y | SEL Spanning BU 5Y Salesforce 51-200 |  | \$153.60 | K | 31\% | \$105.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SBSF-51-5Y-P | SEL Spanning BU 5 Y SFDC 51-200 PRTD |  | \$12.80 | k | 31\% | \$8.83 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SBSF-51-P | SEL Spanning BU SFDC 51-200 PRTD |  | \$3.20 | K | 31\% | \$2.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPANNING |
| 5 | SEP-ES-1000AN-D | SEL Splunk Ent STDSup Bucket 1000AN |  | \$1,000.00 | F1 | 2\% | \$980.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 5 | SEP-ES-1000AP-D | SEL Splunk Ent STDSup Bucket 1000AP SEL Splunk Ent STDSup Bucket 1000EM |  | $\$ 1,000.00$ $\$ 1,000.00$ | F1 | 2\% | $\$ 980.00$ $\$ 980.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$9.00 | \$0.00 | SPLUNK SPLUNK |
| 5 | SEP-ESS-1000US-D | SEL Splunk Ent STDSup Bucket 1000US |  | \$1,000.00 | F1 | 2\% | \$980.00 $\$ 9800$ | \$0.00 $\$ 0.00$ | \$ $\$ 0.00$ | \$0.00 | \$0.00 $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | SPLUNK |
| 5 | SEP-ES-100AN-D | SEL Splunk Ent STDSup Bucket 100AN |  | \$100.00 | F1 | 2\% | \$98.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SEP-ES-100AP-D | SEL Splunk Ent STDSup Bucket 100AP |  | \$100.00 | F1 | 2\% | \$98.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SEP-ES-100EM-D | SEL Splunk Ent STDSup Bucket 100EM |  | \$100.00 | F1 | 2\% | \$98.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 5 | SEP-ES-100US-D | SEL Splunk Ent STDSup Bucket 100us |  | \$100.00 | F1 | 2\% | \$98.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK SPLUNK |
| 5 5 | SEP-ES-1AN-D | SEL Splunk Ent STDSup Bucket 1AN SEL Splunk Ent STDSup Bucket 1AP |  | $\$ 1.00$ $\$ 1.00$ | F1 | 2\% | $\$ 0.98$ $\$ 0.98$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPLUNK SPLUNK |
| 5 | SEP-ES-1EM-D | SEL Splunk Ent STDSup Bucket 1EM |  | \$1.00 | F1 | 2\% | \$0.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SEP-ES-1US-D | SEL Splunk Ent STDSup Bucket 1US |  | \$1.00 | F1 | 2\% | \$0.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SEP-GS-1000AN-D | SEL Splunk Ent PRMSup Bucket 1000AN |  | \$1,000.00 | F1 | 2\% | \$980.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |


| BAND | SKU | DESCRIPTION | $\begin{gathered} \text { Model Sub } \\ \text { sku } \end{gathered}$ | EMC LIST PRICE USD | $\begin{aligned} & \text { CATEGORY } \\ & \text { CODE } \end{aligned}$ | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\left\|\begin{array}{c}\text { WTY UPG ENH TO } \\ \text { PS W/MC PREM } \\ \text { LP }\end{array}\right\|$ | WTY UPG BASIC TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | SEP-GS-1000AP-D | SEL Splunk Ent PRMSup Bucket 1000AP |  | \$1,000.00 | F1 | 2\% | \$980.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SEP-GS-1000EM-D | SEL Splunk Ent PRMSup Bucket 1000EM |  | \$1,000.00 | F1 | 2\% | \$980.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SEP-GS-1000US-D | SEL Splunk Ent PRMSup Bucket 1000US |  | \$1,000.00 | F1 | 2\% | \$980.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SEP-GS-100AN-D | SEL Splunk Ent PRMSup Bucket 100AN |  | \$100.00 | F1 | 2\% | \$98.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SEP-GS-100AP-D | SEL Splunk Ent PRMSup Bucket 100AP |  | \$100.00 | F1 | 2\% | \$98.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SEP-GS-100EM-D | SEL Splunk Ent PRMSup Bucket 100EM |  | \$100.00 | F1 | 2\% | \$98.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SEP-GS-100US-D | SEL Splunk Ent PRMSup Bucket 100US |  | \$100.00 | F1 | 2\% | \$98.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SEP-GS-1AN-D | SEL Splunk Ent PRMSup Bucket 1AN |  | \$1.00 | F1 | 2\% | \$0.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SEP-GS-1AP-D | SEL Splunk Ent PRMSup Bucket 1AP |  | \$1.00 | F1 | 2\% | \$0.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SEP-GS-1EM-D | SEL Splunk Ent PRMSup Bucket 1EM |  | \$1.00 | F1 | 2\% | \$0.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SEP-GS-1US-D | SEL Splunk Ent PRMS up Bucket 1US |  | \$1.00 | F1 | 2\% | \$0.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SEPU-ES-1000AN-D | SEL Splunk EntuPG STDSup Bucket 1000AN |  | \$1,000.00 | F1 | 2\% | \$980.00 | \$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SEPU-ES-1000AP-D | SEL Splunk EntuPG STDSup Bucket 1000AP |  | \$1,000.00 | F1 | 2\% | \$980.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SEPU-ES-1000EM-D | SEL Splunk EntUPG STDSup Bucket 1000EM |  | \$1,000.00 | F1 | 2\% | \$980.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SEPU-ES-1000US-D | SEL Splunk EntUPG STDSup Bucket 1000US |  | \$1,000.00 | F1 | 2\% | \$980.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | sPLUNK |
| 5 | SEPU-ES-100AN-D | SEL Splunk EntUPG STDSup Bucket 100AN |  | \$100.00 | F1 | 2\% | \$98.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SEPU-ES-100AP-D | SEL Splunk EntUPG STDSup Bucket 100AP |  | \$100.00 | F1 | 2\% | \$98.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SEPU-ES-100EM-D | SEL Splunk EntUPG STDSup Bucket 100EM |  | \$100.00 | F1 | 2\% | \$98.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SEPU-ES-100US-D | SEL Splunk EntUPG STDSup Bucket 100US |  | \$100.00 | F1 | 2\% | \$98.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SEPU-ES-1AN-D | SEL Splunk EntUPG STDSup Bucket 1AN |  | \$1.00 | F1 | 2\% | \$0.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SEPU-ES-1AP-D | SEL Splunk EntUPG STDSup Bucket 1AP |  | \$1.00 | F1 | 2\% | \$0.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SEPU-ES-1EM-D | SEL Splunk Entupg stdsup Bucket 1EM |  | \$1.00 | F1 | 2\% | \$0.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SEPU-ES-1US-D | SEL Splunk EntUPG STDSup Bucket 1US |  | \$1.00 | F1 | 2\% | \$0.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SEPU-GS-1000AN-D | SEL Splunk EntUPG PRMSup Bucket 1000AN |  | \$1,000.00 | F1 | 2\% | \$980.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SEPU-GS-1000AP-D | SEL Splunk EntuPG PRMSup Bucket 1000AP |  | \$1,000.00 | F1 | 2\% | \$980.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SEPU-GS-1000EM-D | SEL Splunk EntUPG PRMSup Bucket 1000EM |  | \$1,000.00 | F1 | 2\% | \$980.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SEPU-GS-1000US-D | SEL Splunk EntUPG PRMSup Bucket 1000US |  | \$1,000.00 | F1 | 2\% | \$980.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SEPU-GS-100AN-D | SEL Splunk EntUPG PRMSup Bucket 100AN |  | \$100.00 | F1 | 2\% | \$98.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SEPU-GS-100AP-D | SEL Splunk Entupg PrMsup Bucket 100AP |  | \$100.00 | F1 | 2\% | \$98.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 5 | SEPU-GS-100EM-D SEPU-GS-100US-D | SEL Splunk EntuPG PRMSup Bucket 100EM SEL Splunk Entupg PrMsup Bucket 1000 S |  | \$100.00 | F1 | 2\% | \$98.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | SPLUNK |
| 5 | SEPU-GS-100US-D | SEL Splunk EntuPG PRMSup Bucket 100US SEL Splunk Entupg Prmsup Bucket 1 AN |  | $\$ 100.00$ $\$ 1.00$ | F1 F1 | 2\% | \$98.00 $\$ 0.98$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPLUNK SPLUNK |
| 5 | SEPU-GS-1AP-D | SEL Splunk EntUPG PRMSup Bucket 1AP |  | \$1.00 | F1 | 2\% | \$0.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SEPU-GS-1EM-D | SEL Splunk EntUPG PRMSup Bucket 1EM |  | \$1.00 | F1 | 2\% | \$0.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SEPU-GS-1US-D | SEL Splunk EntUPG PRMSup Bucket 1US |  | \$1.00 | F1 | 2\% | \$0.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SERV-AI-0001 | SEL A Archive Index to Tape |  | \$588.24 | F1 | 2\% | \$576.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | index EnGines |
| 5 | SERV-IR-0001 | SEL Index Restoration |  | \$5,294.12 | F1 | 2\% | \$5,188.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | index encines |
| 5 | SERV-MS-0001 | SEL Media Storage (per Tape) per Month |  | \$5.88 | F1 | 2\% | \$5.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | index Engines |
| 5 | SERV-OA-0001 | SEL Online Access per Month |  | \$5,882.35 | F1 | 2\% | \$5,764.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | SERV-OS-0001 SERV-RM-0001 | SEL Onsite Services per Day SEL 1 HOUR REMOTE IE SERVICES |  | \$4,588.24 | F1 | 2\% | \$4,496.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | index Encines |
| 5 5 | SERV-RM-0001 | SEL 1 HOUR REMOTE IE SERVICES |  | \$352.94 | F1 K | 2\% | \$345.88 $\$ 597.11$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | INDEX ENGINES SPLUNK |
| 5 | SETE-100-199AP-D | SEL Splunk Ent TermL SSup100-199GB/dayAP |  | \$1,038.46 | k | 31\% | \$716.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SETE-100-199EM-D | SEL Splunk Ent TermL SSup100-199GB/dayEM |  | \$796.15 | k | 31\% | \$549.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spLUNK |
| 5 | SETE-100-199US-D | SEL Splunk Ent TermL SSup100-199GB/day US |  | \$692.31 | K | 31\% | \$477.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SETE-10-19AN-D | SEL Splunk Ent TermL SSup $10-19 \mathrm{~GB} / \mathrm{dayAN}$ |  | \$1,442.31 | K | 31\% | \$995.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spLunk |
| 5 | SETE-10-19AP-D | SEL Splunk Ent TermL SSup 10-19GB/dayAP |  | \$1,730.77 |  | 31\% | \$1,194.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SETE-10-19EM-D | SEL Splunk Ent TermL SSup 10-19GB/day EM |  | \$1,326.92 | k | 31\% | \$915.57 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SETE-10-19US-D | SEL Splunk Ent TermL SSup10-19GB/day US |  | \$1,153.85 | k | 31\% | \$796.16 | \$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | SETE-1K-1999AN-D | SEL Splunk Ent TermL SSup1 -1999GB/dayAN SEL Splunk Ent TermL SSup1K-1999GB/dayAP |  | \$778.85 | k | 31\% | \$537.41 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | spLunk |
| 5 | SETE-1K-1999AP-D | SEL Splunk Ent TermL SSup1K-1999GB/dayAP |  | ${ }_{\text {\$ }} \mathbf{\$ 9 3 4 . 6 2}$ | K | 31\% | \$644.89 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | \$8000 | \$80.00 | \$0.00 | SPLUNK SPLUNK |
| 5 | SETE-1K-1999US-D | SEL Splunk Ent TermL SSup1K-1999GB/day US |  | \$623.08 | k | 31\% | \$429.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | ${ }_{\text {S }}$ \$0.00 | \$0.00 | SPLUNK |
| 5 | SETE-200-499AN-D | SEL Splunk Ent TermL SSup200-499GB/dayAN |  | \$836.54 | k | 31\% | \$577.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SETE-200-499AP-D | SEL Splunk Ent TermL SSup200-499GB/dayAP |  | \$1,003.85 | k | 31\% | \$692.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | SETE-200-499EM-D SETE-20-499US-D | SEL Splunk Ent TermL SSup200-499GB/dayEM |  | \$769.62 | k | 31\% | \$531.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SETE-200-499US-D SETE-20-49AN-D | SEL Splunk Ent TermL SSup200-499GB/day US SEL Splunk Ent TermL SSup2-49GB/dayAN |  | ( $\begin{array}{r}\$ 669.23 \\ \$ 1,298.08\end{array}$ | K | 31\% | \$461.77 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK SPLuNK |
| 5 | SETE-20-49AN-D | SEL Splunk Ent TermL SSup20-49GB/dayAN |  | \$1,298.08 | K | $31 \%$ $31 \%$ | ( ${ }^{\$ 895.688}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPLUNK |
| 5 | SETE-20-49EM-D | SEL Splunk Ent TermL SSup20-49GB/dayEM |  | \$1,194.23 | , | 31\% | \$824.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SETE-20-49US-D | SEL Splunk Ent TermL SSup20-49GB/day US |  | \$1,038.46 | K | 31\% | \$716.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SETE-2K-4999AN-D | SEL Splunk Ent TermL SSup2K-4999GB/dayAN |  | \$750.00 | k | 31\% | \$517.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SETE-2K-4999AP-D | SEL Splunk Ent TermL SSup2K-4999GB/dayAP |  | \$900.00 | k | 31\% | \$621.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 5 | SETE-2K-4999EM-D SETE-2K-4999US-D | SEL Splunk Ent TermL SSup2K-4999GB/dayEM SEL Splunk Ent TermL SSup2K-4999GB/day |  | $\$ 690.00$ $\$ 600.00$ | K | 31\% | \$476.10 $\$ 414.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPLUNK SPLUNK |
| 5 | SETE-500-999AN-D | SEL Splunk Ent TermL SSup500-999GB/dayAN |  | \$807.69 | K | 31\% | \$557.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SETE-500-999AP-D | SEL Splunk Ent TermL SSup500-999GB/dayAP |  | \$969.23 | k | 31\% | \$668.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SETE-500-999EM-D | SEL Splunk Ent TermL SSup500-999GB/dayEM |  | \$743.08 | k | 31\% | \$512.73 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SETE-500-999US-D | SEL Splunk Ent TermL SSup500-999GB/day US |  | \$646.15 | k | 31\% | \$445.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SETE-50-99EM-D | SEL Splunk Ent TermL SSup50-99GBBdayAP |  | \$1,315.38 | k | 31\% | \$907.61 | $\$ 0.00$ $\$ 0.00$ | \$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPLUNK |
| 5 | SETE-50-99US-D | SEL Splunk Ent TermL SSup50-99GB/day US |  | \$876.92 | k | 31\% | \$605.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SETE-5K-9999AN-D | SEL Splunk Ent TermL SSup5K-9999GB/dayAN |  | \$721.15 | K | 31\% | \$497.59 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SETE-5K-9999AP-D | SEL Splunk Ent TermL SSup5k-9999GB/dayAP |  | \$865.38 | k | 31\% | \$597.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SETE-5K-9999EM-D SETE-5K-9999US-D | SEL Splunk Ent TermL SSup5K-9999GB/dayEM SEL Splunk Ent TermL SSup5-9999GB/day |  | $\$ 663.46$ $\$ 576.92$ | k | 31\% | \$457.79 $\$ 398.07$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPLUNK SPLUNK |
| 5 | SETG-1K-1999AN-D | SEL Splunk Ent TermL PSup1K-1999GB/dayAN |  | \$938.08 | k | 31\% | \$647.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SETG-1K-1999AP-D | SEL Splunk Ent TermL PSup1K-1999GB/dayAP |  | \$1,125.00 | k | 31\% | \$776.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SETG-1K-1999EM-D | SEL Splunk Ent TermL PSup1K-1999GB/dayEM |  | \$863.08 | k | 31\% | \$595.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |


| BAND | SKU | description | Model Sub sku | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\left\|\begin{array}{c}\text { WTY UPG ENH TO } \\ \text { PS W/MC PREM } \\ \text { LP }\end{array}\right\|$ | WTY UPG BASIC TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | SETG-1K-1999US-D | SEL Splunk Ent TermL PSup 1 K-1999GBB/day ${ }^{\text {S }}$ |  | \$750.00 | K | 31\% | \$517.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SETG-2k-4999AN-D | SEL Splunk Ent TermL PSup2K-4999GB/dayAN |  | \$901.15 | k | 31\% | \$621.79 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SETG-2K-4999AP-D | SEL Splunk Ent TermL PSup2K-4999GB/dayAP |  | \$1,082.31 |  | 31\% | \$746.79 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SETG-2K-4999EM-D | SEL Splunk Ent TermL PSup2K-4999GB/dayEM |  | \$829.62 | k | 31\% | \$572.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spLunk |
| 5 | SETG-2k-4999US-D | SEL Splunk Ent TermL PSup2K-4999GB/day US |  | \$721.15 | k | 31\% | \$497.59 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SETG-500-999AN-D | SEL Splunk Ent TermL PSup500-999GB/dayAN |  | \$966.92 | K | 31\% | \$667.17 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SETG-500-999AP-D | SEL Splunk Ent TermL PSup500-999GB/dayAP |  | \$1,159.62 | k | 31\% | \$800.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SETG-500-999EM-D | SEL Splunk Ent TermL PSup500-999GB/dayEM |  | \$889.62 | k | 31\% | \$613.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SETG-500-999US-D | SEL Splunk Ent TermL PSup $500-999 \mathrm{~GB}$ /day US |  | \$773.08 | k | 31\% | \$533.43 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SETG-5K-9999AN-D | SEL Splunk Ent TermL PSup5K-9999GB/dayAN |  | \$865.38 | k | 31\% | \$597.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SETG-5K-9999AP-D | SEL Splunk Ent TermL PSup5K-9999GB/dayAP |  | \$1,038.46 | k | 31\% | \$716.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SETG-5K-9999EM-D | SEL Splunk Ent TermL PSup5K-9999GB/dayEM |  | \$796.15 | k | 31\% | \$549.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SETG-5K-9999US-D | SEL Splunk Ent TermL PSup5K-9999GB/day US |  | \$692.31 | k | 31\% | \$477.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SET-PRM-1000-D | SEL Splunk Ent Term PrmSup Buck 1000 |  | \$1,000.00 | k | 31\% | \$690.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SET-PRM-100-D | SEL Splunk Ent Term Prmsup Buck 100 |  | \$100.00 | K | $31 \%$ $31 \%$ | \$699.00 | \$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK SPUNK |
| 5 | SET-PRM-100K-D | SEL Splunk Ent Term PrmSup Buck 100K |  | \$100,000.00 | k | 31\% | \$69,000.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SET-PRM-10K-D | SEL Splunk Ent Term Prmsup Buck 10 K |  | \$10,000.00 | k | 31\% | \$6,900.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SET-PRM-1-D | SEL Splunk Ent Term Prmsup Buck 1 |  | \$1.00 | K | 31\% | \$0.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SET-STD-1000-D | SEL Splunk Ent Term StdSup Buck 1000 |  | \$1,000.00 | k | 31\% | \$690.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SET-STD-100-D | SEL Splunk Ent Term StdSup Buck 100 |  | \$100.00 | k | 31\% | \$69.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SET-STD-100K-D | SEL Splunk Ent Term Stdsup Buck 100K |  | \$100,000.00 | K | 31\% | \$69,000.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SET-STD-10K-D | SEL Splunk Ent Term Stasup Buck 10K |  | \$10,000.00 | k | 31\% | \$6,900.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SET-STD-1-D | SEL Splunk Ent Term StdSup Buck 1 |  | \$1.00 | k | 31\% | \$0.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SETU-ES-1000AN-D | SEL Splunk Ent TermUPG SSup Buck 1000AN |  | \$1,000.00 | K | 31\% | \$690.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SETU-ES-1000AP-D | SEL Splunk Ent TermUPG SSup Buck 1000AP |  | \$1,000.00 | K | 31\% | \$690.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SETU-ES-1000EM-D SETU-ES-1000US-D | SEL Splunk Ent TermUPG SSup Buck 1000EM |  | $\$ 1,000.00$ $\$ 100000$ | K | $31 \%$ $31 \%$ | \$690.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPLUNK SPUUNK |
| 5 5 | SETU-ES-1000US-D <br> SETU-ES-100AN-D | SEL Splunk Ent TermUPG SSup Buck 1000US SEL Splunk Ent TermuPG SSup Buck 100AN |  | $\$ 1,000.00$ $\$ 100.00$ | K | $31 \%$ $31 \%$ | $\$ 690.00$ $\$ 69.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPLUNK SPLUNK |
| 5 | SETU-ES-100AP-D | SEL Splunk Ent TermUPG SSup Buck 100AP |  | \$100.00 | k | 31\% | \$69.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SETU-ES-100EM-D | SEL Splunk Ent TermUPG SSup Buck 100EM |  | \$100.00 | k | 31\% | \$69.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spLunk |
| 5 | SETU-ES-100US-D | SEL Splunk Ent TermUPG SSup Buck 100US |  | \$100.00 | k | 31\% | \$69.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spLunk |
| 5 | SETU-ES-1AN-D | SEL Splunk Ent TermUPG ssup Buck 14N |  | \$1.00 | k | 31\% | \$0.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spLunk |
| 5 | SETU-ES-1AP-D | SEL Splunk Ent TermUPG SSup Buck 1AP |  | \$1.00 | K | 31\% | \$0.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SETU-ES-1EM-D | SEL Splunk Ent Termupg ssup Buck 1EM |  | \$1.00 | k | 31\% | \$0.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SETU-ES-1US-D | SEL Splunk Ent TermUPG SSup Buck 1US |  | \$1.00 | K | 31\% | \$60.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SETU-GS-1000AN-D | SEL Splunk Ent TermUPG PSup Buck 1000AN |  | \$1,000.00 | K | 31\% | \$690.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 5 | SETU-GS-1000AP-D SETU-GS-1000EM-D | SEL Splunk Ent TermUPG PSup Buck 1000AP SEL Splunk Ent TermuPG PSup Buck 1000EM |  | $\$ 1,000.00$ $\$ 1000.00$ | K | $31 \%$ $31 \%$ | $\$ 690.00$ $\$ 690$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPLUNK SPLUNK |
|  | SETU-GS-1000EM-D SETU-GS-1000US-D | SEL Splunk Ent TermUPG PSup Buck 1000EM SEL Splunk Ent TermUPG PSup Buck 1000US |  | $\$ 1,000.00$ $\$ 1,000.00$ | K | 31\% | $\$ 690.00$ $\$ 690.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | SPLUNK SPLUNK |
| 5 | SETU-GS-100AN-D | SEL Splunk Ent TermUPG PSup Buck 100AN |  | \$100.00 | k | 31\% | \$69.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spLunk |
| 5 | SETU-GS-100AP-D | SEL Splunk Ent TermuPG PSup Buck 100AP |  | \$100.00 | K | 31\% | \$69.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SETU-GS-100EM-D | SEL Splunk Ent TermUPG PSup Buck 100EM |  | \$100.00 | k | 31\% | \$69.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SETU-GS-100US-D | SEL Splunk Ent TermuPG PSup Buck 100us |  | \$100.00 | K | $31 \%$ $31 \%$ | $\$ 69.00$ $\$ 0.69$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK SPUUNK |
| 5 5 | SETU-GS-1AN-D | SEL Splunk Ent TermUPG PSup Buck ${ }^{\text {a }}$ 1AN SEL Splunk Ent TermuPG PSup Buck 1AP |  | $\$ 1.00$ $\$ 1.00$ | K | $\begin{aligned} & 31 \% \\ & 31 \% \\ & 31 \% \end{aligned}$ | $\begin{aligned} & \$ 0.69 \\ & \$ 0.69 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPLUNK SPLUNK |
| 5 | SETU-GS-1EM-D | SEL Splunk Ent TermuPg PSup Buck 1EM |  | \$1.00 | k | 31\% | \$0.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SETU-GS-1US-D | SEL Splunk Ent TermUPG PSup Buck 1US |  | \$1.00 | k | 31\% | \$0.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SETUS-1K-1999-EM | SEL Splunk Ent TRU SSup1K-1999GB/dayEM |  | \$716.54 | k | 31\% | \$494.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spLunk |
| 5 | SETUS-2K-4999-EM | SEL Splunk Ent TRU SSup2K-4999GB/dayEM |  | \$690.00 | K | 31\% | \$476.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SETUS-500-999-EM | SEL Splunk Ent TRU SSup500-999GB/dayEM |  | \$743.08 | K | 31\% | \$512.73 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SETUS-5K-9999-EM | SEL Splunk Ent TRU SSup5K-9999GB/day EM |  | \$663.46 | K | 31\% | \$457.79 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SFIN-TAP-1-PHZ2 | SEL SFIN,BULK,TA,SVC,Year 1,7,724PH UP,Z2 |  | \$736.00 | F1 | 2\% | \$721.28 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | SPECTRALOGIC |
| 5 | SFIN-TAP-2-PHZ2 | SEL SFIN,BULK,TA,SVC,YEAR 2,7x24PH UP,Z2 |  | \$736.00 | F1 | 2\% | \$721.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | SH-458-000-408 | Secure VM Encrypt Mach PSMC Sub Tier1 $=1 \mathrm{~B}$ Secure VM Encryot Mach PSMC Sub Tier2 |  | \$55.50 | K | 31\% | \$40.37 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | CLOUDLINK CLOUDLINK |
| 5 | SH-458-000-410 | Secure VM Encrypt Mach PSMC Sub Tier3=1B |  | \$41.50 | K | 31\% | \$28.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CLOUDLINK cloudink |
| 5 | SH-458-000-411 | Secure VM Encrypt Mach PSMC Sub Tier4=1B |  | \$32.00 | k | 31\% | \$22.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | cloudink |
| 5 | SH-458-000-412 | Secure VM Encrypt Mach PSP Sub Tierlili |  | \$59.50 | k | 31\% | \$41.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CLOUDLINK |
| 5 | SH-458-000-413 | Secure VM Encrypt Mach PSP Sub Tier2=IB |  | \$49.00 | k | 31\% | \$33.81 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CLOUDLINK |
| 5 | SH-458-000-414 | Secure VM Encrypt Mach PSP Sub Tier3=1B |  | \$42.00 | K | 31\% | \$28.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CLOUDLINK cloudink |
| 5 5 | SH-458-000-415 | Secure VM Encrypt Mach PSP Sub Tier4 $=1 \mathrm{~B}$ Secure VM SecVM PS1 Sub Tier $1=1 \mathrm{~B}$ |  | $\$ 32.50$ $\$ 59.00$ | K | $31 \%$ $31 \%$ | \$22.43 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | CLOUDLINK CLOUDLINK |
| 5 | SH-458-000-526 | Secure VM SecVM PS1 Sub Tier $2=18$ |  | \$48.50 | k | 31\% | \$33.47 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | cloudink |
| 5 | SH-458-000-527 | Secure VM SecVm PS 1 Sub Tier 3=1B |  | \$411.75 | K | 31\% | \$28.81 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CLOUDLINK |
| 5 | SH-458-000-528 | Secure VM SecVM PS1 Sub Tier $4=1 \mathrm{~B}$ |  | \$32.25 | K | 31\% | \$22.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CLOUDLINK |
| 5 | SI-3 | SEL Varonis Remote Server Install -3h |  | \$946.32 | F1 | 2\% | \$927.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | SI-5 | SEL Varonis Remote Server Install - 5 h |  | \$1,261.76 | F1 | 2\% | \$1,236.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | SLP-1-CL1-EE | SEL StoragePoint TB Lic per TB ( $11+$ ) |  | \$3,733.00 | K | 31\% | \$2,575.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | METALOGIX |
| 5 | SLP-1-CL-EE | SEL StoragePoint TB Lic per TB ( $2-100)$ |  | \$7,467.00 | k | $31 \%$ $31 \%$ | \$5.152.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | METALOGIX |
| 5 5 | SLP-1-PL2-EE SO-QSFP28-D44 |  |  | \$19,200.00 | k | 31\% | \$13,248.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | METALOGIX SMARTOPTICS |
| 5 | So-QSFP28-D45 | SEL QSFP28, 103Gbps, DWDM, SM, DDM |  | \$87,692.31 | k | $31 \%$ $31 \%$ | $\$ 5,307.69$ $\$ 5,307.69$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$90.00 | SMARTOPTICS SMARTOPTICS |
| 5 | So-QSFP28-D46 | SEL QSFP28, 103Gbps, DWDM, SM, DDM |  | \$7,692.31 | k | 31\% | \$5,307.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SMARTOPTICS |
| 5 | So-QSFP28-D47 | SEL QSFP28, 103Gbps, DWDM, SM, DDM |  | \$7,692.31 | k | 31\% | \$5,307.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SMARTOPTICS |
| 5 | SO-QSFP28-D48 | SEL QSFP28, 103 Gbps , DWDM, SM, DDM |  | \$7,692.31 | K | 31\% | \$5,307.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SMARTOPTICS |
| 5 | So-QSFP28-D49 | SEL QSFP28, 103Gbps, DWDM, SM, DDM |  | \$7,692.31 | k | 31\% | \$5,307.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SMARTOPTICS |
| 5 | SO-QSFP28-D50 | SEL QSFP28, 103Gbps, DWDM, SM, DDM |  | \$7,692.31 | K | 31\% | \$5,307.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SMARTOPTICS |
| 5 | SO-QSFP28-D51 | SEL QSFP28, 103Gbps, DWDM, SM, DDM |  | \$7,692.31 | K | 31\% | \$5,307.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SMARTOPTICS |
| 5 | SPLK-1DAY-REG-D | SEL SPLUNK User Conf plus 1-DAY Univ |  | \$3,052.94 | F1 | ${ }^{2 \%}$ | \$2,991.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SPLK-2DAY-REG-D | SEL SPLUNK User Conf plus 2-DAY Univ |  | \$3,523.53 | F1 | 2\% | \$3,453.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |


| BAND | SKU | description $\quad \begin{gathered}\text { Model Sub } \\ \text { sku }\end{gathered}$ | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNTLP | BASIC MNT LP | WTY UPG ENH TO <br> PS W/MC PREM <br> LP | wTY UPG BASIC TO PS ENH LP | Renewal | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | SPLK-3DAY-REG-D | SEL SPLUNK User Conf plus 3-DAY Univ | \$3,876.47 | F1 | 2\% | \$3,798.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SPLK-REG-USER-D | SEL SPLUNK User Conference Attendance | \$2,111.76 | F1 | 2\% | \$2,069.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | SPPCREDITC | SEL SPP-CREDIT-C) | \$100.00 | k | 31\% | \$69.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | SPPCREDITC-I | SEL SPP-CREDIT-C) | \$100.00 | k | 31\% | \$69.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | SPPCREDITCL1 | SEL SPP-CREDTT-C-L1) | \$100.00 | k | 31\% | \$69.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | SPPCREDITCL1-1 | SEL SPP-CREDIT-C-L1) | \$100.00 | k | 31\% | \$69.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | SPPCREDITCL2 | SEL SPP-CREDIT-C-L2 ) | \$98.00 | k | 31\% | \$67.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmWARE |
| 5 | SPPCREDITCL2-1 | SEL SPP-CREDIT-C-L2) | \$98.00 | k | 31\% | \$67.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | SPPCREDITCL3 | SEL SPP-CREDIT-C-L3) | \$97.00 | k | 31\% | \$66.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | SPPCREDITCL3-1 | SEL SPP-CREDTT-C-L3) | \$97.00 | k | 31\% | \$66.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | SPPCREDITCL4 | SEL SPP-CREDTT-C-L4) | \$96.00 | k | 31\% | \$66.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | SPPCREDITCL4-I | SEL SPP-CREDIT-C-L4) | \$96.00 | k | 31\% | \$66.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | SPS4060001-PS | SEL Stealth Prof Srvs - 1 Week Onsite | \$42,677.07 | F1 | 2\% | \$41,823.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | UNISYS |
| 5 | SPS4060002-Ps | SEL Stealth Prof Srv - Sm Base PKG Instl | \$48,357.70 | F1 | 2\% | \$47,390.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | UNISYS UNISYS |
| 5 | SPS4060003-PS | SEL Stealth Prof Srv-Md Base PKG Instl | \$56,112.49 | F1 | 2\% | $\$ 54,990.24$ $\$ 61.070 .06$ | $\$ 0.00$ 50.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | UNISYS |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | SPS4060004-PS SR-UNLOCK | SEL Steath Prof STV - -Lg Base PKG Instl | $\$ 62,316.39$ $\$ 5,641.54$ | F1 K | 2\% | \$61,070.06 $\$ 3,892.66$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | UNISYS |
| 5 | SSDL1-1000L | SEL SOFTWARE SUBSCRIPTION DATALERT 1000 | \$1,050.00 | k | 31\% | \$724.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | SSDL1-100KL | SEL SOFTWARE SUBSCRIPTIIN DATALERT 100000 | \$55,575.00 | k | 31\% | \$38,346.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | ssDL1-10KL | SEL SOFTWARE SUBSCRIPTION DATALERT 10000 | \$6,224.00 | k | 31\% | \$4,294.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | SSDL1-1500L | SEL SOFTWARE SUBSCRIPTION DATALERT 1500 | \$1,400.00 | k | 31\% | \$966.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | varonis |
| 5 | SSDL1-150KL | SEL SOFTWARE SUBSCRIPTION DATALERT 150000 | \$81,695.00 | k | 31\% | \$56,369.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | SSDL1-15KL | SEL SOFTWARE SUBSCRIPTION DATALERT 15000 | \$9,337.00 | k | 31\% | \$6,442.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | sSDL1-2000L | SEL SOFTWARE SUBSCRIPTION DATALERT 2000 | \$1,686.00 | k | 31\% | \$1,163.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | varonis |
| 5 | SSDL1-20KL | SEL SOFTWARE SUBSCRIPTION DATALERT 20000 | \$11,826.00 | K | 31\% | \$8,159.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | SSDL1-2500L | SEL SOFTWARE SUBSCRIPTION DATALERT 2500 | \$2,010.00 | k | 31\% | \$1,386.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | SSDL1-25KL | SEL SOFTWARE SUBSCRIPTION DATALERT 25000 | \$14,783.00 | k | 31\% | \$10,200.27 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | varonis |
| 5 | SSDL1-3000L | SEL SOFTWARE SUBSCRIPTION DATALERT 3000 | \$2,412.00 | k | 31\% | \$1,664.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | sSDL1-3500L | SEL SOFTWARE SUBSCRIPTION DATALERT 3500 | \$2,814.00 | k | 31\% | \$1,941.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | SSDL 1 -35KL | SEL SOFTWARE SUBSCRIPTION DATALERT 35000 | \$20,378.00 | K | 31\% | \$14,060.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | SSDL1-4000L | SEL SOFTWARE SUBSCRIPTION DATALERT 4000 | \$3,112.00 | K | 31\% | \$2,147.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 5 | SSDL1-4500L | SEL SOFTWARE SUBSCRIPTION DATALERT 4500 SEL SOFTWARE SUBSCRIPTION DATALERT 5000 | $\$ 3,501.00$ $\$ 389000$ | K | 31\% | $\$ 2,415.69$ $\$ 2684.10$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | SSDL1-5000L SSDL1-500L | SEL SOFTWARE SUBSCRIPTION DATALERT 5000 | \$3,890.00 $\$ 584.00$ | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~K} \end{aligned}$ | $\begin{aligned} & 31 \% \\ & 31 \% \end{aligned}$ | \$2,684.10 $\$ 402.96$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | VARONIS |
| 5 | SSDL1-50KL | SEL SOFTWARE SUBSCRIPTION DATALERT 50000 | \$28,714.00 | k | 31\% | \$19,812.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | SSDL1-6000L | SEL SOFTWARE SUBSCRIPTION DATALERT 6000 | \$4,124.00 | K | 31\% | \$2,845.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | SSDL1-7000 | SEL SOFTWARE SUBSCRIPTION DATALERT 7000 | \$4,811.00 | k | 31\% | \$3,319.59 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | SSDL1-750L | SEL SOFTWARE SUBSCRIPTION DATALERT 750 | \$8334.00 | K | 31\% | \$575.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 5 | SSDL1-8000 SSDL1-9000 | SEL SOFTWARE SUBSCRIPTION DATALERT 8000 SEL SOFTWARE SUBSCRIPTION DATALERT 9000 | $\$ 5,187.00$ $\$ 5,835.00$ | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~K} \end{aligned}$ | $\begin{aligned} & 31 \% \\ & 31 \% \\ & 31 \% \end{aligned}$ | $\$ 3,579.03$ $\$ 4,026.15$ | $\$ 0.00$ 50.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | SSPDL1-1000L | SEL SUBSCRIPTION + SUPPORT DATALERT 1000 | \$1,236.00 | F1 | 2\% | \$1,211.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | SSPDL1-100KL | SEL Subscription + Support DL 100000 | \$65,382.00 | F1 | 2\% | \$64,074.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | SSPDL1-10KL | SEL SUBSCRIPTION + SUPPORT DT 10000 | \$7,323.00 | F1 | 2\% | \$7,176.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | SSPDL1-1500L | SEL SUBSCRIPTION + SUPPORT DATALERT 1500 | \$1,648.00 | F1 | 2\% | \$1,615.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9.00 | \$0.00 | VARONIS |
| 5 | SSPDL1-150KL | SEL Subscription + Support DL 150000 | \$96,112.00 | F1 | ${ }^{2 \%}$ | \$94,189.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | SSPDL1-15KL | SEL Subscription + Support DL 15000 SEL SUBSCRIPION + SUPPORT DATALERT 2000 | \$10,984.00 \$1,983.00 | F1 | 2\% | $\$ 10,764.32$ $\$ 1,943.34$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$0.00 $\$ 0.00$ | VARONIS VARONIS |
| 5 | SSPDL1-20kL | SEL Subscription + Support DL 20000 | \$13,913.00 | F1 | 2\% | \$13,634.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | SSPDL1-2500L | SEL SUBSCRIPTIO + SUPPORT DATALERT 2500 | \$2,365.00 | F1 | 2\% | \$2,317.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | SSPDL1-25KL | SEL Subscription + Support DL 25000 | \$17,392.00 | F1 | 2\% | \$17,044.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | SSPDL1-3000L | SEL SUBSCRIPTION + SUPPORT DATALERT 3000 | \$2,838.00 | F1 | 2\% | \$2,781.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS VARONIS |
| 5 | SSPDL1-3500L | SEL SUBSCRIPTION + SUPPORT DATALERT 3500 | $\$ 3,311.00$ $\$ 23974$ | F1 | 2\% | $\$ 3,244.78$ $\$ 23494.52$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 5 | SSPDLL-35KL SSPDL1-4000 | SEL Subscription + Support DL 35000 SEL SUBSCRIPTION + SUPPORT DATALERT 4000 | \$23,974.00 $\$ 3,661.00$ | F1 | 2\% | \$23,494.52 $\$ 3,587.78$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | SSPDL1-4500L | SEL SUBSCRIPTION + SUPPORT DATALERT 4500 | \$4,119.00 | F1 | 2\% | \$4,036.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | SSPDL1-5000L | SEL SUBSCRIPTION + SUPPORT DATALERT 5000 | \$4,577.00 | F1 | 2\% | \$4,485.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | SSPDL1-500L | SEL SUBSCRIPTION + SUPPORT DATALERT 500 | \$687.00 | F1 | 2\% | \$673.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | SSPDL1-50KL | SEL Subscription + Support DL 50000 | \$33,781.00 | F1 | 2\% | $\$ 33,105.38$ $\$ 4.753$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 5 | SSPDL1-6000 | SEL SUBSCRIPTION + SUPPORT DATALERT 6000 | $\$ 4,851.00$ $\$ 5,660.00$ | F1 | 2\% | $\$ 4,753.98$ $\$ 5,546.80$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VARONIS VARONIS |
| 5 | SSPDL1-750L | SEL SUBSCRIPTION + SUPPORT DATALERT 750 | \$981.00 | F1 | 2\% | \$961.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9.00 | \$0.00 | VARONIS |
| 5 | SSPDL1-8000L | SEL SUBSCRIPTION + SUPPORT DATALERT 8000 | \$6,102.00 | F1 | 2\% | \$5,979.96 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | SSPDL1-9000L | SEL SUBSCRIPTION + SUPPORT DATALERT 9000 | \$6,865.00 | F1 | 2\% | \$6,727.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | SST-2-CL1-EE | SEL StoragePoint TB M + S per TB ( $11+$ ) | \$758.00 | F1 | 2\% | \$ $\$ 742.84$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$0.00 | \$0.00 | METALOGIX |
| 5 | SST-2-CL-EE | SEL StoragePoint TB M + S per TB ( $2-10$ ) | \$1,515.00 | F1 | 2\% | \$1,484.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | METALOGIX METALOGIX |
| 5 | SST-2-PL2-EE ST6EDHA100F | SEL StoragePoint TB M + S per TB (1st TB) | \$3,886.00 | F1 | 2\% | \$3,818.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | METALOGIX CARAHSOFT |
| 5 | STTEDHA100F | SEL: ST6-ED-HA100-F | \$3,740.00 $\$ 374.00$ | K | 31\% | $\$ 2,580.60$ $\$ 258.06$ | \$0.00 \$0.00 | \$ $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 8.00$ $\$ 0.00$ | \$0.00 | CARAHSOFT CARAHSOFT |
| 5 | ST6-EN-D100-F | SEL: STG-EN-D 100-F | \$14,300.00 | k | 31\% | \$9,867.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | ST6-EN-D10-F | SEL: STG-EN-D10-F | \$1,430.00 | k | 31\% | \$986.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | ST6-RB-25VM-F | SEL: STG-RB-25VM-F | \$14,135.00 | k | 31\% | \$9,753.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | ST6-RBAD-25-F | SEL: STG-RBAD-25-F | \$22,605.00 | k | 31\% | \$15,597.45 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$ $\$ 0.00$ | \$0.00 |  |
| 5 | ST6RBADEN25UGF | SEL : STT-RB-ADEN-25-UG-F SEL: ST6-RB-ADV-25-UG-F | $\$ 9,438.00$ $\$ 9,317.00$ | K | $31 \%$ $31 \%$ | ${ }_{\$ 6,5122.22}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | CARAHSOFT CARAHSOFT |
| 5 | ST6RBEN25F | SEL: ST6-RBEN-25-F | \$31,185.00 | k | 31\% | \$21,517.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | ST6RBEN25UGF | SEL: ST6-RBEN-25-UG-F | \$18,755.00 | k | 31\% | \$12,940.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | ST6STADD $100 \cup$ GF | SEL. STG-STAD-D100-UG-F | \$5,714.50 | k | 31\% | \$3,943.01 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 5 | STESTADD10UGF | SEL: ST6-STAD-D10-UG-F | \$577.50 | K | 31\% | \$398.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT CARAHSOFT |
| 5 | STGSTEND10UGF | SEL: STG-STEN-D10-UG-F | \$907.50 | к | 31\% | ${ }_{\$ 626.18}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |


| BAND | SKU | DESCRIPTION | Model Sub sku sku | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\begin{array}{\|l\|} \hline \text { WTY UPG ENH TO } \\ \text { PS W/MC PREM } \end{array}$ LP | WTY UPG BASIC <br> TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | ST6VFA1003GC | SEL ST6-VF-A100-3G-SSS-C ) |  | \$1,663.00 | F1 | 2\% | \$1,629.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | STEVFA $10036 \mathrm{C}-\mathrm{I}$ | SEL ST6-VF-A 100-3G-SSS-C ) |  | \$1,830.00 | F1 | 2\% | \$1,793.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | ST6VFA1003GC-K | SEL ST6-VF-A100-3G-Sss-C ) |  | \$1,786.00 | F1 | 2\% | \$1,750.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | ST6VFA1003PC | SEL ST6-VF-A100-3P-SSS-C ) |  | \$1,980.00 | F1 | 2\% | \$1,940.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmWare |
| 5 | STEVFA1003PC-I | SEL ST6-VF-A 100-3P-SSS-C ) |  | \$2,178.00 | F1 | 2\% | \$2,134.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | STEVFA 1003 PC -K | SEL ST6-VF-A 100-3P-SSS-C ) |  | \$2,126.00 | F1 | 2\% | \$2,083.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | STGVFAAOOC STGVFA100C-1 | SEL ST6-VF-A100-C) |  | \$3,000.00 | K | $31 \%$ $31 \%$ | \$2,070.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | STTVFFA100C-I | SEL STG-VF-A100-C) |  | \$3,300.00 | , | 31\% | \$2,277.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | ST6VFA100C-K | SEL ST6-VF-A100-C) |  | \$3,221.00 | K | 31\% | \$2,222.49 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | ST6VFA100GC | SEL ST6-VF-A100-G-SSS-C ) |  | \$630.00 | F1 | 2\% | \$617.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | ST6VFA100GC-I | SEL ST6-VF-A100-G-SSS-C ) |  | \$693.00 | F1 | 2\% | \$679.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmWARE |
| 5 | STEVFA 1000 C -K | SEL STG-VF-A100-G-SSS-C) |  | \$677.00 | F1 | 2\% | \$663.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | STTVFFA100PC | SEL STG-VF-A100-P-SSS-C) |  | \$750.00 | F1 | 2\% | \$735.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | ST6VFA100PC-I | SEL STG-VF-A100-P-SSS-C) |  | \$825.00 | F1 | 2\% | \$808.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | STEVFAT100PC-K | SEL STG-VF-A100-P-SSS-C) |  | \$805.00 | F1 | 2\% | \$788.90 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VmWARE |
| 5 5 | ST6VFA103GC ST6VFA103GC-I | SEL ST6-VF-A10-3G-SSS-C ) |  | $\$ 166.00$ $\$ 183.00$ | F1 | 2\% | \$162.68 $\$ 179.34$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | ST6VFA103GC-K | SEL ST6-VF-A10-3G-SSS-C ) |  | \$179.00 | F1 | 2\% | \$175.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | STGVFA103PC | SEL STG-VF-A10-3P-SSS-C) |  | \$198.00 | F1 | 2\% | \$194.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | ST6VFA103PC-I | SEL STG-VF-A10-3P-SSS-C) |  | \$218.00 | F1 | 2\% | \$213.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | ST6VFA103PC-K | SEL STG-VF-A10-3P-SSS-C ) |  | \$213.00 | F1 | $2 \%$ $31 \%$ | \$208.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 5 | ST6VFA10C ST6VFA10C-I | SEL ST6-VF-A10-C ) |  | $\$ 300.00$ $\$ 33000$ | k k | 31\% | \$207.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | ST6VFA10C-K | SEL ST6-VF-A10-C ) |  | \$322.00 | k | 31\% | \$222.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | StGVFA10GC | SEL ST6-VF-A10-G-sss-C ) |  | \$63.00 | F1 | 2\% | \$61.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | ST6VFA10GC-I | SEL STG-VF-A10-G-Sss-C ) |  | \$69.00 | F1 | 2\% | \$67.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | ST6VFA10GC-K | SEL STT-VF-A10-G-SSS-C ) |  | \$68.00 | F1 | 2\% | \$666.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | STGVFA10PC | SEL STS-VF-A10-P-SSS-C) |  | \$75.00 | F1 | 2\% | \$73.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | STGVFA10PC-1 ST6VFA10PC-K | SEL STG-VF-A10-P-SSS-C ) |  | \$83.00 | F1 | 2\% | \$81.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | VMWARE |
| 5 | ST6VFAD3GC | SEL ST6-VF-AD-3G-SSS-C ) |  | \$829.00 | F1 | 2\% | \$812.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | STGVFAD3GC-I | SEL STG-VF-AD-3G-SSS-C ) |  | \$912.00 | F1 | 2\% | \$893.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | STEVFADBGC-K | SEL ST6-VF-AD-3G-SSS-C ) |  | \$890.00 | F1 | 2\% | \$872.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | ST6VFAD3PC | SEL ST6-VF-AD-3P-SSS-C ) |  | \$987.00 | F1 | 2\% | \$967.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 5 | ST6VFAD3PC-I ST6VFAD3PC-K | SEL STG-VF-AD-3P-SSS-C ) |  | $\$ 1,086.00$ $\$ 1,060.00$ | F1 F1 | 2\% | $\$ 1,064.28$ $\$ 1,038.80$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | STGVFAD3PC-K ST6VFADC | SEL STG-VF-AD-3P-SSS-C ) |  | \$1,060.00 $\$ 1,495.00$ | F1 | $2 \%$ $31 \%$ | \$1,038.80 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VmWARE |
| 5 | steveadc-l | SEL STG-VF-AD-C) |  | \$1,645.00 | k | 31\% | \$1,135.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | STGVFADC-K | SEL STG-VF-AD-C) |  | \$1,668.00 | K | 31\% | \$1,109.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | STEVFADGC | SEL STG-VF-AD-G-SSS-C ) |  | \$314.00 | F1 | 2\% | \$307.72 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | STGVFADGC-I | SEL STG-VF-AD-G-SSS-C) |  | \$345.00 | F1 | 2\% | \$338.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | STGVFADPC | SEL STG-VF-AD-G-SSS ${ }^{\text {S }}$ ( |  | \$337.00 | F1 | 2\% | \$330.26 $\$ 3662$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$ $\$ 0.00$ | \$0.00 | VMWARE |
| 5 | ST6VFADPC-I | SEL STG-VF-AD-P-SSS-C ) |  | \$411.00 | F1 | 2\% | \$402.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | ST6VFADPC-K | SEL STG-VF-AD-P-SSS-C ) |  | \$402.00 | F1 | 2\% | \$393.96 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | ST6-VSDT100-F | SEL: STT-VSDTT $100-\mathrm{F}$ |  | \$6,050.00 | K | 31\% | \$4,174.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | ST6-VSDT10-F | SEL: STG-VSDT10-F |  | \$605.00 | K | 31\% | \$417.45 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | ST7ADV3PC ST7ADV3PC-1 | SEL ST7-ADV-3P-SSS-C SEL STT-ADV-3P-SSS-C |  | \$2,716.56 | F1 | 2\% | \$2,662.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | VMWARE |
| 5 | st7ADV3PC-K | SEL STT-ADV-3P-SSS-C ) |  | \$3,199.85 | F1 | 2\% | \$3,135.85 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | st7advc | SEL STT-ADV-C) |  | \$4,115.00 | k | 31\% | \$2,839.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | ST7ADVC-I | SEL STT-ADV-C |  | \$4,814.55 | k | 31\% | \$3,322.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | ST7ADVC-K | SEL ST7-ADV-C) |  | \$4,846.00 | K | 31\% | \$3,343.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | STTADVDT100C | SEL STT-ADV-DTT $100-\mathrm{C}$ ) |  | \$10,250.00 | k | 31\% | \$7,072.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | ST7ADVDT100C-1 | SEL ST7-ADV-DTT $100-\mathrm{C}$ |  | \$11,992.50 | K | 31\% | ${ }_{\text {\$ }}^{\$ 8,274.83}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | \$\$0.00 | $\$ 0.00$ $\$ 000$ | \$0.00 | \$\$0.00 | \$0.00 | VMWARE |
| 5 | STTADVDT100PC | SEL STT-ADV-DT 100-P-SSS-C ) |  | \$ \$2,563.00 | F1 | 2\% | ${ }_{\$}^{\$ 8,211.74}$ | \$0.00 $\$ 0.00$ | \$0.00 | \$ $\$ 0.00$ | \$ $\$ 0.00$ | \$ $\$ 0.00$ | \$\$0.00 | \$0.00 | VMWARE |
| 5 | ST7ADVDT100PC-I | SEL STT-ADV-DT100-P-SSS-C |  | \$2,998.71 | F1 | 2\% | \$2,938.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | ST7ADVDT 100 PC-K | SEL STT-ADV-DT $100-\mathrm{P}-$ SSS-C $)$ |  | \$3,018.97 | F1 | 2\% | \$2,958.59 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | ST7ADVDT 103PC | SEL STT-ADV-DTT $10-3 P-$ SSS-C ) |  | \$675.84 | F1 | 2\% | \$662.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | ST7ADVDT 103 PC --1 | SEL STT-ADV-DT10-3P-SSS-C |  | \$790.73 | F1 | 2\% | \$774.92 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9.00 | \$0.00 |  |
| 5 5 | ST7ADVDT103PC-K ST7ADVDT10C | SEL STT-ADV-DT10-3P-SSS-C ) |  | \$796.08 $\mathbf{\$ 1 , 0 2 5 . 0 0}$ | F1 | 2\% | \$780.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | VMWARE |
| 5 | st7ADVDT10C-I | SEL STT-ADV-DT10-C |  | \$1,199.25 | k | 31\% | \$827.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | St7ADVDT10C-K | SEL ST7-ADV-DT10-C) |  | \$1,206.71 | k | 31\% | \$832.63 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | ST7ADVDT10PC | SEL STT-ADV-DT10-P-SSS-C ) |  | \$256.00 | F1 | 2\% | \$250.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | ST7ADVDT 10PC-I | SEL ST7-ADV-DT 10-P-SSS-C |  | \$299.52 | F1 | 2\% | \$293.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | STTADVDT10PC-K | SEL STT-ADV-DT10-P-SSS-C ) |  | \$301.54 | F1 | 2\% | \$295.51 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 5 | STTADVENTUGC STTADVENTUGC-- | SEL STT-ADV-ENT-UG-C) SEL STT-ADV-ENT-UG-C |  | $\$ 1,694.00$ $\$ 1.981 .98$ | K | 31\% | $\$ 1,168.86$ $\$ 1,367.57$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$9.00 | \$0.00 | VMWARE |
| 5 | ST7ADVENTUGC--1 STIADVENTUGC-K | SEL STT-ADV-ENT-UG-C |  | $\$ 1,981.98$ $\$ 1,995.86$ | K k | 31\% | \$1,367.57 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VmWARE |
| 5 | STTADVEPLUGC | SEL ST7-ADV-EPLL-UG-C ) |  | \$3,718.00 | k | 31\% | \$2,565.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | STTADVEPLUGC-I | SEL STT-ADV-EPL-UG-C |  | \$4,350.06 | K | 31\% | \$3,001.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | ST7ADVEPLUGC-K | SEL ST7-ADV-EPL-UG-C ) |  | \$4,378.64 | k | 31\% | \$3,021.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | ST7ADVPC ST7ADVPC-I | SEL STT-ADV-P-SSS-C ) |  | $\$ 1,029.00$ $\$ 1,203.93$ | F1 | 2\% | \$1,008.42 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VmWARE |
| 5 | St7ADVPC-K | SEL STT-ADV-P-SSS-C ) |  | \$1,212.06 | F1 | 2\% | \$1,187.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | VmWare |
| 5 | STTD100DENTUC | SEL STT-D100-STD-ENT-UG-C ) |  | \$8,250.00 | k | 31\% | \$5,692.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | ST7D100DENTUC-I | SEL STT-D100-STD-ENT-UG-C |  | \$9,652.50 | K | 31\% | \$6,660.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | ST7D100DENTUC-K | SEL ST7-D100-STD-ENT-UG-C ) |  | \$9,692.00 | k | 31\% | \$6,687.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |


| BAND | SKU | description | Model Sub sku | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\left\|\begin{array}{c}\text { WTY UPG ENH TO } \\ \text { PS W/MC PREM } \\ \text { LP }\end{array}\right\|$ | wTY UPG BASIC TO PS ENH LP | Renewal | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | ST7D100STDVUC | SEL ST7-D100-STD-ADV-UG-C ) |  | \$5,225.00 | K | 31\% | \$3,605.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | ST7D100STDVUC-I | SEL ST7-D100-STD-ADV-UG-C |  | \$6,113.25 | k | 31\% | \$4,218.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | ST7D100STDVUC-K | SEL STT-D100-STD-ADV-UG-C ) |  | \$6,156.14 | k | 31\% | \$4,247.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | STTD100VENTUC | SEL ST7-D100-ADV-ENT-UG-C ) |  | \$3,025.00 | k | 31\% | \$2,087.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | STTD100VENTUC-I | SEL ST7-D100-ADV-ENT-UG-C |  | \$3,539.25 | k | 31\% | \$2,442.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | ST7D100VENTUC-K | SEL STT-D100-ADV-ENT-UG-C) |  | \$3,566.50 | k | 31\% | \$2,460.89 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | STTD100ENTUC | SEL STT-D10-STD-ENT-UG-C) |  | \$825.00 | K | $31 \%$ $31 \%$ | \$569.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | STTD10DENTUC-I | SEL STT-D10-STD-ENT-UG-C |  | \$965.25 | k | 31\% | \$666.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | STTD10DENTUC-K | SEL STT-D10-STD-ENT-UG-C) |  | \$969.20 | k | 31\% | \$668.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | ST7D10STDVUC | SEL STT-D10-STD-ADV-UG-C $)$ |  | \$523.00 | K | 31\% | \$360.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | ST7D10STDVUC-I | SEL ST7-D10-STD-ADV-UG-C |  | \$611.91 | k | 31\% | \$422.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | ST7D10STDVUC-K | SEL ST7-D10-STD-ADV-UG-C ) |  | \$616.38 | k | 31\% | \$425.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | STTD10VENTUC | SEL STT-D10-ADV-ENT-UG-C) |  | \$303.00 | k | 31\% | \$209.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | STTD10VENTUC-I | SEL STT-D10-ADV-ENT-UG-C |  | \$354.51 | k | 31\% | \$244.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | STTD10VENTUC-K | SEL ST7-D10-ADV-ENT-UG-C) |  | \$356.65 | k | 31\% | \$246.09 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | ST7DDT1003SC | SEL ST7-STD-DT100-3P-SSS-C ) |  | \$3,630.00 | F1 | 2\% | \$3,557.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | ST7DDT1003SC-I | SEL ST7-STD-DT100-3P-SSS-C |  | \$4,247.10 | F1 | 2\% | \$4,162.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | STTDDT1003SC-K ST7ENT | SEL STT-STD-DT100-3P-SSS-C ) |  | $\$ 4,275.79$ $\$ 373296$ | F1 | 2\% | $\$ 4,190.27$ $\$ 3658.30$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VmWARE |
| 5 5 | ST7ENT3PC ST7ENT3PC-I | SEL ST7-ENT-3P-SSS-C ${ }^{\text {S }}$ |  | $\begin{aligned} & \$ 3,732.96 \\ & \$ 4,367.56 \end{aligned}$ | $\begin{aligned} & F_{1} \\ & \text { F1 } \end{aligned}$ | $\begin{aligned} & 2 \% \\ & 2 \% \\ & 2 \% \end{aligned}$ | $\$ 3,658.30$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | VMWARE |
| 5 | ST7ENT3PC-K | SEL STT-ENT-3P-SSS-C ) |  | \$4,397.07 | F1 | 2\% | \$4,309.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | STTENTC | SEL STT-ENT-C) |  | \$5,655.00 | k | 31\% | \$3,901.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | st7entc-I | SEL STT-ENT-C |  | \$6,616.35 | k | 31\% | \$4,565.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | st7entc-k | SEL STT-ENT-C) |  | \$6,661.81 | k | 31\% | \$4,596.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | ST7ENTDT 100 C | SEL STT-ENT-DT $100-\mathrm{C}$ ) |  | \$13,000.00 | k | 31\% | \$8,970.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | ST7ENTDT100C-1 | SEL ST7-ENT-DT100-C |  | \$15,210.00 | k | 31\% | \$10,494.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | STTENTDT100C-K | SEL ST7-ENT-DT100-C) |  | \$ \$5,285.01 | K | 31\% | \$10,546.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | ST7ENTDT100PC | SEL STT-ENT-DTT100-P-SSS-C ) |  | \$3,250.00 | F1 | 2\% | \$3,185.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 5 | ST7ENTDT100PC-I ST7ENTDT100PC-K | SEL STT-ENT-DT $100-\mathrm{P}$-SSS-C SEL STT-ENT-DT100-P-SSS-C |  | $\$ 3,802.50$ $\$ 3888.19$ | F1 | 2\% | $\$ 3,726.45$ $\$ 3.751 .63$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | ST7ENTDT103PC | SEL ST7-ENTT-DT10-3P-SSS-C ) |  | \$3,858.00 | F1 | 2\% | \$ 8 \$40.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$50.00 | \$0.00 | VmWARE |
| 5 | STTENTDT103PC-1 | SEL STT-ENT-DT10-3P-SSS-C |  | \$1,003.86 | F1 | 2\% | \$983.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | ST7ENTDT103PC-K | SEL STT-ENT-DTT10-3P-SSS-C ) |  | \$1,010.64 | F1 | 2\% | \$990.43 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | ST7ENTDT10C | SEL ST7-ENT-DT10-C) |  | \$1,300.00 | K | 31\% | \$897.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | ST7ENTDT10C-I | SEL ST7-ENT-DT10-C |  | \$1,521.00 | k | 31\% | \$1,049.49 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | STTENTDT10C-K | SEL STT-ENT-DT10-C ) |  | \$1,528.50 | K | 31\% | \$1,054.67 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | ST7ENTDT10PC | SEL STT-ENT-DT10-P-SSS-C) |  | \$325.00 | F1 | 2\% | \$318.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | STTENTDT10PC-I | SEL ST7-ENT-DT10-P-SSS-C |  | \$380.25 | F1 | ${ }^{2 \%}$ | \$372.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | ST7ENTDT10PC-K ST7ENTEPLUGC | SEL ST7-ENT-DT 10-P-SSS-C ) |  | ( $\begin{array}{r}\text { \$3282.82 }\end{array}$ | $\begin{aligned} & \text { F1 } \\ & K \end{aligned}$ | $2 \%$ $31 \%$ | $\$ 375.16$ $\$ 1,396.56$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VmWARE |
| 5 | ST7ENTEPLUGC-1 | SEL STT-ENT-EPL-UG-C |  | \$2,368.08 | k | 31\% | \$1,633.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | ST7ENTEPLUGC-K | SEL ST7-ENT-EPL-UG-C ) |  | \$2,386.61 | k | 31\% | \$1,646.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | STTENTHA100C | SEL ST7-ENT-HA100-C) |  | \$3,400.00 | k | 31\% | \$2,346.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | STTENTHA100C-I | SEL STT-ENT-HA100-C |  | \$3,978.00 | k | 31\% | \$2,744.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | ST7ENTHA100C-K ST7ENTHA100PC | SEL ST7-ENT-HA100-C) |  | $\$ 4,003.22$ $\$ 850.00$ | $\begin{gathered} k \\ \text { F1 } \end{gathered}$ | $31 \%$ $2 \%$ | \$2,762.22 $\$ 833.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VmWARE VMWARE |
| 5 | St7enthaioopc-I | SEL ST7-ENT-HA100-P-SSS-C |  | \$994.50 | F1 | 2\% | \$974.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | ST7ENTHA100PC-K | SEL ST7-ENT-HA100-P-SSS-C ) |  | \$1,001.22 | F1 | 2\% | \$981.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmWARE |
| 5 | ST7ENTHA103PC | SEL STT-ENT-HA10-3P-SSS-C ) |  | \$224.40 | F1 | 2\% | \$219.91 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | ST7ENTHA103PC-I | SEL STT-ENT-HA10-3P-SSS-C |  | \$262.55 | F1 | 2\% | \$257.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | ST7ENTHA 103PC-K | SEL STT-ENT-HA10-3P-SSS-C ) |  | \$264.32 | F1 | 2\% | \$259.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | ST7ENTHA10C | SEL STT-ENT-HA10-C) |  | \$340.00 | K | 31\% | \$234.60 $\$ 274.48$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 5 | ST7ENTHA10C-I ST7ENTHA10C-K | SEL STT-ENT-HA10-C |  | ${ }_{\$ 400.32}$ | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~K} \end{aligned}$ | $\begin{aligned} & 31 \% \\ & 31 \% \end{aligned}$ | \$274.48 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VmWARE |
| 5 | ST7ENTHA10PC | SEL ST7-ENT-HA10-P-SSS-C ) |  | \$85.00 | F1 | 2\% | \$83.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | STTENTHA10PC-I | SEL ST7-ENT-HA10-P-SSS-C |  | \$199.45 | F1 | 2\% | \$97.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | STTENTHA10PC-K | SEL STT-ENT-HA10-P-SSS-C ) |  | \$100.12 | F1 | 2\% | \$38.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | STTENTPC | SEL ST7-ENT-P-SSS-C ) |  | $\$ 1,414.00$ $\$ 1,6543$ | F1 | 2\% | \$1,385.72 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  |
| 5 5 | STTENTPC-I | SEL STT-ENT-P-SSS-C |  | $\$ 1,654.38$ $\$ 1,665.55$ | F1 | 2\% | $\$ 1,621.29$ $\$ 1,632.24$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | ST7EPL3PC | SEL ST7-EPL-3P-SSS-C ) |  | \$4,947.36 | F1 | 2\% | \$4,848.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | ST7EPL3PC-I | SEL STT-EPL-3P-SSS-C |  | \$5,788.41 | F1 | 2\% | \$5,672.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | ST7EPL3PC-K | SEL ST7-EPL-3P-SSS-C ) |  | \$5,827.51 | F1 | 2\% | \$5,710.96 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | STTEPLC | SEL ST7-EPL-C ) |  | \$7,495.00 | K | 31\% | ${ }_{\text {\$ }}^{\$ 5,171.55}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | STTEPLC-1 ST7EPLC-K | SEL STT-EPL-C |  | $\$ 8,769.15$ $\$ 8,849.22$ | K | $31 \%$ $31 \%$ | \$6,050.71 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | st7eplpc | SEL STT-EPL-P-SSS-C ) |  | \$1,874.00 | F1 | 2\% | \$1,836.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | ST7EPLPC-1 | SEL ST7-EPL-P-SSS-C |  | \$2,192.58 | F1 | 2\% | \$2,148.73 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmWare |
| 5 | ST7EPLPC-K | SEL ST7-EPL-P-SSS-C ) |  | \$2,207.39 | F1 | 2\% | \$2,163.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | ST7ETDT 1003SC | SEL ST7-ENT-DT100-3P-SSS-C ) |  | \$8,580.00 | F1 | 2\% | \$8,408.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | ST7ETDT 1003 SC-1 ST7ETDT $1003 S C-K$ | SEL ST7-ENT-DT1 $100-3 \mathrm{P}$-SSS-C SEL ST7-ENT-DT100-3P-SSS-C |  | $\$ 10,038.60$ $\$ 10,106.41$ | F1 | 2\% | \$9,837.83 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | ST7ETHA1003SC | SEL STT-ENT-HA100-3P-SSS-C) |  | \$2,244.00 | F1 | 2\% | \$2,199.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | STTETHA 1003SC-I | SEL STT-ENT-HA100-3P-SSS-C |  | \$2,625.48 | F1 | 2\% | \$2,572.97 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | ST7ETHA1003SC-K | SEL ST7-ENT-HA100-3P-SSS-C) |  | \$2,643.22 | F1 | 2\% | \$2,590.36 \$11764.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | ST7RB25DENTUC ST7RB25DENTUC-I | SEL ST7-RB25-STD-ENT-UG-C ) |  | \$17,050.00 | K | $31 \%$ $31 \%$ | \$11,764.50 $\$ 13,764.47$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
|  | ST7RB25DENTUC-K | SEL ST7-RB22-STD-ENT-UG-C ) |  | \$20,111.86 | k | 31\% | \$13,877.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | STTRB25STDVUC | SEL ST7-RB25-STD-ADV-UG-C) |  | \$8,470.00 | k | 31\% | \$5,844.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
|  | ST7RB25STDVUC-I | SEL ST7-RB25-STD-ADV-UG-C |  | \$9,909.90 |  | 31\% | \$6,837.83 |  | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |


| BAND | SKU | description | $\begin{array}{\|c\|} \hline \text { Model Sub } \\ \text { sku } \end{array}$ | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP$\|$ | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\|$WTY UPG ENH TO <br> PS W/MC PREM <br> LP | WTY UPG BASIC TO PS ENHLP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | ST7RB25STDVUC-K | SEL ST7-RB25-STD-ADV-UG-C ) |  | \$9,998.47 | K | 31\% | \$6,898.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | ST7RB25VENTUC | SEL STT-RB25-ADV-ENT-UG-C) |  | \$8,580.00 | k | 31\% | \$5,920.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | STTRB25VENTUC-I | SEL ST7-RB25-ADV-ENT-UG-C |  | \$10,038.60 | k | 31\% | \$6,926.63 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | STTRB25VENTUC-K | SEL STT-RB25-ADV-ENT-UG-C) |  | \$10,075.08 | k | $31 \%$ $31 \%$ | \$6,951.81 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | st7RBADV25VMC | SEL ST7-RBADV-25VM-C) |  | \$20,550.00 | k | 31\% | \$14,179.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | ST7RBADV25VMC-I | SEL ST7-RBADV-25VM-C |  | \$24,043.50 | k | 31\% | \$16,590.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | STTRBADV25VMC-K | SEL ST7-RBADV-25VM-C) |  | \$24,172.54 | k | 31\% | \$16,679.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | St7RBENT25VMC | SEL STT-REENT-25VM-C) |  | \$28,350.00 | k | 31\% | \$19,561.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | STTRBENT25VMC-I ST7RBENT25VMC-K | SEL STT-RBENT-25VM-C |  | \$33,169.50 | K | $31 \%$ $31 \%$ | \$22,886.96 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | STTRBENT25VMC-K | SEL STT-REENT-2VVM-C) |  | \$33,366.53 | k | 31\% | \$23,022.91 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$0.00 | VMWARE |
| 5 | ST7RBSTD25VMC | SEL ST7-RBSTD-25VM-C) |  | \$12,850.00 | k | 31\% | \$8,866.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | ST7RBSTD25VMC-I | SEL ST7-RBSTD-25VM-C |  | \$15,034.50 | k | 31\% | \$10,373.81 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | ST7RBSTD25VMC-K | SEL STT-RESTD-25VM-C) |  | \$15,131.78 | K | 31\% | \$10,40.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | ST7RBV25V3SC | SEL ST7-RBADV-25VM-3P-SSS-C ) |  | \$13,564.32 | F1 | 2\% | \$13,293.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | ST7RBVV25V3SC-I | SEL STT-RBADV-25VM-3P-SSS-C |  | \$15,870.25 | F1 | 2\% | \$15,552.85 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | STTREV25V3SC-K ST7RBV25VPSC | SEL STT-RBADV-25VM-3P-SSS-C ) |  | \$15,977.47 $\$ 5,138.00$ | $\begin{aligned} & F_{1} \\ & F_{1} \end{aligned}$ | 2\% | \$15,657.92 $\$ 5,035.24$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | ST7RBV25VPSC-1 | SEL STT-RBADV-25VM-P-Sss-C |  | \$6,011.46 | F1 | 2\% | \$5,891.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | sT7RBV25VPSC-K | SEL STT-RBADV-25VM-P-SSS-C ) |  | \$6,052.07 | F1 | 2\% | \$5,931.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | ST7RET25V3SC | SEL ST7-RBENT-25VM-3P-SSS-C ) |  | \$18,712.32 | F1 | 2\% | \$18,338.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | STTRETT25V3SC-I | SEL STT-REENT-25VM-3P-SSS-C |  | \$21,893.41 | F1 | 2\% | \$21,455.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | ST7RET25V3SC-K | SEL STT-RBENT-25VM-3P-SSS-C ) |  | \$22,041.31 | F1 | 2\% | \$21,600.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | ST7RET25VPSC | SEL STT-RBENT-25VM-P-SSS-C) |  | \$7,088.00 | F1 | 2\% | \$6,946.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | STTRETTVVPSC-I | SEL STT-RBENT-25VM-P-SSS-C |  | \$8,292.96 | F1 | 2\% | \$8,127.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | STTRET25VPSC-K | SEL STT-RBENT-25VM-P-SSS-C ) |  | \$8,348.98 | F1 | ${ }^{2 \%}$ | \$8,182.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | ST7RSD25V3SC ST7RSD25V3SC-1 | SEL STT-RBSTD-25VM-3P-SSS-C $)$ |  | \$8,482.32 | F1 | 2\% | $\$ 8,312.67$ $\$ 972582$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VmWare |
| 5 5 | ST7RSD25V3SC-I ST7RSD25V3SC-K | SEL ST7-RBSTD-25VM-3P-SSS-C SEL ST7-RBSTD-25VM-3P-SSS-C ) |  | \$9,924.31 \$9,991.36 | $\begin{aligned} & F_{1} \\ & F_{1} \end{aligned}$ | $\begin{aligned} & 2 \% \\ & 2 \% \\ & 2 \% \end{aligned}$ | \$9,725.82 <br> \$9,791.53 | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | ST7RSD25VPSC | SEL STT-RBSTD-25VM-P-SSS-C ) |  | \$3,213.00 | F1 | 2\% | \$3,148.74 | \$0.00 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | STTRSD25VPSC-I | SEL STT-RBSTD-25VM-P-SSS-C |  | \$3,759.21 | F1 | 2\% | \$3,684.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | ST7RSD25VPSC-K | SEL STT-RBSTD-25VM-P-SSS-C ) |  | \$3,784.61 | F1 | 2\% | \$3,708.92 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | ST7STD3PC | SEL STT-STD-3P-SSS-C) |  | \$1,692.24 | F1 | 2\% | \$1,658.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | ST7STD3PC-K | SEL STT-STD-3P-SSS-C ) |  | \$11,993.30 | F1 | 2\% | \$1,953.43 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$8000 | VMWARE |
| 5 | st7stdadvugc | SEL STT-STD-ADV-UG-C ) |  | \$1,705.00 | k | 31\% | \$1,176.45 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | ST7STDADVUGC-I | SEL STT-STD-ADV-UG-C |  | \$1,994.85 | k | 31\% | \$1,376.45 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | ST7STDADVUGC-K | SEL ST7-STD-ADV-UG-C ) |  | \$2,011.19 | k | 31\% | \$1,387.72 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | STTSTDC | SEL STT-STD-C) |  | \$2,565.00 | k | 31\% | \$ \$1,769.85 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | ST7STDC-1 | SEL ST7-STD-C |  | \$3,001.05 | k | 31\% | \$2,070.72 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | ST7STDC-K | SEL STT-STD-C) |  | \$3,022.53 | k | 31\% | \$2,085.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | STTSTDDT100C | SEL STT-STD-DTT100-C) |  | \$5,500.00 | k | $31 \%$ $31 \%$ | \$3,795.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | ST7STDDT $1000-1$ | SEL ST7-STD-DT100-C |  | \$6,435.00 | k | 31\% | \$4,440.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 5 | ST7STDDT100C-K | SEL STT-STD-DT $100-\mathrm{C}$ ) |  | \$6,477.93 | K | 31\% | $\$ 4,469.77$ $\$ 1,34750$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | ST7STDDT100PC-I | SEL STT-STD-DT100-P-SSS-C |  | \$1,608.75 | F1 | 2\% | \$1,576.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWWARE |
| 5 | ST7STDDT100PC-K | SEL ST7-STD-DT100-P-SSS-C ) |  | \$1,619.62 | F1 | 2\% | \$1,587.23 | \$0.00 | ${ }_{\$ 0.00}$ | ${ }_{\$ 0.00}$ | \$0.00 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 | vmware |
| 5 | STTSTIDTT103PC | SEL STT-STD-DTT10-3P-SSS-C) |  | \$364.32 | F1 | 2\% | \$357.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | ST7STDDT103PC-I | SEL ST7-STD-DT10-3P-SSS-C |  | \$426.25 | F1 | 2\% | \$417.73 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | ST7STDDT103PC-K | SEL STT-STD-DT10-3P-SSS-C ) |  | \$429.14 | F1 | $2 \%$ $31 \%$ | \$420.56 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | VmWARE |
| 5 5 | ST7STDDT10C ST7STDDT10C-1 | SEL STT-STD-DT $10-\mathrm{C}$ ) SEL STT-STD-DT10-C |  | $\$ 550.00$ $\$ 643.50$ | $\begin{aligned} & \mathrm{k} \\ & \mathrm{~K} \end{aligned}$ | $\begin{aligned} & 31 \% \\ & 31 \% \\ & 31 \% \end{aligned}$ | \$379.50 $\$ 444.02$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE VMWARE |
| 5 | ST7STDDT10C-K | SEL ST7-STD-DT10-C ) |  | \$647.79 | , | 31\% | \$446.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | ST7STDDT10PC | SEL STT-STD-DT10-P-SSS-C) |  | \$138.00 | F1 | 2\% | \$135.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | ST7STDDT10PC-1 | SEL ST7-STD-DT10-P-SSS-C |  | \$161.46 | F1 | 2\% | \$158.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | STTSTDDT10PC-K | SEL STT-STD-DT10-P-SSS-C ) |  | \$162.55 | F1 | 2\% | \$159.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 |  |
| 5 | ST7STDENTUGC STTSTDENTUGC-I | SEL STT-STD-ENT-UG-C) |  | \$3,399.00 $\$ 3,976.83$ | K | $\begin{aligned} & 31 \% \\ & 31 \% \\ & 31 \% \end{aligned}$ | $\$ 2,345.31$ $\$ 2,744.01$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | VmWARE VMWARE |
| 5 | St7StDENTUGC-K | SEL STT-StD-ENT-UG-C ) |  | \$4,003.22 | k | 31\% | \$2,762.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | STTSTDEPLUGC | SEL STT-STD-EPL-UG-C) |  | \$5,423.00 | k | 31\% | \$3,741.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | ST7STDEPLUGC-I | SEL STT-STD-EPL-UG-C |  | \$6,344.91 | k | 31\% | \$4,377.99 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | ST7STDEPLUGC-K | SEL STT-STD-EPLL-UG-C ) |  | \$6,385.99 | k | 31\% | \$4,406.33 | \$0.00 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$0.00 | $\$ 0.00$ | \$0.00 |  |
| 5 5 | ST7STDPC ST7STDPC-I | SEL STT-STD-P-SSS-C |  | $\$ 641.00$ $\$ 749.97$ | F1 | 2\% | \$628.18 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VmWARE VMWARE |
| 5 | ST7STDPC-K | SEL ST7-STD-P-SSS-C ) |  | \$755.03 | F1 | 2\% | \$739.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | ST7VDT1003SC | SEL STT-ADV-DT100-3P-SSS-C ) |  | \$6,766.32 | F1 | 2\% | \$6,630.99 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | ST7VDT1003SC-I | SEL ST7-ADV-DT100-3P-SsS-C |  | \$7,916.59 | F1 | 2\% | \$7,758.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | STTVDT1003SC-K | SEL ST7-ADV-DT100-3P-SSS-C ) |  | \$7,970.07 | F1 | 2\% | \$7,810.67 | \$0.00 | \$0.00 | \$0.00 | \$9.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | STACK-7-H-A-1-40 | SEL: STACK,LTO-7,HH,SAS,1DR,40S |  | \$13,846.00 | k | 31\% | \$9,553.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | STACK-7-H-A-1-80 | SEL: STACK,LTO-7,HH,SAS,1DR,80S |  | \$20,000.00 | K | 31\% | \$13,800.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 5 | STACK-7-H-A-2-40 STACK-7-H-A-280 | SEL: STACK,LTO-7, HH,SAS,2DR,40S SEL: STACK,LTO-7,H,SAS,2RR,80S |  | \$20,000.00 | K k | $31 \%$ $31 \%$ | \$13,800.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPECTRALOGIC |
| 5 | STACK-7-H-A-4-80 | SEL: STACK,LTO-7,HH,SAS,4DR,80S |  | \$38,462.00 | k | 31\% | \$26,538.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spectralogic |
| 5 | STACK-7-H-F--1-40 | SEL: STACK,LTO-7, HH,FC, 1DR,40S |  | \$15,385.00 | k | 31\% | \$10,615.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | STACK-7-H-F-1-80 | SEL: STACK,LTO-7,HH,FC,1DR,80S |  | \$21,538.00 | k | 31\% | \$14,861.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | STACK-7-H-F-2-40 | SEL: STACK,LTO-7, HH,FC, 2DR,40S |  | \$23,077.00 | k | 31\% | \$15,923.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | STACK-7-H-F-2-80 STACK-7-H-4-80 | SEL: STACK,LTO-7,HH,FC,2DR,80S SEL: STACK,LTO-7,HH,FC,4DR,80S |  | \$29,231.00 $\$ 44,615.00$ | K | $31 \%$ $31 \%$ | \$20,169.39 $\$ 30,784.35$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPECTRALOGIC SPECTRALOGIC |
| 5 | STACK-8-H-A-1-40 | SEL: STACK,LTO-8,HH,SAS,1DR,40S |  | \$16,154.00 | k | 31\% | \$11,146.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spectralogic |
| 5 | STACK-8-H-A-1-80 | SEL: STACK,LTO-8,4H,SAS,1DR, 80 S |  | \$22,308.00 | k | 31\% | \$15,392.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
|  | STACK-8-H-A-2-40 | SEL: STACK,LTO-8,HH,SAS,2DR,40S |  | \$24,615.00 | K | 31\% | \$16,984.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | SPECTRALOGIC |


| BAND | SKU | DESCRIPTION | $\begin{gathered} \text { Model Sub } \\ \text { sku } \end{gathered}$ | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\left\|\begin{array}{c}\text { WTY UPG ENH TO } \\ \text { PS W/MC PREM } \\ \text { LP }\end{array}\right\|$ | wTY UPG BASIC TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | STACK-8-H-A-2-80 | SEL: STACK,LTO-8,HH,SAS,2DR,80S |  | \$30,769.00 | K | 31\% | \$21,230.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | STACK-8-H-A-4-80 | SEL: STACK,LTO-8,HH,SAS,4DR,80S |  | \$47,692.00 | k | 31\% | \$32,907.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | STACK-8-H-F-1-40 | SEL: STACK,LTO-8,HH,FC,1DR,40S |  | \$18,462.00 | k | 31\% | \$12,738.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spectralogic |
| 5 | STACK-8-H-F-1-80 | SEL: STACK,LTO-8,HH,FC, 1DR,80S |  | \$24,615.00 | k | 31\% | \$16,984.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | STACK-8-H-F-2-40 | SEL: STACK,LTO-8,HH,FC,2DR,40S |  | \$29,231.00 | k | 31\% | \$20,169.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spectralogic |
| 5 | STACK-8-H-F-2-80 | SEL: STACK,LTO-8,H4,FC,2DR,80S |  | \$35,385.00 | k | 31\% | \$24,415.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spectralogic |
| 5 | STACK-8-H-F-4-80 | SEL: STACK,LTO-8,HH,FC,4DR,80S |  | \$56,923.00 | k | 31\% | \$39,276.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spectralogic |
| 5 | STACKBASE | SEL: SPECTRA,STACKABLE,BASE CHASSIS |  | \$13,462.00 | k | 31\% | \$9,288.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | STACKEXP | SEL: SPECTRA,STACKABLE,EXP CHASSIS |  | \$13,077.00 | k | 31\% | \$9,023.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spectralogic |
| 5 | STACKEXP-F | SEL: UPG,SPECTRA,STACK,EXP CHASSIS |  | \$13,077.00 | k | 31\% | \$9,023.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spectralogic |
| 5 | STH5001001-PKG | SEL Stealth Dell BASE PKG - Small- 1 Yr |  | \$28,716.92 | k | 31\% | \$19,814.67 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | UNISYS |
| 5 | STH5001002-PKG | SEL Steath Dell BASE PKG - Medium-1 Yr |  | \$35,473.85 | k | 31\% | \$24,476.96 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | UNISYS |
| 5 | STH5001003-PKG | SEL Stealth Dell BASE PKG - Large - 1 Yr |  | \$42,230.77 | k | 31\% | \$29,139.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | UNISYS |
| 5 | STH5003001-PKG | SEL Stealth Dell BASE PKG - Small -3 Yr |  | \$76,458.46 | k | 31\% | \$52,756.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | UNISYS |
| 5 | STT5003002-PKG | SEL Staelth Dell A ASE PKG - Medium-3 $\mathrm{Y}^{\text {r }}$ |  | \$95,344.62 | k | $31 \%$ $31 \%$ | \$65,787.79 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | UNISYS |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | STH5003003-PKG STH5005001-PKG | SEL Stealth Dell BASE PKG - Large -3 Yr SEL Steath Dell ASEE PKG - mall -5 Yr |  | \$144,230.77 <br> \$107,584.62 | K k | $31 \%$ $31 \%$ | \$78,819.23 $\$ 74,233.39$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | UNISYS |
| 5 | STH5005002-PKG | SEL Steath Dell BASE PKG - Medium-5 Yr |  | \$135,830.77 | k | 31\% | \$93,723.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | ${ }^{\$ 0.00}$ | \$0.00 | UNISYS |
| 5 | STH5005003-PKG | SEL Stealth Dell BASE PKG - Large - 5 Yr |  | \$165,461.54 | k | 31\% | \$114,168.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | UNISYS |
| 5 | STH5011001-LIC | SEL Stealth SRVR(QTY1-499 lic)1YR-EA |  | \$668.94 | k | 31\% | \$461.57 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | UnisYs |
| 5 | STH5011002-LIC | SEL Stealth SRVR(QTY500-999)1YR-EA |  | \$501.70 | k | 31\% | \$346.17 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | UNISYS |
| 5 | STH5011003-LIC | SEL Stealth SRVR(QTY 1K-4999) 1 YR-EA |  | \$445.96 | k | 31\% | \$307.71 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | UNISYS |
| 5 | STH5011004-LIC | SEL Stealth SRVR(QTY5K-99,999) 1 YR-EA |  | \$312.51 | k | 31\% | \$215.63 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | UNISYS |
| 5 | STH5011005-LIC | SEL Steath SRVR(QTY100K-499,999)1YR-EA |  | \$266.90 | k | 31\% | \$184.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9.00 | \$0.00 | UNISYS |
| 5 5 | STH5013001-LIC STH5013002-LIC | SEL Stealth SRVR(QTY 1-499 ic)3YR-EA |  | \$1,869.73 | K | 31\% | \$1,290.11 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | UNISYS UNISYS |
| 5 | STH5013003-LIC | SEL Seath SRVR(QTYY00-9993YR-EA |  | \$1,246.49 | K | 31\% | \$967.82 | \$0.00 $\$ 0.00$ | \$0.00 | \$0.00 | \$8000 | \$0.00 | \$0.00 | \$0.00 | UNISYS |
| 5 | STH5013004-LIC | SEL Stealth SRVR(QTY5K-9,999)3YR-EA |  | \$872.45 | K | 31\% | \$601.99 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | UNISYS |
| 5 | STH5013005-LIC | SEL Steath SRV(QTY100K-499,999)3YR-EA |  | \$748.08 | k | 31\% | \$516.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | UNISYS |
| 5 | STH5015001-LIC |  |  | \$2,887.75 | K | 31\% | \$1,992.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | UNISYS |
| 5 | STH5015002-LIC | SEL Stealth SRVR(QTY500-999)5YR-EA |  | \$2,166.51 | k | 31\% | \$1,494.89 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9.00 | \$0.00 | UNISYS |
| 5 | STH5015003-LIC | SEL Stealth SRVR(QTY1K-4999)5YR-EA SEL Stealth SRVR(QTY5-999995YR-EA |  | $\$ 1,925.17$ $\$ 1,34792$ | K | 31\% | $\$ 1,328.37$ $\$ 930.06$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | UNISYS UNISYS |
| 5 | STH5015005-LIC | SEL Stealth SRVR(QTY100K-499,999)5YR-EA |  | \$1,347.92 | k | 31\% | \$ $\$ 790.60$ | $\$ 0.00$ $\$ 0.00$ | \$ $\$ 0.00$ | \$0.00 | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | UNISYS |
| 5 | STH5021001-LIC | SEL Stealth Client(QTY1-499)1YR-EA |  | \$111.49 | k | 31\% | \$76.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | UNISYS |
| 5 | STH5021002-LIC | SEL Stealth Client(QTY500-999) 1YR-EA |  | \$97.98 | k | 31\% | \$67.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | UNISYS |
| 5 | STH5021003-LIC | SEL Stealth Client(QTY1K-4999) 1 YR-EA |  | \$84.46 | k | 31\% | \$58.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | UnISY |
| 5 | STH5521004-LIC STH5021005-HC | SEL Stealth Client(QTYYK-99,9991YR-EA SEL Stealt CInt(QTY100k-49999)1YR-EA |  | \$67.57 | k | 31\% | \$46.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | UNISYS |
| 5 5 | STH5021005-LIC STH5023001-LIC | SEL Stealth CInt(QTY 100K-499,999)1YR-EA SEL Steath Client(QTY1-4993YR-EA |  | \$43.92 | $\widehat{k}$ | 31\% | $\$ 30.30$ $\$ 215.49$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | UNISYS UNISYS |
| 5 | STH5023002-LIC | SEL Stealth Client(QTY500-999)3YR-EA |  | \$274.54 | k | 31\% | \$189.43 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | UNISYS |
| 5 | STH5023003-LIC | SEL Stealth Client(QTY 1K-4999)3YR-EA |  | \$236.77 | k | 31\% | \$163.37 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | UNISYS |
| 5 | STH5023004-LIC | SEL Stealt Client(OTY5K-99,9993YR-EA |  | \$187.48 | k | 31\% | \$129.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Unisys |
| 5 | STH5023005-LIC | SEL Stealth CInt(QTY 1000-499,99933YR-EA |  | \$124.84 | k | 31\% | \$86.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | UNISYS |
| 5 | STH5025001-LIC | SEL Stealth Client(QTY1-499)5YR-EA |  | \$481.29 | k | 31\% | \$332.09 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | UNISYS UNISYS |
| 5 5 | STH5025002-LIC STH502503-LIC | SEL Stealth Client(QTY500-999)5YR-EA |  | \$423.42 | K | $31 \%$ $31 \%$ | \$292.16 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | UNISYS |
| 5 | STH5025004-LIC | SEL Stealth Client(QTY5K-99,999)5YR-EA |  | \$289.38 | , | 31\% | \$199.67 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | UNISYS |
| 5 | STH5025005-LIC | SEL Stealth CInt(QTY 100K-499,999)5YR-EA |  | \$191.91 | k | 31\% | \$132.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | UNISYS |
| 5 | STH5031001-LIC | SEL Stealth SVG(QTY1-499 lic) 1 YR-EA |  | \$14,189.54 | k | 31\% | \$9,790.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | UNISYS |
| 5 | STH5531002-LIC | SEL Steath SVG(QTY500-999)1YR-EA |  | \$10,642.15 | k | 31\% | \$7,343.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | UNISYS |
| 5 | STH5031003-LIC STH5031004-LIC | SEL Stealth SVG(QTY1000-4999)1YR-EA SEL Stealth SVG(QTY500-999911PR-EA |  | \$9,471.52 | K | 31\% | $\$ 6,535.35$ $\$ 4.57486$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | UNISYS |
| 5 5 | STH5031004-LIC STH5031005-LIC | SEL Stealt SVG(QTY5000-99,999)1YR-EA |  | $\$ 6,630.23$ $\$ 5,701.15$ | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~K} \end{aligned}$ | $\begin{aligned} & 31 \% \\ & 31 \% \end{aligned}$ | $\begin{aligned} & \$ 4,574.86 \\ & \$ 3,933.79 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | UNISYS UNISYS |
| 5 | STH5033001-LIC | SEL Steath SVG(QTY1-499 lic)3YR-EA |  | \$39,660.92 | k | 31\% | \$27,366.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | UNISYS |
| 5 | STH5033002-LIC | SEL Stealth SVG(QTY500-99933YR-EA |  | \$29,745.69 | k | 31\% | \$20,524.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | UNISYS |
| 5 | STH5033003-LIC | SEL Stealth SVG(QTY1K-4999)3YR-EA |  | \$26,473.32 | k | 31\% | \$18,266.59 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | UnISYS |
| 5 | STH5033004-LIC | SEL Stealth SVG(QTY5K-99,999)3YR-EA |  | \$18,531.00 | k | 31\% | \$12,786.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | UNISYS |
| 5 | STH5033000-LIC | SEL Stealth SVG(QTY100K-499,999)3YR-EA |  | \$15,936.23 | K | 31\% | \$10,996.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | UNISYS |
| 5 | STH5035001-LIC | SEL Steath SVG(QTY1-499 lic) 5YR-EA |  | \$61,255.38 | k | 31\% | \$42,266.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | UNISYS |
| 5 | STH5535002-LIC | SEL Stealth SVG(QTY500-99995RR-EA |  | \$45,941.54 | k | 31\% | \$31,699.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | UNISYS |
| 5 5 | STH5035003-LIC STH503504-LIC | SEL Stealth SVG(QTY 1000-4999)5YR-EA SEL Steath SVG(QTY5K-99,999)5YR-EA |  | \$40,888.66 $\$ 28.622 .08$ | K | 31\% | \$28,213.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | UNISYS UNISYS |
| 5 | STH5035005-LIC | SEL Stealth SVG(QTY100K-499,999)5YR-EA |  | \$24,613.62 |  | 31\% | \$16,983.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | UNISYS |
| 5 | STH5051001-LIC | SEL Stealth Mobl(QTY 1-499)1YR-EA |  | \$50.68 | k | 31\% | \$34.97 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | UNISYS |
| 5 | STH5051002-LIC | SEL Steath Mobl(QTY500-999) 1 YR-EA |  | \$43.92 | k | 31\% | \$30.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | UNISYS |
| 5 | STH5051003-LIC | SEL Stealth Mobl(QTY 1K-4999) 1 YR-EA |  | \$38.85 | K | 31\% | \$26.81 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | UNISYS |
| 5 | STH5051004-LIC | SEL Stealth Mobl(QTY5K-99,999) 1YR-EA |  | \$30.41 | k | 31\% | \$20.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | UNISYS |
| 5 5 | STH5051005-LIC STH5053001-LIC | SEL Stealth Mobl(QTY 100K-499,999)1YR-EA SEL Stealth Mobl(QTY 1-4993YR-EA |  | \$ $\$ 20.27$ | k | 31\% | \$13.99 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  |
| 5 | STH5053001-LIC | SEL Stealth Mobl(QTY 1-499)3YR-EA SEL Steath Mobl(QTY500-999)3YR-EA |  | \$142.34 | K k | 31\% | \$98.21 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | UNISYS |
| 5 | STH5053003-LIC | SEL Steath Mobl(QTY1K-4999)3YR-EA |  | \$108.25 | k | 31\% | \$74.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | UNISYS |
| 5 | STH5053004-LIC | SEL Stealth Mobl(QTY5K-99,999)3YR-EA |  | \$85.68 | k | 31\% | \$59.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | UNISYS |
| 5 | STH5053005-LIC | SEL Stealth Mobl(QTY 100K-499,999)3YR-EA |  | \$56.66 | k | 31\% | \$39.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | UNISYS |
| 5 | STH5055001-LIC | SEL Stealt Mobl(QTY 1-499)5YR-EA |  | \$218.77 | k | 31\% | \$150.95 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | UNISYS UNISYS |
| 5 5 | STH5055002-LIC STH505503-LIC | SEL Stealth Mobl(QTY500-999)5YR-EA SEL Steath Mobl(QTYK-4999)YYR-EA |  | \$191.91 | K | $31 \%$ $31 \%$ | \$132.42 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | UNISYS |
| 5 | STH5055004-LIC | SEL Stealth Mobl(QTY5K-99,999)5YR-EA |  | \$131.26 | k | 31\% | \$90.57 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | UNISYS |
| 5 | STH5555000-LIC | SEL Stealth Mobl(QTY 100K-499,999)5YR-EA |  | \$87.51 | k | 31\% | \$60.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | UNISYS |
|  | STH5061001-LIC | SEL Stealth SVG-S(QTY1-499)1YR-EA |  | \$535.49 |  | 31\% | \$369.49 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 | \$0.00 | \$0.00 | UNISYS |


| BAND | SKU | DESCRIPTION $\quad$Model Sub <br> sku | EMC LIST PRICE USD | CATEGORY CODE | NASPO vP Discount \% | NVP LEVEL 1 | PROSUPPORT <br> PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | WTY UPG ENH TO <br> PS W/MC PREM <br> LP | WTY UPG BASIC TO PS ENHLP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | STH5061002-LIC | SEL Stealth SVG-S (QTY500-999 lic) 1 YR-EA | \$402.04 | K | 31\% | \$277.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | UNISYS |
| 5 | STH5061003-LIC | SEL Stealt SVG-S(QTY 1K-4999) 1 YR-EA | \$356.43 | k | 31\% | \$245.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | UNISYS |
| 5 | STH5061004-LIC | SEL Stealth SVG-S(QTY5K-99,999)1YR-EA | \$250.01 | k | 31\% | \$172.51 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | UNISYS |
| 5 | STH5061005-LIC | SEL Stealth SVG-S(QTY 100K-499,999)1YR-EA | \$214.53 | k | 31\% | \$148.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | UNISYS |
| 5 | STH5063001-LIC | SEL Stealth SVG-S(QTY1-499)3YR-EA | \$1,495.69 | k | 31\% | \$1,032.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | UNISYS |
| 5 | STH55633002-LIC | SEL Stealth SVG-S(QTY500-999 lic)3YR-EA | \$1,123.03 | k | 31\% | \$774.89 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | UNISYS |
| 5 | STH5063003-LIC | SEL Stealth SVG-S (QTY 1K-499933YR-EA | \$997.28 | k | 31\% | \$688.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | UNISYS |
| 5 | STH5063004-LIC | SEL Stealth SVG-S(QTY5K-9,999)3YR-EA | \$698.79 | k | 31\% | \$482.17 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | UNISYS |
| 5 | STH5063009-LIC | SEL Stealth SVG-S(QTY 1000-499,99993YR-EA | \$597.90 | K | $31 \%$ $31 \%$ | \$412.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | UNISYS |
| 5 | STH5065001-LIC | SEL Stealth SVG Sever-S(QTY1-499)5YR-EA | \$2,310.51 | k | 31\% | \$1,594.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | UNISYS |
| 5 | STH5065002-LIC | SEL Steath SVG-S(QTY500-999 lic) 5YR-EA | \$1,733.26 | k | 31\% | \$1,195.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | UNISYS |
| 5 | STH5565003-LIC | SEL Stealth SVG-S(QTY 1-4999)5YR-EA | \$1,539.83 | k | 31\% | \$1,062.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | UNISYS |
| 5 | STH5065004-LIC | SEL Stealth SVG-S(QTYYK-99,999)5YR-EA | \$1,078.34 | k | 31\% | \$744.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | UNISYS |
| 5 | STH5065005-LIC STH5071001-LIC | SEL Steath SVG-S(QTYY 100K-499,999)5YR-EA | \$924.51 | K | $31 \%$ $31 \%$ | \$637.91 $\$ 61.78$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | UNISYS |
| 5 5 | STH5071001-LIC STH507102-LIC | SEL Stealth SVG-NS(QTY1-499)1YR-EA SEL Stealth SVG-NS(QTY50-999)1YR-EA | $\$ 89.53$ $\$ 793$ | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~K} \end{aligned}$ | $31 \%$ $31 \%$ | $\$ 61.78$ $\$ 54.78$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | UNISYS UNISYS |
| 5 | STH507 1003-LIC | SEL Stealth SVG-NS(QTY1K-4999)1YR-EA | \$67.57 | k | 31\% | \$44.62 | \$8000 | \$0.00 | \$0.00 | \$80.00 | \$0.00 | \$80.00 | \$0.00 | UNISYS |
| 5 | STH5071004-LIC | SEL Stealth SVG-NS(QTY5K-99,999)1YR-EA | \$54.06 | k | 31\% | \$37.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | UNISYS |
| 5 | STH5071005-LIC | SEL Stealth SVG-NS(100K-499,999)1YR-EA | \$35.47 | k | 31\% | \$24.47 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | UNISYS |
| 5 | STH5073001-LIC | SEL Stealth SVG-NS(QTY1-499)3YR-EA | \$249.20 | k | 31\% | \$171.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | UNISYS |
| 5 | STH5073002-LIC | SEL Stealth SVG-NS(QTY500-99933YR-EA | \$220.18 | k | 31\% | \$151.92 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | UNISYS |
| 5 | STH5073003-LIC | SEL Stealth SVG-NS(QTYYK-4999)3YR-EA | \$188.86 | k | 31\% | \$130.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | UNISYS |
| 5 | STH5073000-LIC | SEL Stealth SVG-NS(QTY5K-99,999)3YR-EA | \$149.70 | k | 31\% | \$103.29 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | UNISYS |
| 5 | STH5073005-LIC | SEL Stealth SVG-NS(100K-499,999)3YR-EA | \$99.50 | k | 31\% | \$68.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | UNISYS |
| 5 | STH5075001-LIC | SEL Stealth SVG-NS(QTY1-499)5YR-EA | \$385.34 | k | 31\% | \$265.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | UNISYS |
| 5 | STH5075002-LIC | SEL Stealth SVG-NS(QTY500-999)5YR-EA | \$340.20 | k | 31\% | \$234.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | UNISYS |
| 5 | STH5075003-LIC | SEL Steath SVG-NS(QTY1K-4999)5YR-EA | \$292.15 | K | 31\% | \$201.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | UNISYS |
| 5 | STH5075004-LIC | SEL Stealth SVG-NS(QTY5K-99,999) 5YR-EA | \$231.51 | k | 31\% | \$159.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | UNISYS |
| 5 | STH5075005-LIC | SEL Stealth SVG-NW(100K-499,999)5YR-EA | \$153.83 | k | 31\% | \$106.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | UNISYS |
| 5 | STVSANC-I | SEL ST-VSAN-C) | \$2,745.00 | k | 31\% | \$1,894.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 5 | SUB-RG-GB-3Y | SEL RG 3Y ANNUAL SUBSC 1 GB IN RG CLOUD | \$32.31 | K | $31 \%$ $31 \%$ | $\$ 22.29$ $\$ 106$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | RG SYSTEMS |
| 5 | SUB-RG-GB-M | SEL RG MONTHLY SUBSC 1 GB IN RG CLOUD | \$1.54 | K | 31\% | \$1.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | RG SYSTEMS |
| 5 | SUB-RG-GB-Y | SEL RG 1Y ANNUAL SUBSC 1 GB IN RG CLOUD | \$12.31 | k | 31\% | \$8.49 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | RG SYSTEMS |
| 5 | SUB-RG-TB-3Y | SEL RG Y M ANNUAL SUBSC 1 1 TB IN RG CLOUD | \$11,538.46 | k | 31\% | \$7,961.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | RG SYSTEMS |
| 5 | SUB-RG-TB-M | SEL RG MONTHLY SUBSC 1 TB IN RG CLOUD | \$692.31 | k | 31\% | \$477.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | RG SYSTEMS |
| 5 | SUB-RG-TB-Y | SEL RG 1Y ANNUAL SUBSC 1 TB IN RG CLOUD | \$3,846.15 | K | 31\% | \$2,653.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | RG SYSTEMS |
| 5 | SVCCR0 | SEL SVC-CR-0) | \$100.00 | F1 | 2\% | \$98.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | SVCCRO-I | SEL SVC-CR-0) | \$100.00 | F1 | 2\% | \$98.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | SVCCRO-K | SEL SVC-CR-0) | \$112.63 | F1 | 2\% | \$110.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | SVCCR10 | SEL SVC-CR-10) | \$90.00 | F1 | ${ }^{2 \%}$ | \$88.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | SVCCR 10-1 SVCCR10-K | SEL SVC-CR-10) | \$90.00 | F1 | 2\% | \$88.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 | VMWARE |
| 5 | SVCCR15 | SEL SVC-CR-15) | \$85.00 | F1 | 2\% | ${ }_{\$ 83.30}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | SVCCR15-1 | SEL SVC-CR-15) | \$85.00 | F1 | 2\% | \$83.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | SVCCR15-K | SEL SVC-CR-15) | \$95.77 | F1 | 2\% | \$93.85 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | SVCCR20 | SEL SVC-CR-20) | \$80.00 | F1 | 2\% | \$78.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | SVCCR20-I | SEL SVC-CR-20) | \$80.00 | F1 | 2\% | \$78.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 5 | SVCCR20-K | SEL SVC-CR-20) SEL CASCADE CONFIG/OPERATIONS-3DAYS PTNR | \$ $\begin{array}{r}\text { \$89.64 } \\ \$ 1.765 .00\end{array}$ | F1 | 2\% | ( $\begin{array}{r}\text { \$87.85 } \\ \$ 1,729.70\end{array}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 000$ | \$\$0.00 | \$0.00 | VMWARE RIVERBED |
| 5 | SYNCCD-STG-T1-1Y | SEL Sync EE CLD Storage 1-10 TB 1 yr | \$2,160.00 | k | 31\% | \$1,490.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | S0.00 S0.00 | \$0.00 | SYNCPLICITY |
| 5 | SYNCCD-STG-T1-2Y | SEL Sync EE CLD Storage 1-10 TB 2 yr | \$4,104.00 | k | 31\% | \$2,831.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SYNCPLICITY |
| 5 | SYNCCD-STG-T1-3Y | SEL Sync EE CLD Storage 1-10 TB 3 yr | \$5,832.00 | k | 31\% | \$4,024.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SYMCPLICITY |
| 5 | SYNCCD-STG-T2-1Y | SEL Sync EE CLD Storage 11-100 TB 1 yr | \$1,800.00 | k | 31\% | \$1,242.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | sYncplicity |
| 5 | SYNCCD-STG-T2-2Y | SEL S Snc EE CLD Storage 11-100 TB 2 yr | \$3,420.00 | k | 31\% | \$2,399.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SYNCPLICITY |
| 5 5 | SYNCCD-STG-T2-3Y SYNCCD-STG-T3-1Y | SEL Sync EE CLD Storage $11-100$ TB 3 yr SEL Sync EE CLD Storage 101-1,000 TB 1 yr | \$4,860.00 | K | 31\% | \$3,353.40 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SYNCPLICITY SYNCPLICIT |
| 5 | SYNCCD-STG-T3-2Y | SEL Sync EE CLD Storage 101-1,000 TB 2yr | \$ $\$ 3,078.000$ | k | 31\% | \$1,17.80 | \$0.00 $\$ 000$ | \$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SYYCPLICITY |
| 5 | SYNCCD-STG-T3-3Y | SEL Sync EE CLD Storage 101-1,000 TB 3yr | \$4,374.00 | k | 31\% | \$3,018.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SYNCPLICITY |
| 5 | SYNCCD-STG-T4-1Y | SEL Sync EE CLD Storage 1,001 TB+ 1 yr | \$1,440.00 | k | 31\% | \$993.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SYNCPLICITY |
| 5 | SYNCCD-STG-T4-2Y | SEL Sync EE CLD Storage 1,001 TB+ 2 yr | \$2,736.00 | K | 31\% | \$1,887.84 | \$0.00 | \$0.00 | \$0.00 | \$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 | k | 31\% | \$2,882.72 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SYNCPLICITY |
| 5 5 | SYNC-DHB-CON-1Y SYNC-DHB-CON-2Y | SEL Sync DH Specialty Connector 1 yr SEL Sync DH Specialty Connector 2yr | $\$ 67,200.00$ $\$ 12096000$ | K | $31 \%$ $31 \%$ | $\$ 46,368.00$ <br> $\$ 83$ <br> 8.42 .40 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | SYNCPLICITY |
| 5 | SYNC-DHB-CON-2Y SYNC-DHB-CO-3Y | SEL Sync DH Specialty Connector 2 yr | \$120,960.00 | K | 31\% | \$83,462.40 $\$ 118,238.40$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 8.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SYNCPLICITY SYNCPLICITY |
| 5 | SYNC-DHB-T1-1Y | SEL Sync DH 35-1,000 sts 1 yr | \$70.00 | k | 31\% | \$48.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SYNCPLICITY |
| 5 | SYNC-DHB-T1-2Y | SEL Sync DH 35-1,000 sts 2 yr | \$126.00 | k | 31\% | \$86.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SYNCPLICITY |
| 5 | SYNC-DHB-T1-3Y | SEL Sync DH 35-1,000 sts 3 yr | \$179.00 | k | 31\% | \$123.51 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SYNCPLICITY |
| 5 | SYNC-DHB-T2-1Y SYNC-DHB-T2-2Y | SEL Sync DH $1,001-5,000$ sts 1 yr | \$54.00 | K | 31\% | \$37.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 5 | SYNC-DHB-T2-2Y SYNC-DHB-T2-3Y | SEL Sync DH $1,001-5,000$ sts 2 yr SEL Sync DH $1,001-5,000 \mathrm{sts} 3 \mathrm{yr}$ | \$97.00 $\$ 137.00$ | K | 31\% | ${ }_{\$ 94.53}^{\$ 66.93}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SYNCPLICITY SYNCPLICITY |
| 5 | SYNC-DHB-T3-1Y | SEL Sync DH 5,001-10,000 sts 1 yr | \$47.00 | k | 31\% | \$32.43 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SYNCPLICITY |
| 5 | SYNC-DHB-T3-2Y | SEL Sync DH 5,001-10,000 sts 2 yr | \$85.00 | k | 31\% | \$58.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SYNCPLICITY |
| 5 | SYNC-DHB-T3-3Y | SEL Sync DH $5,001-10,000$ sts 3 yr | \$120.00 | k | 31\% | \$82.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SYNCPLICITY |
| 5 | SYNC-DHB-T4-1Y | SEL Sync DH $10,001-20,000$ sts 1 yr | \$42.00 | K | 31\% | \$28.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SYNCPLICITY |
| 5 | SYNC-DHB-T4-2Y SYNC-DHB-T4-3Y | SEL Sync DH $10,001-20,000$ sts 2 yr SEL Sync DH $10,001-20000$ sts 3 yr | $\$ 76.00$ $\$ 107.00$ | K | $31 \%$ $31 \%$ | \$52.44 $\$ 73.83$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SYNCPLCICTY SYNCPLCITY |
| 5 | SYNC-DHB-T5-1Y | SEL Sync DH $20,001+$ sts 1 yr | \$37.00 | k | 31\% | \$25.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | sYncPlicity |
| 5 | SYNC-DHB-T5-2Y | SEL Sync DH $20,001+$ sts 2 yr | \$67.00 | k | 31\% | \$46.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SYNCPLICITY |
| 5 | SYNC-DHB-T5-3Y | SEL Sync DH 20,001+ sts 3 yr | \$94.00 | k | 31\% | \$64.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SYNCPLICITY |
| 5 | SYNC-DHB-UNL-1Y | SEL Sync DH Unlimited TB 1 yr | \$336,000.00 | k | 31\% | \$231,840.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SYNCPLICITY |


| BAND | SKU | description | Model Sub sku sku | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\begin{array}{\|l\|} \hline \text { WTY UPG ENH TO } \\ \text { PS W/MC PREM } \end{array}$ LP | WTY UPG BASIC <br> TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | SYNC-DHB-UNL-2Y | SEL Sync DH Unlimited TB 2 yr |  | \$604,800.00 | K | 31\% | \$417,312.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SYNCPLICITY |
| 5 | SYNC-DHB-UNL-3Y | SEL Sync DH Unlimited TB 3 yr |  | \$856,800.00 | k | 31\% | \$591,192.00 | \$0.00 | \$0.00 | \$0.00 | \$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 | k | 31\% | \$103.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SYNCPLICITY |
| 5 | SYNC-EE-T1-2Y | SEL Sync EE 25-1,000 sts 2 yr |  | \$286.00 | k | 31\% | \$197.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SYNCPLICITY |
| 5 | SYNC-EE-T1-3Y | SEL Sync EE 25-1,000 sts 3 yr |  | \$405.00 | k | 31\% | \$279.45 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$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 | \$0.00 | \$0.00 | \$0.00 | SYNCPLICITY |
| 5 | SYNC-EE-T2-2Y | SEL Sync EE $1,001-5,000$ sts 2 yr |  | \$228.00 | k | 31\% | \$157.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SYNCPLICITY |
| 5 | SYNC-EE-T2-3Y | SEL Sync EE $1,001-5,000$ sts 3 yr |  | \$324.00 | , | 31\% | \$223.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SYNCPLICITY |
| 5 | sYNC-EE-T3-1Y | SEL Sync EE 5,001-10,000 sts 1 yr |  | \$96.00 | k | 31\% | \$66.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SYNCPLICITY |
| 5 | SYNC-EE-T3-2Y | SEL Sync EE 5,001-10,000 sts 2 yr |  | \$182.00 | k | 31\% | \$125.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SYNCPLICITY |
| 5 | SYNC-EE-T3-3Y | SEL S Sync EE 5,001-10,000 sts 3 yr |  | \$258.00 | k | 31\% | \$178.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SYNCPLICITY |
| 5 | SYNC-EE-T4-1Y | SEL Sync EE 10,001+ sts 1 yr |  | \$85.00 | k | 31\% | \$58.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SYNCPLICITY |
| 5 | SYNC-EE-T4-2Y | SEL Sync EE $10,001+$ sts 2 yr |  | \$160.00 | k | 31\% | \$110.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$0.00 | SYNCPLIIITY |
| 5 | SYNC-EE-T4-3Y | SEL Sync EE $10,001+$ sts 3 yr |  | \$225.00 | k | 31\% | \$155.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SYNCPLICITY |
| 5 | SYNC-GV-EE-T1-1Y | SEL Sync Gov EE 25-1,000 sts 1 yr |  | \$225.00 | k | 31\% | \$155.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SYNCPLICITY |
| 5 | SYNC-GV-EE-TT-2Y | SEL Sync Gov EE 25-1,000 sts 2 yr |  | \$429.00 | K | 31\% | \$296.01 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SYNCPLICITY |
| 5 | SYNC-GV-EE-TT-3Y | SEL Sync Gov EE 25-1,000 sts 3 yr |  | \$608.00 | k | 31\% | \$419.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SYNCPLICITY |
| 5 | SYNC-GV-EE-T-T-1Y | SEL Sync Gov EE 1,001-5,000 sts 1 yr |  | \$180.00 | K | 31\% | \$124.20 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 8.00$ | $\$ 0.00$ $\$ 0.00$ | SYNCPLICITY |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | SYNC-GV-EE-T2-2Y <br> SYNC-GV-EE-T2-3Y | SEL Sync Gov EE 1,001-5,000 sts 2 yr |  | $\$ 342.00$ $\$ 486.00$ | K | $\begin{aligned} & 31 \% \\ & 31 \% \end{aligned}$ | $\$ 235.98$ $\$ 355.34$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | SYNCPLICITY SYNCPLICITY |
| 5 | sYNC-GV-EE-T3-1Y | SEL Sync Gov EE 5,001-10,000 sts 1 yr |  | \$144.00 | k | 31\% | \$99.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SYNCPLICITY |
| 5 | sYNC-GV-EE-T3-2Y | SEL Sync Gov EE 5,001-10,000 sts 2 yr |  | \$273.00 | k | 31\% | \$188.37 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SYNCPLICITY |
| 5 | SYNC-GV-EE-T3-3Y | SEL Sync Gov EE 5,001-10,000 sts 3 yr |  | \$387.00 | k | 31\% | \$267.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SYNCPLICITY |
| 5 | SYNC-GV-EE-T4-1Y | SEL Sync Gov EE 10,001+ sts 1 yr |  | \$128.00 | k | 31\% | \$88.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SYNCPLICITY |
| 5 | SYNC-GV-EE-T4-2Y | SEL Sync Gov EE 10,001+ sts 2 yr |  | \$240.00 | k | 31\% | \$165.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SYNCPLICITY |
| 5 | SYNC-GV-EE-T4-3Y | SEL Sync Gov EE 10,001+ sts 3 yr |  | \$338.00 | k | 31\% | \$233.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SYNCPLICITY |
| 5 | SYNC-GV-ST-T1-1Y | SEL Sync Gov EE CLD STG $1-10$ TB 1 yr |  | \$3,240.00 | K | 31\% | $\$ 2,235.60$ $\$ 4.24764$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SYNCPLIIITY |
| 5 | SYNC-GV-ST-T1-2Y | SEL Sync Gov EE CLD STG $1-10$ TB 2 yr |  | \$6,156.00 | k | 31\% | \$4,247.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SYNCPLICITY SYNCPLIITY |
| 5 5 | SYNC-GV-ST-T1-3Y | SEL Sync Gov EE CLD STG $1-10$ TB 3 yr |  | $\$ 8,748.00$ $\$ 270000$ | K | $31 \%$ $31 \%$ | $\$ 6,036.12$ $\$ 1.863 .00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SYNCPLICITY SYNCPLIITY |
| 5 | SYNC-GV-ST-T2-2Y | SEE Sync Gov EE CLD STG 11-100 TB 1 yr |  | $\$ 2,700.00$ $\$ 5,130.00$ | k | 31\% | \$ $\$ 3,533.80$ | \$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 8.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SYNCPLICITY |
| 5 | SYNC-GV-ST-T2-3Y | SEL Sync Gov EE CLD STG 11-100 TB 3 yr |  | \$7,290.00 | k | 31\% | \$5,030.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SYNCPLICITY |
| 5 | SYNC-GV-ST-T3-1Y | SEL Sync Gov EE CLD STG 101-1,000 TB 1yr |  | \$2,430.00 | k | 31\% | \$1,676.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SYNCPLICITY |
| 5 | SYNC-GV-ST-T3-2Y | SEL Sync Gov EE CLD STG 101-1,000 TB 2yr |  | \$4,617.00 | k | 31\% | \$3,185.73 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SYNCPLICITY |
| 5 | SYNC-GV-ST-T3-3Y | SEL Sync Gov EE CLD STG 101-1,000 TB 3yr |  | \$6,561.00 | k | 31\% | \$4,527.09 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SYNCPLICITY |
| 5 | SYNC-GV-ST-T-T-1Y | SEL Sync Gov EE CLD STG 1,001 TB +1 yr |  | \$2,160.00 | K | 31\% | \$1,490.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SYNCPLICITY |
| 5 | SYNC-GV-ST-T-T-2Y | SEL Sync Gov EE CLD STG 1,001 TB+ 2 yr |  | \$4,104.00 | k | 31\% | \$2,831.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SYNCPLICITY |
| 5 | SYNC-GV-ST-T4-3Y | SEL Sync Gov EE CLD STG 1,001 TB +3 yr |  | \$5,832.00 | k | 31\% | \$4,024.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SYNCPLICITY |
| 5 | SYNC-S1-EE-1Y | SEL Sync EE 1-10TB 1 yr |  | \$26,125.00 | K | 31\% | \$18,0026.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SYNCPLICITY |
| 5 | SYNC-S1-EE-2Y | SEL Sync EE 1-10TB 2 yr |  | \$49,775.00 | k | 31\% | \$34,344.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SYNCPLICITY |
| 5 | SYNC-S1-EE-3Y | SEL Sync EE 1-10TB 3 yr |  | \$71,225.00 | K | $31 \%$ $31 \%$ | \$49,145.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SYNCPLICITY |
| 5 | T380-DBA-15LC | SEL: T380,BASE UNIT W-1 DBA |  | \$67,189.00 | k | 31\% | \$ ${ }_{\text {S }}$ \$6,360.41 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$0.00 | \$0.00 | \$\$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | T380-DBA-2 | SEL: T380BASE UNIT W-2 2 DBA |  | \$73,074.00 | k | 31\% | \$50,421.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spectralogic |
| 5 | T380-DBA-2SL | SEL: T380,BASE UNIT W-2 2 DBA |  | \$73,074.00 | k | 31\% | \$50,421.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spectralogic |
| 5 | T380-DBA-2SLC | SEL: T330,BASE UNIT W-2 DBA |  | \$73,074.00 | k | 31\% | \$50.421.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$0.00 | SPECTRALOGIC |
| 5 | $\stackrel{\text { T380-DBA-3 }}{ }$ | SEL: T380BASE UNTT W-3 3 DBA |  | \$78,958.00 | k | 31\% | \$54,481.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC SPECTRALOGIC |
| 5 | T380-DBA-3SLC | SEL: T380,BASE UNIT W- 3 DBA |  | \$78,958.00 | k | 31\% | \$54,481.02 | \$0.00 | \$0.00 | \$0.00 | \$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 | \$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 | \$0.00 | \$0.00 | \$0.00 | spectralogic |
| 5 | T380-J-DBA-3 | SEL. T380 ENT,BASE UNIT W-3 DBA |  | \$178,958.00 | k | 31\% | \$54,481.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spectralocic |
| 5 | T680-DBA-1 | SEL: T680BASE UNIT W-1 DBA |  | \$102,366.00 | k | 31\% | \$70,632.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | T680-DBA-1SL | SEL: T680,BASE UNIT W-1 DBA |  | \$102,366.00 | K | 31\% | \$70,632.54 | \$0.00 | $\$ 0.00$ $\$ 000$ | \$\$0.00 | $\$ 0.00$ $\$ 000$ | \$0.00 | \$\$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | T680-DBA-2 | SEL: T6800BASE UNIT W- 2 DBA |  | \$102,251.00 | k | 31\% | \$74,632.54 $\mathbf{\$ 7 4 , 9 3}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | T680-DBA-2SL | SEL: T680,BASE UNIT W-2 2 DBA |  | \$108,251.00 | k | 31\% | \$74,693.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spectralogic |
| 5 | T680-DBA-2SLC | SEL: T680,BASE UNIT W-2 DBA |  | \$188,251.00 | K | 31\% | \$74,693.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | T680-DBA-3 | SEL: T680BASE UNIT W-3 DBA |  | \$114,135.00 | k | 31\% | \$78,753.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | T680-DBA-3SL | SEL: T680,BASE UNIT W-3 DBA |  | \$114,135.00 | K | $31 \%$ $31 \%$ | \$788753.15 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPECTRALOGIC SPECTRALOGIC |
| 5 5 | T680-DBA-3SLC T9502FRMEXP | SEL: T680,BASE UNIT W- 3 DBA SEL: 9502 FRAME HAX EXPANSION KIT |  | \$114,135.00 \$0.00 | K | 31\% | \$78,753.15 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | \$9.00 | \$0.00 | SPECTRALOGIC SPECTRALOGIC |
| 5 | T9503FRMEXP |  |  | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spectralogic |
| 5 | T9504FRMEXP | SEL: T950 4 FRM HAX EXPANSION KIT |  | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | T9505FRMEXP | SEL: T950 5 FRAME HAX EXPANSION KIT |  | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | T9506FRMEXP | SEL: T950 6 FRAME HAX EXPANSION KIT |  | \$0.00 | K | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | SPECTRALOGIC |
| 5 | T9508FRMEXP | SEL: T950 8 FRAME HAX EXPANSION KIT |  | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | T95081D | SEL: T950B WITH 1 DBA |  | \$112,655.00 | K | 31\% | \$777,734.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | ${ }_{\text {T950B3D3TDVXP }}$ | SEL: ${ }^{\text {a }} 9550$ W-3 DBA'S + 3 TBA'S SEL: T950 DRV EXP 3D 3T |  | \$112,658.00 $\$ 49,758.00$ | K k | 31\% | \$ ${ }_{\text {\$ }} \mathbf{8 7 7 , 7 3 4 3 3 . 0 2}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPECTRALOGIC SPECTRALOGIC |
| 5 | T950B3D3TDX-F | SEL: T950 DRV EXP 3D 3T |  | \$49,758.00 | k | 31\% | \$34,333.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | T950B6DDDVXP | SEL: T950 DRV EXP 6D OT |  | \$63,292.00 | k | 31\% | \$43,671.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | ${ }^{\text {T95086000 }}$ | SEL: T950 W-6 DBA'S + 0 TBA'S |  | \$128,808.00 | k | 31\% | \$88,877.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | T950B6DDTDX-F | SEL: T950 DRV EXP 6D OT |  | \$633,292.00 | K | 31\% | \$43,671.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | T950B-J-3D | SEL: 9 T950B ENT 1 DBA |  | \$112,658.00 | k | 31\% | \$ ${ }^{\text {\$777,734.02 }}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spectralogic |
| 5 | T9503-J3DDVXP | SEL: T950B ENT DRV EXP 3DBA |  | \$49,758.00 | k | 31\% | \$34,333.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | T950BJ3DDVXPF | SEL: FRU,T950B ENT DRV EXP 3DBA |  | \$49,758.00 | K | 31\% | \$34,333.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
|  | T950B-J-6D | SEL: T950B ENT 6 DBA |  | \$128,808.00 | K | 31\% | \$88,877.52 |  | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |


| BAND | SKU | description | Model Sub sku | EMC LIST PRICE USD | CATEGORY CODE | NASPO vP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | WTY UPG ENH TO <br> PS W/MC PREM <br> LP | WTY UPG BASIC TO PS ENHLP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | T950B-J6DDVXP | SEL: T950B ENT DRV EXP 6DBA |  | \$63,292.00 | K | 31\% | \$43,671.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | T950BJ6DDVXPF | SEL: FRU,T950B ENT DRV EXP 6DBA |  | \$63,292.00 | k | 31\% | \$43,671.48 | \$0.00 | \$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 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | T950BJMULTIID | SEL: T950B ENT,MULTI, 1 DBA |  | \$112,658.00 | k | 31\% | \$77,734.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | T950BJMULTI3D | SEL: T950B ENT,MULTI,3 DBA |  | \$112,658.00 | k | 31\% | \$77,734.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | T950BJMULTIGD | SEL: T950B ENT,MULTI, 6 DBA |  | \$128,808.00 | k | 31\% | \$88,877.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | T950BMEDBULK | SEL: T T 950,LEFT, MED, EX,FRAME,W-BULK |  | \$45,769.00 | k | 31\% | \$31,580.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | T950BMEDEX-F | SEL: T950 MEDIA ONLY EXPANSN FRAME |  | \$26,023.00 | k | 31\% | \$17,955.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | T950BMEDIAEXP | SEL: T950 MEDIA ONLY EXPANSN FRAME |  | \$26,023.00 | k | 31\% | \$17,955.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | T950BMULT1D | SEL: T950,MULTI,WITH 1 DBA |  | \$112,658.00 | K | 31\% | \$777,734.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | T950BMULT3D3T | SEL: T950,MULTI,W-3 DBA'S \& 3 TBA'S |  | \$112,658.00 | k | 31\% | \$77,734.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spectralogic |
| 5 | T950BMULT6DOT | SEL: T950,MULTI,W-6DBA'S \& OTBA'S |  | \$128,808.00 | k | 31\% | \$88,877.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | TAMT1 | SEL TAM-T-1) |  | \$83,470.00 | F1 | 2\% | \$81,800.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | TAMT1-1 | SEL TAM-T-1) |  | \$91,817.00 | F1 | 2\% | \$89,980.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | tamti-K | SEL TAM-T-1) |  | \$63,191.85 | F1 | 2\% | \$61,928.01 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | TAMT2 | SELTAM-T-2) |  | \$202,420.00 | F1 | 2\% | \$198,371.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | TAMT2-1 | SELTAM-T-2) |  | \$222,662.00 | F1 | 2\% | \$218,208.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | TAMT2-K | SEL TAM-T-2) |  | \$153,239.35 | F1 | 2\% | \$150,174.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$0.00 | VMWARE |
| 5 | TAMT3 | SELTAM-T-3) |  | \$392,310.00 | F1 | 2\% | \$384,463.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | тамтЗ-1 | SEL TAM-T-3) |  | \$431,541.00 | F1 | 2\% | \$422,910.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | TAMT3-K | SEL TAM-T-3) |  | \$296,999.69 | F1 | 2\% | \$291,059.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | TAMUT12 | SEL TAM-U-T-1-2) |  | \$9,913.00 | F1 | 2\% | \$9,714.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | TAMUT12-1 | SEL TAM-U-T-1-2) |  | \$10,904.30 | F1 | 2\% | \$10,686.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | TAMUT13 | SEL TAM - U-T-1-3) |  | \$ $\$ 25,5737.00$ | F1 | 2\% | \$25,222.26 | \$0.00 | \$ $\$ 0.00$ | \$ $\$ 0.00$ | \$0.00 | \$ $\$ 0.00$ | $\$ 8.00$ $\$ 0.00$ | \$ $\$ 0.00$ | VMWARE |
| 5 | TAMUT13-1 | SEL TAM-U-T-1-3) |  | \$28,310.70 | F1 | 2\% | \$27,744.49 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmWare |
| 5 | TAMUT $13-\mathrm{K}$ | SEL TAM-U-T-1-3) |  | \$19,484.37 | F1 | 2\% | \$19,094.68 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | TAMUT23 | SEL TAM-U-T-2-3) |  | \$15,824.00 | F1 | 2\% | \$15,507.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | TAMUT23-1 | SEL TAM-U-T-2-3) |  | \$17406.40 | F1 | 2\% | \$17.058.27 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | TAMUT23-K | SEL TAM-U-T-2-3) |  | \$11,979.77 | F1 | 2\% | \$11,740.17 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | TAMVTAM | SEL TAM-VTAM) |  | \$41,740.00 | F1 | 2\% | \$40,905.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | TAMVTAM-I | SEL TAM-VTAM) |  | \$45,914.00 | F1 | 2\% | \$44,995.72 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | TAMVTAM-K TAMVTAMUT1 | SEL TAM-VTAM) <br> SEL TAM-VTAM-U-T-1) |  | $\$ 31,595.92$ $\$ 3,478.00$ | $\begin{aligned} & F_{1} \\ & F_{1} \end{aligned}$ | $\begin{aligned} & 2 \% \\ & 2 \% \\ & \end{aligned}$ | $\$ 30,964.00$ $\$ 3,408.44$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \\ & \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | TAMVTAMUT1-1 | SEL TAM-VTAM-U-T-1) |  | ${ }_{\$ 3,825.80}$ | F1 | $2 \%$ | \$3,749.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | VMWARE |
| 5 | TAMVTAMUT2 | SEL TAM-VTAM-U-T-2) |  | \$13,390.00 | F1 | 2\% | \$13,122.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | TAMVTAMUT2-I | SEL TAM-VTAM-U-T-2) |  | \$14,729.00 | F1 | 2\% | \$14,434.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | TAMVTAMUT3 | SEL TAM-VTAM-U-T-3) |  | \$29,215.00 | F1 | 2\% | \$28,630.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$0.00 | VMWARE |
| 5 | TAMVTAMUT3-1 | SEL TAM-VTAM-U-T-3) |  | \$32,136.50 | F1 | 2\% | \$31,493.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | TCl-1YR-00001000 | SEL 1YR 1000-1999 TAPE CATALOG INGEST |  | \$12.08 | k | 31\% | \$8.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | TCI-1-1R-00002000 | SEL 1YR 2000-4999 TAPE CATALOG INEST |  | \$9.77 | k | 31\% | \$6.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | TCI-1YR-00005000 | SEL 1YR 5000-9999 TAPE CATALOG INGEST |  | \$7.46 |  | 31\% | \$5.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | TCI-1YR-00010000 TCL-1YR-00020000 | SEL 1YR 10000-19999 TAPE CATALOG INGES SEL 1YR 20000-49999 TAPE CATALOG INGES |  | $\$ 6.08$ $\$ 4.92$ | K | $31 \%$ $31 \%$ | $\$ 4.20$ $\$ 3.39$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 9.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | INDEX ENGINES INDEX ENGINES |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | TCI-1YR-00020000 <br> TCI-1YR-00050000 | SEL 1YR 20000-49999 TAPE CATALOG INGES SEL 1 YR 50000-9999 TAPE CATALOG INGES |  | $\$ 4.92$ $\$ 3.77$ | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~K} \end{aligned}$ | $31 \%$ $31 \%$ | $\$ 3.39$ $\$ 2.60$ | \$0.00 $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | INDEX ENGINES INDEX ENGINES |
| 5 | TCl-3YR-00001000 | SEL 3YR 1000-1999 TAPE CATALOG INGEST |  | \$24.15 | k | 31\% | \$16.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | index engines |
| 5 | TC1-3YR-00002000 | SEL 3YR 2000-4999 TAPE CATALOG INGEST |  | \$19.54 | k | 31\% | \$13.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | TCl-3YR-00005000 | SEL 3YR 5000-9999 TAPE CATALOG INGEST |  | \$14.92 | k | 31\% | \$10.29 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | TCI-3YR-00010000 | SEL 3YR 10000-19999 TAPE CATALOG INGES |  | \$12.15 | k | 31\% | \$8.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | TCl-3YR-00020000 TCl-3YR-00050000 | SEL 3YR 20000-49999 TAPE CATALOG INGES SEL 3 3R 50000-99999 TAPE CATALOG INGES |  | $\begin{aligned} & \$ 9.85 \\ & \$ 7.54 \end{aligned}$ | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~K} \end{aligned}$ | $\begin{aligned} & 31 \% \\ & 31 \% \end{aligned}$ | $\begin{aligned} & \$ 6.80 \\ & \$ 5.20 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | INDEX ENGINES INDEX ENGINES |
| 5 | TCI-5YR-00000000 | SEL 5YR 1000-1999 TAPE CATALOG INGEST |  | \$36.23 | k | 31\% | \$25.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 8.00$ $\$ 0.00$ | \$0.00 | INDEX ENGINES |
| 5 | TCl-5YR-00002000 | SEL 5YR 2000-4999 TAPE CATALOG INGEST |  | \$29.31 | k | 31\% | \$20.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Index EnGines |
| 5 | TC1-5YR-00005000 | SEL 5YR 5000-9999 TAPE CATALOG INGEST |  | \$22.38 | k | 31\% | \$15.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Index engines |
| 5 | TC1-5YR-00010000 | SEL 5YR 10000-19999 TAPE CATALOG INGES |  | \$18.23 | K | 31\% | \$12.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 5 | TCl-SYR-00020000 TCl-SYR-00050000 | SEL 5YR 20000-49999 TAPE CATALOG INGES SEL 5YR $50000-99999$ TAPE CATALOG INGES |  | \$14.77 | K | 31\% | \$10.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | INDEX ENGINES |
| 5 | TCR-1YR-00000010 | SEL 1YR 10-49 TAPE CATALOG REbuILD |  | \$96.15 | k | 31\% | \$66.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | index engines |
| 5 | TCR-1YR-00000050 | SEL 1 YR 50-99 TAPE CATALOG REBUILD |  | \$62.54 | k | 31\% | \$43.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | index engines |
| 5 | TCR-1YR-00000100 | SEL 1 YR 100-249 TAPE CATALOG REBUILD |  | \$48.08 | k | 31\% | \$33.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Index EnGines |
| 5 | TTR-1YR-00000250 | SEL YRR 250-499 TAPE CATALOG REBUILD |  | \$38.46 | k | 31\% | \$26.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | TCR-1YR-00000500 | SEL YR 500-999 TAPE CATALOG REBUILD |  | \$33.69 | k | 31\% | \$23.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | TCR-1YR-00001000 | SEL 1YR 1000-1999 TAPE CATALOG REBULD SEL 1YR 2000-4999 TAPE CATALOG REBUILD |  | \$24.15 \$19.54 | K | $31 \%$ $31 \%$ | $\$ 16.66$ $\$ 13.48$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9.00 | \$0.00 | INDEX ENGINES |
| 5 | TCR-1YR-00005000 | SEL 1YR 5000-9999 TAPE CATALOG REBUILD |  | \$14.92 | k | 31\% | \$10.29 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 \$0.00 | \$\$0.00 | INDEX ENGIIES |
| 5 | TCR-1YR-00010000 | SEL 1YR 10000-24999 TAPE CATALOG REBUI |  | \$12.15 | k | 31\% | \$8.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Index Engines |
| 5 | TCR-1YR-00025000 | SEL 1YR 25000-49999 TAPE CATALOG REBUI |  | \$9.23 | k | 31\% | \$6.37 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | TCR-1YR-00050000 | SEL 1YR 50000-99999 Tape Catalog Rebuild |  | \$7.69 | k | 31\% | \$5.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | TCR-3YR-00000010 | SEL 3YR 10-49 TAPE CATALOG REBUILD |  | \$144.23 | k | 31\% | \$99.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Index Engines |
| 5 | TCR-3YR-00000050 | SEL 3YR 50-99 TAPE CATALOG REBUILD |  | \$93.81 | k | 31\% | \$64.73 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | TCR-3YR-00000100 | SEL 3YR 100-249 TAPE CATALOG REBUILD |  | \$72.12 | k | 31\% | \$49.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | TCR-3YR-00000250 | SEL 3YR 250-499 TAPE CATALOG REBUILD |  | \$57.69 | K | 31\% | \$39.81 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | TCR-3YR-00000500 | SEL 3YR 500-999 TAPE CATALOG REBUILD SEL 3YR 1000-1999 TAPE CATALOG REBUILD |  | \$50.54 | K | $31 \%$ $31 \%$ | \$34.87 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | INDEX ENGINES INDEX ENGINES |
| 5 | TCR-3YR-00002000 | SEL 3YR 2000-4999 TAPE CATALOG REBUILD |  | \$29.31 | k | 31\% | \$20.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | index engines |
| 5 | TCR-3YR-00005000 | SEL 3YR 5000-9999 TAPE CATALOG REBULLD |  | \$22.38 | k | 31\% | \$15.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | TCR-3YR-00010000 | SEL 3YR 10000-24999 TAPE CATALOG REBUI |  | \$18.23 | k | 31\% | \$12.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | TCR-3YR-00025000 | SEL 3YR 25000-49999 TAPE CATALOG REBUI |  | \$13.85 | K | 31\% | \$9.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | TCR-3YR-00050000 | SEL 3YR 50000-99999 Tape Catalog Rebuild |  | \$11.54 $\$ 192.31$ | k | 31\% | \$132.69 | \$0.00 | \$80.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$\$0.00 | INDEX ENGINES INDEX ENGINES |


| BAND | SKU | description $\quad$Model Sub <br> sku | EMC LIST PRICE USD | CATEGORY CODE | NASPO vP Discount \% | NVP LEVEL 1 | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | WTY UPG ENH TO <br> PS W/MC PREM <br> LP | WTY UPG BASIC TO PS ENHLP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | TCR-5YR-00000050 | SEL 5YR $50-99$ TAPE CATALOG REBUILD | \$125.08 | K | 31\% | \$86.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | TCR-5YR-00000100 | SEL 5YR 100-249 TAPE CATALOG REBUILD | \$96.15 | k | 31\% | \$66.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | index engines |
| 5 | TCR-5YR-00000250 | SEL 5YR 250-499 TAPE CATALOG REBUILD | \$76.92 | k | 31\% | \$53.07 | \$0.00 | \$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 | k | 31\% | \$46.49 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | index engines |
| 5 | TCR-5YR-00001000 | SEL 5YR 1000-1999 TAPE CATALOG REBUILD | \$48.31 | k | 31\% | \$33.33 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | index engines |
| 5 | TCR-5YR-00002000 | SEL 5YR 2000-4999 TAPE CATALOG REBULL | \$39.08 | k | 31\% | \$26.97 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | TCR-5YR-00005000 | SEL 5YR 5000-9999 TAPE CATALOG REBULLD | \$29.85 | k | 31\% | \$20.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | TCR-5YR-00010000 | SEL 5YR 10000-24999 TAPE CATALOG REBUI | \$24.31 | k | 31\% | \$16.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | index engines |
| 5 | TCR-5YR-00025000 | SEL 5YR 25000-49999 TAPE CATALOG REBUI | \$18.46 | K | $31 \%$ $31 \%$ | \$12.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | TCR-5YR-00050000 | SEL 5YR 50000-99999 Tape Catalog Rebuild | \$15.38 |  | 31\% | \$10.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | index engines |
| 5 | TE-MC | SEL Test Environment Add-on MC | \$4,857.79 | F1 | 2\% | \$4,760.63 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | TE-MS | SEL Test Environment Add-on MS | \$2,775.88 | F1 | 2\% | \$2,720.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | TE-OS | SEL Test Environment Add-on OS | \$11,700.00 | k | 31\% | \$8,073.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | TERM-CC-00002500 | SEL INDEX ENGINES 2500 CATALOG CAPACITY | \$15,385.00 | k | 31\% | \$10,615.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | index engines |
| 5 | TERM-CC-00005000 | SEL INDEX ENGINES 5000 CATALOG CAPACITY | \$25,000.00 | k | 31\% | \$17,250.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | TERM-CC-00007500 | SEL INDEX ENGINES 7500 CATALOG CAPACITY | \$34,615.00 | k | 31\% | \$23,884.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | index engines |
| 5 | TERM-CC-00010000 | SEL INDEX ENGINES 10000 CATALOG CAPACITY | \$42,308.00 | k | 31\% | \$29,192.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | TERM-CC-00015000 | SEL INDEX ENGINES 15000 CATALOG CAPACITY | \$57,692.00 | k | 31\% | \$39,807.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ | INDEX ENGINES |
| 5 | TERM-CC-00020000 | SEL INDEX ENGINES 20000 CATALOG CAPACITY | \$69,231.00 | k | 31\% | \$47,769.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | index engines |
| 5 | TERM-CC-00025000 | SEL INDEX ENGINES 25000 Catalog Capacity | \$76,923.00 | k | 31\% | \$53,076.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEXENGINES |
| 5 | TERM-CC-00030000 | SEL INDEX ENGINES 30000 CATALOG CAPACITY | \$87,692.00 | k | 31\% | \$60,507.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | TERM-CC-00040000 | SEL INDEX ENGINES 40000 CATALOG CAPACITY | \$111,538.00 | k | 31\% | \$76,961.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Index Engines |
| 5 | TERM-CC-00050000 | SEL INDEX ENGINES 50000 CATALOG CAPACITY | \$125,385.00 | k | 31\% | \$86,515.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | index engines |
| 5 | TERM-CC-00060000 | SEL INDEX ENGINES 60000 CATALOG CAPACITY | \$142,308.00 | k | 31\% | \$98,192.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEXENGINES |
| 5 | TERM-CC-00070000 | SEL INDEX ENGINES 70000 CATALOG CAPACITY | \$161,538.00 | k | 31\% | \$111,461.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | TERM-CC-00080000 | SEL INDEX ENGINES 80000 CATALOG CAPACITY | \$173,538.00 | k | 31\% | \$119,741.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | TERM-CC-00090000 | SEL INDEX ENGINES 90000 CATALOG CAPACITY | \$189,692.00 | k | 31\% | \$130,887.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEXENGINES |
| 5 | TERM-CC-00100000 | SEL I INEXENGINES 100000 CATALOG CAPACITY | \$203,077.00 | k | 31\% | \$140,123.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | TERM-CC-00120000 | SEL INDEXENGINES 120000 CATALOG CAPACITY | \$230,769.00 | k | 31\% | \$159,230.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | TERM-CC-00150000 | SEL INDEXENGINES 150000 CATALOG CAPACITY | \$270,000.00 | k | 31\% | \$186,300.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | TERM-CC-00200000 | SEL INDEXENGINES 200000 CATALOG CAPACITY | \$329,231.00 | k | 31\% | \$227,169.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | TERM-CC-00250000 | SEL INDEXENGINES 250000 CATALOG CAPACITY | \$384,615.00 | k | 31\% | \$265,384.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | TERM-CC-00300000 | SEL INDEXENGINES 300000 CATALOG CAPACITY | \$438,462.00 | k | 31\% | \$302,538.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | TERM-CC-00350000 | SEL I INEXENGINES 350000 CATALOG CAPACITY | \$490,000.00 | k | 31\% | \$338,100.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | TERM-CC-00400000 | SEL INDEXENGINES 400000 CATALOG CAPACITY | \$535,385.00 | k | 31\% | \$369,415.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | TERM-CC-00450000 | SEL I INEXENGINES 450000 CATALOG CAPACITY | \$581,538.00 | k | 31\% | \$401,261.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | TERM-CC-00500000 | SEL INDEXENGINES 500000 CATALOG CAPACITY | \$630,769.00 | K | $31 \%$ $31 \%$ | \$435,230.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$0.00 | INDEX ENGINES |
| 5 | TERM-IM-00000001 TERM-TP-0000010 | SEL INDEX ENGINES INDEX MANAGER SEL INDEX ENGINES 10 TAPE INDEX | \$15,385.00 | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~K} \end{aligned}$ | 31\% | \$10,615.65 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | INDEX ENGINES INDEX ENGINES |
| 5 | TERM-TP-00000100 | SEL INDEX ENGINES 100 TAPE PROFILE | \$19,231.00 | k | 31\% | \$13,269.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9.00 | \$0.00 | INDEX ENGINES |
| 5 | TERM-TP-00000250 | SEL INDEX ENGINES 250 TAPE PROFILE | \$36,492.00 | k | 31\% | \$25,179.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | TERM-TP-00000500 | SEL INDEX ENGINES 500 TAPE PROFILE | \$59,385.00 | k | 31\% | \$40,975.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | TERM-TP-00001000 | SEL INDEX ENGINES 1000 TAPE PROFLLE | \$96,308.00 | k | 31\% | \$66,452.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | TERM-TP-00001500 | SEL INDEX ENGINES 1500 TAPE INDEX | \$127,662.00 | k | 31\% | \$88,086.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 5 | TERM-TP-00002000 | SEL INDEX ENGINES 2000 TAPE INDEX | \$156,092.00 | K | $31 \%$ $31 \%$ | $\$ 107,703.48$ $\$ 126.323 .13$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$\$.00 | index EnGines |
| 5 | TERM-TP-00002500 TERM-TP-00003500 | SEL INDEX ENGINES 2500 TAPE PROFILE SEL INDEX ENGINES 3500 TAPE INDEX | \$183,077.00 \$230,838.00 | $\begin{aligned} & \mathrm{k} \\ & \mathrm{k} \end{aligned}$ | $\begin{aligned} & 31 \% \\ & 31 \% \end{aligned}$ | $\$ 126,323.13$ $\$ 159,278.22$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | INDEX ENGINES INDEXENGINES |
| 5 | TERM-TP-00005000 | SEL INDEX ENGINES 5000 TAPE PROFLLE | \$298,077.00 | k | 31\% | \$205,673.13 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | TERM-TP-00007500 | SEL INDEX ENGINES 7500 TAPE PROFILE | \$395,192.00 | k | 31\% | \$272,682.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | TERM-TP-00010000 | SEL INDEX ENGINES 10000 TAPE PROFILE | \$480,769.00 | K | 31\% | \$331,730.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | TERM-TP-00015000 | SEL INDEX ENGINES 15000 TAPE PROFILE | \$640,385.00 | K | 31\% | \$441,865.65 $\$ 541,384.35$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | INDEX ENGINES INDEXENGINES |
| 5 | TERM-TP-00020000 | SEL INDEX ENGINES 20000 TAPE PROFILE | \$784,615.00 | k | 31\% | \$541,384.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | TERM-TP-00025000 | SEL INDEX ENGINES 25000 TAPE PROFILE | \$913,462.00 | k | 31\% | \$630,288.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | TERM-TP-00030000 | SEL INDEX ENGINES 30000 TAPE INDEX | \$1,036,615.00 | k | 31\% | \$715,264.35 $\$ 7965878$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 5 | TERM-TP-00035000 | SEL INDEX ENGINES 35000 TAPE INDEX SEL INDEX ENGINES 40000 TAPE PROFILE | \$1,154,462.00 | K | $31 \%$ $31 \%$ | \$796,578.78 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | INDEX ENGINES INDEX ENGINES |
| 5 | TERM-TP-00050000 | SEL INDEX ENGINES 50000 TAPE INDEX | \$1,481,538.00 | k | 31\% | \$1,022,261.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9.00 | INDEX ENGINES |
| 5 | TERM-TP-00060000 | SEL INDEX ENGINES 60000 TAPE INDEX | \$1,682,769.00 | k | 31\% | \$1,161,110.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | TERM-TP-00070000 | SEL INDEX ENGINES 70000 TAPE INDEX | \$1,873,846.00 | k | 31\% | \$1,292,953.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | TERM-TP-00080000 | SEL INDEX ENGINES 80000 TAPE INDEX | \$2,057,846.00 | k | $31 \%$ $31 \%$ | \$1,419,913.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | TERM-TP-00090000 | SEL INDEX ENGINES 90000 TAPE INDEX | \$2,233,385.00 | k | 31\% | \$1,541,035.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | TERM-TP-00100000 | SEL INDEX ENGINES 100000 TAPE INDEX | \$2,404,615.00 $\$ 12292300$ | K | $31 \%$ $31 \%$ | \$1,659,184.35 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | INDEX ENGINES |
| 5 | ${ }_{\text {TFIN }}^{\text {TFIN3D3T }}$ | SEL: : TFIN W- 3 DBA'S +3 TBA'S SEL: TFINUPGDRV EXP 3D 3 S | \$122,923.00 $\$ 57,538.00$ | K k | 31\% | \$84,816.87 | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPECTRALOGIC SPECTRALOGIC |
| 5 | TFIN3D3TDVXP | SEL: TFIN DRV EXP 3D 3 T | \$57,538.00 | k | 31\% | \$39,701.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | TFIN3D3T-F | SEL: TFIN UPG W-3 3 DBA'S + 3 TBA'S | \$129,462.00 | K | 31\% | \$89,328.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | TFINEDOT | SEL: TFIN W-6 DBA'S + 0 TBA'S | \$142,538.00 | k | 31\% | \$98,351.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | TFIN6DOTDVX-F | SEL: TFINUPGDRV EXP 6D OT | \$73,231.00 | K | 31\% | \$50,529.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | TFIN6DOTDVX | SEL: TFIN DRV EXP 6D OT SEL: TFIN UPG W-6 DBA'S + 0 TBA'S | $\$ 73,231.00$ $\$ 149,077.00$ | K | 31\% | $\$ 50,529.39$ $\$ 102,863.13$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPECTRALOGIC SPECTRALOGIC |
| 5 | TFINBSB-LEFT | SEL: TFIN BULK SERV BAYLEFT | \$58,846.00 | k | 31\% | \$40,603.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | TFINBSBLFT-F | SEL: FRUTFIN BULK SV BAYLEFT | \$58,846.00 | K | 31\% | \$40,603.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | TFIN-BSB-RIGHT | SEL: TTIN BULK SERV BAY,RIGHT WITH ROBOT | \$91,538.00 | k | 31\% | \$63,161.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | TFIN-J6DOS | SEL: TFIN ENT 6D OS | \$142,538.00 | K | 31\% | \$98,351.22 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPECTRALOGIC SPECTRALOGIC |
| 5 | TFINJ6DOSDVXP | SEL: TFIN ENT DRV EXP 6D OS SEL: FRUTFIN ENT DRV EXP 6D os | $\$ 73,231.00$ $\$ 73,231.00$ | K | $31 \%$ $31 \%$ | \$50,529.39 $\$ 50,529.39$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPECTRALOGIC SPECTRALOGIC |
| 5 | TFIN-J6DBC | SEL: TFIN ENT CUST 6D BASE | \$142,538.00 | k | 31\% | \$98,351.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | TFINJBSBLEFT | SEL: TFIN ENT BULK SERV BAYLEFT | \$58,846.00 | k | 31\% | \$40,603.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
|  | TFINJBSBLET-F TFIN-J-BSE-RIGHT | SEL: FRUTFIN ENT BULK SV BAYLEFT SEL: TFIN ENT BULK SERV BAY,RGT W/Robot | \$58,846.00 $\$ 91,538.00$ | K | $31 \%$ $31 \%$ | $\$ 40,603.74$ $\$ 63,161.22$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPECTRALOGIC SPECTRALOGIC |


| BAND | SKU | description | Model Sub sku | EMC LIST PRICE USD | category CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | WTY UPG ENH TO <br> PS WIMC PREM <br> LP | WTY UPG BASIC TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | TFINJMEDEX-F | SEL: FRUTFIN ENT MEDIA EXP FRAME |  | \$26,154.00 | K | 31\% | \$18,046.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | TFINJMEDIAEXP | SEL: Tfin Ent media exp |  | \$26,154.00 | k | 31\% | \$18,046.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spectralogic |
| 5 | TFINJSBLEFT | SEL: TFIN ENT SERV BAYLEFT |  | \$45,769.00 | k | 31\% | \$31,580.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spectralogic |
| 5 | TFINJSBLEFT-F | SEL: FRUTFIN ENT SERV BAYLEFT |  | \$45,769.00 | k | 31\% | \$31,580.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spectralogic |
| 5 | TFIN-J-SB-RIGHT | SEL: TFIN ENT SERV BAY,RIGHT WITH ROBOT |  | \$78,462.00 | K | 31\% | \$54,138.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spectralogic |
| 5 | TFIN-JSLC | SEL: TFIN ENT CUST SB,LEFT |  | \$45,769.00 | k | 31\% | \$31,580.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | TFIN-JSRC | SEL: TFIN ENT SERV BAY,RIGHT WITH Robot |  | \$78,462.00 | k | 31\% | \$54,138.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spectralogic |
| 5 | TFINMEDEX-F | SEL: TFINUPGMEDIA EXP |  | \$26,154.00 | k | 31\% | \$18,046.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | TFINMEDIAEXP | SEL: TFIN MEDIA EXP |  | \$26,154.00 | k | 31\% | \$18,046.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spectralogic |
| 5 | TFINSB-LEFT | SEL: TFIN SERV BAYLEFT |  | \$45,769.00 | k | 31\% | \$31,580.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spectralogic |
| 5 | TFINSBLEFT-F | SEL: TFINUPGSERV BAYLEFT |  | \$45,769.00 | k | 31\% | \$31,580.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPECTRALOGIC |
| 5 | TFIN-SB-RIGHT | SEL: TFIN SERV BAY,RIGHT, WITH ROBOT |  | \$78,462.00 | K | 31\% | \$54,138.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spectralogic |
| 5 | THIN51003GC | SEL THINS-100PK-3G-SSS-C ) |  | \$1,085.04 | F1 | 2\% | \$1,063.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | THIN51003GC-I | SEL THINS-100PK-3G-SSS-C ) |  | \$1,133.87 | F1 | 2\% | \$1,111.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | THIN151036GCV2-K | SEE THINS-100PK-3-3-SSSS-C) |  | \$1,162.93 | F1 | 2\% | \$1,139.67 $\$ 1265.14$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VmWare |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | THIN51003PC THIN51003PC-1 | SEL THINS-100PK-3P-SSS-C) |  | $\$ 1,290.96$ $\$ 1,349.05$ | F1 | 2\% | $\$ 1,265.14$ $\$ 1,322.07$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | VMWARE VMWARE |
| 5 | THIN51003PCV2-K | SEL THINS-100PK-3P-SSS-C) |  | \$1,383.63 | F1 | 2\% | \$1,355.96 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | VmWARE |
| 5 | THIN5100PGC | SEL THIN5-100PK-G-SSS-C) |  | \$411.00 | F1 | 2\% | \$402.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | THIN5100PGC-I | SEL THIN5-100PK-G-SSS-C) |  | \$429.50 | F1 | ${ }^{2 \%}$ | \$420.91 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | THIN5100PGCV2-K | SEL THIN5-100PK-G-SSS-C) |  | - $\$ 440.51$ | F1 | 2\% | \$ $\begin{array}{r}\text { \$431.70 }\end{array}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | THIN5100PKC THIN5100PKC-I | SEL THIN5-100PK-C) |  | $\$ 1,955.00$ $\$ 2.04298$ | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~K} \end{aligned}$ | 31\% | $\$ 1,348.95$ $\$ 140966$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | THIN5100PKCV2-K | SEL THIN5-100PK-C) |  | \$2,095.46 |  | 31\% | \$1,445.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | THIN5100PPC | SEL THIN5-100PK-P-SSS-C) |  | \$489.00 | F1 | 2\% | \$479.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | THIN5100PPC-I | SEL THIN5-100PK-P-SSS-C) |  | \$511.01 | F1 | 2\% | \$500.79 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | THIN5100PPCV2-K | SEL THINS-100PK-P-SSS-C) |  | \$524.10 | F1 | ${ }_{2 \%}^{2 \%}$ | \$513.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ | \$0.00 | \$0.00 | VmWARE |
| 5 5 | THIN5STE3GC | SEL THINS-STE-3G-SSS-C) |  | \$2,851.20 | F1 | 2\% | \$2,794.18 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | THIN5STE3GCV2-K | SEL THINS-STE-3G-SSS-C ) |  | \$3,055.88 | F1 | 2\% | \$2,994.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | THIN5STE3PC | SEL THINS-STE-3P-SSS-C ) |  | \$3,395.04 | F1 | 2\% | \$3,327.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | THIN5STE3PC-I | SEL THINS-STE-3P-SSS-C) |  | \$3,547.82 | F1 | 2\% | \$3,476.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | THIN5STE3PCV2-K | SEL THINS-STE-3P-SSS-C ) |  | \$3,638.77 | F1 | 2\% | \$3,565.99 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | THINS-STE-C | SEL THINS-STE-C) |  | \$5,145.00 | K | 31\% | \$3,550.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 5 | THIN5-STE-C-I THNSSTECV2-K | SEL THIN5-STE-C) |  | $\$ 5,376.53$ $\$ 551257$ | K | $31 \%$ $31 \%$ | $\$ 3,709.81$ $\$ 3.803 .67$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 5 | THINSSTECV2-K | SEL THINS-STE-C) |  | \$5,512.57 $\$ 1,080.00$ | $\begin{gathered} K \\ \text { K1 } \end{gathered}$ | $31 \%$ $2 \%$ | \$3,803.67 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWWARE |
| 5 | THINSSTEGC-I | SEL THIN5-STE-G-SsS-C ) |  | \$1,128.60 | F1 | 2\% | \$1,106.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | THINSSTEGCV2-K | SEL THIN5-STE-G-SSS-C) |  | \$1,157.53 | F1 | 2\% | \$1,134.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 5 | THINSSTEPC | SEL THINS-STE-P-SSS-C SEL THIN-STE-P-SSS-C |  | $\$ 1,286.00$ $\$ 1,343.87$ | F1 | ${ }_{2 \%}^{2 \%}$ | \$1,260.28 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE VMWARE |
| 5 | THINSSTEPCV2-K | SEL THINS-STE-P-SSS-C ) |  | \$1,378.33 | F1 | 2\% | \$1,350.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | TMI-1YR-00000010 | SEL 1YR 10-49 TAPE METADATA INDEX |  | \$384.62 | k | 31\% | \$265.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | index Engines |
| 5 | TMI-1YR-00000050 | SEL 1YR 50-99 TAPE METADATA INDEX |  | ${ }_{\$ 1050.00}$ | K | $31 \%$ $31 \%$ | $\$ 172.50$ $\$ 13269$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | TMI-1YR-00000100 | SEL 1YR 100-249 TAPE METADATA INDEX |  | \$192.31 |  | 31\% | \$132.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | TMI-1YR-00000250 | SEL 1rR $250-499$ TAPE METADATA INDEX |  | \$146.15 | k | 31\% | \$100.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | TMI-1YR-00000500 | SEL 1 YR 500-999 TAPE METADATA INDEX |  | \$119.23 | K | 31\% | \$82.27 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | TMI-1YR-00001000 TMI-1YR-00002000 | SEL 1YR 1000-1999 TAPE METADATA INDEX SEL 1YR 2000-4999 TAPE METADATA INDEX |  | \$96.62 $\$ 78.15$ | K K | $31 \%$ $31 \%$ | ${ }_{\$ 53.92}^{\$ 66.67}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | INDEX ENGINES INDEX ENGINES |
| 5 | TMI-1YR-00005000 | SEL 1 YR 5000-9999 TAPE METADATA INDEX |  | \$59.69 | k | 31\% | \$41.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | TMI-1YR-00010000 | SEL 1YR 10000-24999 TAPE METADATA INDE |  | \$49.23 | k | 31\% | \$33.97 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Index Engines |
| 5 | TMI-1YR-00025000 | SEL 1YR 25000-49999 TAPE METADATA INDE |  | \$36.92 | k | 31\% | \$25.47 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | TMI-3YR-0000000 | SEL 3 YR 10-49 TAPE METADATA INDEX |  | \$500.00 | k | 31\% | \$345.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | TM1-3YR-000000050 | SEL 3YR 50-99 TAPE METADATA INDEX |  | \$325.00 | k | 31\% | \$224.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 5 | TML-3YR-00000100 | SEL 3YR 100-249 TAPE METADATA A INDEX |  | $\$ 250.00$ $\$ 190.00$ | K | 31\% | \$172.50 | $\$ 0.00$ $\$ 0.00$ | \$\$0.00 | \$0.00 | \$0.00 | \$\$.00 | $\$ 0.00$ $\$ 000$ | \$0.00 | INDEX ENGINES |
| 5 | TMI-3YR-00000500 | SEL 3YR 500-999 TAPE METADATA INDEX |  | \$155.00 | k | 31\% | \$106.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | TML-3YR-00001000 | SEL 3YR 1000-1999 TAPE METADATA INDEX |  | \$125.60 | k | 31\% | \$86.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | index engines |
| 5 | TML-3YR-00002000 | SEL 3YR 2000-4999 TAPE METADATA INDEX |  | \$101.60 | k | 31\% | \$70.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | TML-3YR-00005000 | SEL 3YR 5000-9999 TAPE METADATA INDEX |  | \$77.60 | k | 31\% | \$53.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | TML-3YR-00010000 | SEL 3YR 10000-24999 TAPE METADATA INDE |  | \$64.00 | K | $31 \%$ $31 \%$ | \$44.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | TML-3YR-00025000 | SEL 3YR 25000-49999 TAPE METADATA INDE |  | \$48.00 | k | 31\% | \$33.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ | \$0.00 | \$0.00 | Index Engines |
| 5 | TM1-5YR-000000010 | SEL LYR 10-49 TAPE METADATA INDEX |  | \$596.15 | k | 31\% | \$411.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | TM1-5YR-00000000 | SEL 5YR 50-99 TAPE METADATA INDEX |  | \$387.50 | K | 31\% | \$267.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 5 | TMI-SYR-00000100 TMl-SYR-00000250 | SEL 5YR 100-249 TAPE METADATA INDEX SEL 5 YR 250-499 TAPE METADATA INDEX |  | ${ }_{\text {\$298.08 }}$ | K | $31 \%$ $31 \%$ | \$205.68 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | INDEX ENGINES INDEX ENGINES |
| 5 | TMI-SYR-00000500 | SEL 5YR 500-999 TAPE METADATA INDEX |  | \$184.81 | k | 31\% | \$127.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Index Engines |
| 5 | TMI-5YR-00001000 | SEL 5YR 1000-1999 TAPE METADATA INDEX |  | \$149.75 | K | 31\% | \$103.33 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Index Engines |
| 5 | TMI-5YR-00002000 | SEL 5YR 2000-4999 TAPE METADATA INDEX |  | \$121.14 | K | 31\% | \$83.59 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 | TMI-5YR-00005000 | SEL 5YR 5000-9999 TAPE METADATA INDEX |  | \$92.52 | K | 31\% | \$63.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
|  | TM1-5YR-00010000 | SEL 5YR 10000-24999 TAPE METADATA INDE |  | \$76.31 | K | 31\% | \$52.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | INDEX ENGINES |
| 5 5 | TM1-5YR-00025000 TRAINING-RG | SEL 5 YR 25000-49999 TAPE METADATA INDE SEL RG SYSTEM TRAINING DAY |  | $\$ 57.23$ $\$ 1.047 .06$ | K1 | 31\% | ( $\begin{array}{r}\text { \$39.49 } \\ \mathbf{1 1 , 0 2 6 . 1 2}\end{array}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 000$ | \$0.00 | INDEX ENGINES |
| 5 | TRV-1D | SEL ONE DAY PROSER TRAVEL EXP |  | \$1,074.00 | F1 | 2\% | \$ $51,02.52$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | UEMCCU1003GC | SEL UEM-CCU-100-3G-SSS-C ) |  | \$2,856.48 | F1 | 2\% | \$2,799.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | UEMCCU1003GC-I | SEL UEM-CCU-100-3G-SSS-C) |  | \$3,142.13 | F1 | 2\% | \$3,079.29 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | UEMCCU1003GC-K | SEL UEM-CCU-100-3G-SSS-C ) |  | \$3,090.65 | F1 | 2\% | \$3,028.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 5 | UEMCCU1003PC | SEL UEM-CCU-100-3P-SSS-C) |  | \$3,400.32 $\$ 3,740.35$ | F1 F1 | 2\% | $\$ 3,332.31$ $\$ 3,665.54$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | UEMCCU1003PC-K | SEL UEM-CCU-100-3P-SSS-C ) |  | \$3,679.08 | F1 | 2\% | \$3,605.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |


| BAND | SKU | description | Model Sub sku sku | EMC LIST PRICE USD | category CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\begin{array}{\|l\|} \hline \text { WTY UPG ENH TO } \\ \text { PS W/MC PREM } \end{array}$ LP | WTY UPG BASIC <br> TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | UEMCCU100C | SEL UEM-CCU-100-C) |  | \$5,150.00 | K | 31\% | \$3,553.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | UEMCCU100C-I | SEL UEM-CCU-100-C) |  | \$5,665.00 | k | 31\% | \$3,908.85 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | UEMCCU100C-K | SEL UEM-CCU-100-C) |  | \$5,573.86 | k | 31\% | \$3,845.96 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | UEMCCU100GC | SEL UEM-CCU-100-G-SSS-C ) |  | \$1,082.00 | F1 | 2\% | \$1,060.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmWare |
| 5 | UEMCCU100GC-I | SEL UEM-CCU-100-G-SSS-C) |  | \$1,190.20 | F1 | 2\% | \$1,166.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | UEMCCU100GC-K | SEL UEM-CCU-100-G-SsS-C) |  | \$1,170.70 | F1 | 2\% | \$1,147.29 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | UEMCCU100PC | SEL UEM-CCU-100-P-SSS-C) |  | \$1,288.00 | F1 | 2\% | \$1,262.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | UEMCCU100PC-I | SEL UEM-CCU-10-P-SSSS-C) |  | \$1,416.80 | F1 | 2\% | \$1,388.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | UEMCCU100PC-K | SEL UEM-CCU-100-P-SSS-C ) |  | \$1,393.59 | F1 | 2\% | \$1,365.72 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | UEMCCU103GC | SEL UEM-CCU-10-3G-SSS-C) |  | ${ }_{\$ 285.12}$ | F1 | 2\% | \$279.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$0.00 | VmWARE |
| 5 5 | UEMCCU103GC-I | SEL UEM-CCU-10-3G-SSS-C ) |  | \$313.63 | F1 | 2\% | \$307.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | UEMCCU103PC | SEL UEM-CCU-10-3P-SSS-C) |  | ${ }_{\text {\$340.56 }}$ | F1 | 2\% | \$333.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$8000 | \$5000 | VmWARE |
| 5 | UEMCCU103PC-I | SEL UEM-CCU-10-3P-SSS-C ) |  | \$374.62 | F1 | 2\% | \$367.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | UEMCCU103PC-K | SEL UEM-CCU-10-3P-SSS-C ) |  | \$368.48 | F1 | 2\% | \$361.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | UEMCCU10C | SEL UEM-CCU-10-C) |  | \$515.00 | k | 31\% | \$355.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | UEMCCU10C-I | SEL UEM-CCU-10-C) |  | \$566.50 | k | 31\% | \$390.89 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | UEMCCU10C-K | SEL UEM-CCU-10-C ) |  | \$557.39 | k | 31\% | \$384.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | UEMCCU10GC | SEL UEM-CCU-10-G-SSS-C ) |  | \$108.00 | F1 | 2\% | \$105.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | UEMCCU10GC-I | SEL UEM-CCU-10-G-SSS-C ) |  | \$118.80 | F1 | 2\% | \$116.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmWare |
| 5 | UEMCCU10GC-K | SEL UEM-CCU-10-G-SSS-C ) |  | \$116.86 | F1 | 2\% | \$114.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | UEMCCU10PC | SEL UEM-CCU-10-P-SSS-C) |  | \$129.00 | F1 | 2\% | \$126.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | UEMCCU10PC-I | SEL UEM-CCU-10-P-SSS-C) |  | \$141.90 | F1 | 2\% | \$139.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | UEMCCU10PC-K | SEL UEM-CCU-10-P-SSS-C) SEL UEM-NU-10-3G-SSS-C) |  | \$139.57 | F1 | 2\% | \$ $\$ 136.78$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9.00 | \$0.00 | VmWARE |
| 5 5 | UEMNU1003GC UEMNU1003GC-I | SEL UEM-NU-100-3G-SSS-C) SEL UEM-NU-100-3G-SSS-C |  | $\$ 1,713.36$ $\$ 1.884 .70$ | F1 | 2\% | \$1,679.09 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | UEMNU1003GC-K | SEL UEM-NU-100-3G-SSS-C ) |  | \$1,853.82 | F1 | 2\% | \$1,816.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | UEMNU1003PC | SEL UEM-NU-100-3P-SSS-C ) |  | \$2,040.72 | F1 | 2\% | \$1,999.91 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | UEMNU1003PC-I | SEL UEM-NU-100-3P-SSS-C ) |  | \$2,244.79 | F1 | 2\% | \$2,199.89 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | UEMNU1003PC-K | SEL UEM-NU-100-3P-SSS-C ) |  | \$2,208.01 | F1 | 2\% | \$2,163.85 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | UEMNU100C | SEL UEM-NU-100-C) |  | \$3,090.00 | K | 31\% | \$2,132.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9.00 | \$0.00 | VMWARE |
| 5 | UEMNU100C-I | SEL UEM-NU-100-C) |  | $\$ 3,399.00$ $\$ 3,344.32$ | K | $31 \%$ $31 \%$ | $\$ 2,345.31$ $\$ 2307.58$ S | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VmWARE |
| 5 5 | UEMNU100C-K | SEL UEM-NU-100-C ) SEL UEM-NU-100-GSSS-C) |  | $\begin{array}{r}\$ 3,344.32 \\ \$ 649.00 \\ \hline\end{array}$ | K F1 | $31 \%$ $2 \%$ | $\$ 2,307.58$ $\$ 636.02$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | UEMNU100GC-I | SEL UEM-NU-100-G-sss-C ) |  | \$713.90 | F1 | 2\% | \$699.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | vmware |
| 5 | UEMNU100GC-K | SEL UEM-NU-100-G-SSS-C) |  | \$707.21 | F1 | 2\% | \$688.17 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | UEMNU100PC | SEL UEM-NU-100-P-SSS-C) |  | \$773.00 | F1 | 2\% | \$757.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | UEMNU100PC-I | SEL UEM-NU-100-P-SSS-C) |  | \$850.30 | F1 | 2\% | \$833.29 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | UEMNU100PC-K | SEL UEM-NU-100-P-SSS-C) |  | \$836.37 | F1 | 2\% | \$819.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | UEMNU103GC | SEL UEM-NU-10-3G-SSS-C) |  | \$171.60 | F1 | 2\% | \$168.17 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | UEMNU103GC-I | SEL UEM-NU-10-3G-SSS-C) |  | \$188.76 | F1 | 2\% | \$184.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | UEMNU103GC-K | SEL UEM-NU-10-3G-SSS-C) |  | ${ }_{\$ 203.28}^{\$ 1856}$ | F1 | 2\% | \$181.96 | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | UEMNU103PC-I | SEL UEM-NU-10-3P-SSS-C) |  | \$223.61 | F1 | 2\% | \$219.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | UEMNU103PC-K | SEL UEM-NU-10-3P-SSS-C) |  | \$219.94 | F1 | 2\% | \$215.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | UEMNU10C | SEL UEM-NU-10-C) |  | \$309.00 | K | 31\% | \$213.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | UEMNU10C-I | SEL UEM-NU-10-C) |  | \$333.90 | K | $31 \%$ $31 \%$ | \$234.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$0.00 | VMWARE |
| 5 5 | UEMNU10C-K UEMNU10GC | SEL UEM-NU-10-C) |  | \$334.43 | K | 31\% | \$230.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | VMWARE |
| 5 | UEMNU10GC-I | SEL UEM-NU-10-G-SSS-C ) |  | \$71.50 | F1 | 2\% | \$70.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | UEMNU10GC-K | SEL UEM-NU-10-G-SSS-C ) |  | \$70.33 | F1 | 2\% | \$68.92 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | UEMNU10PC | SEL UEM-NU-10-P-SSS-C ) |  | \$77.00 | F1 | 2\% | \$75.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | UEMNU10PC-I | SEL UEM-NU-10-P-SSS-C) |  | \$84.70 | F1 | 2\% | \$83.01 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | UEMNU10PC-K | SEL UEM-NU-10-P-SSS-C $)$ |  | \$83.31 | F1 | 2\% | \$81.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | UPG-ES-PLUS1-1YR | SEL IGLS ES Plus upg 1 Write Cluster 1 yr |  | $\$ 41,824.62$ $\$ 58.59231$ | K | $31 \%$ $31 \%$ | \$28,858.99 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SUPERNA SUPERNA |
| 5 | UPG-ES-PLUS1-3VR | SEL IGLS ES Plus upg 1 Write Cluster 3yr SEL IGLS ES Plus upg 1 Write Cluster 5 yr |  | \$587,592.31 | K | 31\% | \$40,428.69 $\$ 50,72.34$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 8.00$ $\$ 0.00$ | \$0.00 | SUPERNA |
| 5 | UPG-ES-PLUS2-1YR | SEL IGLS ES Plus upg 2 Write Cluster 1yr |  | \$55,807.69 | k | 31\% | \$38,507.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | UPG-ES-PLUS2-3YR | SEL IGLS ES Plus upg 2 Write Cluster 3yr |  | \$78,541.54 | k | 31\% | \$54,193.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | UPG-ES-PLUS2-5YR | SEL IGLS ES Plus upg 2 Write Cluster 5yr |  | \$98,775.38 | k | 31\% | \$68,155.01 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | UPG-ESUITE1-1YR | SEL IGLS eBundle upg 1 Write Cluster 1yr |  | \$29,918.46 | K | 31\% | \$20,643.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9.00 | \$0.00 |  |
| 5 | UPG-ESUITE1-3YR | SEL IGLS eBundle upg 1 Write Cluster 3yr SEL IGLS eBundle upg 1 Write Cluster 5yr |  | $\$ 37,641.54$ $\$ 45.364 .62$ | K | 31\% | \$25,972.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | SUPERNA SUPERNA |
| 5 | UPG-ESUITEE-1YR | SEL IGLS eBundle upg 2 Write Cluster 1yr |  | \$42,826.15 | k | 31\% | \$29,550.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | UPG-ESUITE2-3YR | SEL IGLS eBundle upg 2 Write Cluster 3yr |  | \$56,056.92 | k | 31\% | \$38,679.27 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | UPG-ESUITE2-5YR | SEL IGLS eBundle upg 2 Write Cluster 5yr |  | \$69,287.69 | k | 31\% | \$47,808.51 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SUPERNA |
| 5 | VAARMTLSSDIPF | SEL: VA-ARM-TLSS-D-3P-F |  | \$19.14 | K | 31\% | \$13.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | VAARMTLSSDPF | SEL: VA-ARM-TLSS-D-P-F |  | \$7.25 | k | 31\% | \$5.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 5 | VAARMTLSSU3PF VAARMTLSSUPF | SEL: VA-ARM-TLSS-U-3P-F SEL: VA-ARM-TLSS-U-P-F |  | \$34.56 $\$ 13.09$ | K | 31\% | $\$ 23.85$ $\$ 9.03$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | $\$ 0.00$ $\$ 0.00$ | \$0.00 |  |
| 5 | VAARMTLSSUPF | SEL: VA-ARM-TLSS-U-P-F-F |  | $\$ 13.09$ $\$ 125.74$ | K | 31\% | $\$ 9.03$ $\$ 86.76$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | CARAHSOFT CARAHSOFT |
| 5 | VACLCTLSSDPF | SEL: VA-CLC-TLSS-D-P-F |  | \$47.63 | k | 31\% | \$32.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | CARAHSOFT |
| 5 | VACLCTLSSU3PF | SEL: VA-CLC-TLSS-U-3P-F |  | \$226.51 | k | 31\% | \$156.29 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | VACLCTLSSUPF | SEL: VA-CLC-TLSS-U-P-F |  | \$85.80 | k | 31\% | \$59.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | VACLVTLSSD3PF | SEL: VA-CLV-TLSS-D-3P-F SEL VA-CLV-TSSS-D-P-F |  | \$56.91 | K | 31\% | \$39.27 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | ${ }_{\text {CARAHSOFT }}$ |
| 5 | VACLVTLLSSDUPF | SEL:VA-CLV-TLSS-D-P-F-F SEL: |  | \$21.56 $\mathbf{\$ 1 2 2 . 3 7}$ | k | 31\% | \$14.88 $\$ 70.64$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$0.00 | \$ $\$ 0.00$ | \$0.00 | CARAHSOFT |
| 5 | VACLVTLSSUPF | SEL: VA-CLV-TLSS-U-P-F |  | \$38.78 | k | 31\% | \$26.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | VAINBTLSSD3PF VAINBTLSSDPF | SEL: VA-INB-TLSSS-D-3P-F SEL: VA-IN-TLSS-D-P-F |  | \$38.92 $\$ 14.74$ | K | 31\% | \$26.85 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | VAINBTLSSDPF | SEL: VA-INB-TLSS-D-P-F |  | \$14.74 | k | 31\% | \$10.17 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |


| BAND | SKU | DESCRIPTION | $\begin{array}{c\|} \begin{array}{c} \text { Model Sub } \\ \text { sku } \end{array} \\ \hline \end{array}$ | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 | PROSUPPORT <br> PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | WTY UPG ENH TO <br> PS W/MC PREM <br> LP | WTY UPG BASIC TO PS ENHLP | RENEWAL | THIRD PARTY PRODUCT partner |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | vamawdugsssc | SEL VA-MAW-D-3G-SSS-C ) |  | \$5.28 | F1 | 2\% | \$5.17 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | vamawdugsssc-ı | SEL VA-MAW-D-3G-SSS-C ) |  | \$5.28 | F1 | 2\% | \$5.17 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | vamawdugsssc-k | SEL VA-MAW-D-3G-Sss-C) |  | \$5.66 | F1 | 2\% | \$5.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VAMAWD3PSSSC | SEL VA-MAW-D-3P-SSS-C ) |  | \$7.92 | F1 | 2\% | \$7.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmWare |
| 5 | VAMAWD3PSSsC-I | SEL VA-MAW-D-3P-SSS-C ) |  | \$7.92 | F1 | 2\% | \$7.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VAMAWD3PSSSSC-K | SEL VA-MAW-D-3P-SSS-C) |  | \$8.49 | F1 | 2\% | \$8.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$0.00 | VMWARE |
| 5 | VAMAWDGSSSC | SEL VA-MAW-D-G-Sss-C ) |  | \$2.00 | F1 | 2\% | \$1.96 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmWare |
| 5 | VAMAWDGSSSC-I | SEL VA-MAW-D-G-SSS-C) |  | \$2.00 | F1 | 2\% | \$1.96 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | VAMAWDGSSSC-K | SEE VA-MAW-D-G-SSS-C) |  | \$2.15 | F1 | 2\% | \$2.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VAMAWDPSSsC | SEL VA-MAW-D-P-SSS-C ) |  | \$3.00 | F1 | 2\% | \$2.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmWare |
| 5 | VAMAWDPSSSC-I | SEL VA-MAW-D-P-SSS-C) |  | \$3.00 | F1 | 2\% | \$2.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VAMAWDPSSSC-K | SEL VA-MAW-D-P-SSS-C ) |  | \$3.22 | F1 | 2\% | \$3.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VAMAWPLLDC | SEL VA-MAW-PLL-D-C) |  | \$10.30 | k | 31\% | \$7.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | VAMAWPLLDC-I | SEL VA-MAW-PLL-D-C) |  | \$10.30 | k | 31\% | \$7.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VAMAWPLLDC-K | SEL VA-MAW-PLL-D-C) |  | \$11.07 | K | 31\% | \$7.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VAMBMD3GSUPC | SEL VA-MBM-D-3GSUP-C) |  | \$3.51 | F1 | 2\% | \$3.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VAMBMD3GSUPC-I | SEL VA-MBM-D-3GSUP-C) |  | \$3.51 | F1 | 2\% | \$3.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VAMBMD3GSUPC-K | SEL VA-MBM-D-3GSUP-C) |  | \$3.76 | F1 | 2\% | \$3.68 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VAMBMD3PSPC | SEL VA-MBM-D-3PSP-C) |  | \$8.63 | F1 | 2\% | \$8.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VAMBMD3PSPC-I | SEL VA-MBM-D-3PSP-C) |  | \$8.63 | F1 | 2\% | \$8.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VAMBMD3PSUPC-K | SEL VA-MBM-D-3PSUP-C) |  | \$6.23 | F1 | 2\% | \$6.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VAMBMDMDGSUPC ${ }^{\text {Val }}$ | SEL VA-MBM-D-GSUP-C ( ) SEL VA-MBM-D.GSUP-C) |  | \$1.33 | F1 F1 | 2\% | \$11.30 | \$0.00 $\$ 0.00$ | \$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$0.00 | $\$ 80.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | Vmware |
| 5 | VAMBMDGSUPC-K | SEL VA-MBM-D-GSUP-C) |  | \$1.43 | F1 | 2\% | \$1.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VAMBMDPSUPC | SEL VA-MBM-D-PSUP-C) |  | \$2.20 | F1 | 2\% | \$2.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | VAMBMDPSUPC-I | SEL VA-MBM-D-PSUP-C) |  | \$2.20 | F1 | 2\% | \$2.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | VAMBMDPSUPC-K | SEL VA-MBM-D-PSUP-C ) |  | \$2.36 | F1 | 2\% | \$2.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VAMBMPLLDC | SEL VA-MBM-PLL-D-C ) |  | \$20.60 | k | 31\% | \$14.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VAMBMPLLCC-I | SEL VA-MBM-PLL-D-C ) |  | \$20.60 | k | 31\% | \$14.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VAMBMPLLDC-K | SEL VA-MBM-PLL-D-C ) |  | \$22.10 | k | 31\% | \$15.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | VAMBMTLSSD3PF | SEL: VA-MBM-TLSS-D-3P-F |  | \$38.92 | k | 31\% | \$26.85 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | VAMBMTLSSDPF | SEL: VA-MBM-TLSS-D-P-F |  | \$14.74 | K | 31\% | \$10.17 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | VAMBMTLISSU3PF | SEL: VA-MBM-TLSS-U-3P-F |  | \$70.14 | k | 31\% | \$48.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | VAMBMTLSSUPF | SEL: VA-MBM-TLSS-U-P-F |  | \$26.57 | K | 31\% | \$18.33 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | VANBK2GTLDC | SEL VA-NBE-2G-TL-D-C) |  | \$21.15 | F1 | 2\% | \$20.73 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VANBE2GTLDC-I | SEL VA-NBE-2G-TL-D-C) |  | \$22.10 | F1 | 2\% | \$21.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VANBK2GTLDC-K | SEL VA-NBE-2G-TL-D-C) |  | \$22.64 | F1 | 2\% | \$22.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9.00 | \$0.00 | VMWARE |
| 5 5 | VANBK2GTLUC | SEL VA-NBK-2G-TL-U-C) SEL VA-NBK-2G-TL-U-C) |  | \$16.92 $\$ 17.68$ | F1 | 2\% | \$16.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VANBK2GTLUC-K | SEL VA-NBK-2G-TL-U-C) |  | \$18.12 | F1 | 2\% | \$17.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9.00 | \$0.00 | VMWARE |
| 5 | VANBK2PTLDC | SEL VA-NBK-2P-TL-D-C) |  | \$22.56 | F1 | 2\% | \$22.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VANBK2PTLDC-I | SEL VA-NBK-2P-TL-D-C) |  | \$23.58 | F1 | 2\% | \$23.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VANBK2PTLDC-K | SEL VA-NEK-2P-TL-D-C) |  | \$24.17 | F1 | 2\% | \$23.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | VANBK2PTLUC | SEL VA-NBE-2P-TL-U-C) |  | \$18.33 | F1 | 2\% | \$17.96 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VANBK2PTLUC-I | SEL VA-NBK-2P-TL-U-C) |  | \$19.15 $\$ 19.65$ | F1 | 2\% | $\$ 18.77$ $\$ 19.26$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VANBK3GTLDC | SELVA-NBK-2P-T--U-C) |  | \$19.65 | F1 | 2\% | \$29.11 | \$8000 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VANBK3GTLDC-I | SEL VA-NBK-3G-TL-D-C ) |  | \$31.04 | F1 | 2\% | \$30.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VANBK3GTLDC-K | SEL VA-NBE-3G-TL-D-C) |  | \$31.83 | F1 | 2\% | \$31.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VANBK3GTLUC | SEL VA-NBK-3G-TL-U-C ) |  | \$15.84 | F1 | 2\% | \$15.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 5 | VANBK3GTLUC-I | SEL VA-NBK-3G-TL-U-C) |  | \$16.55 | F1 | 2\% | \$16.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 5 | VANBK3GTLUC-K VANBK3PTLDC | SEL VA-NBK-3G-TL-U-C) SEL VA-NBK-3P-TL-D-C) |  | \$16.97 | F1 | 2\% | \$16.63 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VANBK3PTLDC-I | SEL VA-NBK-3P-TL-D-C) |  | \$33.11 | F1 | 2\% | \$32.45 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VANBK3PTLDC-K | SEL VA-NBK-3P-TL-D-C) |  | \$33.98 | F1 | 2\% | \$33.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| ${ }_{5}^{5}$ | VANBK3PTLUC | SEL VA-NBE-3P-TL-U-C) |  | \$17.16 | F1 | 2\% | \$16.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VANBE3PTLUC-I | SEL VA-NBE-3P-TL-U-C) |  | \$17.93 | F1 | 2\% | \$17.57 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | VANBE3PTLUC-K | SEL VA-NBE-3P-TL-U-C) |  | \$18.43 | F1 | 2\% | \$18.06 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 000$ | \$9.00 | \$ $\$ 0.00$ | \$ $\$ 0.00$ | VMWARE |
| 5 | VANBKD3GSC | SEL VA-NBK-D-3G-S-C ) SEL VA-NBK-D-3G-S-C |  | \$10.56 $\$ 11.04$ | F1 | 2\% | \$10.35 $\$ 10.82$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VANBKD3GSC-K | SEL VA-NBK-D-3G-S-C ) |  | \$11.32 | F1 | 2\% | \$11.09 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | VmWARE |
| 5 | VANBKD3PSC | SEL VA-NBK-D-3P-S-C) |  | \$13.20 | F1 | 2\% | \$12.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | VANBKD3PSC-I | SEL VA-NBK-D-3P-S-C) |  | \$13.79 | F1 | 2\% | \$13.51 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VANBKD3PSC-K | SEL VA-NBK-D-3P-S-C ) |  | \$14.15 | F1 | 2\% | \$13.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VANBKRDC ${ }^{\text {V }}$ | SEEVA-NBKK-D-C) |  | \$20.50 | K | $31 \%$ $31 \%$ | \$14.15 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VANBKDC-K | SEL VA-NBK-D-C) |  | \$21.95 | k | 31\% | \$15.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VANBKDGSC | SEL VA-NBK-D-G-S-C ) |  | \$4.00 | F1 | 2\% | \$3.92 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VANBKDGSC-I | SEL VA-NBK-D-G-S-C) |  | \$4.18 | F1 | 2\% | \$4.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VANBKDGSC-K | SEL VA-NBK-D-G-S-C) |  | \$4.29 | F1 | 2\% | \$4.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VANBKDPSC | SEL VA-NBK-D-P-S-C) |  | \$5.00 | F1 | 2\% | \$4.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 5 | VANBKDPSC--1 | SEL VA-NBK-D-P-S-C) |  | $\$ 5.23$ $\$ 5.36$ | F1 F1 | 2\% | \$5.13 $\$ 5.25$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VANBKGTLDC | SEL VA-NBK-G-TL-D-C) |  | \$11.25 | F1 | 2\% | \$11.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| ${ }_{5}^{5}$ | VANBKGTLDC-I | SEL VA-NBE-G-TL-D-C) |  | \$11.76 | F1 | 2\% | \$11.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VANBKGTLDC-K | SEL VA-NBK-G-TL-D-C) |  | \$12.07 | F1 | 2\% | \$11.83 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 5 | VANBKGTLUC | SEL VA-NBE-G-TL-U-C) |  | \$18.00 | F1 | 2\% | \$17.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VANBKGTLUC-I | SEL VA-NBK-G-TL-U-C) SEL VA-NBK-G-TL-U-C) |  | \$19.27 | F1 | 2\% | \$18.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9.00 | \$0.00 | VMWWARE |
| 5 | VANBKPTLDC | SEL VA-NBK-P-TL-D-C ) |  | \$12.00 | F1 | 2\% | \$11.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |


| BAND | SKU | description | Model Sub sku sku | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\left\|\begin{array}{c}\text { WTY UPG ENH TO } \\ \text { PS W/MC PREM } \\ \text { LP }\end{array}\right\|$ | wTY UPG BASIC TO PS ENH LP | Renewal | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | VANBKPTLDC-I | SEL VA-NBK-P-TL-D-C) |  | \$12.54 | F1 | 2\% | \$12.29 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VANBKPTLDC-K | SEL VA-NBK-P-TL-D-C ) |  | \$12.83 | F1 | 2\% | \$12.57 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VanBkPTLUC | SEL VA-NBK-P-TL-U-C) |  | \$18.00 | F1 | 2\% | \$17.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | VANBKPTLUC-I | SEL VA-NBK-P-TL-U-C) |  | \$18.81 | F1 | 2\% | \$18.43 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VANBKPTLUC-K | SEL VA-NBK-P-TL-U-C) |  | \$19.27 | F1 | 2\% | \$18.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VANBKU3GSC | SEL VA-NBK-U-3G-S-C ) |  | \$18.48 | F1 | 2\% | \$18.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VANBKU3GSC-I | SEL VA-NBK-U-3G-S-C) |  | \$19.31 | F1 | 2\% | \$18.92 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 5 | VANBKU3GSC-K | SEL VA-NBE-U-3G-S-C ) |  | \$19.81 | F1 | 2\% | \$19.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VANBKU3PSCC-1 | SEL VA-NBK-U-3P-S-C) |  | \$22.07 | F1 | 2\% | \$21.63 | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | S0.00 $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | VMWARE |
| 5 | VANBEU3PSSC-K | SEL VA-NBK-U-3P-S-C ) |  | \$22.63 | F1 | 2\% | \$22.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VANBKUC | SEL VA-NBK-UC ( |  | \$33.25 | k | 31\% | \$22.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmWARE |
| 5 | VANBKUC-I | SEL VA-NBK-U-C) |  | \$34.75 | k | 31\% | \$23.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9.00 | \$0.00 | VMWARE |
| 5 | vanbkuc-k | SEL VA-NBK-U-C) |  | \$35.67 | K | 31\% | \$24.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VANBKUGSC | SEL VA-NBK-U-G-S-C ) |  | \$7.00 | F1 | 2\% | \$6.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VANBKUGSC-I | SEL VA-NBK-U-G-S-C) |  | \$7.32 | F1 | 2\% | $\$ 7.17$ $\$ 735$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VANBKUGSC-K | SEL VA-NBK-U-G-S-C) |  | \$7.50 | F1 | 2\% | \$7.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | VANBKUPSC | SEL VA-NBK-U-P-S-C) |  | $\$ 8.00$ $\$ 8.36$ | F1 | 2\% | $\$ 7.84$ $\$ 8.19$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VANBKUPSC-I VANBKUPSC-K | SEL VA-NBK-U-P-S-C) |  | $\begin{aligned} & \$ 8.36 \\ & \$ 8.57 \end{aligned}$ | $\begin{aligned} & \text { F1 } \\ & \text { F1 } \end{aligned}$ | $\begin{aligned} & 2 \% \\ & 2 \% \\ & 2 \% \end{aligned}$ | $\$ 8.19$ $\$ 8.40$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VAPSACCAODEP-K | SEL VA-PS-ACCAO-DEP) |  | \$13,216.37 | K | 31\% | \$9,119.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VAPSACCAOPROF | SEL VA-PS-ACCAO-PROF) |  | \$9,025.00 | k | 31\% | \$6,227.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | VAPSACCAOPROF-I | SEL VA-PS-ACCAO-PROF) |  | \$9,431.13 | k | 31\% | \$6,507.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmWare |
| 5 | vapsacceler | SEL VA-PS-ACCELER) |  | \$9,025.00 | k | 31\% | \$6,227.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VAPSACCELER-I | SEL VA-PS-ACCELER) |  | \$9,431.13 | k | 31\% | \$6,507.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VAPSACC-K | SEL VA-PS-ACC) |  | \$6,623.51 | k | 31\% | \$4,570.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VAPSACODEP | SEL VA-PS-ACO-DEP) |  | \$18,055.00 | k | 31\% | \$12.457.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VAPSACODEP-I | SEL VA-PS-ACO-DEP) |  | \$18,867.48 | k | 31\% | \$13,018.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VAPSACOPRF-K | SEL VA-PS-ACO-PRF) |  | $\$ 6,968.28$ $\$ 6,770.00$ | K k | $31 \%$ $31 \%$ | $\$ 4,808.11$ $\$ 4,671.30$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VAPSADAODEP-I | SEL VA-PS-ADAO-DEP) |  | \$7,074.65 | k | 31\% | \$4,881.51 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | ${ }^{5} 80.00$ | \$0.00 | VmWARE |
| 5 | VAPSAODP-K | SEL VA-PS-AO-DP ) |  | \$5,221.42 | k | 31\% | \$3,602.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VAPSDM-K | SEL VA-PS-DM) |  | \$5,137.14 | k | 31\% | \$3,544.63 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VAPSMDM | SEL VA-PS-MDM) |  | \$6,660.00 | k | 31\% | \$4,595.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VAPSMDMEP-K | SEL VA-PS-MDMEP ) |  | \$8,312.90 | k | 31\% | \$5,735.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VAPSMDM-I | SEL VA-PS-MDM) |  | \$6,959.70 | k | 31\% | \$4,802.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VAPSMEP | SEL VA-PS-MEP) |  | \$11,285.00 | k | 31\% | \$7,786.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | VAPSMEP-1 | SEL VA-PS-MEP) |  | \$11,792.83 | k | 31\% | \$8,137.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VAPSSODP-K | SEL VA-PS-SO-DP) |  | \$2,616.46 | k | 31\% | \$1,805.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VAPSSTAODEP | SEL VA-PS-STAO-DEP ) |  | \$3,385.00 | k | 31\% | \$2,335.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | VAPSSTAODEP-I | SEL VA-PS-STAO-DEP ) |  | \$3,537.33 | k | 31\% | \$2,440.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VAPSWADP-K | SEL VA-PS-WA-DP) |  | \$14,595.46 | k | 31\% | \$10,070.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | VAPSWOADEP | SEL VA-PS-WOA-DEP) |  | \$18,960.00 | k | 31\% | \$13,082.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VAPSWOADEP-1 | SEL VA-PS-WOA-DEP) |  | \$19,813.20 | k | 31\% | \$13,671.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 5 | VAPSWOSDEP | SEL VA-PS-WOS-DEP) SELVA-PS-WOS-DEP) |  | $\$ 13,090.00$ $\$ 13,679.05$ | K | 31\% | \$9,032.10 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VAPSWSDP-K | SEL VA-PS-WS-DP) |  | \$10,075.08 | k | 31\% | \$6,951.81 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | VARONIS-30DAY | SEL VARONIS 30DAY FREE TRIAL |  | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Varonis |
| 5 | VATELD3GSSSC | SEL VA-TEL-D-3G-Sss-C ) |  | \$10.56 | F1 | 2\% | \$10.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | VATELDBGSSSC-I | SEL VA-TEL-D-3G-SSS-C) |  | \$10.56 | F1 | 2\% | \$10.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | Vateld 3 gsssc-k | SEL VA-TEL-D-3G-Sss-C ) |  | \$11.32 | F1 | 2\% | \$11.09 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VATELD3PSSSC | SEL VA-TEL-D-3P-SSS-C ) |  | \$13.20 | F1 | 2\% | \$12.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VATELDSPSSSSC-I | SEL VA-TEL-D-3P-SSS-C ) |  | \$13.20 | F1 | 2\% | \$12.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VATELD3PSSSS-K | SEL VA-TEL-D-3P-SSS-C) |  | \$14.15 | F1 | 2\% | \$13.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VATELDGSSSC | SEL VA-TEL-D-G-SSS-C) |  | $\$ 4.00$ $\$ 400$ | F1 | 2\% | $\$ 3.92$ $\$ 392$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VATELDGSSSS-K | SEL VA-TEL-D-G-SSS-C) |  | $\$ 4.00$ $\$ 4.29$ | F1 | 2\% | \$8.20 | $\$ 0.00$ $\$ 0.00$ | \$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VATELDPSSSC | SEL VA-TEL-D-P-SSS-C) |  | \$5.00 | F1 | 2\% | \$4.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VATELDPSSSC-I | SEL VA-TEL-D-P-SSS-C) |  | \$5.00 | F1 | 2\% | \$4.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VATELDPSSSC-K | SEL VA-TEL-D-P-SSS-C) |  | \$5.36 | F1 | 2\% | \$5.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | VATELPLLDC | SEL VA-TEL-PLL-D-C ) |  | \$20.60 | k | 31\% | \$14.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VATELPLLDC-I | SEL VA-TEL-PLL-D-C) |  | \$20.60 | K | 31\% | \$14.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VATELPLLDC-K | SEL VA-TEL-PLL-D-C) |  | \$22.10 | k | 31\% | \$15.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VATELTLSSD3PF | SEL: VA-TEL-TLSS-D-3P-F |  | \$38.92 | K | 31\% | \$26.85 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 000$ |  | $\$ 0.00$ $\$ 0.00$ | \$0.00 |  |
| 5 5 | VATELTLSSDPF | SEL: VA-TEL-TLSS-D-P-F |  | \$14.74 | K | 31\% | \$10.17 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | VAWADWAPLAUGC | SEL VA-WOA-PLL-AUG-C) |  | \$122.50 | k | $31 \%$ $31 \%$ | \$88.53 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$0.00 | VMWARE |
| 5 | VAWADWAPLAUGC-K | SEL VA-WAD-WA-PLAUG-C) |  | \$131.40 | k | 31\% | \$90.67 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | VAWALSSD3PC | SEL VA-W-A-LSS-D-3P-C ) |  | \$88.00 |  | 31\% | \$60.72 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | VAWALSSDBPC-I | SEL VA-W-A-LSS-D-3P-C) |  | \$91.96 | K | 31\% | \$63.45 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9.00 | \$0.00 | VMWARE |
| 5 | VAWALSSD3PC-K | SEL VA-W-A-LSS-D-3P-C ) |  | \$94.62 | k | 31\% | \$65.29 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 5 | VAWALSSULGC | SEL VA-W-A-LSS-U-2G-C) SEL VA-W-A-SS-U-2G-C) |  | \$94.00 $\$ 98.23$ | k | $31 \%$ $31 \%$ | $\$ 64.86$ $\$ 6778$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VAWALSSU2GC-1 | SEL VA-W-A-LSS-U-2G-C) |  | \$98.23 $\$ 100.75$ | K k | $31 \%$ $31 \%$ | \$67.78 $\$ 69.52$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VAWALSSU2PC | SEL VA-W-A-LSS-U-2P-C ) |  | \$101.00 | k | 31\% | \$69.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VAWALSSU2PC-I | SEL VA-W-A-LSS-U-2P-C) |  | \$105.55 | K | 31\% | \$72.83 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VAWALSSU2PC-K | SEL VA-W-A-LSS-U-2P-C ) |  | \$108.41 | k | 31\% | \$74.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 5 | VAWAOAPLLAUGC | SEL VA-WOAA-PLL-A-U-C) SEL VA-WAOA-PLL-AUG-C) |  | \$196.00 | k | 31\% | \$135.24 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VmWARE |
| 5 | VAWAOAPLLAUGC-K | SEL VA-WAOA-PLL-AUG-C ) |  | \$210.31 | k | 31\% | \$145.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |


| BAND | SKU | DESCRIPTION | $\begin{array}{\|c\|} \hline \text { Model Sub } \\ \text { sku } \end{array}$ | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\left\|\begin{array}{c}\text { WTY UPG ENH TO } \\ \text { PS W/MC PREM } \\ \text { LP }\end{array}\right\|$ | WTY UPG BASIC TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | VAWAOAPLLDUGC | SEL VA-WAOA-PLLD-UG-C ) |  | \$215.00 | K | 31\% | \$148.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VAWAOAPLLDUGC-I | SEL VA-WAOA-PLLD-UG-C) |  | \$224.68 | k | 31\% | \$155.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VAWAOAPLLDUGC-K | SEL VA-WAOA-PLLD-UG-C) |  | \$230.23 | k | 31\% | \$158.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VAWAOAPLLUUGC | SEL VA-WAOS-PLL-UGU-C ) |  | \$92.50 | k | 31\% | \$63.83 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VaWAOAPLLUUGC-I | SEL VA-WAOA-PLL-U-UG-C) |  | \$96.66 | k | 31\% | \$66.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VAWAOAPLLUUGC-K | SEL VA-WAOA-PLL-U-UG-C) |  | \$99.22 | k | 31\% | \$68.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VAWAOSPLLDUGC | SEL VA-WAD-WA-PLAUG-C) |  | \$38.40 | K | 31\% | \$26.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | Vawaosplldugc-I | SEL VA-WAOS-PLL-D-UG-C) |  | \$40.13 | k | 31\% | \$27.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VAWAOSPLLDUGC-K | SEL VA-WAOS-PLL-D-UG-C) |  | \$41.18 | k | 31\% | \$28.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VAWAOSPLLUGUC | SEL VA-WSD-WA-PLAUG-C) |  | \$73.50 | K | 31\% | \$50.72 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | VAWAOSPLLUGUC-I | SEL VA-WAOS-PLL-UGU-C) |  | \$76.81 | k | 31\% | \$53.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VAWAOSPLLUGUC-K | SEL VA-WAOS-PLL-UGU-C) |  | \$78.53 | k | 31\% | \$54.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VAWAOSPLLUUGC | SEL VA-WSA-PLLA-U-UG-C) |  | \$92.50 | K | 31\% | \$63.83 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VAWAOSPLLUUGC-I | SEL VA-WAOS-PLL-U-UG-C) |  | \$99.66 | K | 31\% | \$66.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VAWAOSPLLUUGC-K | SEL VA-WAOS-PLL-U-UG-C) |  | \$99.22 | K | 31\% | \$68.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | VAWASSU3PC | SEL VA-W-A-SS-U-3P-C) |  | \$142.50 | k | 31\% | \$98.33 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VAWASSU3PC-I | SEL VA-W-A-SS-U-3P-C) |  | \$148.91 | K | 31\% | \$102.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VAWASSU3PC-K | SEL VA-W-A-SS-U-3P-C) |  | \$152.85 | K | 31\% | \$105.47 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | VAWATLSD2GC | SEL VA-W-A-TLS-D-2G-C) |  | \$59.00 | k | 31\% | \$40.71 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VAWATLSD2GC-I | SEL VA-W-A-TLS-D-2G-C) |  | \$61.66 | k | 31\% | \$42.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | VAWATLSD2GC-K | SEL VA-W-A-TLS-D-2G-C) |  | \$63.25 | K | 31\% | \$43.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VAWATLSSD2GC | SEL VA-W-A-TLSS-D-2G-C) |  | \$105.50 | k | 31\% | \$72.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VAWATLSSD2GC-I | SEL VA-W-A-TLSS-D-2G-C) SELVA-W-ATLSS-D-2G-C) |  | \$110.25 | K | $31 \%$ $31 \%$ | $\$ 76.07$ $\$ 77.98$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 000$ | \$0.00 | $\$ 0.00$ $\$ 000$ | \$0.00 | VMWARE |
|  | VAWATLSSD2PC | SEL VA-W-A-TLSS-D-2P-C ) |  | \$113.50 | k | 31\% | \$78.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VAWATLSSD2PC-I | SEL VA-W-A-TLSS-D-2P-C ) |  | \$118.61 | k | 31\% | \$81.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VAWATLSSD2PC-K | SEL VA-W-A-TLSS-D-2P-C) |  | \$121.44 | K | $31 \%$ $31 \%$ | \$83.79 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VAWATLSSD3GC | SEL VA-W-A-TLSS-D-3G-C) |  | \$147.50 | K | 31\% | \$101.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | VAWATLSSD3GC-I | SEL VA-W-A-TLSS-D-3G-C) |  | \$154.14 | K | $31 \%$ $31 \%$ | \$106.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | VAWATLSSD3GC-K VAWATLSSD3PC | SEL VA-W-A-TLSS-D-3G-C) |  | \$155.21 $\$ 159.00$ | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~K} \end{aligned}$ | $\begin{aligned} & 31 \% \\ & 31 \% \\ & 31 \% \end{aligned}$ | \$109.16 $\$ 109.71$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE VMWARE |
| 5 | VAWATLSSD3PC-I | SEL VA-W-A-TLSS-D-3P-C) |  | \$166.16 | k | 31\% | \$114.65 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | Vmware |
| 5 | VAWATLSSDBPC-K | SEL VA-W-A-TLSS-D-3P-C) |  | \$170.47 | k | 31\% | \$117.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | VAWATLSSU2GC | SEL VA-W-A-TLSS-U-2G-C ) |  | \$186.50 | K | 31\% | \$128.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VAWATLSSU2GC-I | SEL VA-W-A-TLSS-U-2G-C) |  | \$194.89 | K | $31 \%$ $31 \%$ | \$134.47 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | VAWATLSSU2GC-K VAWATLSSU2PC | SEL VA-W-A-TLSS-U-2G-C) |  | \$199.59 $\$ 200.00$ | K | $\begin{aligned} & 31 \% \\ & 31 \% \\ & 31 \% \end{aligned}$ | \$137.72 $\$ 138.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VAWATLSSU2PC-I | SEL VA-W-A-TLSS-U-2P-C ) |  | \$209.00 | k | 31\% | \$144.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VAWATLSSU2PC-K | SEL VA-W-A-TLSS-U-2P-C ) |  | \$214.14 | k | 31\% | \$147.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmWARE |
| 5 | VAWATLSSU3GC | SEL VA-W-A-TLSS-U-3G-C) |  | \$262.00 | k | 31\% | \$180.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VAWATLSSU3GC-I | SEL VA-W-A-TLSS-U-3G-C) |  | \$273.79 | k | $31 \%$ $31 \%$ | \$188.92 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | VAWATLSSU3GC-K VAWATLSSU3PC | SEL VA-W-A-TLSS-U-3G-C) |  | \$280.80 | k | $31 \%$ $31 \%$ | \$193.75 $\$ 193.55$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE VMWARE |
| 5 | VAWATLSSU3PC-I | SEL VA-W-A-TLSS-U-3P-C ) |  | \$293.12 | k | 31\% | \$202.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | vawatLssu3pC-k | SEL VA-W-A-TLSS-U-3P-C ) |  | \$300.72 | k | 31\% | \$207.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VAWATSD2PC | SEL VA-W-A-TS-D-2P-C) |  | \$63.00 | k | 31\% | \$43.47 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VAWATSD2PC-I | SEL VA-W-A-TS-D-2P-C) |  | \$65.84 |  | 31\% | \$45.43 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | VAWATSD2PC-K VAWATSD3GC | SEL VA-W-A-TS-D-2P-C) SEL VA-W-A-TS-D-3G-C) |  | $\$ 67.54$ $\$ 82.50$ | k k | 31\% | $\$ 46.60$ $\$ 56.93$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE VMWARE |
| 5 | VAWATSD3GC-I | SEL VA-W-A-TS-D-3G-C) |  | \$86.21 | , | 31\% | \$59.48 | \$0.00 | \$0.00 | \$0.00 | S0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | vawatsdugc-k | SEL VA-W-A-TS-D-3G-C) |  | \$88.49 | k | 31\% | \$61.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VAWATSSU3GC | SEL VA-W-A-TSS-U-3G-C ) |  | \$131.00 | k | 31\% | \$90.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VAWATSSU3GC-I | SEL VA-W-A-TSS-U-3G-C $)$ |  | \$136.90 | k | 31\% | \$94.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | VAWATSSU3GC-K | SEL VA-W-A-TSS-U-3G-C) |  | \$140.59 | K | 31\% | \$97.01 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | VAWCLDDPC-K | SEL V-MAW-CLD-D-P-C ) |  | \$7.70 | F1 | 2\% | \$7.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | VAWEAU3GSSSC VAWEAUGSSSC-I | SEL VA-WE-A -U-3G-SSS-C ) SEL VA-WE-A |  | \$124.08 $\$ 129.66$ | F1 | $\begin{aligned} & 2 \% \\ & 2 \% \\ & 2 \% \end{aligned}$ | \$121.60 $\$ 127.07$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE VMWARE |
| 5 | vaweau3gsssc-k | SEL VA-WE-A-U-3G-SSS-C ) |  | \$110.35 | F1 | 2\% | \$108.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VAWEAU3PSSSC | SEL VA-WE-A-U-3P-SSS-C ) |  | \$147.84 | F1 | 2\% | \$144.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VAWEAU3PSSSC-I | SEL VA-WE-A-U-3P-SSS-C ) |  | \$154.49 | F1 | 2\% | \$151.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VAWEAU3PSSSC-K | SEL VA-WE-A-U-3P-SSS-C) |  | \$130.16 | F1 | 2\% | \$127.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 5 | VAWOAAAD3GSC VAWOAAAD 3 GSC-I | SEL VA-WAOA-PLL-U-UG-C) SEL VA-WAOS-PLL-U-UG-C) |  | $\$ 15.84$ $\$ 16.55$ | F1 | 2\% | \$15.52 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | Vmware VMWARE |
| 5 | vawoatadzgsc-k | SEL VA-WOAA-A-D-3G-S-C ) |  | \$16.98 | F1 | 2\% | \$16.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | vawoAAAD3PSC | SEL VA-WOA-PLL-A-U-C) |  | \$18.48 | F1 | 2\% | \$18.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VAWOAAAD3PSC-I | SEL VA-WSD-WS-PLAUG-C) |  | \$19.31 | F1 | 2\% | \$18.92 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VAWOAAAD3PSC-K | SEL VA-WOAA-A-D-3P-S-C) |  | \$19.81 | F1 | 2\% | \$19.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VAWOAAADGSC | SEL VA-WOA-PLL-A-D-C) SEL VA-WAOS-PLL-D-UG-C) |  | $\$ 6.00$ $\$ 6.27$ | F1 | 2\% | $\$ 5.88$ $\$ 6.14$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VmWARE |
| 5 | VAWOAAADGSC-K | SEL VA-WOAA-A-D-G-S-C) |  | \$6.43 | F1 | 2\% | ${ }_{\$ 6.30}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VAWOAAADPSC | SEL VA-WSA-PLLA-D-UG-C) |  | \$7.00 | F1 | 2\% | \$6.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VAWOAAADPSC-I | SEL VA-WAOS-PLL-UGU-C) |  | \$7.32 | F1 | 2\% | \$7.17 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VAWOAAADPSC-K | SEL VA-WOAA-A-D-P-S-C) |  | \$7.50 | F1 | 2\% | \$7.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VAWOAAAU3GSC | SEL VA-WSA-PLLA-U-UG-C) |  | \$23.76 | F1 | 2\% | \$23.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | VAWOAAAU3GSC-I | SEL VA-WOS-PLL-A-D-C) |  | \$24.83 | F1 | 2\% | \$24.33 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | VMWARE |
| 5 | VAWOAAAU3GSC-K | SEL VA-WOAA-A-U-3G-S-C ) SEL VA-WAOS-PLL-D-UG-C) |  | \$25.47 | F1 | 2\% | \$24.96 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VmWARE VmWARE |
| 5 | VAWOAAAU3PSC-I | SEL VA-WOAA-A-U-3P-S-C ) |  | \$30.35 | F1 | 2\% | \$29.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | VAWOAAAUBPSC-K | SEL VA-WOAA-A-U-3P-S-C) |  | \$31.12 | F1 | 2\% | \$30.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
|  | VAWOAAAUGSC | SEL VA-WAD-WA-PLAUG-C) |  | \$9.00 | F1 | 2\% | \$8.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |


| BAND | SKU | DESCRIPTION | $\begin{array}{c\|} \begin{array}{c} \text { Model Sub } \\ \text { sku } \end{array} \\ \hline \end{array}$ | EMC LIST <br> PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 | PROSUPPORT <br> PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | WTY UPG ENH TO <br> PS W/MC PREM <br> LP | WTY UPG BASIC TO PS ENHLP | RENEWAL | THIRD PARTY PRODUCT partner |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | VAWOAAAUGSC-I | SEL VA-WOA-ADA-PLL-U-C) |  | 99.41 | F1 | 2\% | \$9.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | vawoadaugsc-k | SEL VA-WOAA-A-U-G-S-C) |  | \$9.65 | F1 | 2\% | \$9.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VAWOAAAUPSC | SEL VA-WSD-WA-PLAUG-C) |  | \$11.00 | F1 | 2\% | \$10.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VAWOAAAUPSC-I | SEL VA-WOS-PLL-A-U-C) |  | \$11.50 | F1 | 2\% | \$11.27 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmWare |
| 5 | VAWOAAAUPSC-K | SEL VA-WOAA-A-U-P-S-C) |  | \$11.79 | F1 | 2\% | \$11.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | vmware |
| 5 | VAWOAAD3GSC | SEL VA-WOE-PL-U-C) |  | \$63.36 | F1 | 2\% | \$62.09 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VAWOAAD3GSC-I | SEL VA-WOA-A-D-3G-S-C ) |  | \$66.21 | F1 | 2\% | \$64.89 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmWare |
| 5 | VAWOAAD3GSC-K | SEL VA-WOA-A-D-3G-S-C) |  | \$67.91 | F1 | 2\% | \$66.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | VAWOAAD3PSC | SEL VA-WOS-PLL-A-D-C) |  | \$73.92 | F1 | 2\% | \$72.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VAWOAAD3PSC-I | SEL VA-WOA-A-D-3P-S-C) |  | \$77.25 | F1 | 2\% | \$75.71 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmWare |
| 5 | VAWOAADBPSC-K | SEL VA-WOA-A-D-3P-S-C) |  | \$79.23 | F1 | 2\% | \$77.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VAWOAADAU3GSC | SEL VA-WOA-PLL-A-U-C) |  | \$110.88 | F1 | 2\% | \$108.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VAWOAADAU3GSC-I | SEL VA-WOA-ADA-U-3GS-C ) |  | \$115.87 | F1 | 2\% | \$113.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | VAWOAADAU3GSC-K | SEL VA-WOA-ADA-U-3GS-C) |  | \$118.84 | F1 | 2\% | \$116.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VAWOAADAU3PSC | SEL VA-WAOA-PLL-AUG-C) |  | \$132.00 | F1 | 2\% | \$129.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VAWOAADAU3PSC-I | SEL VA-WOA-ADA-U-3PS-C) |  | \$137.94 | F1 | 2\% | \$135.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VAWOAADAU3PSC-K | SEL VA-WOA-ADA-U-3PS-C) |  | \$141.47 | F1 | 2\% | \$138.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 5 | VAWOAADAUGSC VAWOAADAUGSC-I | SEL VA-WSA-PLLA-D-UG-C) |  | \$42.00 | F1 | 2\% | \$41.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VAWOADADAUGSC--K | SEL VA-WOA-ADA-U-G-S-C) SEL VA-WOA-ADA-U-G-S-C) |  | \$43.89 $\$ 45.01$ | ${ }_{\text {F1 }}$ | 2\% | ${ }_{\$ 44.11}$ | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$0.00 | \$0.00 | \$\$0.00 | \$ $\$ 0.00$ | VMWWARE |
| 5 | vawoandaupsc | SEL VA-WOA-ADA-U-P-S-C) |  | \$50.00 | F1 | 2\% | \$49.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VAWOAADAUPSC-I | SEL VA-WOA-ADA-U-P-S-C) |  | \$52.25 | F1 | 2\% | \$51.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VAWOAADAUPSC-K | SEL VA-WOA-ADA-U-P-S-C) |  | \$53.59 | F1 | 2\% | \$52.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | vawoaddgsc | SEL VA-WOE-PLL-10U-C ) |  | \$24.00 | F1 | 2\% | \$23.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VAWOAADGSC-I | SEL VA-WOA-A-D-G-S-C ) |  | \$25.08 | F1 | 2\% | \$24.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VAWOAADGSC-K | SEL VA-WOA-A-D-G-S-C ) |  | \$25.72 | F1 | 2\% | \$25.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | VAWOAADPSC | SEL VA-WOA-A-D-P-SSS-C) |  | \$28.00 | F1 | 2\% | \$27.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VAWOAADPSC-I | SEL VA-WOA-A-D-P-S-C ) |  | \$29.26 | F1 | 2\% | \$28.67 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VAWOAADPSC-K | SEL VA-WOA-A-D-P-S-C ) |  | \$30.01 | F1 | 2\% | \$29.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VAWOAAPLLAUGC | SEL VA-WAOA-PLL-AUG-C) |  | \$19.20 | k | 31\% | \$13.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VAWOAAPLLAUGC-I | SEL VA-WOE-PLL-U-C) |  | \$20.06 | k | 31\% | \$13.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | VAWOAPLLAUGC-K | SEL VA-WOAA-PLL-AUG-C) |  | \$170.57 | K | 31\% | \$14.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VAWOAATLSSD3PF | SEL: VA-WOA-A-TLSS-D-3P-F |  | \$174.90 | k | 31\% | \$120.68 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | VAWOAATLSSDGC | SEL VA-WOA-A-TLSS-D-G-C) |  | \$56.00 | K | $31 \%$ $31 \%$ | \$38.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 5 | VAWOAATLSSDGC-I | SEL VA-WOA-A-TLSS-D-G-C) SEL VA-WOA-A-TLSS-D-G-C) |  | $\$ 58.52$ $\$ 60.03$ | $\begin{aligned} & k \\ & k \end{aligned}$ | 31\% | \$40.38 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VAWOAATLSSDPC | SEL VA-WOA-A-TLSS-D-P-C ) |  | \$60.00 | K | 31\% | \$41.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VAWOAATLSSDPC-I | SEL VA-WOA-A-TLSS-D-P-C ) |  | \$62.70 | k | 31\% | \$43.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VAWOAATLSSDPC-K | SEL VA-WOA-A-TLSS-D-P-C ) |  | \$64.32 | k | 31\% | \$44.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VAWOAATLSSDPF | SEL: VA-WOA-A-TLSS-D-P-F |  | \$66.00 | k | 31\% | \$45.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | VAWOAATLSSU3PF | SEL: VA-WOA-A-TLSS-U-3P-F |  | \$308.55 | k | 31\% | \$212.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | VAWOAATLSSUGC | SEL VA-WOA-A-TLSS-U-G-C ) |  | \$99.00 | k | 31\% | \$68.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | VAWOAATLSSUGC-I | SEL VA-WOA-A-TLSS-U-G-C) |  | \$103.46 | K | 31\% | \$71.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VAWOAATLSSUGC-K | SEL VA-WOA-A-TLSS-U-G-C ) |  | \$106.11 | k | 31\% | \$73.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 5 | VAWOAATLSSUPC VAWOATLSSUPC-I | SEL VA-WOA-A-TLSS-U-P-C) SEL VA-WOA-A-TLSS-U-P-C) |  | $\$ 106.50$ $\$ 111.29$ | K | $31 \%$ $31 \%$ | \$73.49 $\$ 76.79$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 8.00$ | $\$ 0.00$ $\$ 0.00$ | VmWARE |
| 5 | VAWOAATLSSUPC-I VAWOATLSSUPC-K | SEL VA-WOA-A-TLSS-U-P-C) SEL VA-WOA-A-TSS-U-P-C) |  | \$111.29 | K K | 31\% | \$76.79 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VAWOAATLSSUPF | SEL: VA-WOA-A-TLSS-U-P-F |  | \$117.15 | k | 31\% | \$80.83 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | VAWOAAU3GSC | SEL VA-WOA-PLL-A-U-C) |  | \$124.08 | F1 | 2\% | \$121.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VAWOAAU3GSC-I | SEL VA-WOA-A-U-3G-S-C) |  | \$129.66 | F1 | 2\% | \$127.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | VAWOAAUSGSC-K | SEL VA-WOA-A-U-3G-S-C) |  | \$132.99 | F1 | 2\% | $\$ 130.33$ $\$ 144.88$ | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  |
| 5 5 | VAWOAU3PSC | SEL VA-WAOA-PLL-AUG-C) SEL VA-WOA-A-U-3P-S |  | \$147.84 | $\begin{aligned} & \text { F1 } \\ & \text { F1 } \end{aligned}$ | $\begin{aligned} & 2 \% \\ & 2 \% \\ & 2 \% \end{aligned}$ | \$144.88 $\$ 151.40$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VAWOAAU3PSC-K | SEL VA-WOA-A-U-3P-S-C) |  | \$158.45 | F1 | 2\% | \$155.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VAWOAAUGSC | SEL VA-WSA-PLLA-D-UG-C) |  | \$47.00 | F1 | 2\% | \$46.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| ${ }_{5}^{5}$ | VAWOAAUGSC-I | SEL VA-WOA-A-U-G-S-C) |  | \$49.12 | F1 | 2\% | \$48.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VAWOAAUGSC-K | SEL VA-WOA-A-U-G-S-C) |  | \$550.38 | F1 | 2\% | \$49.37 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | VAWOAAUPSC | SEL VA-WOA-A-U-P-S-C ( SEL VA-WOA-A-U-P-S ${ }^{\text {a }}$ ) |  | \$56.00 | F1 | 2\% | ${ }_{\$ 54.88}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VmWARE VMWARE |
| 5 | VAWOAAUPSC-K | SEL VA-WOA-A-U-P-S-C) |  | \$60.02 | F1 | 2\% | \$58.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VAWOAEAUGSSSC | SEL VA-WOAE-A-U-G-Sss-C ) |  | \$47.00 | F1 | 2\% | \$46.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmWare |
| 5 | VAWOAEAUGSSSC-I | SEL VA-WOAE-A-U-G-Sss-C) |  | \$49.12 | F1 | 2\% | \$48.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | VAWOAEAUGSSSSC-K | S SEL VA-WOAE-A-U-G-SSSSC) |  | \$41.80 | F1 | 2\% | \$40.96 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VAWOAEAUPSSSC | SEL VA-WOAE-A-U-P-SSS-C) SEL VA-WOAE-A--P-SSS |  | $\$ 56.00$ $\$ 58.52$ | F1 | 2\% | ${ }_{\$ 54.88}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VAWOAEAUPSSSC-K | K SEL VA-WOAE-A-U-P-SSS-C ) |  | \$49.30 | F1 | 2\% | \$48.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | VAWOE10U3GSC | SEL VA-WOE-PLL-U-C) |  | \$3,967.92 | F1 | 2\% | \$3,888.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VAWOE10U3GSC-I | SEL VA-WOE-10U-3G-S-C ) |  | \$4,146.48 | F1 | 2\% | \$4,063.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VAWOE10U3GSC-K | SEL VA-WOE-10U-3G-S-C ) |  | \$4,252.77 | F1 | 2\% | \$4,167.71 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VAWOEE10U3PSC | SEL VA-WOE-10U-3P-S-C |  | \$4,722.96 | F1 | 2\% | \$4,628.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VAWOE10U3PSC-I | SEL VA-WOE-10U-3P-S-C) |  | \$4,935.49 | F1 | 2\% | \$4,836.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VAWOE10U3PSC-K VAWOE10UGSC | SEL VA-WOE-10U-3P-S-C ) |  | $\$ 5,062.02$ $\$ 1,503.00$ | F1 | 2\% | $\$ 4,960.78$ $\$ 1,472.94$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VAWOE10UGSC-1 | SEL VA-WOE-10U-G-S-C) |  | \$1,570.64 | F1 | 2\% | \$1,539.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VAWOE10UGSC-K | SEL VA-WOE-10U-G-S-C ) |  | \$1,610.90 | F1 | 2\% | \$1,578.68 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VAWOE10UPSC | SEL VA-WOE-10U-P-S-C |  | \$1,789.00 | F1 | 2\% | \$1,753.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VAWOE10UPSC-I | SEL VA-WOE-10U-P-S-C) |  | \$1,869.51 | F1 | 2\% | \$1,832.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VAWOE10UPSC-K | SEL VA-WOE-10U-P-S-C) |  | \$1,917.43 $\$ 79,382.16$ | F1 | 2\% | \$ \$1,879.08 | \$8000 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9.00 | \$0.00 | VMWWARE |
| 5 | VAWOE200U3GSC-I | SEL VA-WOE-200U-3G-S-C ) |  | \$82,954.36 | F1 | 2\% | \$81,295.27 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |


| BAND | SKU | DESCRIPTION | $\begin{aligned} & \text { Model Sub } \\ & \text { ckil } \end{aligned}$ sku | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | WTY UPG ENH TO <br> PS W/MC PREM <br> LP | WTY UPG BASIC TO PS ENH LP | Renewal | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | VAWOE200U3GSC-K | SEL VA-WOE-200U-3G-S-C ) |  | \$70,907.90 | F1 | 2\% | \$69,489.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VAWOE200U3PSC | SEL VA-WOE-200U-3P-S-C ) |  | \$94,504.08 | F1 | 2\% | \$92,614.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VAWOE200U3PSC-I | SEL VA-WOE-200U-3P-S-C) |  | \$98,756.76 | F1 | 2\% | \$96,781.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VAWOE200U3PSC-K | SEL VA-WOE-200U-3P-S-C) |  | \$84,416.05 | F1 | 2\% | \$82,727.73 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VAWOE200UGSC | SEL VA-WOE-200U-G-S-C ) |  | \$30,069.00 | F1 | 2\% | \$29,467.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VAWOE200UGSC-I | SEL VA-WOE-200U-G-S-C) |  | \$31,422.11 | F1 | 2\% | \$30,793.67 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | VAWOE200UGSC-K | SEL VA-WOE-200U-G-S-C) |  | \$266.859.05 | F1 | 2\% | \$26,321.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VAWOE200UPSC | SEL VA-WOE-200U-P-S-C) |  | \$35,797.00 | F1 | 2\% | \$35,081.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VAWOE200UPSC-I | SEL VA-WOE-200U-P-S-C) |  | \$37,407.87 | F1 | 2\% | \$36,659.71 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VAWOE200UPSC-K | SEL VA-WOE-200U-P-S-C) |  | \$31,975.77 | F1 | 2\% | \$31,336.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 5 | VAWOE2033GSC | SEL VA-WOE-20U-3G-S-C) |  | \$7,938.48 | F1 | 2\% | \$7,779.71 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VAWOE2OU3GSC-K | SEL VA-WOE-20U-3G-S-C $)$ SEL VA-WOE-20-3G-S-C |  | \$8,295.71 | F1 | 2\% | \$8,129.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VAWOE2OU3PSC | SEL VA-WOE-20U-3P-S-C ) |  | \$9,451.20 | F1 | 2\% | \$9,262.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VAWOE2OU3PSC-I | SEL VA-WOE-20U-3P-S-C) |  | \$9,876.50 | F1 | 2\% | \$9,678.97 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VAWOE2033PSC-K | SEL VA-WOE-200-3P-S-C ) |  | \$8,40.48 | F1 | 2\% | \$8,271.67 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VAWOE20UGSSSC | SEL VA-WOE-20U-G-SSS-C) |  | \$3,007.00 | F1 | 2\% | \$2,946.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmWare |
| 5 | VAWOE20UGSSSC-I | SEL VA-WOE-20U-G-SSS-C) |  | \$3,142.32 | F1 | 2\% | \$3,079.47 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VAWOE2OUGSSSC-K | SEL VA-WOE-20U-G-SSS-C) |  | \$2,685.90 | F1 | 2\% | \$2,632.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VAWOE20UPSSSC | SEL VA-WOE-20U-P-SSS-C) |  | \$3,580.00 | F1 | 2\% | \$3,508.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VAWOE2OUPSSSC-I | SEL VA-WOE-20U-P-SSS-C) |  | \$3,741.10 | F1 | 2\% | \$3,666.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | VAWOE2OUPSSSC-K | SEL VA-WOE-2OU-P-SSS-C) |  | \$3,197.15 | F1 | 2\% | \$3,133.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VA-WOE-PLL-10U-F | SEL: VA-WOE-PLL-10U-F |  | \$4,526.50 | k | 31\% | \$3,123.29 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | VA-WOE-PLL-U-F | SEL: VA-WOE-PLL-U-F |  | \$45,265.00 | k | 31\% | \$31,232.85 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | VAWOEU3GSC | SEL VA-WOAA-PLL-A-U-C) |  | \$39,671.28 | F1 | 2\% | \$38,877.85 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VAWOEU3GSC-I | SEL VA-WOE-U-3G-S-C ) |  | \$41,456.49 | F1 | 2\% | \$40,627.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VAWOEU3GSC-K | SEL VA-WOE-U-3G-S-C) |  | \$42,519.27 | F1 | 2\% | \$41,668.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VAWOEU3PSC | SEL VA-WOA-PLL-A-D-C) |  | \$47,226.96 | F1 | 2\% | \$46,282.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VAWOEU3PSC-I | SEL VA-WOE-U-3P-S-C ) |  | ${ }_{\text {\$ }}^{\$ 49,36217.37}$ | F1 | 2\% | \$48,365.13 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VAWOEUGSC | SEL VA-WOAA-PLL-A-D-C) |  | \$15,027.00 | F1 | 2\% | \$14,726.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VAWOEUGSC-I | SEL VA-WOE-U-G-S-C ) |  | \$15,703.22 | F1 | 2\% | \$15,389.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VAWOEUGSC-K | SEL VA-WOE-U-G-S-C) |  | \$16,105.78 | F1 | 2\% | \$15,783.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | VAWOEUPSC | SEL VA-WOAA-PLL-AUG-C ) |  | \$17,889.00 | F1 | 2\% | \$17,531.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VAWOEUPSC-I | SEL VA-WOE-U-P-S-C ) |  | \$18,694.01 | F1 | 2\% | \$18,320.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VAWOEUPSC-K | SEL VA-WOE-U-P-S-C C |  | \$19,173.25 | F1 | 2\% | \$18,789.79 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VAWOIADTLD2GC | SEL VA-WOI-AD-TL-D-2G-C ) |  | \$84.60 | k | 31\% | \$58.37 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VAWOIADTLD2GC-I | SEL VA-WOI-AD-TL-D-2G-C) |  | \$88.41 | k | 31\% | \$61.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmWARE |
| 5 | VAWOIADTLD2GC-K | SEL VA-WOI-AD-TL-D-2G-C) |  | \$90.79 | , | 31\% | \$62.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VAWOIADTLD3PC | SEL VA-WOI-AD-TL-D-3P-C) |  | \$126.72 | k | 31\% | \$87.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VAWOIADTLD3PC-I | SEL VA-WOI-AD-TL-D-3P-C) |  | \$132.42 | k | 31\% | \$91.37 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VAWOIADTLDSPC-K | SEL VA-WOI-AD-TL-D-3P-C) |  | \$135.99 | k | 31\% | \$93.83 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | vawoiadtldgc | SEL VA-WOI-AD-TL-D-G-C ) |  | \$45.00 | k | 31\% | \$31.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VAWOIADTLDGC-I | SEL VA-WOI-AD-TL-D-G-C) |  | \$47.03 | K | $31 \%$ $31 \%$ | \$332.45 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | vawoiadtldgc-k | SEL VA-wol-AD-TL-D-G-C ) |  | \$48.23 | k | 31\% | \$33.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VAWOIADTLDPC | SEL VA-WOI-AD-TL-D-P-C) |  | \$48.00 | k | 31\% | \$33.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VAWOIADTLDPC-I | SEL VA-WOI-AD-TL-D-P-C) |  | \$50.16 | k | 31\% | \$34.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ | \$0.00 | \$0.00 | VmWARE |
| 5 5 | VAWOIADTLDPC-K VAWOIADTLSSD3PF | SEL VA-WOI-AD-TL-D-P-C) SEL: |  | $\$ 51.45$ $\$ 139.39$ | K | 31\% | $\$ 35.50$ $\$ 96.18$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE CARAHSOFT |
| 5 | VAWOIADTLSSDPF | SEL: VA-WOI-AD-TLSS-D-P-F |  | \$55.80 | k | 31\% | ${ }_{\text {\$36.43 }}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | VAWOIADTLSSU3PF | SEL: VA-WOI-AD-TLSS-U-3P-F |  | \$223.61 | k | 31\% | \$154.29 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | VAWOIADTLSSUPF | SEL: VA-WOI-AD-TLSS-U-P-F |  | \$84.70 | k | 31\% | \$58.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | VAWOIADTLU2GC | SEL VA-WOI-AD-TL-U-2G-C) |  | \$135.36 | k | 31\% | \$93.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | VAWOIADTLU2GC-I | SEL VA-WOI-AD-TL-U-2G-C) |  | \$141.45 | k | 31\% | \$97.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | VAWOIADTLU2GC-K | SEL VA-WOI-AD-TL-U-2G-C) |  | \$145.19 | k | 31\% | \$100.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VAWOIADTLU2PC | SEL VA-WOI-AD-TL-U-2P-C) |  | \$144.76 | K | 31\% | \$99.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | VAWOIADTLU2PC-I | SEL VA-WOI-AD-TL-U-2P-C) |  | \$151.27 | k | 31\% | \$104.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | VAWOIADTLU2PC-K | SEL VA-WOI-AD-TL-U-2P-C) |  | \$155.15 | K | $31 \%$ $31 \%$ | \$107.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |  |  |  |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | VAWOIADTLU3GC | SEL VA-WOI-AD-TL-U-3G-C) SEL VA-WOI-AD-TL-U-3G-C) |  | \$190.08 $\$ 198.63$ | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~K} \end{aligned}$ | $\begin{aligned} & 31 \% \\ & 31 \% \\ & 31 \% \end{aligned}$ | \$131.16 $\$ 137.05$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | VmWARE VMWARE |
| 5 | VAWOIADTLU3GC-K | SEL VA-WOI-AD-TL-U-3G-C) |  | \$203.42 | k | 31\% | \$140.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | VAWOIADTLU3PC | SEL VA-WOI-AD-TL-U-3P-C) |  | \$203.28 | k | 31\% | \$140.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VAWOIADTLU3PC-I | SEL VA-WOI-AD-TL-U-3P-C) |  | \$212.43 | k | 31\% | \$146.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VAWOIADTLU3PC-K | SEL VA-WOO-AD-TLL-U-3P-C) |  | \$217.97 | K | 31\% | \$150.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 | $\$ 0.00$ |  |
| 5 | VAWOIADTLUGC VAWOIADTLUGC-1 | SEL VA-WOO-AD-TL-U-G-C ) SEL VA-WOI-AD-TL-U-G-C ) |  | $\$ 72.00$ $\$ 75.24$ | K | $31 \%$ $31 \%$ | \$499.68 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | VmWARE VMWARE |
| 5 | Vawoiadtlugc-k | SEL VA-wol-Ad-TL-U-G-C) |  | \$77.00 | k | 31\% | \$53.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VAWOIADTLUPC | SEL VA-WOI-AD-TL-U-P-C) |  | \$77.00 | k | 31\% | \$53.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmWare |
| 5 | VAWOIADTLUPC-I | SEL VA-WOI-AD-TL-U-P-C) |  | \$80.47 | k | 31\% | \$55.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VAWOIADTLUPC-K | SEL VA-WOI-AD-TL-U-P-C) |  | \$82.36 | k | 31\% | \$56.83 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VAWOIADTSD2PC | SEL VA-WOI-AD-TS-D-2P-C) |  | \$90.24 | k | 31\% | \$62.27 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 5 | VAWOIADTSD2PC-1 | SEL VA-WO-AD-TS-D-2P-C) SEL VA-WOI-AD-TS-D-2P-C) |  | $\$ 94.30$ $\$ 96.92$ | K | 31\% | ${ }_{\$ 66.87}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VAWOIADTSD3GC | SEL VA-WOI-AD-TS-D-3G-C) |  | \$118.80 | k | 31\% | \$81.97 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | ${ }^{8} 80.00$ | \$0.00 | VmWARE |
| 5 | VAWOIADTSD3GC-I | SEL VA-WOI-AD-TS-D-3G-C) |  | \$124.15 | k | 31\% | \$85.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VAWOIADTSD3GC-K | SEL VA-WOI-AD-TS-D-3G-C) |  | \$127.57 | K | 31\% | \$88.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VAWOSAD3GSSSC | SEL VA-WOS-A-D-3G-SSS-C) |  | \$34.32 | F1 | 2\% | \$33.63 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VAWOSAD3GSSSC-I | SEL VA-WOS-A-D-3G-SSS-C) |  | \$35.86 | F1 | 2\% | \$35.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VAWOSAD3GSSSC-K | SEL VA-WOS-A-D-3G-SSS-C) |  | \$42.24 | F1 | 2\% | ${ }_{\text {\$411.40 }}$ | \$0.00 $\$ 000$ | \$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |


| BAND | SKU | description | Model Sub sku sku | EMC LIST PRICE USD | category CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\begin{array}{\|l\|} \hline \text { WTY UPG ENH TO } \\ \text { PS W/MC PREM } \end{array}$ LP | WTY UPG BASIC <br> TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | vaWOSAD3PSSSC-I | SEL VA-WOS-A-D-3P-SSS-C ) |  | \$44.14 | F1 | 2\% | \$43.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | vawosadjpsssc-k | SEL VA-WOS-A-D-3P-SSS-C ) |  | \$36.78 | F1 | 2\% | \$36.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | vawosadgsssc | SEL VA-WOS-A-D-G-SSS-C ) |  | \$13.00 | F1 | 2\% | \$12.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VAWOSADGSSSC-I | SEL VA-WOS-A-D-G-SSS-C) |  | \$13.59 | F1 | 2\% | \$13.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmWare |
| 5 | VAWOSADGSSSSC-K | SEL VA-WOS-A-D-G-SSS-C) |  | \$11.79 | F1 | 2\% | \$11.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | vawosadpsssc | SEL VA-WOS-A-D-P-SSS-C ) |  | \$16.00 | F1 | 2\% | \$15.68 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VAWOSADPSSSC-I | SEL VA-WOS-AD-D-SSSS-C) |  | \$16.72 | F1 | 2\% | \$16.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VAWOSADPSSSC-K | SEL VA-WOS-A-D-P-SSS-C) |  | \$13.94 | F1 | 2\% | \$13.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | VAWOSATLSSD3PF | SEL: VA-WOS-A-TLSS-D-3P-F |  | \$96.80 | K | 31\% | \$66.79 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | VAWOSATLSSDGC | SEL VA-WOS-A-TLSS-D-G-C) |  | \$330.90 | k | 31\% | \$21.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$ $\$ 0.00$ | VMWARE |
| 5 | VAWOSATLSSDGC-I | SEL VA-WOS-A-TLSS-D-G-C) |  | \$32.29 | K | 31\% | \$22.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VAWOSATLSSDGC-K | SEL VA-WOS-A-TLSS-D-G-C ) |  | \$33.14 | k | 31\% | \$22.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VAWOSATLSSDPC | SEL VA-WOS-A-TLSS-D-P-C) |  | \$33.00 | K | 31\% | \$22.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VAWOSATLSSDPC-I | SEL VA-WOS-A-TLSS-D.P-C) |  | \$34.49 | k | 31\% | \$23.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VAWOSATLSSDPC-K | SEL VA-WOS-A-TLSS-D-P-C) |  | \$35.36 | k | $31 \%$ $31 \%$ | \$24.40 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VmWARE |
| 5 | VAWOSATLSSDPF VAWOSATLSSU3PF | SEL: VA-WOS-A-TLSS-D-P-F-F SEL: VA-WOS-A-TLSS-U-3P-F |  | $\$ 36.30$ $\$ 156.75$ | K | $31 \%$ $31 \%$ | $\$ 25.05$ $\$ 108.16$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | CARAHSOFT CARAHSOFT |
| 5 | VAWOSATLSSUGC | SEL VA-WOS-A-TLSS-U-G-C ) |  | \$49.45 | k | 31\% | \$34.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | vawosatlssugc-I | SEL VA-WOS-A-TLSS-U-G-C ) |  | \$51.68 | k | 31\% | \$35.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | vawosatlssugc-k | SEL VA-WOS-A-TLSS-U-G-C) |  | \$52.98 | k | 31\% | \$36.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmWare |
| 5 | VAWOSATLSSUPC | SEL VA-WOS-A-TLSS-U-P-C) |  | \$54.00 | k | 31\% | \$37.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VAWOSATLSSUPC-I | SEL VA-WOS-A-TLSS-U-P-C) |  | \$56.43 | k | 31\% | \$38.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | vawosatlssupc-k | SEL VA-WOS-A-TLSS-U-P-C) |  | \$57.88 | k | 31\% | \$39.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VAWOSATLSSUPF | SEL: VA-WOS-A-TLSS-U-P-F |  | \$59.40 | K | 31\% | $\$ 40.99$ $\$ 6209$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | VAWOSAU3GSC-K | SEL VA-WOS-A-U-3G-S-C) |  | \$66.21 | F1 | 2\% | \$664.89 | $\$ 0.00$ $\$ 0.00$ | \$ $\$ 0.00$ | \$0.00 | \$0.00 $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$\$0.00 | VMWARE |
| 5 | vawosaubisc | SEL VA-WAOS-PLL-UGU-C) |  | \$73.92 | F1 | 2\% | \$72.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VAWOSAU3PSC-I | SEL VA-WOS-A-U-3P-S-C ) |  | \$77.25 | F1 | 2\% | \$75.71 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VAWOSAU3PSC-K | SEL VA-WOS-A-U-3P-S-C) |  | \$79.23 | F1 | 2\% | \$77.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VAWOSAUGSSSC | SEL VA-WOS-A-U-G-SSS-C ) |  | \$24.00 | F1 | 2\% | \$23.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VAWOSAUGSSSC-I | SEL VA-WOS-A-U-G-SSS-C) |  | \$25.08 | F1 | 2\% | \$24.58 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VAWOSAUGSSSC-K | SEL VA-WOS-A-U-G-SSS-C ) |  | \$21.44 $\$ 28.00$ | F1 | 2\% | \$21.01 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VmWARE |
| 5 | vawosaupsssc-l | SEL VA-WOS-A-U-P-SSS-C) |  | \$29.26 | F1 | 2\% | \$28.67 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VAWOSAUPSSSC-K | SEL VA-WOS-A-U-P-SSS-C) |  | \$24.65 | F1 | 2\% | \$24.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VAWPDADTLSSDPF | SEL: VA-WPD-AD-TLSS-D-P-F |  | \$10.01 | k | 31\% | \$6.91 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | VAWSAPLLADUGC | SEL VA-WSD-WS-PLAUG-C) |  | \$55.50 | K | $31 \%$ $31 \%$ | \$38.30 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| $5$ | VAWSAPLLADUGC-I | SEL VA-WSA-PLLA-D-UG-C) SEL VA-WSA-PLLA-D-UG-C) |  | \$58.00 | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~K} \end{aligned}$ | $\begin{aligned} & 31 \% \\ & 31 \% \end{aligned}$ | \$40.02 $\$ 41.05$ | \$0.00 $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \\ & \end{aligned}$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VmWARE |
| 5 | VAWSAPLLAUUGC | SEL VA-WOA-PLL-A-D-C ) |  | \$122.50 | k | 31\% | \$84.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VAWSAPLLAUUGC-I | SEL VA-WSA-PLLA-U-UG-C) |  | \$128.01 | k | 31\% | \$88.33 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VAWSAPLLAUUGC-K | SEL VA-WSA-PLLA-U-UG-C) |  | \$131.40 | k | 31\% | \$90.67 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VAWSDWAPLAUGC | SEL VA-WAOA-PLL-U-UG-C) |  | \$176.50 | K | 31\% | \$121.79 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 5 | VAWSDWAPLAUGC-I | SEL VA-WSD-WA-PLAUG-C) |  | \$184.44 | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~K} \end{aligned}$ | $31 \%$ $31 \%$ | \$127.26 $\$ 130.31$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VmWARE VMWARE |
| 5 | VAWSDWSPLAUGC | SEL VA-WAOS-PLL-D-UG-C) |  | \$55.50 | k | 31\% | \$38.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VAWSDWSPLAUGC-I | SEL VA-WSD-WS-PLAUG-C ) |  | \$58.00 | k | 31\% | \$40.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmWARE |
| 5 | VAWSDWSPLAUGC-K | SEL VA-WSD-WS-PLAUG-C) |  | \$59.49 | k | 31\% | \$41.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VBCLADO253GC | SEL VR-BCLADVO-25-36-SSS-C ) |  | \$2,851.20 | F1 | 2\% | \$2,794.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$0.00 |  |
| 5 | VBCLADO253GC-I | SEL VR-BCLADVO-25-3G-Sss-C ) |  | \$3,335.90 | F1 | 2\% | \$3,269.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VBCLADO253GC-K | SEL VR-BCLADVO-25-3G-Sss-C ) |  | $\$ 3,205.09$ $\$ 39504$ | F1 | 2\% | $\$ 3,140.99$ $\$ 3,32714$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | VBCLADO253PC | SEL VR-BCLADVO-25-3P-SSS-C ) SEL VR-BCLADVO-25-3P-SSS-C ) |  | $\$ 3,395.04$ $\$ 3,972.20$ | $\begin{aligned} & F_{1} \\ & F_{1} \end{aligned}$ | $\begin{aligned} & 2 \% \\ & 2 \% \\ & \end{aligned}$ | \$3,327.14 $\$ 3,892.76$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VBCLADO253PC-K | SEL VR-BCLADVO-25-3P-SSS-C ) |  | \$3,816.43 | F1 | 2\% | \$3,740.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VC56AD233GR | SEL VC56-ADV25-3G-SSS-C) |  | \$3,812.00 | F1 | 2\% | \$3,735.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | VC56AD2536R-1 | SEL VC56-ADV25-3G-SSS-C) |  | \$4,193.00 | F1 | 2\% | \$4,109.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | VC56AD253GR-K | SEL VC56-ADV25-3G-SSS-C) |  | \$5,110.00 | F1 | 2\% | \$5,007.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | VC56AD233PR | SEL VC56-ADV25-3P-SSS-C ) SEL VC56-ADV25-3P-SSS-C |  | $\$ 4,538.00$ $\$ 4,992.00$ | F1 | 2\% | \$4,447.24 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
|  | VC56AD253PR-K | SEL VC56-ADV25-3P-SSS-C ) |  | \$6,083.00 | F1 | 2\% | \$5,961.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VC56AD2595R | SEL VC56-ADVV2-G-SSS-C) |  | \$1,444.00 | F1 | 2\% | \$1,415.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VC56AD25GSR-1 | SEL VC56-ADVV25-G-SSS-C) |  | \$1,588.00 | F1 | 2\% | \$1,556.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VC56AD25GSR-K | SEL VC56-ADV25-G-SSS-C) |  | \$1,936.00 | F1 | 2\% | \$1,897.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$0.00 |  |
| 5 | VC56AD25PR | SEL VC56-ADV25-P-SSS-C ) |  | $\$ 1,719.00$ $\$ 1,891.00$ | F1 | 2\% | \$1,684.62 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VC56AD25PR-K | SEL VC56-ADV25-P-SSS-C) |  | \$2,304.00 | F1 | 2\% | \$2,257.92 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | VC56ADENUGR | SEL VC56-ADV-ENT-UG-C ) |  | \$11,550.00 | k | 31\% | \$7,969.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmWare |
| 5 | VC55ADENUGR-I | SEL VC56-ADV-ENT-UG-C) |  | \$12,705.00 | K | 31\% | \$8,766.45 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VC56ADENUGR-K | SEL VC56-ADV-ENT-UG-C ) |  | \$15,494.00 | K | 31\% | $\$ 10,690.86$ $\$ 474375$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VC56ADV25R | SEL VC56-ADV25-C ) |  | \$6,875.00 | k | 31\% | \$4,743.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 5 | VC56ADV25R-1 | SEL VC56-ADV25-C) |  | \$7,563.00 | K | 31\% | \$5,218.47 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$ $\$ 0.00$ | \$ $\$ 0.00$ | VMWARE |
| 5 | VC5EEN253GR | SEL VC56-ENT25-3G-SSS-C ) |  | \$9,633.00 | F1 | 2\% | ${ }_{\text {¢ }} \mathbf{\$ 6 , 4 4 0 . 3 4}$ | \$0.00 | \$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | S0.00 S0.00 | ${ }_{\$ 0.00}$ | VmWARE |
| 5 | VC56EN253GR-1 | SEL VC56-ENT25-3G-SSS-C ) |  | \$10,597.00 | F1 | 2\% | \$10,385.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VC56EN2536R-K | SEL VC56-ENT25-3G-SSS-C ) |  | \$12,913.00 | F1 | 2\% | \$12,654.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VC56EN253PR | SEL VC56-ENT25-3P-SSS-C ) |  | \$11,468.00 | F1 | 2\% | \$11,238.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 5 | VC56EN253PR-1 | SEL VC56-ENT 25-3P-SSS-C) |  | \$12,615.00 | F1 | 2\% | \$12,362.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VC56EN25GSR | SEL VC56-ENT $25-\mathrm{G}$-SSS-C ( ) |  | \$ $\$ 3,649.00$ | F1 | 2\% | \$15,065.54 $\$ 3,576.02$ | \$0.00 $\$ 0.00$ | \$ $\$ 0.00$ | \$0.00 | \$0.00 $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$ $\$ 0.00$ | \$ $\$ 0.00$ | VMWARE |


| BAND | SKU | DESCRIPTION | Model Sub sku | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP$\|$ | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\left\|\begin{array}{c}\text { WTY UPG ENH TO } \\ \text { PS W/MC PREM } \\ \text { LP }\end{array}\right\|$ | WTY UPG BASIC TO PS ENH LP | Renewal | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | VC56EN25GSR-1 | SEL VC56-ENT25-G-SSS-C ) |  | \$4,014.00 | F1 | 2\% | \$3,933.72 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VC56EN25GSR-K | SEL VC56-ENT25-G-SSS-C ) |  | \$4,891.00 | F1 | 2\% | \$4,793.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | VC56EN25PSR | SEL VC56-ENT25-P-SSS-C ) |  | \$4,344.00 | F1 | 2\% | \$4,257.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VC56EN25PSR-1 | SEL VC56-ENT $25-\mathrm{P}$-SSS-C ) |  | \$4,778.00 | F1 | 2\% | \$4,682.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VC56EN25PSR-K | SEL VC56-ENT25-P-SSS-C ) |  | \$5,823.00 | F1 | 2\% | \$5,706.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VC56ENT25R | SEL VC56-ENT25-C ) |  | \$17,375.00 | k | 31\% | \$11,988.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | VC56ENT25R-1 | SEL VC56-ENT $25-\mathrm{C}$ ) |  | \$19,113.00 | k | 31\% | \$13,187.97 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VC56ENT25R-K | SEL VC56-ENT25-C ) |  | \$23,266.00 | k | 31\% | \$16,053.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VC56STADUGR | SEL VC56-STD-ADV-UG-C) |  | \$4,125.00 | K | 31\% | \$2,846.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | VC56STADUGR-I | SEL VC56-STD-ADV-UG-C ) |  | \$4,538.00 | k | 31\% | \$3,131.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VC55STADUGR-K | SEL V 556 -STD-ADV-UG-C) |  | \$5,525.00 | k | 31\% | \$3,812.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VC56STENUGR | SEL VC56-STD-ENT-UG-C ) |  | \$15,675.00 | k | 31\% | \$10,815.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VC56STENUGR-I | SEL VC56-STD-ENT-UG-C ) |  | \$17,243.00 | k | 31\% | \$11,897.67 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VC56STENUGR-K | SEL VC56-STD-ENT-UG-C) |  | \$20,974.00 | k | 31\% | \$14,472.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VC-EPIC-F | SEL: VC-EPIC-F |  | \$67,925.00 | K | 31\% | \$46,868.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | vchbvcmsgsc | SEL VCHB-vCMs-g-sss-c ) |  | \$2,099.00 | F1 | 2\% | \$2,057.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VCHBVCMSGSC-I | SEL VCHBVCMSGSC) |  | \$2,309.00 | F1 | 2\% | \$2,262.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VCHBVCMSGSC-K | SEL VCHB-VCMS-G-SSS-C ) |  | \$3,068.00 | F1 | 2\% | \$3,006.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VCHBVCMSPSC | SEL VCHB-VCMS-P-SSS-C ) |  | \$2,499.00 | F1 | 2\% | \$2,449.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VCHBVCMSPSC-I | SEL VCHBVCMSPSC) |  | \$2,749.00 | F1 | 2\% | \$2,694.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | VCHBVCMSPSC-K | SEL VCHB-VCMS-P-SSS-C ) |  | \$3,653.00 | F1 | 2\% | \$3,579.94 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VmWARE |
| 5 | VCSG6-FND-F | SEL:VCS6--ND-F |  | \$1,688.50 | k | 31\% | \$1,165.07 $\$ 3,873.94$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWWARE |
| 5 | VCS6-STD-F | SEL: VCS6-STD-F |  | \$6,792.50 | k | 31\% | \$4,686.83 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | vCS7FND3GC | SEL VCs7-FND-3G-Sss-C ) |  | \$1,478.40 | F1 | 2\% | \$1,448.83 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | VCSTFND3GC-I | SEL VCST-RND-3G-SSS-C |  | \$1,729.73 | F1 | 2\% | \$1,695.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VCSTFND3GC-K | SEL VCST-FND-3G-SSS-C ) |  | \$1,741.41 | F1 | 2\% | \$1,706.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VCS7FND3PC | SEL VCST-FND-3P-SSS-C ) |  | \$1,747.68 | F1 | 2\% | \$1,712.73 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VCSTFND3PC-1 | SEL VCS7-FND-3P-SSS-C |  | \$2,044.79 | F1 | 2\% | \$2,003.89 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VCSTFND3PC-K | SEL VCS7-FND-3P-SSS-C ) |  | \$2,058.60 | F1 | 2\% | \$2,017.43 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VCSTFNDC | SEL VCS7-FND-C ) |  | \$1,535.00 | K | 31\% | \$1,059.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VCSTFNDC-I | SEL VCST-FND-C |  | \$1,795.95 | k | 31\% | \$1,239.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VCSTFNDC-K | SEL VCST-FND-C ) |  | \$1,804.32 | K | 31\% | \$1,244.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | VCSTFNDGC | SEL VCST-FND-G-SSS-C ) |  | \$560.00 | F1 | 2\% | \$548.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 5 | VCSTFNDGC-1 | SEL VCST-FND-G-SSS-C SEL VCST-FND-G-SSS-C |  | \$655.20 $\$ 659.62$ | $\begin{aligned} & F_{1} \\ & F_{1} \end{aligned}$ | $\begin{aligned} & 2 \% \\ & 2 \% \\ & 2 \% \end{aligned}$ | $\$ 642.10$ $\$ 646.43$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VCS7FNDPC | SEL VCS7--ND-P-SSS-C) |  | \$662.00 | F1 | 2\% | \$648.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | vcs7fndPC-I | SEL VCST-FND-P-SSS-C |  | \$774.54 | F1 | 2\% | \$759.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VCS7FNDPC-K | SEL VCS7--ND-P-SSS-C ) |  | \$779.77 | F1 | 2\% | \$764.17 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | VCSTFNDSTDUGC | SEL VCS7-FND-STD-UG-C) |  | \$5,104.00 | k | $31 \%$ $31 \%$ | \$3,521.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 5 | VCS7FNDSTDUGC-I VCS7FNDSTDUGC-K | SEL VCS7-FND-STD-UG-C SEL VCST-FND-STD-UG-C ) |  | $\$ 5,971.68$ $\$ 6,010.57$ | k | 31\% | \$4,120.46 $\$ 4,147.29$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | VmWare VMWARE |
| 5 | Vcs7std 3 GC | SEL VCST-STD-3G-SSS-C ) |  | \$3,424.08 | F1 | 2\% | \$3,355.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | vCS7STD3GC-I | SEL VCS7-STD-3G-sss-C |  | \$4,006.17 | F1 | 2\% | \$3,926.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | VCS7STD3GC-K | SEL VCS7-STD-3G-Sss-C ) |  | \$4,033.24 | F1 | 2\% | \$3,952.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VCS7STD3PC | SEL VCST-STD-3P-SSS-C ) |  | \$4,076.16 | F1 | 2\% | \$3,994.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | VCSTSTD3PC-I | SEL VCST-STD-3P-SSS-C |  | \$4,769.11 | F1 | 2\% | \$4,673.73 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | VCS7STD3PC-K | SEL VCS7-STD-3P-SSS-C ) |  | $\$ 4,801.33$ $\$ 6.17500$ | F1 | 2\% | $\$ 4,705.30$ $\$ 4.260 .75$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | VCSTSTDC | SEL VCS7-STD-C) |  | $\$ 6,175.00$ $\$ 7,224.75$ | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~K} \end{aligned}$ | $31 \%$ $31 \%$ | $\$ 4,260.75$ $\$ 4,985.08$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | vCS7STDC-K | SEL VCST-STD-C ) |  | \$7,274.75 | k | 31\% | \$5,019.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | VCSTSTDGC | SEL VCST-STD-G-SSS-C ) |  | \$1,297.00 | F1 | 2\% | \$1,271.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VCS7STITGC-I | SEL VCST-STD-G-SSS-C |  | \$1,517.49 | F1 | 2\% | \$1,487.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VCS7STDGC-K | SEL VCST-STD-G-SSS-C) |  | \$1,527.74 | F1 | ${ }^{2 \%}$ | \$1,477.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | VCS7STDPC | SEL VCST-STD-P-SSS-C) |  | $\$ 1,544.00$ $\$ 180648$ | F1 F1 | 2\% | $\$ 1,513.12$ $\$ 1770.35$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VCS7STDPC-K | SEL VCST-STD-P-SSS-C) |  | \$1,818.69 | F1 | 2\% | \$1,782.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VCSRM14EPLUGF | SEL: VC-SRM1-4EPL-UG-F |  | \$4,180.00 | к | 31\% | \$2,884.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VCSRM625EGC | SEL VC-SRM6-25E-G-SSS-C ) |  | \$2,678.00 | F1 | 2\% | \$2,624.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VCSRM625EGC-I | SEE VC-SRM6-25E-G-SSS-C) |  | \$3,133.26 | F1 | 2\% | \$3,070.59 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | VCSRM625EGC-K | SEL VC-SRM6-25E-G-SSS-C ) |  | \$3,010.39 | F1 | 2\% | \$2,950.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 5 | VCSRM625EPC | SEL VC-SRM6-25E-P-SSS-C ) |  | $\$ 3,188.00$ $\$ 3.72996$ | F1 | 2\% | $\$ 3,124.24$ $\$ 3,655.36$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  |
| 5 | VCSRM625EPC-I VCSRM625EPC-K | SEL VC-SRM6-25E-P-SSS-C ) <br> SEL VC-SRM6-25E-P-SSS-C ) |  | \$3,729.96 $\$ 3,583.69$ | $\begin{aligned} & F_{1} \\ & \text { F1 } \end{aligned}$ | 2\% | \$3,655.36 $\$ 3,512.02$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VCSRM625SGC | SEL VC-SRM6-25s-G-SSS-C) |  | \$1,055.00 | F1 | 2\% | \$1,033.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VCSRM625SGC-I | SEL VC-SRM $6-25 S-G-$-SSS-C) |  | \$1,234.35 | F1 | 2\% | \$1,209.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VCSRM625SGC-K | SEL VC-SRM6-25s-G-SSS-C ) |  | \$1,185.95 | F1 | 2\% | \$1,162.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VCSRM625SPC | SEL VC-SRM6-25S-P-SSS-C) |  | $\$ 1,256.00$ $\$ 1,469.52$ | F1 | 2\% | $\$ 1,230.88$ $\$ 1,440.13$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | vCSRM625SPC-K | SEL VC-SRM6-25S-P-SSS-C ) |  | \$1,411.89 | F1 | 2\% | \$1,383.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VCSRM825E3GC | SEL VC-SRM8-25E-3GSSS-C ) |  | \$7,069.92 | F1 | 2\% | \$6,928.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmWARE |
| 5 | VCSRM825E3GC-I | SEL VC-SRM 8 -25E-3GSSS-C) |  | \$8,271.81 | F1 | 2\% | \$8,106.37 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VCSRM825E3GC-K | SEL VC-SRM8-25E-3GSSS-C ) |  | \$7,947.43 | F1 | 2\% | \$7,788.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VCSRM825E3PC | SEL VC-SRM8-25E-3PSSSS ${ }^{\text {c }}$ ) |  | \$8,416.32 | F1 | 2\% | \$8,247.99 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VCSRM825E3PC--1 | SEL VC-SRM8-25E-3PSSS-C) SEL VC-SRM8-25E-3PSSS-C) |  | $\$ 9,847.09$ $\$ 9,460.94$ | F1 | 2\% | \$9,650.15 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VCSRM825EC | SEL VC-SRM8-25E-C ) |  | \$12,750.00 | k | 31\% | \$8,797.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | VCSRM825EC-I | SEL VC-SRM8-25E-C ) |  | \$14,917.50 | k | 31\% | \$10,293.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 5 | VCSRM825EC-K VC-SRM8-25E-F | SEL VC-SRM8-25E-C) SEL: VC-SRM8-25-F-F |  | $\$ 14,365.61$ $\$ 14,025.00$ | K | 31\% | $\$ 9,912.27$ $\$ 9677.25$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  |


| BAND | SKU | description | $\left\lvert\, \begin{gathered} \text { Model Sub } \\ \text { sku } \end{gathered}\right.$ | EMC LIST <br> PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT <br> PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP$\|$ | PROSUPPORT ENH MNT LP | BASIC MNT LP | WTY UPG ENH TO <br> PS W/MC PREM <br> LP | WTY UPG BASIC TO PS ENHLP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | VCSRM825EGC | SEL VC-SRM8-25E-GSSS-C) |  | \$2,678.00 | F1 | 2\% | \$2,624.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VCSRM825EGC-I | SEL VC-SRM8-25E-GSSS-C ) |  | \$3,133.26 | F1 | 2\% | \$3,070.59 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VCSRM825EGC-K | SEL VC-SRM8-25E-GSSS-C ) |  | \$3,010.39 | F1 | 2\% | \$2,950.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VCSRM825EPC | SEL VC-SRM8-25E-PSSS-C) |  | \$3,188.00 | F1 | 2\% | \$3,124.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VCSRM825EPC-I | SEL VC-SRM8-25E-PsSS-C) |  | \$3,729.96 | F1 | 2\% | \$3,655.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VCSRM825EPC-K | SEL VC-SRM8-25--PSSS-C) |  | \$3,583.69 | F1 | 2\% | \$3,512.02 | \$0.00 | \$0.00 | \$\$.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VCSRM825EUGC | SEL VC-SRM8-25SE-UG-C) |  | \$8,498.00 | k | 31\% | \$5,863.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VCSRM825EUGC-I | SEL VC-SRM8-25SE-UG-C) |  | \$9,942.66 | k | 31\% | \$6,860.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VCSRM825EUGC-K | SEL VC-SRM8-25SE-UG-C) |  | \$9,538.77 | K | 31\% | \$6,581.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VCSRM825GC | SEL VC-SRM8-25S-GSSS-C) |  | \$1,055.00 | F1 | 2\% | \$1,033.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmWare |
| 5 | VCSRM825GC-I | SEL VC-SRM8-25S-GSSS-C) |  | \$1,234.35 | F1 | 2\% | \$1,209.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VCSRM825GC-K | SEL CC-SRM8-25s-GSSS-C) |  | \$1,185.95 | F1 | 2\% | \$1,162.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VCSRM82553GC | SEL VC-SRM8-25S-3GSSS-C ) |  | \$2,785.20 | F1 | 2\% | \$2,729.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VCSRM825s3GC-I | SEL VC-SRM8-25S-3GSSS-C) |  | \$3,258.68 | F1 | 2\% | $\$ 3,193.51$ $\$ 306828$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 5 | VCSRM825S3GC-K VCSRM82533PC | SEL VC-SRM8-25S-3GSSS-C) |  | $\$ 3,130.90$ $\$ 3,315.84$ | F1 | 2\% | $\$ 3,0088.28$ $\$ 3,249.52$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VCSRM825S3PC-1 | SEL VC-SRM8-25S-3PSSS-C ) |  | \$3,879.53 | F1 | 2\% | \$3,801.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | VMWARE |
| 5 | vCSRM825s3PC-K | SEL VC-SRM8-25S-3PSSS-C ) |  | \$3,727.40 | F1 | 2\% | \$3,652.85 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | VCSRM825SC | SEL VC-SRM8-25s-C ) |  | \$5,025.00 | k | 31\% | \$3,467.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmWARE |
| 5 | VCSRM825SC-I | SEL VC-SRM8-25S-C ) |  | \$5,879.25 | k | 31\% | \$4,056.68 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VCSRM825SC-K | SEL VC-SRM8-25S-C ) |  | \$5,650.48 | k | 31\% | \$3,898.83 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VCSRM825SEUGF | SEL: VC-SRM8-25SE-UG-F |  | \$9,347.80 | k | 31\% | \$6,449.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VC-SRM8-25S-F | SEL: VC-SRM8-25S-F |  | \$5,527.50 | K | 31\% | \$3,813.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VCSRM825SPC-K | SEL VC-SRM8-25S-PSSS-C) |  | \$1,411.89 | F1 | 2\% | \$1,383.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VELDLDDGC-K | SEL V-TEL-DLD-D-G-C) |  | \$26.47 | F1 | 2\% | \$25.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | VFHYPM53GSC | SEL VF-HYPM5-3G-SSS-C) |  | \$205.92 | F1 | 2\% | \$201.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | VFHYPM53GSC-I | SEL VF-HYPM5-3G-SSS-C) |  | \$240.93 | F1 | 2\% | \$236.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | VFHYPM53GSCV2-K | SEL VF-HYPM5-3G-sss-C ) |  | \$231.48 | F1 | 2\% | \$226.85 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VFHYPM53PSC | SEL VF-HYPM5-3P-SSS-C) |  | \$245.52 | F1 | 2\% | \$240.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | VFHYPM53PSC-I | SEL VF-HYPM5-3P-SSS-C) |  | \$287.26 | F1 | 2\% | \$281.51 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VFHYPM53PSCV2-K | SEL VF-HYPM5-3P-Sss-C ) |  | \$277.00 | F1 | 2\% | \$270.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | VFFYPM5C | SEL VF-HYPM5-C) |  | \$371.00 | K | 31\% | \$255.99 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9.00 | \$0.00 | VMWARE |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | VFHYPM5C-I | SEL VF-HYPM5-C) |  | \$4344.07 | K K | 31\% | \$299.51 | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 9.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 9.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VFHYPM5GSC | SEL VF-HYPM5-G-SSS-C ) |  | \$78.00 | F1 | 2\% | \$76.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VFHYPM5GSC-I | SEL VF-HYPM5-G-Sss-C ) |  | \$91.26 | F1 | 2\% | \$89.43 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VFHYPM5GSCV2-K | SEL VF-HYPM5-G-SSS-C ) |  | \$87.68 | F1 | 2\% | \$85.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VFHYPMSPSC | SEE VF-HYPM5-P-SSSS-C) |  | \$93.00 | F1 | ${ }^{2 \%}$ | \$91.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VFHYPMSPSC-I | SEL VF-HYPM5-P-SSS-C ) |  | \$108.81 | F1 | 2\% | \$106.63 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VIPRARCH250TB | SEL VF-HYPM5-P-SSS-C ) |  | ( ${ }^{\$ 104.54}$ | F1 K | 2\% | \$102.45 $\$ 72,286.47$ | \$0.00 $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE NTP SOFTWARE |
| 5 | vmAWCLDDC-k | SEL V-MAW-CLD-D-G-C) |  | \$6.63 | F1 | 2\% | \$6.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | vMAWCLDDGC | SEL V-MAW-CLD-D-G-C ) |  | \$6.18 | F1 | 2\% | \$6.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VMAWCLDDGC-I | SEL V-MAW-CLD-D-G-C) |  | \$6.18 | F1 | 2\% | \$6.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VMAWCLDDPC | SEL V-MAW-CLD-D-P-C) |  | \$7.21 | F1 | 2\% | \$7.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VMAWCLDDPC-I | SEL L-MAW-CLD-D-P-C) |  | \$7.21 | F1 | 2\% | \$7.07 | \$0.00 | \$0.00 | \$\$0.00 | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | \$\$0.00 | \$\$0.00 | VMWARE |
| 5 | VMAWDLDDGC | SEL V-MAW-DLD-D-G-C) |  | \$6.18 $\$ 6.18$ | F1 | 2\% | \$6.06 $\$ 6.06$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | Vmware |
| 5 | VMAWDLDDPC | SEL V-MAW-DLD-D-P-C) |  | \$7.21 | F1 | 2\% | \$7.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | VMAWDLDDPC-I | SEL V-MAW-DLD-D-P-C) |  | \$7.21 | F1 | 2\% | \$7.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VMAWDLDPC-K | SEL L-MAW-DLD-D-P-C) |  | \$7.70 | F1 | 2\% | \$7.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VMAWLDDGC-K | SEL L-MAW-DLD-D-G-C) |  | \$66.63 | F1 | ${ }^{2 \%}$ | \$66.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 5 | VMBMCLDDC-K VMBMCLDDGC | SEL V-MBM-CLD-D-P-C) |  | \$27.62 | F1 | 2\% | \$27.07 | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VMBMCLDDGC-I | SEL V-MBM-CLD-D-G-C) |  | \$24.72 | F1 | 2\% | \$24.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | Vmbmclddg-k | SEL V-MBM-CLD-D-G-C) |  | \$26.47 | F1 | 2\% | \$25.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VMBMCLDDPC | SEL V-MBM-CLD-D-P-C) |  | \$25.75 | F1 | 2\% | \$25.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VMBMCLDDPC-I | SEL V-MBM-CLD-D-P-C) |  | \$25.75 | F1 | 2\% | \$25.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VMBMDDDPC-K | SEL V-MBM-DLD-D-P-C) |  | \$40.87 | F1 | 2\% | \$40.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VMBMDLDDGC | SEL V-MBM-DLD-D-G-C) |  | \$37.08 | F1 | 2\% | \$36.34 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$0.00 | \$0.00 | \$9.00 | \$0.00 |  |
| 5 | VMBMDLDDGC-1 | SEL V-MBM-DLD-D-G-C) |  | ${ }_{\text {\$38.11 }}{ }^{\text {S37.08 }}$ | F1 | 2\% | \$36.34 $\$ 37.35$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VMBMDLDDPC-I | SEL V-MBM-DLD-D-P-C) |  | \$38.11 | F1 | 2\% | \$37.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VmbMDLDGC-K | SEL V-MBM-DLD-D-G-C) |  | \$39.73 | F1 | 2\% | \$38.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VMP-ES-1000AN-D | SEL Splunk VM STDSup Bucket 1000AN |  | \$1,000.00 | F1 | 2\% | \$980.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | VMP-ES-1000AP-D | SEL Splunk VM STDSup Bucket 1000AP |  | \$1,000.00 | F1 | 2\% | \$980.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK SPLUNK |
| 5 5 | VMP-ES-1000EM-D | SEL Splunk VM STDSup Bucket 1000EM SEL Splunk VM STDSup Bucket 1000US |  | $\$ 1,000.00$ $\$ 1,00000$ | F1 | 2\% | \$9980.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPLUNK SPLUNK |
| 5 | VMP-ES-100AN-D | SEL Splunk VM STDSup Bucket 100AN |  | \$100.00 | F1 | 2\% | \$98.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | VMP-ES-100AP-D | SEL Splunk VM STDSup Bucket 100AP |  | \$100.00 | F1 | 2\% | \$98.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | ${ }^{\text {SPLUNK }}$ |
| 5 | VMP-ES-100EM-D | SEL Splunk VM STDSup Bucket 100EM |  | \$100.00 | F1 | 2\% | \$98.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | VMP-ES-100US-D | SEL Splunk VM STDSup Bucket 100US |  | \$100.00 | F1 | 2\% | \$98.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$0.00 | SPLUNK |
| 5 5 | VMP-ES-1AN-D | SEL Splunk VM STDSup Bucket 1AN SEL Splunk VM STDSup Bucket 1AP |  | $\$ 1.00$ $\$ 1.00$ | F1 | 2\% | $\$ 0.98$ $\$ 0.98$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPLUNK SPLUNK |
| 5 | VMP-ES-1EM-D | SEL Splunk VM STDSup Bucket 1EM |  | \$1.00 | F1 | 2\% | \$0.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | VMP-ES-1US-D | SEL Splunk VM STDSup Bucket 1US |  | \$1.00 | F1 | 2\% | \$0.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | VMP-GS-1000AN-D | SEL Splunk VM PRMSup Bucket 1000AN |  | \$1,000.00 | F1 | 2\% | \$980.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | SPLUNK SPLUNK |


| BAND | SKU | description | $\begin{gathered} \text { Model Sub } \\ \text { sku } \end{gathered}$ | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\left\|\begin{array}{c}\text { WTY UPG ENH TO } \\ \text { PS W/MC PREM } \\ \text { LP }\end{array}\right\|$ | WTY UPG BASIC TO PS ENH LP | Renewal | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | VMP-GS-1000EM-D | SEL Splunk VM PRMSup Bucket 1000EM |  | \$1,000.00 | F1 | 2\% | \$980.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | VMP-GS-1000US-D | SEL Splunk VM PRMSup Bucket 1000US |  | \$1,000.00 | F1 | 2\% | \$980.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | VMP-GS-100AN-D | SEL Splunk VM PRMSup Bucket 100AN |  | \$100.00 | F1 | 2\% | \$98.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | VMP-GS-100AP-D | SEL Splunk VM PRMSup Bucket 100AP |  | \$100.00 | F1 | 2\% | \$98.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | VMP-GS-100EM-D | SEL Splunk VM PRMSup Bucket 100EM |  | \$100.00 | F1 | 2\% | \$98.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | VMP-GS-100US-D | SEL Splunk VM PRMSup Bucket 100US |  | \$100.00 | F1 | 2\% | \$98.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | VMP-GS-1AN-D | SEL Splunk VM PRMSup Bucket 1AN |  | \$1.00 | F1 | 2\% | \$0.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 5 | VMP-GS-1AP-D | SEL Splunk VM PRMSup Bucket 1AP |  | \$1.00 | F1 | 2\% | \$0.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK SPLUNK |
| 5 | VMP-GS-1EM-D | SEL Splunk VM PRMSup Bucket 1EM SEL Splunk VM PRMSup Bucket 1US |  | $\$ 1.00$ $\$ 1.00$ | F1 F1 | 2\% | \$0.98 $\$ 0.98$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPLUNK SPLUNK |
| 5 | VMTE-100GB-AN-D | SEL Splunk VM Term SSup 21-100GB/dayAN |  | \$11,538.46 | k | 31\% | \$7,961.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$50.00 | \$0.00 | SPLUNK |
| 5 | VMTE-100GB-AP-D | SEL Splunk VM Term SSup 21-100GB/dayAP |  | \$13,846.15 | k | 31\% | \$9,553.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | VMTE-100GB-EM-D | SEL Splunk VM Term SSup 21-100GB/dayEM |  | \$10,615.38 | k | 31\% | \$7,324.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | VmTE-100GB-US-D | SEL Splunk VM Term SSup 21-100GB/day |  | \$9,230.77 | k | 31\% | \$6,369.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | VMTE-101GB-AN-D | SEL Splunk VM Term SSup 101+GB/dayAN |  | \$26,899.04 | k | 31\% | \$18,560.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | VMTE-1019B-AP-D | SEL Splunk VM Term SSup 101+GB/dayAP |  | \$32,278.85 | k | 31\% | \$22,272.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | VMTE-101GB-EM-D | SEL Splunk VM Term SSup 101+GB/dayEM |  | \$24,747.12 | k | 31\% | \$17,075.51 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | VMTE-101GB-US-D | SEL Splunk VM Term SSup 101+GB/day ${ }^{\text {a }}$ |  | $\begin{array}{r}\$ 211.519 .23 \\ \$ 576923 \\ \hline\end{array}$ | K | $31 \%$ $31 \%$ | $\begin{array}{r}\$ 14,848.27 \\ \$ 398077 \\ \hline\end{array}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPLUNK SPUUNK |
| 5 | VMTE-20GB-AN-D VMTE-20GB-AP-D | SEL Splunk VM Term SSup 6-20GB/dayAN SEL Splunk VM Term SSup 6-20GB/dayAP |  | \$5,769.23 <br> \$6,923.08 | K | $\begin{aligned} & 31 \% \\ & 31 \% \\ & \hline \end{aligned}$ | $\$ 3,980.77$ $\$ 4,776.93$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPLUNK SPLUNK |
| 5 | VmTE-20GB-EM-D | SEL Splunk VM Term SSup 6-20GB/dayEM |  | \$5,307.69 | k | 31\% | \$3,662.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | VmTE-20GB-US-D | SEL Splunk VM Term SSup 6-20GB/day US |  | \$4,615.38 | k | 31\% | \$3,184.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | splunk |
| 5 | VmTE-5GB-AN-D | SEL Splunk VM Term SSup 1-5GB/dayAN |  | \$2,884.62 | k | 31\% | \$1,990.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | spLunk |
| 5 | VmTE-5GB-AP-D | SEL Splunk VM Term SSup 1-5GB/dayAP |  | \$3,461.54 | k | 31\% | \$2,388.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | VMTE-5GB-EM-D | SEL Splunk VM Term SSup 1-5GB/dayEM |  | \$2,653.85 | k | 31\% | \$1,831.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | splunk |
| 5 | VmTE-5GB-US-D | SEL Splunk VM Term SSup 1-5GB/day US |  | \$2,307.69 | k | 31\% | \$1,592.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | sPLUNK |
| 5 | VMTG-100GB-AN-D | SEL Splunk VM Terr PSup 21-100GB/dayAN |  | \$13,846.15 | K | 31\% | \$ $\$ 1.593 .84$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | VMTG-100GB-AP-D | SEL Splunk VM Term PSup 21-100GB/dayAP |  | \$16,615.38 | k | 31\% | \$11,464.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | VMTG-100GB-EM-D | SEL Splunk VM Term PSup 21-100GB/dayEM |  | \$12,738.46 | K | $31 \%$ $31 \%$ | $\$ 8,789.54$ $\$ 7643.07$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPLUNK |
| 5 | VMTGG-100GBE--AS-D | SEL Splunk VM Term PSup 21-100GB/day |  | \$11,076.92 | k | 31\% | \$ $\$ 22,6432.42$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPLUNK SPLUNK |
| 5 | VMTG-101GB-AP-D | SEL Splunk VM Term PSup 101+GB/dayAP |  | \$38,734.62 | k | 31\% | \$26,726.89 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | VMTG-101GB-EM-D | SEL Splunk VM Term PSup 101+GB/dayEM |  | \$29,696.54 | k | 31\% | \$20,490.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | VMTG-101GB-US-D | SEL Splunk VM Term PSup 101+GB/day ${ }^{\text {d }}$ |  | \$25,823.08 | k | 31\% | \$17,817.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | VMTG-20GB-AN-D | SEL Splunk VM Term PSup 6-20GB/dayAN |  | \$6,923.08 | k | 31\% | \$4,776.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | VMTG-20GB-AP-D | SEL Splunk VM Term PSup 6-20GB/dayAP |  | \$8,307.69 | k | 31\% | \$5,732.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | VMTG-20GB-EM-D | SEL Splunk VM Term PSup 6-20GB/day EM |  | \$6,369.23 | k | 31\% | \$4,394.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | VmTG-20GB-US-D | SEL Splunk VM Term PSup 6-20GB/day US |  | \$5,538.46 | k | 31\% | \$3,821.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | VMTG-5GB-AN-D | SEL Splunk VM Term PSup 1-5GB/dayAN |  | \$3,461.54 | k | 31\% | \$2,388.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | VMTG-5GB-AP-D | SEL Splunk VM Term PSup 1-5GB/dayAP |  | \$4,153.85 | K | 31\% | \$2,866.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 | VMTG-5GB-EM-D | SEL Splunk VM Term PSup 1 1-5GB/dayEM |  | \$3,184.62 | K | $31 \%$ $31 \%$ | \$2,197.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | SPLUNK |
| 5 5 | VMTG-5GB-US-D | SEL Splunk VM Term PSup 1-5GB/day US |  | $\$ 2,769.23$ $\$ 269500$ | $\begin{aligned} & K \\ & F 1 \end{aligned}$ | 31\% | \$1,910.77 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | SPLUNK PROCUR |
| 5 | Vmworldus | SEL EMC VMWORLD PASS - US |  | \$2,795.00 | F1 | 2\% | \$2,739.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | PROCURRI |
| 5 | VmWPUBVIRPARTDE | E SEL GK VMWare - Partner Del 1 STUDENT |  | \$1.00 | F1 | 2\% | \$0.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00; | obal knowledge |
| 5 | VmWPUBVIRT | SEL GK VMWare - GK Del 1 STUDENT |  | \$1.00 | F1 | 2\% | \$0.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00; | ObAL KNowLedge |
| 5 | VNIUGEN100uc | SEL VR-NI-UG-AENX100-UG-C ) |  | \$2,090.00 | K | 31\% | \$1,442.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | VNIUGEN100UC-I | SEL VR-NI-UG-AENX $100-\mathrm{UG}$-C ) |  | \$2,445.30 | k | 31\% | \$1,687.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VNIUGEN100UC-K | SEL VR-NI-UG-AENX $100-\mathrm{UG}-\mathrm{C}$ ) |  | \$2,348.30 | k | 31\% | \$1,620.33 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VNIUGENX10UC | SEL VR-NI-UG-AENX10-UG-C) |  | \$209.00 | k | 31\% | \$144.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | VNIUGENX10UC-I | SEL VR-NI-UG-AENX10-UG-C) |  | \$244.53 | k | 31\% | \$168.73 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VNIUGENX10UC-K | SEL VR-NI-UG-AENX10-UG-C ) |  | \$234.83 | K | 31\% | $\$ 162.03$ $\$ 3.3723$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VPS-5 | SEL Varonis Professional Services -1d |  | $\$ 3,441.18$ $\$ 14,338.24$ | F1 | 2\% | - $\$ 14,051.48$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | VARONIS |
| 5 | vPTO | SEL Varonis Training Online |  | \$2,638.24 | F1 | 2\% | \$2,585.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VARONIS |
| 5 | VR18AADOADV2UGF | SEL: VR18-AADO-ADV2-UG-F |  | \$7,024.60 | K | 31\% | \$4,846.97 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | VR18AADOENTTUGF | SEL: VR18-AADO-ENT2-UG-F |  | \$4,404.40 | K | 31\% | \$3,039.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | VR18AADOENTUGF | SEL:VR18-AADO-ENT-UG-F SE: VR18-ADV-ENT-UG-F |  | \$1,040.60 | K | $31 \%$ $31 \%$ | \$ $\$ 718.01$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 5 | VR18ADVENTUGF VR18-ADV-F | SEL: VR18-ADV-ENT-UG-F SEL:VR18-ADV-F |  | $\$ 1,870.00$ $\$ 7.089 .50$ | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~K} \end{aligned}$ | $\begin{aligned} & 31 \% \\ & 31 \% \end{aligned}$ | $\$ 1,290.30$ $\$ 4.891 .76$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | CARAHSOFT |
| 5 | VR18BCLCADVUGF | SEL: VR18-BCLC-ADV-UG-F |  | \$4,065.60 | k | 31\% | \$2,805.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Carahsoft |
| 5 | VR18BCLCENTUGF | SEL: VR18-BCLC-ENT-UG-F |  | \$5,880.60 | k | 31\% | \$4,057.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | VR18BCLOADVUGF | SEL: VR18-BCLO-ADV-UG-F |  | \$1,573.00 | k | 31\% | \$1,085.37 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | VR188CLOENTUGF | SEL: VR118-BCLO-ENT-UG-F |  | \$3,388.00 | k | 31\% | \$2,337.72 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | VR18-ENT-F | SEL: VR18-ENT-F |  | \$8,739.50 | k | 31\% | \$6,030.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | ${ }^{\text {CARAHSOFT }}$ |
| 5 | VR18LI4CADVUGF | SEL: VR18-LIAC-ADV-UG-F SEL: VR18-LIC-ENT-UG-F |  | \$5,929.00 | k | $31 \%$ $31 \%$ | \$4,091.01 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  |
| 5 | VR18LI4CSTDUGF | SEL: VR18-LI4C-STD-UG-F |  | \$2,783.00 | k | 31\% | \$1,920.27 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CaRahsoft |
| 5 | VR18LI4OADVUGF | SEL: VR18-LI4O-ADV-UG-F |  | \$1,567.50 | k | 31\% | \$1,081.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | VR18LIUOENTUGF | SEL:VR18-L10-ENT-UG-F |  | \$3,382.50 | K | 31\% | \$2,333.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | VR18L140STD2UGF | SEL: VR18-LI40-STD2-UG-F |  | \$3,073.40 | k | 31\% | \$2,120.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | VR180ADCADVUGF VR180ADCENTUGF | SEL: VR18-OADC-ADV-UG-F SEL: VR18-OADC-ENT-UG-F |  | $\$ 4,368.10$ $\$ 6,183.10$ | k | 31\% | $\$ 3,013.99$ $\$ 4.266 .34$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | \$ $\$ 0.00$ | \$0.00 | ${ }_{\text {CARAHSOFT }}$ |
| 5 | VR180ADCSTDUGF | SEL: VR18-OADC-STD-UG-F |  | \$ $\$ 1,1222.10$ | k | 31\% | \$ $\$ 4.2843 .35$ | \$0.00 $\$ 0.00$ | \$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | carahsoft |
| 5 | VR180ADOADV2UGF | SEL: VR18-OADO-ADV2-UG-F |  | \$7,024.60 | k | 31\% | \$4,846.97 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | VR180ADOENTUGF | SEL: VR18-OADO-ENT-UG-F |  | \$1,040.60 | K | 31\% | \$718.01 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | VR180ADOSTD2UGF | SEL: VR18-OADO-STD2-UG-F |  | \$732.60 | k | 31\% | \$505.49 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 5 | VR180ENOAAM3UGF | SEL: VR18-OENO-AAM3-UG-F SEL:V18-OENO-ENT3-UG-F |  | $\$ 7,304.00$ $\$ 7.242 .40$ | K k | $31 \%$ $31 \%$ | \$5,039.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | VR180ENENT3UGF | SEL:VR18-OEN-ENT3-UG-F |  | $\$ 7,242.40$ $\$ 4,370.30$ | K | 31\% | ${ }_{\$ 3,015.51}$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 $\$ 000$ | \$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$ ${ }_{\text {\$0.00 }}$ | CARAHSOFT |


| BAND | SKU | DESCRIPTION | Model Sub sku | EMC LIST PRICE USD | category CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\left\|\begin{array}{c}\text { WTY UPG ENH TO } \\ \text { PS W/MC PREM } \\ \text { LP }\end{array}\right\|$ | WTY UPG BASIC TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | VR180ICADVUGF | SEL: VR18-OIC-ADV-UG-F |  | \$5,311.90 | K | 31\% | \$3,665.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | VR180ICENTUGF | SEL: VR18-OIC-ENT-UG-F |  | \$7,126.90 | k | 31\% | \$4,917.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | carahsoft |
| 5 | VR180ICSTDUGF | SEL: VR18-OIC-STD-UG-F |  | \$2,165.90 | k | 31\% | \$1,494.47 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | VR180STCADVUGF | SEL: VR18-OSTC-ADV-UG-F |  | \$6,243.60 | k | 31\% | \$4,308.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | VR180STCENTUGF | SEL: VR18-OSTC-ENT-UG-F |  | \$8,058.60 | k | 31\% | \$5,560.43 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | VR180STCSTDUGF | SEL: VR11-OSTC-STD-UG-F |  | \$3,097.60 | k | 31\% | \$2,137.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | VR180STVADVUGF | SEL: VR18-OSTV-ADV-UG-F |  | \$3,908.30 | K | $31 \%$ $31 \%$ | \$2,696.73 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | VR180STVCADVUGF | SEL: VR18-OSTVC-ADV-UG-F |  | \$6,848.60 | K | 31\% | \$4,725.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | VR180STVCSTIUGF | SEL:VR18-OSTVC-ENT-UG-F |  | \$8,675.70 | K k | $31 \%$ $31 \%$ | \$5,986.23 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | CARAHSOFT CARAHSOFT |
| 5 | VR180STVENTUGF | SEL: VR18-OSTV-ENT-UG-F |  | \$5,723.30 | k | 31\% | \$3,949.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | VR180STVSTDUGF | SEL:VR18-OSTV-STD-UG-F |  | \$762.30 | k | 31\% | \$525.99 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | VR18STDADVUGF | SEL: VR18-STD-ADV-UG-F |  | \$3,146.00 | k | 31\% | \$2,170.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | VR18STDENTUGF | SEL: VR18-STD-ENT-UG-F |  | \$4,961.00 | k | 31\% | \$3,423.09 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | VR18-STD-F | SEL: VR18-STD-F |  | \$4,229.50 | k | 31\% | \$2,918.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | VR19AAM33GC | SEL VR19-AAM3-3G-SSS-C) |  | \$11,117.04 | F1 | 2\% | \$10,894.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | VR19AAM33GC-I VR19AAM33GC-K | SEL VR19-AAM3-3G-SSS-C) |  | $\$ 13,006.94$ $\$ 13,094.81$ | F1 | 2\% | \$12,746.80 \$12,832.91 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE VMWARE |
| 5 | VR19AAM33PC | SEL VR19-AAM 3 -3P-SSS-C) |  | \$13,234.32 | F1 | 2\% | \$12,969.63 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VR19AAM33PC-I | SEL VR19-AAM3-3P-SSS-C ) |  | \$15,484.15 | F1 | 2\% | \$15,174.47 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR19AAM33PC-K | SEL VR19-AAM3-3P-SSS-C ) |  | \$15,588.75 | F1 | 2\% | \$15,276.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VR19AAM3C | SEL VR19-AAM3-C ) |  | \$19,250.00 | k | 31\% | \$13,282.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 5 | VR19AAM3C-I | SEL VR19-AAM3-C) |  | \$22,522.50 $\$ 21.644 .19$ | K | $31 \%$ $31 \%$ | \$15,540.53 \$14,934.49 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VR19AM 3 GC | SEL VR19-AAM3-G-SSS-C ) |  | \$4,211.00 | F1 | 2\% | \$4,126.78 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VR19AAM3GC-I | SEL VR19-AAM3-G-sss-C ) |  | \$4,926.87 | F1 | 2\% | \$4,828.33 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VR19AAM3GC-K | SEL VR 19-AAM3-C-SSS-C) |  | \$4,960.15 | F1 | ${ }^{2 \%}$ | ${ }_{\text {\$ }}$ \$4,860.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ | \$0.00 | \$0.00 | VmWARE |
| $5$ | VR19AAM3PC VR19AAM3PC-I | SEL VR19-AAM3-P-SSS-C ) <br> SEL VR19-AAM3-P-SSS-C ) |  | $\begin{aligned} & \$ 5,013.00 \\ & \$ 5,865.21 \end{aligned}$ | $\begin{aligned} & F_{1} \\ & \text { F1 } \end{aligned}$ | $\begin{aligned} & 2 \% \\ & 2 \% \\ & 2 \% \end{aligned}$ | $\begin{aligned} & \$ 4,912.74 \\ & \$ 5,747.91 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE VmWARE |
| 5 | VR19AAM3PC-K | SEL VR19-AAM3-P-SSS-C) |  | \$5,904.83 | F1 | 2\% | \$5,786.73 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VR19ADOADV2UC | SEL VR19-ADO-ADV2-U-C) |  | \$7,089.50 | K | 31\% | \$4,891.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR19ADOADV2UC-I | SEL VR19-ADO-ADV2-U-C) |  | \$8,294.72 | k | 31\% | \$5,723.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | VR19ADOADV2UC-K | SEL VR19-ADO-ADV2-U-C) |  | \$8,312.90 | k | 31\% | \$5,735.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | VR19ADOENT2UC VR19ADOENT2UC-I | SEL VR19-ADO-ENT2-U-C) SEL VR19-ADO-ENT2 $-\mathrm{U}-\mathrm{C}$ ) |  | $\$ 4,884.00$ $\$ 5,714.28$ | K | $31 \%$ $31 \%$ | ${ }_{\$ 3,942.95}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE VMWARE |
| 5 | VR19ADOENTLUC-K | SEL VR19-ADO-ENT2-U-C) |  | \$5,750.08 | k | 31\% | \$3,967.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VR19ADV23GC | SEL VR19-ADV2-3G-SSS-C ) |  | \$7,500.24 | F1 | 2\% | \$7,350.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VR19ADV23GC-I | SEL VR19-ADV2-3G-SSS-C) |  | \$8,775.28 | F1 | 2\% | \$88.59.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
|  | VR19ADV23GC-K VR19ADV23PC | SEL VR19-ADV2-3G-SSS-C ) <br> SEL VR19-ADV2-3P-SSS-C ) |  | $\begin{aligned} & \$ 8,834.56 \\ & \$ 8,931.12 \end{aligned}$ | $\begin{aligned} & \text { F1 } \\ & \text { F1 } \end{aligned}$ | $\begin{aligned} & 2 \% \\ & 2 \% \\ & 2 \% \end{aligned}$ | $\begin{aligned} & \$ 8,657.87 \\ & \$ 8,752.50 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | VMWARE |
| 5 | VR19ADV23PC-I | SEL VR19-ADV2-3P-SSS-C ) |  | \$10,449.41 | F1 | 2\% | \$10,240.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VR19ADV23PC-K | SEL VR19-ADV2-3P-SSS-C ) |  | \$10,520.00 | F1 | 2\% | \$10,309.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | VR19ADV2C | SEL VR19-ADV2-C) |  | \$12,890.00 | k | 31\% | \$8,894.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VR19ADV2C-I | SEL VR19-ADV2-C) |  | \$15,081.30 | K | 31\% | \$10,406.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ | $\$ 0.00$ | $\$ 0.00$ | VMWARE |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | VR19ADV2C-K VR19ADV2GC | SEL VR19-ADV2-C ) <br> SEL VR19-ADV2-G-SSS-C ) |  | \$14,518.85 $\$ 2,841.00$ | K F1 | $31 \%$ $2 \%$ | $\$ 10,018.01$ $\$ 2,784.18$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | VMWARE VMWARE |
| 5 | VR19ADV2GC-I | SEL VR19-ADV2-G-Sss-C ) |  | \$3,323.97 | F1 | 2\% | \$3,257.49 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VR19ADV2GC-K | SEL VR19-ADV2-G-Sss-C) |  | \$3,346.42 | F1 | 2\% | \$3,279.49 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 5 | VR19ADV2PC VR19ADV2PC-- | SEL VR19-ADV2-P-SSS-C) |  | \$3,383.00 | F1 | 2\% | $\$ 3,315.34$ $\$ 3.878 .95$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | VMWARE |
| 5 | VR19ADV2PC-- | SEL VR19-ADV2-P-SSS-C) |  | \$3,958.11 \$3,984.85 | $\begin{aligned} & \text { F1 } \\ & \text { F1 } \end{aligned}$ | 2\% | $\$ 3,878.95$ $\$ 3,905.15$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VR19ADV3GC | SEL VR19-ADV-3G-SSS-C) |  | \$3,751.44 | F1 | 2\% | \$3,676.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR19ADV3GC-I | SEL VR19-ADV-3G-SSS-C ) |  | \$4,389.18 | F1 | 2\% | \$4,301.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 5 | VR19ADV3GC-K VR19ADV3PC | SEL VR19-ADV-3G-SSS-C ) <br> SEL VR19-ADV-3P-SSS-C |  | \$4,418.83 | F1 F1 | 2\% | $\$ 4,330.45$ $\$ 4,374.96$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VmWARE VMWARE |
| 5 | VR19ADV3PC-1 | SEL VR19-ADV-3P-SSS-C) |  | \$5,223.16 | F1 | 2\% | \$5,118.70 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR19ADV3PC-K | SEL VR19-ADV-3P-Sss-C ) |  | \$5,258.44 | F1 | 2\% | \$5,153.27 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VR19ADVC | SEL VR19-ADV-C) |  | \$6,765.00 | K | $31 \%$ $31 \%$ | \$4,667.85 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | VR19ADVC-I VR19ADVC-K | SEL VR19-ADV-C SEL VR19-ADV-C) |  | $\$ 7,915.05$ $\$ 8,006.44$ | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~K} \end{aligned}$ | $\begin{aligned} & 31 \% \\ & 31 \% \\ & 31 \% \end{aligned}$ | \$5,461.38 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VmWARE VMWARE |
| 5 | VR19ADVENTUGC | SEL VR19-ADV-ENT-UG-C ) |  | \$1,738.00 | k | 31\% | \$1,199.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | VR19ADVENTUGC-I | SEL VR19-ADV-ENT-UG-C) |  | \$2,033.46 | k | 31\% | \$1,403.09 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VR19ADVENTUGC-K | SEL VR19-ADV-ENT-UG-C) |  | \$2,049.49 | K | 31\% | \$1,414.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR19ADVGC | SEL VR19-ADV-G-SSS-C) |  | \$1,421.00 | F1 | 2\% | $\$ 1,392.58$ $\$ 16293$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ | $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | \$0.00 | $\$ 0.00$ |  |
| 5 | VR19ADVGC-I VR19ADVGC-K | SEL VR19-ADV-G-SSS-C) SEL VR19-ADV-G-SSS-C) |  | $\$ 1,662.57$ $\$ 1,673.80$ | $\begin{aligned} & F_{1} \\ & \text { F1 } \end{aligned}$ | 2\% | \$1,629.32 | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | VMWARE <br> VMWARE |
| 5 | VR19ADVPC | SEL VR19-ADV-P-SSS-C ) |  | \$1,691.00 | F1 | 2\% | \$1,657.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VR19ADVPC-I | SEL VR19-ADV-P-SSS-C) |  | \$1,978.47 | F1 | 2\% | \$1,938.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR19ADVPC-K | SEL VR19-ADV-P-SSS-C) |  | \$1,991.83 | F1 | 2\% | \$1,951.99 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR19AOENTUGC | SEL VR19-AO-ENT-UG-C) |  | \$1,386.00 | K | 31\% | \$9956.34 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 5 | VR19AOENTUGC-I VR19AOENTUGC-K | SEL VR19-AO-ENT-UG-C) SEL VR19-AO-ENT-UG-C) |  | ${ }_{\$ 1,635.76}$ | K | $31 \%$ $31 \%$ | $\underset{\$ 1,128.67}{\$ 1,18.92}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE VMWARE |
| 5 | VR19ENT23GC | SEL VR19-ENT2-3G-SSS-C ) |  | \$9,253.20 | F1 | 2\% | \$9,068.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | VR19ENT23GC-I | SEL VR19-ENT2-3G-SSS-C ) |  | \$10,826.24 | F1 | 2\% | \$10,609.72 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 5 | VR19ENT23GC-K | SEL VR19-ENT2-3G-SSS-C) |  | \$10.899.38 | F1 | 2\% | $\$ 10,681.39$ $\$ 1079639$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 5 | VR19ENT23PC | SEL VR19-ENT2-3P-SSS-C ) |  | \$11,016.72 | F1 | 2\% | \$10,796.39 $\$ 12,631.77$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VR19ENT23PC-K | SEL VR19-ENT2-3P-SSS-C ) |  | \$12,976.64 | F1 | 2\% | \$12,717.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VR19ENT2C | SEL VR19-ENT2-C) |  | \$15,890.00 | K | 31\% | \$10,964.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
|  | VR19ENT2C-I | SEL VR19-ENT $2-\mathrm{C}$ ) |  | \$18,591.30 | k | 31\% | \$12,828.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |


| BAND | SKU | DESCRIPTION | Model Sub sku sku | EMC LIST | category CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\left\|\begin{array}{c}\text { WTY UPG ENH TO } \\ \text { PS W/MC PREM } \\ \text { LP }\end{array}\right\|$ | WTY UPG BASIC TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | VR19ENT2C-K | SEL VR19-ENT2-C) |  | \$17,889.98 | K | 31\% | \$12,344.09 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VR19ENTTGC | SEL VR19-ENT2-G-SSS-C) |  | \$3,505.00 | F1 | 2\% | \$3,434.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VR19ENT2GC-I | SEL VR19-ENT2-G-Sss-C ) |  | \$4,100.85 | F1 | 2\% | \$4,018.83 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VR19ENT2GC-K | SEL VR19-ENT2-G-Sss-C) |  | \$4,128.56 | F1 | 2\% | \$4,045.99 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VR19ENT2PC | SEL VR19-ENT2-P-SSS-C ) |  | \$4,173.00 | F1 | 2\% | \$4,089.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR19ENT2PC-I | SEL VR19-ENT2-P-SSS-C) |  | \$4,882.41 | F1 | 2\% | \$4,784.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VR19ENT2PC-K | SEL VR19-ENT2-P-SSS-C) |  | \$4,915.39 | F1 | 2\% | \$4,817.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 5 | VR19ENT33GC VR19ENT33GC-1 | SEL VR19-ENT3-3G-SSS-C) |  | $\$ 13,878.48$ $\$ 16,237.82$ | F1 | 2\% | \$13,600.91 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | VMWARE VMWARE |
| 5 | VR19ENT33GC-K | SEL VR19-ENT-3G-SSS-C) |  | \$16,347.52 | F1 | 2\% | \$15,913.06 | \$0.00 $\$ 0.00$ | \$0.00 | \$0.00 | S0.00 $\$ 0.00$ | \$9000 | \$0.00 | \$0.00 | VmWare |
| 5 | VR19ENT33PC | SEL VR19-ENT3-3P-SSS-C ) |  | \$16,523.76 | F1 | 2\% | \$16,193.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VR19ENT33PC-I | SEL VR19-ENT3-3P-SSS-C ) |  | \$19,332.80 | F1 | 2\% | \$18,946.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VR19ENT33PC-K | SEL VR19-ENT3-3P-SSS-C ) |  | \$19,463.40 | F1 | 2\% | \$19,074.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | VR19ENT3C | SEL VR19-ENT3-C) |  | \$23,835.00 | k | 31\% | \$16,446.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VR19ENT3C-I | SEL VR19-ENT3-C) |  | \$27,886.95 | k | 31\% | \$19,242.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR19ENT3C-K | SEL VR19-ENT3-C) |  | \$26,777.51 | K | 31\% | \$18,476.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VR19ENT3GC | SEL VR19-ENT3-G-SSS-C ) |  | \$5,257.00 | F1 | 2\% | \$5,151.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR19ENT3GC-I | SEL VR19-ENT3-G-Sss-C ) |  | \$6,150.69 | F1 | 2\% | \$6,027.68 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VR19ENT3GC-K | SEL VR19-ENT3-G-SSS-C) |  | \$6,192.24 | F1 | 2\% | \$6,068.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VR19ENT3PC | SEL VR19-ENT3-P-SSS-C) |  | \$6,259.00 | F1 | 2\% | \$6,133.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VR19ENT3PC-I | SEL VR19-ENT3-P-SSS-C ) |  | \$7,323.03 | F1 | 2\% | \$7,176.57 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VR19ENT3PC-K | SEL VR19-ENT3-P-SSS-C ) |  | \$7,372.50 | F1 | 2\% | \$7,225.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | VR19ENTC | SEL VR19-ENT-C ) |  | \$8,345.00 | k | 31\% | \$5,758.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VR19ENTC-I | SEL VR19-ENT-C ) |  | \$9,763.65 | k | 31\% | \$6,736.92 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VR19ENTC-K | SEL VR19-ENT-C) |  | \$9,845.23 | K | 31\% | \$6,793.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | VR19ENTGC | SEL VR19-ENT-G-SSS-C ) |  | \$1,752.00 | F1 | 2\% | \$1,716.96 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VR19ENTGC-I | SEL VR19-ENT-G-SSS-C) |  | \$2,049.84 | F1 | ${ }_{2 \%}^{2 \%}$ | \$2,008.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR19ENTGC-K | SEL VR19-ENT-G-SSS-C ) |  | \$2,063.68 | F1 | 2\% | \$2,022.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR19ENTPSC VR19ENTPSC-I | SEL VR19-ENT-P-SSS-C ) |  | \$2,086.00 | F1 | 2\% | \$2,044.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VR19ENTPSC-K | SEL VR19-ENT-P-SSS-C) |  | \$2,457.11 | F1 | 2\% | \$2,407.97 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR19ET3PC | SEL VR19-ENT-3G-SSS-C) |  | \$4,625.28 | F1 | 2\% | \$4,532.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VR19ET3PC-I | SEL VR19-ENT-3G-SSS-C) |  | \$5,411.58 | F1 | ${ }^{2 \%}$ | \$5,303.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VR19ET3PC-K | SEL VR19-ENT-3G-Sss-C ) |  | \$5,448.14 | F1 | 2\% | \$5,339.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VR19ET3PSSC | SEL VR19-ENT-3P-SSS-C) |  | \$5,507.04 | F1 | 2\% | \$5,396.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VR19ET3PSSC-I | SEL VR19-ENT-3P-SSS-C ) |  | \$6,443.24 | F1 | 2\% | \$6,314.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VR19ET3PSSC-K | SEL VR19-ENT-3P-SSS-C ) |  | \$6,486.76 | F1 | 2\% | \$6,357.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VR19LIAADVUGC | SEL VR19-LI8-ADV-UG-C ) |  | \$5,742.00 | k | 31\% | \$3,961.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VR19LIBADVUGC-I | SEL VR19-LI8-ADV-UG-C) |  | \$6,718.14 | K | 31\% | \$4,635.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | VR19LIBADVUGC-K | SEL VR19-LI-ADV-UG-C) |  | \$6,761.42 | F1 | 2\% | \$6,626.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VR19LIBCENUGC | SEL VR19-LI8C-EN-UG-C) |  | \$7,480.00 | K | 31\% | \$5,161.20 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VR19LICCENUGC-I | SEL VR19-LIC-EN-UG-C) SEL VR19-LI8C-EN-UG-C) |  | $\$ 8,751.60$ $\$ 8,772.60$ | K k | 31\% <br> 31\% | \$6,038.60 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
|  | VR19L8CSTUGC | SEL VR19-LIBC-ST-UG-C) |  | \$2,695.00 | k | 31\% | \$1,859.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR19LI8CSTUGC-I | SEL VR19-LI8C-ST-UG-C ) |  | \$3,153.15 | k | 31\% | \$2,175.67 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VR19LIICSTUGC-K | SEL VR19-LI8C-ST-UG-C) |  | \$3,175.76 | k | 31\% | \$2,191.27 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VR19LIEENTUGC | SEL VR19-LIP-ENT-UG-C) |  | \$3,514.50 | K | $31 \%$ $31 \%$ | \$2,425.01 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 5 | VR19LIEENTUGC-I | SEL VR19-LI8-ENT-UG-C ) <br> SEL VR19-LI8-ENT-UG-C ) |  | \$4,111.97 | K K | $31 \%$ $31 \%$ | ${ }_{\text {\$2, }}{ }_{\text {2 } 2,857.38}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE <br> VMWARE |
| 5 | VR19L80ADVUC | SEL VR19-LI8O-ADV-U-C) |  | \$1,776.50 | k | 31\% | \$1,225.79 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VR19LI80ADVUC-I | SEL VR19-LI8O-ADV-U-C) |  | \$2,078.51 | k | 31\% | \$1,434.17 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VR19LI8OADVUC-K | SEL VR19-LI8O-ADV-U-C) |  | \$2,095.46 | F1 | 2\% | \$2,053.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | VR19LI8STD2UC | SEL VR19-LII-STD2-U-C) |  | \$3,124.00 | K | 31\% | \$2,155.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | VR19LIBSTD2UC-I | SEL VR19-LI8-STD2-U-C) |  | \$3,655.08 | k | 31\% | \$2,522.01 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VR19LI8STD2UC-K | SEL VR19-LI8-STD2-U-C ) |  | \$3,681.43 | K | 31\% | \$2,540.19 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VR190ACADVUGC-I | SEL VR19-OAC-ADV-UG-C) |  | \$5,057.91 | k | 31\% | \$3,489.96 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
|  | VR190ACADVUGC-K | SEL VR19-OAC-ADV-UG-C) |  | \$5,091.17 | F1 | 2\% | \$4,989.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VR190ACENTUGC | SEL VR19-OAC-ENT-UG-C) |  | \$6,061.00 | k | 31\% | \$4,182.09 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VR190ACENTUGC-I | SEL VR19-OAC-ENT-UG-C) |  | \$7,091.37 | k | 31\% | \$4,893.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VR190ACENTUGC-K | SEL VR19-OAC-ENT-UG-C) |  | \$7,136.84 | K | $31 \%$ $31 \%$ | \$4,924.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ |  |
| 5 5 | VR190ADADV2UC | SEL VR 19-OAD-ADV2-U-C) SEL VR19-OAD-ADV2-U-C) |  | \$7,089.50 | K | $31 \%$ $31 \%$ | $\$ 4,891.76$ $\$ 5,723.36$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | VMWARE VmWARE |
| 5 | VR190ADADV2UC-K | SEL VR19-OAD-ADV2-U-C) |  | \$8,312.90 | k | 31\% | \$5,735.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR190ADSTDUGC | SEL VR19-OAD-STD-UG-C) |  | \$1,276.00 | k | 31\% | \$880.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VR190ADSTDUGC-I | SEL VR19-OAD-STD-UG-C) |  | \$1,492.92 | k | 31\% | \$1,030.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | VR190ADSTDUGC-K | SEL VR 19-OAD-STD-UG-C) |  | \$1,505.52 | K | 31\% | \$1,038.81 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  |
| 5 5 | VR190ASTD2UGC VR190ASTD2UGC-I | SEL VR 19-OA-STD2-UG-C ) SEL VR19-OA-STD2-UG-C ) |  | \$ $\$ 1.164 .50$ | K | $31 \%$ $31 \%$ | ${ }_{\$ 8886.90}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE VMWARE |
| 5 | VR190ASTD2UGC-K | SEL VR19-OA-STD2-UG-C) |  | \$1,176.07 | k | 31\% | \$811.49 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR190dENTUGC | SEL VR19-OD-ENT-UG-C ) |  | \$1,386.00 | k | 31\% | \$956.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR190DENTUGC-I | SEL VR19-OD-ENT-UG-C) |  | \$1,621.62 | k | 31\% | \$1,118.92 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VR190DENTUGC-K | SEL VR19-OD-ENT-UG-C) |  | \$1,635.76 | k | 31\% | \$1,128.67 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | VR190ECENTPUC | SEL VR 19-OEC-ENTP-U-C) |  | \$4,361.50 | K | 31\% | \$3,009.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR190ECENTPUC-I | SEL VR19-OEC-ENTP-U-C) |  | \$5,102.96 | k | $31 \%$ $31 \%$ | $\$ 3,521.04$ $\$ 354463$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VR190ECENTPUC-K | SEL VR 9 --OEC-ENPT-U-C) |  | $\$ 5,137.14$ $\$ 7,788.00$ | k | 31\% | $\$ 3,544.63$ $\$ 5,373.72$ | \$50.00 | \$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VR1900AAM3UGC-I | SEL VR19-OO-AAM3-UG-C) |  | \$9,111.96 | k | 31\% | \$6,287.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR1900AAM3UGC-K | SEL VR19-OO-AAM3-UG-C) |  | \$9,155.69 | K | 31\% | \$6,317.43 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR1900ENT3UGC | SEL VR19-OO-ENT3-UG-C ) |  | \$7,903.50 | k | 31\% | \$5,453.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |


| BAND | SKU | DESCRIPTION | Model Sub sku | EMC LIST PRICE USD | category CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | WTY UPG ENH TO <br> PS WIMC PREM <br> LP | WTY UPG BASIC TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | VR1900ENT3UGC-I | SEL VR19-OO-ENT3-UG-C) |  | \$9,247.10 | K | 31\% | \$6,380.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR1900еNT3UGC-K | SEL VR19-OO-ENT3-UG-C ) |  | \$9,308.92 | k | 31\% | \$6,423.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VR1900SAM4UGC | SEL VR19-OO-SAM4-UG-C) |  | \$4,741.00 | k | 31\% | \$3,271.29 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VR1900SAM4UGC-I | SEL VR19-OO-SAM4-UG-C ) |  | \$5,546.97 | k | 31\% | \$3,827.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VR1900SAM4UGC-K | SEL VR19-OO-SAM4-UG-C ) |  | \$5,581.52 | k | 31\% | \$3,851.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR190SCADVUGC | SEL VR19-OSC-ADV-UG-C) |  | \$6,028.00 | k | 31\% | \$4,159.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VR190SCADVUGC-I | SEL VR19-OSC-ADV-UG-C) |  | \$7,052.76 | K | $31 \%$ $31 \%$ | \$4,866.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | VR190SCADVUGC-K | SEL VR19-OSC-ADV-UG-C) |  | \$7,098.53 | K | 31\% | \$4,897.99 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE VMWARE |
| 5 | VR19OSCENUGC-I | SEL VR19-OSC-EN-UG-C) SEL VR19-OSC-EN-UG-C) |  | \$\$7,766.00 | k | 31\% | \$ $\$ 6,358.59 .49$ | \$0.00 | \$80.00 | $\$ 0.00$ $\$ 0.00$ | S0.00 $\$ 0.00$ | \$0.00 | \$0.00 $\$ 0.00$ | \$0.00 $\$ 0.00$ | VMWARE |
| 5 | VR190SCENUGC-K | SEL VR19-OSC-EN-UG-C) |  | \$9,155.69 | k | 31\% | \$6,317.43 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | VR190STSTDUGC | SEL VR19-OST-STD-UG-C) |  | \$2,981.00 | k | 31\% | \$2,056.89 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VR190STSTDUGC-I | SEL VR 19-OST-STD-UG-C) |  | \$3,487.77 | k | 31\% | \$2,406.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | VR190STSTDUGC-K | SEL VR19-OSTTSTD-UG-C ) |  | \$3,512.87 | k | 31\% | \$2,423.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VR190STVSDUGC | SEL VR19-OSTV-SD-UG-C ) |  | \$858.00 | k | 31\% | \$592.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR190STVSDUGC-I | SEL VR19-OSTV-SD-UG-C ) |  | \$1,003.86 | K | 31\% | \$692.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VR190STVSDUGC-K | SEL VR19-OSTV-SD-UG-C) |  | \$1,007.51 | K | 31\% | \$695.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | VR190SVADVUGC | SEL VR 19-OSV-ADV-UG-C) |  | $\$ 3,905.00$ $\$ 4.568 .85$ | K | $31 \%$ $31 \%$ | \$2,694.45 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VR190SVADVUGC-I VR190SVADVUGC-K | SEL VR19-OSV-ADV-UG-C ) SEL VR19-OSV-ADV-UG-C ) |  | $\$ 4,568.85$ $\$ 4,600.83$ | k k | $31 \%$ $31 \%$ | \$3,152.51 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VR190SVAVUGC | SEL VR19-OSV-AV-UG-C) |  | \$6,578.00 | , | 31\% | \$4,538.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR190sVAVUGC-I | SEL VR19-OSV-AV-UG-C) |  | \$7,696.26 | k | 31\% | \$5,310.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | VR190SVAVUGC-K | SEL VR19-OSV-AV-UG-C) |  | \$7,776.59 | k | 31\% | \$5,365.85 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VR190SVCETUGC | SEL VR19-OSVC-ET-UG-C ) |  | \$8,327.00 | k | 31\% | \$5,745.63 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VR190SVCETUGC-I | SEL VR19-OSVC-ET-UG-C ) |  | \$9,742.59 | K | 31\% | \$6,722.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VR190SVCETUGC-K | SEL VR19-OSVC-ET-UG-C ) |  | \$9,845.23 | k | 31\% | \$6,793.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VR190SVENUGC | SEL VR19-OSV-EN-UG-C) |  | \$5,643.00 | K | $31 \%$ $31 \%$ | \$3,853.67 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ | \$0.00 | \$0.00 | VMWARE |
| 5 | VR19OSVENUGC-I VR190SVENUGC-K | SEL VR19-OSV-EN-UG-C) SEL VR19-OSV-EN-UG-C) |  | \$6,602.31 | k | 31\% | \$4,555.59 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VR190TCSTDUGC | SELVR (19-OSV-EN-UG-C) |  | $\$ 6,466.49$ $\$ 3,558.50$ | K | $31 \%$ $31 \%$ | \$4,586.08 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$ $\$ 0.00$ | VMWWARE |
| 5 | VR190TCSTDUGC-I | SEL VR19-OTC-STD-UG-C) |  | \$4,163.45 | k | 31\% | \$2,872.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR190TCSTDUGC-K | SEL VR19-OTC-STD-UG-C ) |  | \$4,194.76 | k | 31\% | \$2,894.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VR19SAM43GC | SEL VR19-SAM4-3G-sss-C) |  | \$8,788.56 | F1 | 2\% | \$8,612.79 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR19SAM43GC-I | SEL VR19-SAM4-3G-SSS-C) |  | \$10,282.62 | F1 | 2\% | \$10,076.97 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VR19SAM43GC-K | SEL VR19-SAM4-3G-SSS-C) |  | \$10,352.08 | F1 | 2\% | \$10,145.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VR19SAM43PC | SEL VR19-SAM4-3P-SSS-C) |  | \$10,462.32 | F1 | 2\% | \$10,253.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VR19SAM43PC-I | SEL VR19-SAM4-3P-SSS-C) |  | \$12,240.91 | F1 | ${ }^{2 \%}$ | \$11,996.09 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR19SAM43PC-K | SEL VR19-SAM4-3P-SSS-C) |  | \$12,323.61 | F1 | $2 \%$ $31 \%$ | \$12,077.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VR19SAM4C | SEL VR19-SAM4-C ) |  | \$15,450.00 <br> \$18,076.50 | $\hat{k}$ | $\begin{aligned} & 31 \% \\ & 31 \% \end{aligned}$ | \$10,660.50 \$12,472.79 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VR19SAM4C-K | SEL VR19-SAM4-C ) |  | \$17,353.66 | k | 31\% | \$11,974.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VR19SAM4GC | SEL VR19-SAM4-G-SSS-C ) |  | \$3,329.00 | F1 | 2\% | \$3,262.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | VR19SAM4GC-I | SEL VR19-SAM4-G-SSS-C) |  | \$3,894.93 | F1 | 2\% | \$3,817.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VR19SAM4GC-K | SEL VR 19 -SAM44-G-SSS-C) |  | \$3,921.24 | F1 | 2\% | $\$ 3,842.82$ $\$ 888374$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | VR19SAM4PC | SEL VR19-SAM4-P-SSS-C ) |  | $\$ 3,963.00$ $\$ 4,636.71$ | $\begin{aligned} & F_{1} \\ & \text { F1 } \end{aligned}$ | 2\% | \$3,883.74 $\$ 4.543 .98$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE VMWARE |
| 5 | VR19SAM4PC-K | SEL VR19-SAM4-P-SSS-C) |  | \$4,668.04 | F1 | 2\% | \$4,574.68 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VR19STD23GC | SEL VR19-STD2-3G-SSS-C ) |  | \$4,429.92 | F1 | 2\% | \$4,341.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
|  | VR19STD23GC-I | SEL VR19-STD2-3G-SSS-C) |  | \$5,183.01 | F1 | 2\% | \$5,079.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VR19STD23GC-K | SEL VR19-STD2-3G-SSS-C) |  | \$5,218.02 | F1 | 2\% | \$5,113.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | VR19STD23PC | SEL VR 19 -STD2-3P-SSS-C) |  | \$5,274.72 | F1 | 2\% | \$5,169.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VR19STD23PC-1 | SEL VR19-STD2-3P-SSS-C) |  | \$ $\$ 6,171.42$ | F1 | 2\% | \$6,047.99 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VR19STD2C | SEL VR19-STD2-C ) |  | \$7,690.00 | k | 31\% | \$5,306.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VR19STD2C-1 | SEL VR19-STD2-C) |  | \$8,997.30 | k | 31\% | \$6,208.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VR19STD2C-K | SEL VR19-STD2-C) |  | \$8,619.37 | K | 31\% | \$5,947.37 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | VR19STD2GC | SEL VR19-STD2-G-SSS-C ) |  | \$1,678.00 | F1 | 2\% | \$1,644.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | VR19STD2GC-I | SEL VR19-STD2-G-SSS-C) |  | \$1,963.26 | F1 | 2\% | \$1,923.99 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  |
| 5 | VR19STD2GC-K VR19STD2PC | SEL VR19-STD2-G-SSS-C ) SEL VR19-STD2-P-Sss-C ) |  | $\$ 1,976.52$ $\$ 1,998.00$ | $\begin{aligned} & \text { F1 } \\ & \text { F1 } \end{aligned}$ | $\begin{aligned} & 2 \% \\ & 2 \% \\ & 2 \% \end{aligned}$ | \$1,936.99 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE VMWARE |
| 5 | VR19STD2PC-I | SEL VR19-STD2-P-SSS-C) |  | \$2,337.66 | F1 | 2\% | \$2,290.91 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VR19STD2PC-K | SEL VR19-STD2-P-SSS-C) |  | \$2,353.46 | F1 | 2\% | \$2,306.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VR19STD3GC | SEL VR19-STD-3G-SSS-C ) |  | \$2,214.96 | F1 | 2\% | \$2,170.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VR19STD3GC-I | SEL VR19-STD-3G-SSS-C) |  | \$2,591.50 | F1 | 2\% | \$2,539.67 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ |  | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  |
| 5 | VR19STD3GC-K VR19STD3PC | SEL VR19-STD-3G-SSS-C ) SEL VR19-STD-3P-SSS-C ) |  | $\$ 2,609.01$ $\$ 2,637.36$ | F1 | 2\% | \$2,556.83 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE VmWARE |
| 5 | VR19STD3PC-I | SEL VR19-STD-3P-SSS-C) |  | \$3,085.71 | F1 | 2\% | \$3,024.00 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR19STD3PC-K | SEL VR19-STD-3P-SSS-C ) |  | \$3,106.56 | F1 | 2\% | \$3,044.43 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR19STDADVUGC | SEL VR19-STD-ADV-UG-C) |  | \$3,047.00 | k | 31\% | \$2,102.43 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR19STDADVUGC-I | SEL VR19-STD-ADV-UG-C) |  | \$3,564.99 | K | 31\% | \$2,459.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 5 | VR19STDADVUGC-K VR19STDC | SEL VR 19-STD-ADV-UG-C) SEL VR19-STD-C) |  | $\$ 3,589.49$ $\$ 3,995.00$ | F1 k | 2\% | \$3,517.70 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE VMWARE |
| 5 | VR19STDC-I | SEL VR19-STD-C) |  | \$4,674.15 | k | 31\% | \$3,225.16 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR19STDC-K | SEL VR19-STD-C ) |  | \$4,708.09 | k | 31\% | \$3,248.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | VR19STDENTUGC | SEL VR19-STD-ENT-UG-C ) |  | \$4,785.00 | k | 31\% | \$3,301.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VR19STDENTUGC-I | SEL VR19-STD-ENT-UG-C) |  | \$55,598.45 | K | 31\% | \$3,862.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR19STDENTUGC-K | SEL VR19-STD-ENT-UG-C ) |  | \$5,635.15 | K | 31\% | \$3,888.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 5 | VR19STDGC | SEL VR19-STD-G-SSS-C ) SEL VR19-STD-G-SSS-C ) |  | ${ }_{\$ 981.63} 883.0$ | F1 F1 | 2\% |  | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VR19STDGC-K | SEL VR19-STD-G-Sss-C ) |  | \$988.26 | F1 | 2\% | \$968.49 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |


| BAND | SKU | DESCRIPTION | $\begin{aligned} & \text { Model Sub } \\ & \text { ckil } \end{aligned}$ sku | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\left\|\begin{array}{c}\text { WTY UPG ENH TO } \\ \text { PS W/MC PREM } \\ \text { LP }\end{array}\right\|$ | WTY UPG BASIC TO PS ENH LP | Renewal | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | VR19STDPC | SEL VR19-STD-P-SSS-C ) |  | \$999.00 | F1 | 2\% | \$979.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR19STDPC-I | SEL VR19-STD-P-SSS-C ) |  | \$1,168.83 | F1 | 2\% | \$1,145.45 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VR19STDPC-K | SEL VR19-STD-P-SSS-C ) |  | \$1,176.72 | F1 | 2\% | \$1,153.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | VR7-OADC-F | SEL: VR7-OADC-F |  | \$3,118.50 | k | 31\% | \$2,151.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | VR7-OADO25-F | SEL: VR7-OADO25-F |  | \$7,793.50 | K | 31\% | \$5,377.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | VRTOADOOENOUGF | SEL: VR7-OADO-OENO-UG-F |  | \$13,026.20 | k | 31\% | \$8,988.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | VR7-OENO25-F | SEL: VR7-OENO25-F |  | \$19,635.00 | k | 31\% | \$13,548.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | VR7-OSTC-F | SEL: VR7-OSTC-F |  | \$1,413.50 | k | 31\% | \$975.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | VR7OSTCOADCUGF | SEL: VR7-OSTC-OADC-UG-F |  | \$1,875.50 | k | 31\% | \$1,294.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | VR7OSTCVSOADCUG | SEL: VRT-OSTCVS-OADC-UG-F |  | \$2,492.60 | K | 31\% | \$1,719.89 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 5 | VR7-OSTV25-F VRTOSTVOADOUG | SEL: VR7-OSTV25-F |  | \$3,536.50 | k | 31\% | \$2,40.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | VR70STVADOUGF | SEL: VRT-OSTV-OADO-UG-F SEL: VR7-OSTV-OENO-UG-F |  | $\$ 4,682.70$ $\$ 17,708.90$ | K | 31\% | \$3,231.06 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | CARAHSOFT |
| 5 | VRTVU1003GSC | SEL VR7-VU100-3G-S-C) |  | \$4,282.08 | F1 | 2\% | \$4,196.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VR7VU1003GSC-1 | SEL VR7-VU100-36-S-C ) |  | \$5,010.03 | F1 | 2\% | \$4,909.83 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | VR7VU1003GSC-K | SEL VR7-VU100-3G-S-C) |  | \$4,813.57 | F1 | 2\% | \$4,717.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VR7VU1003PSC | SEL VR7-VU100-3P-S-C) |  | \$5,097.84 | F1 | 2\% | \$4,995.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR7VU1003PSC-I | SEL VR7-VU100-3P-S-C ) |  | \$5,964.47 | F1 | 2\% | \$5,845.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VR7VU1003PSC-K | SEL VR7-VU100-3P-S-C) |  | \$5,730.58 | F1 | 2\% | \$5,615.97 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR7VU100C | SEL VR7-VU100-C) |  | \$7,725.00 | k | 31\% | \$5,330.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmWare |
| 5 | VR7VU100C-1 | SEL VR7-VU100-C) |  | \$9,038.25 | k | 31\% | \$6,236.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR7VU100C-K | SEL VR7-VU100-C) |  | \$8,695.99 | k | 31\% | \$6,000.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR7VU100GSSSC | SEL VR7-VU100-G-SSS-C ) |  | \$1,622.00 | F1 | 2\% | \$1,589.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR7VU100GSSSC-I | SEL VRT-VU100-G-Sss-C ) |  | \$1,897.74 | F1 | 2\% | \$1,859.79 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VR7VU100GSSSC-K | SEL VRT-VU100-G-Sss-C) |  | \$1,823.32 | F1 | 2\% | \$1,786.85 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VRTVU100PSSSC | SEL VR7-VU100-P-SSS-C ) |  | \$1,931.00 | F1 | 2\% | \$1,892.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VRTVU100PSSSC-I | SEL VR7-VU100-P-SSS-C) |  | \$2,259.27 | F1 | 2\% | \$2,214.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR7VU100PSSsC-K | SEL VR7-VU100-P-SSS-C) |  | \$2,170.67 | F1 | 2\% | \$2,127.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE VMWARE |
| 5 | VR7VU103GSSSC | SEL VRT-VU10-3G-SSS-C) |  | \$427.68 | F1 | 2\% | \$419.13 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VR7VU103Gsssc-k | SEL VRT-VU10-36-sss-c ) |  | \$480.76 | F1 | 2\% | \$471.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR7VU103PSSSC | SEL VR7-VU10-3P-SSS-C |  | \$509.52 | F1 | 2\% | \$499.33 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR7VU103PSSSC-I | SEL VR7-VU10-3P-SSS-C ) |  | \$596.14 | F1 | 2\% | \$584.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR7VU103PSSSC-K | SEL VR7-VU10-3P-SSS-C ) |  | \$572.76 | F1 | 2\% | \$561.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR7VU10C | SEL VR7-VU10-C ) |  | \$772.50 | k | 31\% | \$533.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | VR7VU10C-I | SEL VR7-VU10-C ) |  | \$903.83 | k | 31\% | \$623.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR7VU10C-K | SEL VR7-VU10-C ) |  | \$869.60 | k | 31\% | \$600.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VRTVU10GSSSC | SEL VRT-VU10-G-SSS-C ) |  | \$162.00 | F1 | 2\% | \$158.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | VR7VU10GSSSC-I | SEL VR7-VU10-G-SSS-C ) |  | \$189.54 | F1 | 2\% | \$185.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR7VU10GSSSC-K | SEL VR7-VU10-G-SSS-C ) |  | \$182.11 | F1 | 2\% | \$178.47 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VRTVU10PSSSC | SEL VR7-VU10-P-Sss-C ) |  | \$193.00 | F1 | 2\% | \$189.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | VR7VU10PSSSC-I | SEL VR7-VU10-P-SSS-C ) SEL VR7-VU10-PSSS-C) |  | ${ }_{\text {\$225.81 }}$ | F1 | $\begin{aligned} & 2 \% \\ & 2 \% \\ & 2 \% \end{aligned}$ | \$221.29 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE VmWare |
| 5 | VR8ADOONO25UC | SEL VR8-ADO-ONO-25-U-C) |  | \$11,842.00 | k | 31\% | \$8,170.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR8ADOONO25UC-I | SEL VR8-ADO-ONO-25-U-C) |  | \$13,855.14 | k | 31\% | \$9,560.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR8ADOONO25UC-K | SEL VR8-ADO-ONO-25-U-C) |  | \$13,292.98 | k | 31\% | \$9,172.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VR8ATAATN25UC | SEL VRR-ATA-ATN-25-U-C) |  | \$5,682.00 | k | 31\% | \$3,920.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ | \$0.00 | \$0.00 |  |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | VR8ATAATN25UC-I VR8ATAATN25UC-K | SEL VRR-ATA-ATN-25-U-C ) SEL VR8-ATA-ATN-25-U-C) |  | \$6,647.94 | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~K} \end{aligned}$ | $\begin{aligned} & 31 \% \\ & 31 \% \end{aligned}$ | \$4,587.08 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \\ & \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE VmWARE |
| 5 | VR8ATAD253GC | SEL VR8-ATAD25-3G-Sss-C ) |  | \$3,928.32 | F1 | 2\% | \$3,849.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VR8ATAD253GC-I | SEL VR8-ATAD25-3G-Sss-C ) |  | \$4,596.13 | F1 | 2\% | \$4,504.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | VR8ATAD253GC-K | SEL VR8-ATAD25-3G-SSS-C ) |  | \$4,415.90 | F1 | 2\% | \$4,327.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR8ATAD253PC | SEL VR8-ATAD25-3P-SSS-C ) |  | \$4,675.44 | F1 | 2\% | \$4,581.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR8ATAD253PC-I | SEL VR8-ATAD25-3P-SSS-C ) |  | \$5,470.26 | F1 | 2\% | \$5,360.85 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR8ATAD253PC-K | SEL VR8-ATAD25-3P-SSS-C ) |  | \$5,255.75 $\$ 7.08500$ | F1 | 2\% | \$5,150.64 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VR8AAAD25C-I | SEL VR8-ATAD25-C) |  | \$87,885.00 | K | 31\% | \$ $\$ 4,88819.72$ | $\$ 0.00$ $\$ 0.00$ | \$ $\$ 0.00$ | \$0.00 | \$80.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR8ATAD25C-K | SEL VR8-ATAD25-C) |  | \$7,929.82 | k | 31\% | \$5,471.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR8ATAD25GC | SEL VR8-ATAD25-G-SSS-C ) |  | \$1,488.00 | F1 | 2\% | \$1,458.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VR8ATAD25GC-I | SEL VR8-ATAD25-G-SSS-C) |  | \$1,740.96 | F1 | 2\% | \$1,706.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR8ATAD25GC-K | SEL VRR-ATADD25-G-SSS-C) |  | \$1,672.69 | F1 | 2\% | \$1,639.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 | \$0.00 |  |
| 5 5 | VR8ATAD25PC | SEL VR8-ATAD25-P-SSS-C ) |  | \$1,771.00 | $\begin{aligned} & F_{1} \\ & F_{1} \end{aligned}$ | 2\% | \$1,735.58 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE VMWARE |
| 5 | VR8ATAD25PC-K | SEL VR8-ATAD25-P-SSS-C) |  | \$1,990.81 | F1 | 2\% | \$1,950.99 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VR8ATEN253GC | SEL VR8-ATEN25-3G-Sss-C ) |  | \$6,792.72 | F1 | 2\% | \$6,656.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VR8ATEN253GC-1 | SEL VR8-ATEN25-3G-Sss-C ) |  | \$7,947.48 | F1 | 2\% | \$7,788.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | VR8ATEN253GC-K | SEL VR8-ATEN25-3G-SSS-C) |  | \$7,635.83 | F1 | 2\% | \$7,483.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VR8ATEN253PC | SEL VR8-ATEN25-3P-SSS-C ) SEL VR8-ATEN25-3P-SSS-C) |  | $\$ 8,086.32$ $\$ 9,460.99$ | F1 | 2\% | \$7,924.59 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VmWare VMWARE |
| 5 | VR8ATEN253PC-K | SEL VR8-ATEN25-3P-SSS-C) |  | \$9,089.99 | F1 | 2\% | \$8,908.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR8ATEN25C | SEL VR8-ATEN25-C ) |  | \$12,250.00 | k | 31\% | \$8,452.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmWare |
| 5 | VR8ATEN25C-I | SEL VR8-ATEN25-C) |  | \$14,332.50 | K | 31\% | \$9,889.43 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | VR8ATEN25C-K | SEL VR8-ATEN25-C) |  | \$13,752.68 | K | 31\% | \$9,489.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR8ATEN25GC | SEL VR8-ATEN25-G-SSS-C ) |  | \$2,573.00 | F1 | 2\% | \$2,521.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 5 | VR8ATEN25GC-I | SEL VR8-ATEN25-G-SSS-C) |  | \$3,010.41 | F1 | 2\% | \$2,950.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR8ATEN25GC-K VR8ATEN25PC | SEL VR8-ATEN25-G-SSS-C ) |  | $\$ 2,892.36$ $\$ 3,063.00$ | F1 | 2\% | $\$ 2,834.51$ $\$ 3,001.74$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VR8ATEN25PC-I | SEL VR8-ATEN25-P-SSS-C) |  | \$3,583.71 | F1 | 2\% | \$3,512.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR8ATEN25PC-K | SEL VR8-ATEN25-P-SSS-C) |  | \$3,443.17 | F1 | 2\% | \$3,374.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
|  | VR8OADC3GC | SEL VR8-OADC-3G-SSS-C ) |  | \$1,570.80 | F1 | 2\% | \$1,539.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |


| BAND | SKU | DESCRIPTION | $\begin{aligned} & \text { Model Sub } \\ & \text { ckil } \end{aligned}$ sku | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\left\|\begin{array}{c}\text { WTY UPG ENH TO } \\ \text { PS W/MC PREM } \\ \text { LP }\end{array}\right\|$ | wTY UPG BASIC TO PS ENH LP | Renewal | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | VR80ADC3GC-I | SEL VR8-OADC-3G-SSS-C ) |  | \$1,837.84 | F1 | 2\% | \$1,801.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VR80ADC3GC-K | SEL VR8-OADC-3G-SSS-C ) |  | \$1,765.77 | F1 | 2\% | \$1,730.45 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VR80ADC3PC | SEL VR8-OADC-3P-SSS-C ) |  | \$1,871.76 | F1 | 2\% | \$1,834.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | VR80ADC3PC-1 | SEL VR8-OADC-3P-SSS-C ) |  | \$2,189.96 | F1 | 2\% | \$2,146.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR8OADC3PC-K | SEL VR8-OADC-3P-SSS-C ) |  | \$2,104.08 | F1 | 2\% | \$2,062.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VR80ADCC | SEL VR8-OADC-C ${ }^{\text {( }}$ |  | \$2,835.00 | K | 31\% | \$1,956.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VR8OADCC-I | SEL VR8-OADC-C) |  | \$3,316.95 | K | $31 \%$ $31 \%$ | \$2,288.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 5 | VR8OADCC-K | SEL VR8-OADC-C) |  | \$3,183.42 | K | 31\% | \$2,196.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VR88ADCGC | SEL VR8-OADC-G-SSS-C ) |  | ${ }_{\$ 696.15}$ | F1 | 2\% | \$588.10 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWWARE |
| 5 | VR8OADCGC-K | SEL VR8-ADC-G-SSS-C ) |  | \$668.85 | F1 | 2\% | \$655.47 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR8OADCOECUGC | SEL VR8-OADC-OEC-UG-C) |  | \$1,700.00 | k | 31\% | \$1,173.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR8OADCOECUGC-I | SEL VR8-OADC-OEC-UG-C) |  | \$1,989.00 | k | 31\% | \$1,372.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | VR8OADCOECUGC-K | SEL VR8-OADC-OEC-UG-C) |  | \$1,911.58 | k | 31\% | \$1,318.99 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VR8OADCPC | SEL VR8-OADC-P-SSS-C ) |  | \$709.00 | F1 | 2\% | \$694.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR80ADCPC-I | SEL VR8-OADC-P-SSS-C ) |  | \$829.53 | F1 | 2\% | \$812.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | VR8OADCPC-K | SEL VR8-OADC-P-SSS-C) |  | \$797.00 | F1 | 2\% | \$781.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | VR8OADO253GC | SEL VR8-OADO25-3G-SSS-C) |  | $\$ 3,928.32$ $\$ 4.596 .13$ | F1 | 2\% | \$3,849.75 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | VR80ADO253GC-I VR80ADO253GC-K | SEL VR8-OADO25-36-SSS-C SEL VR8-OADO25-3G-SSS-C ) |  | $\$ 4,596.13$ $\$ 4,415.90$ | F1 | 2\% | \$4,504.21 | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VmWARE VmWARE |
| 5 | VR80ADO253PC | SEL VR8-OADO25-3P-SSS-C ) |  | \$4,675.44 | F1 | 2\% | \$4,581.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VR80ADO253PC-1 | SEL VR8-OADO25-3P-SSS-C ) |  | \$5,470.26 | F1 | 2\% | \$5,360.85 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | VR80ADO253PC-K | SEL VR8-OADO25-3P-SSS-C ) |  | \$5,255.75 | F1 | 2\% | \$5,150.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | VR8OADO25C | SEL VR8-OADO25-C ) |  | \$7,085.00 | k | 31\% | \$4,888.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VR8OADO25C-I | SEL VR8-OADO25-C) |  | \$8,289.45 | k | 31\% | \$5,719.72 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR80ADO25C-K | SEL VR8-OADO25-C ) |  | \$7,929.82 | k | 31\% | \$5,471.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR80ADO25GC | SEL VR8-OADO25-G-SSS-C ) |  | \$1,488.00 | F1 | 2\% | \$1,458.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VR80ADO25GC-I | SEL VR8-OADO25-G-SSS-C ) |  | \$1,740.96 | F1 | 2\% | \$1,706.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR80ADO25GC-K | SEL VR8-OADO25-G-SSS-C) |  | \$1,672.69 | F1 | 2\% | \$1,639.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR8OADO25PC | SEL VR8-OADO25-P-SSS-C) |  | \$1,771.00 | F1 | 2\% | \$1,735.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR80ADO25PC-I | SEL VR8-OADO25-P-SSS-C) |  | \$2,072.07 | F1 | 2\% | \$2,030.63 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VmWARE |
| 5 5 | VR80ADO25PC-K | SEL VR8-OADO25-P-SSS-C) |  | \$ $\$ 1,990.81$ | F1 | 2\% | \$1,950.99 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VRBOAMMADSGGC-I | SEL VR8-OAMAD-3G-SSS-C) |  | \$1,000.77 | F1 | 2\% | \$938.75 | \$0.00 \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VR80AMAD3GC-K | SEL VR8-OAMAD-3G-SSS-C) |  | \$961.52 | F1 | 2\% | \$942.29 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR8OAMAD3PC | SEL LR8-OAMAD-3P-SSS-C) |  | \$1,019.04 | F1 | 2\% | \$998.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR80AMAD3PC-I | SEL VR8-OAMAD-3P-SSS-C) |  | \$1,192.28 | F1 | 2\% | \$1,168.43 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR8OAMAD3PC-K | SEL VR8-OAMAD-3P-SSS-C) |  | \$1,145.53 | F1 | 2\% | \$1,122.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VR8OAMADC | SEL VR8-OAMAD-C) |  | \$1,545.00 | k | 31\% | \$1,066.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR8OAMADC-I | SEL VR8-OAMAD-C) |  | \$1,807.65 | k | 31\% | \$1,247.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | VR8OAMADC-K | SEL VR8-OAMAD-C) |  | \$1,735.37 | F1 | 31\% | \$1,197.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR8OAMADGC | SEL VR8-OAMAD-G-SSS-C) |  | $\$ 324.00$ $\$ 37908$ | F1 F1 | $\begin{aligned} & 2 \% \\ & 0,0 \end{aligned}$ | $\$ 317.52$ $\$ 371.50$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VR8OAMADGC-K | SEL VR8-OAMAD-G-SsS-C) |  | \$364.21 | F1 | 2\% | \$356.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR8OAMADPC | SEL VR8-OAMAD-P-SSS-C ) |  | \$386.00 | F1 | 2\% | \$378.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR8OAMADPC-I | SEL VR8-OAMAD-P-SSS-C ) |  | \$451.62 | F1 | 2\% | \$442.59 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR8OAMADPC-K | SEL VRR-OAMAD-P-SSS-C) |  | \$433.91 | F1 | 2\% | \$425.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VR80ENC3GC-K | SEL VR8-OENC-3G-SSS-C ) |  | \$2,730.26 | F1 | 2\% | \$2,675.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VR80ENC3PC | SEL VR8-OENC-3P-SSS-C ) |  | \$2,890.80 | F1 | 2\% | \$2,832.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | VR80ENC3PC-I | SEL VR8-OENC-3P-SSS-C ) |  | \$3,382.24 | F1 | 2\% | \$3,314.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR8OENC3PC-K | SEL VR8-OENC-3P-SSS-C ) |  | \$3,249.60 | F1 | 2\% | \$3,184.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR80ENCC | SEL VR8-OENC-C ) |  | \$4,380.00 | k | 31\% | \$3,022.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VR80ENCC-I | SEL VR8-OENC-C) |  | $\$ 5,124.60$ $\$ 4.92262$ | K | $31 \%$ $31 \%$ | \$3,535.97 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  |
| 5 5 | VR80ENCC-K | SEL VR8-OENC-C ( |  | \$4,922.62 $\$ 920.00$ | K F1 | 31\% | \$3,396.61 \$901.60 | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VR8OENCGC-I | SEL VR8-OENC-G-Sss-C ) |  | \$1,076.40 | F1 | 2\% | \$1,054.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR8OENCGC-K | SEL VR8-OENC-G-SSSS C ) |  | \$1,034.19 | F1 | 2\% | \$1,013.51 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VR8OENCPC | SEL VR8-OENC-P-SSSS-C ) |  | \$1,095.00 | F1 | 2\% | \$1,073.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VR80ENCPC-I | SEL VR8-OENC-P-SSSSC ) |  | \$1,281.15 | F1 | 2\% | \$1,255.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 | \$0.00 |  |
| 5 5 | VR8OENCPC-K | SEL VR8-OENC-P-SSS-C) |  | $\$ 1,230.91$ $\$ 9,897.36$ | $\begin{aligned} & F_{1} \\ & F_{1} \end{aligned}$ | 2\% | \$1,206.29 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE VMWARE |
| 5 | VR80ENO253GC-I | SEL VR8-OENO25-3G-Sss-C ) |  | \$11,579.91 | F1 | 2\% | \$11,348.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VR80ENO253GC-K | SEL VR8-OENO25-3G-Sss-C ) |  | \$11,125.81 | F1 | 2\% | \$10,903.29 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | VR80ENO253PC | SEL VR8-OENO25-3P-SSS-C ) |  | \$11,782.32 | F1 | 2\% | \$11,546.67 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR8OENO253PC-I | SEE VR8-OENO25-3-3-SSS-C) |  | \$13,785.31 | F1 | 2\% | \$13,509.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VR80ENO253PC-K | SEL VR8-OENO25-3-3-SSS-C ) |  | \$13,244.73 | F1 | 2\% | \$12,979.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VR8OENO25C | SEL VR8-OENO25-C) |  | $\$ 17.850 .00$ $\$ 20884.50$ | K | $31 \%$ $31 \%$ | $\$ 12,316.50$ $\$ 14.410 .31$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VR8OENO25C-K | SEL VR8-OENO25-C) |  | \$20,035.24 | k | 31\% | \$13,824.32 | \$0.00 | \$8000 | \$ $\$ 0.00$ | \$5000 | \$0.00 | $\$ 8.00$ $\$ 0.00$ | \$0.00 | VmWARE |
| 5 | VR80ENO25GC | SEL VR8-OENO25-G-SSS-C ) |  | \$3,749.00 | F1 | 2\% | \$3,674.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR8OENO25GC-I | SEL VR8-OENO25-G-SSS-C) |  | \$4,386.33 | F1 | 2\% | \$4,298.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VR80ENO25GC-K | SEL VR8-OENO25-G-SSS-C ) |  | \$4,214.32 | F1 | 2\% | \$4,130.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VR80ENO25PC | SEL VR8-OENO25-P-SSS-C) |  | \$4,463.00 | F1 | 2\% | \$4,373.74 | $\$ 0.00$ S0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 5 | VR80ENO25PC-I | SEL VR8-OENO25-P-SSS-C) SEL VR8-OENO25-P-SSS-C) |  | $\$ 5,221.71$ $\$ 5,016.94$ | F1 | 2\% | $\$ 5,117.28$ $\$ 4,916.60$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VR8OSCOENCUGC | SEL VR8-OSC-OENC-UG-C) |  | \$3,405.00 | k | 31\% | \$2,349.45 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR8OSCOENCUGC-I | SEL VR8-OSC-OENC-UG-C) |  | \$3,983.85 | k | 31\% | \$2,748.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR8OSCOENCUGC-K | SEL VR8-OSC-OENC-UG-C ) |  | \$3,827.00 | k | 31\% | \$2,640.63 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |


| BAND | SKU | DESCRIPTION | Model Sub sku | EMC LIST PRICE USD | category CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | WTY UPG ENH TO <br> PS WIMC PREM <br> LP | WTY UPG BASIC TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | VR80STC3GC | SEL VR8-OSTC-3G-SSS-C ) |  | \$712.80 | F1 | 2\% | \$698.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR80stc3GC-I | SEL VR8-OSTC-3G-sss-C ) |  | \$833.98 | F1 | 2\% | \$817.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VR80stc3GC-K | SEL VR8-OSTC-3G-sss-C ) |  | \$801.27 | F1 | 2\% | \$785.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VR80STC3PC | SEL VR8-OSTC-3P-Sss-C ) |  | \$847.44 | F1 | 2\% | \$830.49 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VR80STT3PC-I | SEL VR8-OSTC-3P-SSS-C ) |  | \$991.50 | F1 | 2\% | \$971.67 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR8OSTC3PC-K | SEL VR8-OSTC-3P-SSS-C ) |  | \$952.62 | F1 | 2\% | \$933.57 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VR8OSTCC | SEL VR8-OSTC-C) |  | \$1,285.00 $\$ 1,503.45$ | K | $31 \%$ $31 \%$ | \$8886.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 5 | VR8OSTCC-I | SEL VR8-OSTC-C) |  | \$1,503.45 | K | 31\% | \$1,037.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VR88STCC-K | SEL VR8-OSTC-C) |  | \$1,444.22 $\$ 27000$ | K | $31 \%$ $2 \%$ | ${ }_{\text {\$ }} \mathbf{\$ 9 9 6 . 5 1}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | VMWWARE |
| 5 | VR80STCGC-I | SEL VR8-OSTC-G-SSS-C ) |  | \$315.90 | F1 | 2\% | \$309.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR8OSTCGC-K | SEL VR8-OSTC-G-Sss-C ) |  | \$303.51 | F1 | 2\% | \$297.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | VR8OSTCOADUGC | SEL VRR-OSTC-OAD-UG-C) |  | \$1,705.00 | k | 31\% | \$1,176.45 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VR8OSTCOADUGC-I | SEL VR8-OSTC-OAD-UG-C) |  | \$1,994.85 | k | 31\% | \$1,376.45 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | VR8OSTCOADUGC-K | SEL VR8-OSTC-OAD-UG-C) |  | \$1,919.25 | k | 31\% | \$1,324.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VR80STCPC | SEL VR8-OSTC-P-SSSS-C) |  | \$321.00 | F1 | 2\% | \$314.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VR80STCPC-I | SEL VR8-OSTC-P-SSSS-C ) |  | \$375.57 | F1 | 2\% | \$368.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR8OSTCPC-K | SEL VR8-OSTC-P-SSS-C ) |  | $\$ 360.84$ $\$ 178200$ | F1 | 2\% | $\$ 353.62$ $\$ 174636$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VmWare |
| 5 5 | VR80STV253GC VR80STV253GC- | SEL VR8-OSTV25-3G-SSS-C) SEL VR8-OSTV25-3G-SSS-C |  | $\$ 1,782.00$ $\$ 2,084.94$ | F1 | 2\% | \$1,746.36 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE VMWARE |
| 5 | VR80STV253GC-K | SEL VR8-OSTV25-3G-Sss-C ) |  | \$2,003.18 | F1 | 2\% | \$1,963.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VR80STV253PC | SEL VR8-OSTV25-3P-SSS-C ) |  | \$2,122.56 | F1 | 2\% | \$2,080.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | VR80STV253PC-1 | SEL VR8-OSTV25-3P-Sss-C ) |  | \$2,483.40 | F1 | 2\% | \$2,433.73 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VR80STV253PC-K | SEL VR8-OSTV25-3P-SSS-C ) |  | \$2,386.01 | F1 | 2\% | \$2,338.29 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VR80STV25C | SEL VR8-OSTV25-C) |  | \$3,215.00 | K | 31\% | \$2,218.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR80STV25C-I | SEL VR8-OSTV25-C) |  | \$3,761.55 | K | 31\% | \$2,595.47 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VR8OSTV25C-K | SEL VR8-OSTV25-C) |  | \$3,612.47 | K | 31\% | \$2,492.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
|  | VR8OSTV25GC VR80STV25GC-I | SEL VR8-OSTV25-G-SSS-C ) |  | \$677.00 | F1 | 2\% | \$661.50 $\$ 773.96$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VR80STV25GC-K | SEL VR8-OSTV25-G-SSS-C ) |  | \$758.78 | F1 | 2\% | \$743.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VR80STV25PC | SEL VR8-OSTV25-P-SSS-C ) |  | \$804.00 | F1 | 2\% | \$787.92 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR8OSTV25PC-I | SEL VR8-OSTV25-P-SSS-C) |  | \$940.68 | F1 | 2\% | \$921.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VR80STV25PC-K | SEL VR8-OSTV25-P-SSS-C) |  | \$903.79 | F1 | 2\% | \$885.71 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 5 | VR80SVODO25UC VR80svodo | SEL VR8-OSV-ODO-25-U-C) SEL VR8-OSV-ODO-25-U-C) |  | $\$ 4,257.00$ $\$ 4.980 .69$ | K | $31 \%$ $31 \%$ | \$2,937.33 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE VMWARE |
| 5 | VR80sVODO25UC-K | SEL VR8-OSV-ODO-25-U-C) |  | \$4,784.71 | k | 31\% | \$3,301.45 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VR8OSVSOADCUC | SEL VR8-OSVS-OADC-U-C) |  | \$2,266.00 | k | 31\% | \$1,563.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | VR8OSVSOADCUC-I | SEL VRR-OSVS-OADC-U-C) |  | $\$ 2,651.22$ $\$ 2.54750$ | K | $31 \%$ $31 \%$ | \$1,829.34 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | VR8OSVSOADCUC-K VR8STVOEO25UC | SEL VR8-OSVS-OADC-U-C) |  | \$2,547.50 $\$ 16,099.00$ | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~K} \end{aligned}$ | $\begin{aligned} & 31 \% \\ & 31 \% \end{aligned}$ | \$1,757.78 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \\ & \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VR8STVOEO25UC-I | SEL VR8-STV-OEO-25-U-C) |  | \$18,835.83 | k | 31\% | \$12,996.72 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VR8STVOEO25UC-K | SEL VR8-STV-OEO-25-U-C) |  | \$18,119.83 | k | 31\% | \$12,502.68 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 5 | VR8VU1003GC VR8VU1003GC-I | SEL VR8-VU $100-3 \mathrm{G}-\mathrm{SSS}$-C $)$ SEL VR8-VU100-3G-SSS-C |  | $\$ 4,282.08$ $\$ 5.010 .03$ | F1 | ${ }_{2 \%}^{2 \%}$ | $\$ 4,196.44$ $\$ 4.909 .83$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VR8VU1003GC-K | SEL VR8-VU100-3G-Sss-C ) |  | \$4,813.57 | F1 | 2\% | \$4,717.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR8VU1003PC | SEL VR8-VU100-3P-SSS-C ) |  | \$5,097.84 | F1 | 2\% | \$4,995.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VR8VU1003PC-I | SEL VR8-VU100-3P-SSS-C ) |  | \$5,964.47 | F1 | 2\% | \$5,845.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 5 | VR8VU1003PC-K VR8VU100C | SEL VRR-VU100-3P-SSS-C ) SEL VR8-VU100-C |  | $\$ 5,730.58$ $\$ 7,725.00$ | F1 | 2\% | \$5,615.97 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VR8VU100C-I | SEL VR8-VU100-C ) |  | \$9,038.25 | k | 31\% | \$6,236.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VR8VU100C-k | SEL VR8-VU100-C) |  | \$8,695.99 | k | 31\% | \$6,000.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VR8VU100GC | SEL VR8-VU100-G-SSS-C ) |  | \$1,622.00 | F1 | 2\% | \$1,589.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 5 | VR8VU100GC-I | SEL VR8-VU100-G-SSS-C ) SEL VR8-VU100-G-Sss-C ) |  | $\$ 1,897.74$ $\$ 1,823.32$ | $\begin{aligned} & F_{1} \\ & F_{1} \end{aligned}$ | 2\% | \$1,859.79 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VR8VU100PC | SEL VR8-VU100-P-SSS-C ) |  | \$1,931.00 | F1 | 2\% | \$1,892.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | VR8VU100PC-I | SEL VR8-VU100-P-SSS-C ) |  | \$2,259.27 | F1 | 2\% | \$2,214.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VR8VU100PC-K | SEL VR8-VU100-P-SSS-C ) |  | \$2,170.67 | F1 | 2\% | \$2,127.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR8VU103GC | SEL VR8-VU10-3G-SSS-C) |  | \$427.68 | F1 | 2\% | \$419.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 5 | VR8VU103GC-I | SEL VR8-VU10-3G-SSS-C ) SEL VR8-VU10-3G-SSS-C ) |  | $\$ 500.39$ $\$ 480.76$ | $\begin{aligned} & \text { F1 } \\ & \text { F1 } \end{aligned}$ | 2\% | \$490.38 $\$ 471.14$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VR8VU103PC | SEL VR8-VU10-3P-SSS-C ) |  | \$509.52 | F1 | 2\% | \$499.33 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | VR8VU103PC-I | SEL VR8-VU10-3P-SSS-C ) |  | \$596.14 | F1 | 2\% | \$584.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VR8VU103PC-K | SEL VR8-VU10-3P-Sss-C ) |  | \$572.76 | F1 | 2\% | \$561.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR8VU10C | SEL VR8-VU10-C) |  | \$772.50 | K | 31\% | \$533.03 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | VMWARE |
| 5 | VR8VU10C-K | SEL VR8-VU10-C SEL VR8-VU10-C |  | $\$ 903.83$ $\$ 869.60$ | K | $31 \%$ $31 \%$ | \$623.64 $\$ 600.02$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR8VU10GC | SEL VR8-VU10-G-Sss-C ) |  | \$162.00 | F1 | 2\% | \$158.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VR8VU10GC-1 | SEL VR8-VU10-G-Sss-C ) |  | \$189.54 | F1 | 2\% | \$185.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR8VU10GC-K | SEL VR8-VU10-G-SSS-C ) |  | \$182.11 | F1 | 2\% | \$178.47 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VR8VU10PC | SEL VR8-VU10-P-SSS-C) |  | \$193.00 | F1 | 2\% | \$189.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | VR8VU10PC-1 | SEL VR8-VU10-P-SSS-C SEL VR8-VU10--SSS-C |  | \$225.81 | F1 | 2\% | \$221.29 $\$ 212.62$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE VMWARE |
| 5 | VRBCLADVC3Gc | SEL VR-BCLADVC-3G-sss-C ) |  | \$1,710.72 | F1 | $2 \%$ | \$1,676.51 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | VRBCLADVC3GC-I | SEL VR-BCLADVC-3G-SSS-C ) |  | \$2,001.54 | F1 | 2\% | \$1,961.51 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VRBCLADVC3GC-K VRBCLADVC3PC | SEL VR-BCLADVC-3G-SSS-C) |  | \$1,923.05 | F1 | 2\% | \$1,884.59 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VRBCLADVC3PC VRBCLADVC3PC-- | SEL VR-BCLADVC-3P-SSS-C SEL VR-BCLADVC-3P-SSS-C ) |  | \$2,035.44 | F1 F1 | 2\% | $\$ 1,994.73$ $\$ 2,333$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VRBCLADVC3PC-K | SEL VR-BCLADVC-3P-Sss-C ) |  | \$2,288.08 | F1 | 2\% | \$2,242.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 5 | VRBCLADVCC VRBCLADVCC-1 | SEL VR-BCLADVC-C) SEL VR-BCLADVC-C) |  | $\$ 3,085.00$ $\$ 3,609.45$ | K K | 31\% | \$2,128.65 $\$ 2,490.52$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE VMWARE |


| BAND | SKU | DESCRIPTION | $\begin{aligned} & \text { Model Sub } \\ & \text { ckil } \end{aligned}$ sku | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\left\|\begin{array}{c}\text { WTY UPG ENH TO } \\ \text { PS W/MC PREM } \\ \text { LP }\end{array}\right\|$ | wTY UPG BASIC TO PS ENH LP | Renewal | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | VRBCLADVCC-K | SEL VR-BCLADVC-C) |  | \$3,466.90 | K | 31\% | \$2,392.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VRBCLADVCGC | SEL VR-BCLADVC-G-SSS-C) |  | \$648.00 | F1 | 2\% | \$635.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VRBCLADVCGC-I | SEL VR-BCLADVC-G-sss-C ) |  | \$758.16 | F1 | 2\% | \$743.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | VRBCLADVCGC-K | SEL VR-BCLADVC-G-SSS-C) |  | \$728.43 | F1 | 2\% | \$713.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VRBCLADVCPC | SEL VR-BCLADVC-P-SSS-C) |  | \$771.00 | F1 | 2\% | \$755.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VRBCLADVCPC-I | SEL VR-BCLADVC-P-SSS-C) |  | \$902.07 | F1 | 2\% | \$884.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VRBCLADVCPC-K | SEL VR-BCLADVC-P-SSS-C) |  | \$866.69 | F1 | 2\% | \$849.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | VRBCLADVO25C | SEL VR-BCLADVO-25-C) |  | \$5,145.00 | K | 31\% | \$3,550.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VRBCLADVO25C-I | SEL VR-BCLADVO-25-C) |  | \$6,019.65 | k | 31\% | \$4,153.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VRBCLADVO25C-K | SEL VR-BCLADVO-25-C) |  | \$5,780.72 | K | 31\% | \$3,988.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VRBCLADVO25GC | SEL VR-BCLADVO-25-G-SSS-C ) |  | \$1,080.00 | F1 | 2\% | \$1,058.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VRBCLADVO25GC-I | SEL VR-BCLADVO-25-G-sss-c) |  | \$1,263.60 | F1 | 2\% | \$1,238.33 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VRBCLADVO25GC-K | SEL VR-BCLADVO--25-G-SSS-C) |  | \$1,214.05 | F1 | 2\% | \$1,189.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VRBCLADVO25PC | SEL VR-BCLADVO-25-P-Sss-C ) |  | \$1,286.00 | F1 | 2\% | \$1,260.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VRBCLADVO25PC-I | SEL VR-BCLADVO-25-P-SSS-C ) |  | \$1,504.62 | F1 | 2\% | \$1,474.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VRBCLADVO25PC-K | SEL VR-BCLADVO-25-P-SSS-C ) |  | \$1,445.62 | F1 | 2\% | \$1,416.71 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | VRboststaduc | SEL VR-BOST-STAD-U-C) |  | \$13,065.00 | k | 31\% | \$9,014.85 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 5 | VRBOSTSTADUC-I VRBOSTSTADUC-K | SEL VR-BOST-STAD-U-C) |  | \$14,372.00 | K | $31 \%$ $31 \%$ | \$9,916.68 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| $5$ | VRBOSTSTADUC-K VRCODE2C3GC | SEL VR-BOST-STAD-U-C) SEL VR-CODE2C-3G-SSS-C) |  | $\$ 14,009.00$ $\$ 3,133.68$ | K1 | 31\% | ${ }_{\text {\$ }}^{\$ 9,666.21 .01}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VRCODE2C3GC-I | SEL VR-CODE2C-3G-sss-C ) |  | \$3,666.41 | F1 | 2\% | \$3,593.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VRCODE2C3GC-K | SEL VR-CODE2C-3G-sss-C) |  | \$3,522.63 | F1 | 2\% | \$3,452.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | VRCODE2C3PC | SEL VR-CODE2C-3P-SSS-C ) |  | \$3,730.32 | F1 | 2\% | \$3,655.71 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | VRCODE2C3PC-I | SEL VR-CODE2C-3P-SSS-C) |  | \$4,364.47 | F1 | 2\% | \$4,277.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VRCODE2C3PC-K | SEL VR-CODE2C-3P-SSS-C) |  | \$4,193.33 | F1 | 2\% | \$4,109.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VRCODE2CC | SEL VR-CODE2C-C ) |  | \$5,650.00 | k | 31\% | \$3,898.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VRCODE2CC-I | SEL VR-CODE2C-C) |  | \$6,610.50 | k | $31 \%$ $31 \%$ | \$4,561.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | VRCODE2CC-K | SEL VR-CODE2C-C) |  | \$6,347.69 | K | 31\% | \$4,379.91 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VRCODE2CGC VRCODE2CGC-I | SEL VR-CODE2C-G-SSS-C ) |  | $\$ 1,187.00$ $\$ 13887$ | F1 | 2\% | \$1,163.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VRCODE2CGC-K | SEL VR-CODE2C-G-SSS-C ) |  | \$1,334.33 | F1 | 2\% | \$1,307.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VRCODE2CPC | SEL VR-CODE2C-P-SSS-C ) |  | \$1,413.00 | F1 | 2\% | \$1,384.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VRCODE2CPC-I | SEL VR-CODE2C-P-SSS-C) |  | \$1,653.21 | F1 | 2\% | \$1,620.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | VRCODE2CPC-K | SEL VR-CODE2C-P-SSS-C ) |  | \$1,588.38 | F1 | 2\% | \$1,556.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmWare |
| 5 | VRCODE2O3GC | SEL VR-CODE2O-3G-SSS-C) |  | \$314.16 | F1 | 2\% | \$307.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VRCODE203GC-1 | SEL LR-CODE22-3G-SSS-C) |  | \$367.57 | F1 | 2\% | \$360.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VRCODE203GC-K | SEL VR-CODE2O-3G-sss-C ) |  | \$353.16 | F1 | 2\% | \$346.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VRCODE2O3PC | SEL VR-CODE2O-3P-SSS-C ) |  | \$372.24 | F1 | 2\% | \$364.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | VRCODE223PC-I | SEL LR-CODE22-3P-SSS-C) |  | \$435.52 | F1 | 2\% | \$426.81 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VRCODE203PC-K | SEL VR-CODE2-3-3P-SSS-C ) |  | \$418.44 | F1 | 2\% | \$410.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VRCODE2OC | SEL VR-CODE2O-C) |  | \$565.00 | K | 31\% | \$389.85 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 5 | VRCODE2OC-1 VRCODE2OC-K | SEL VR-CODE2O-C) |  | \$661.05 | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~K} \end{aligned}$ | 31\% | \$4456.12 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VRCODE2OGC | SEL VR-CODE2O-G-SSS-C ) |  | \$19.00 | F1 | 2\% | \$116.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VRCODE2OGC-I | SEL VR-CODE2O-G-SSS-C ) |  | \$139.23 | F1 | 2\% | \$136.45 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VRCODE20GC-K | SEL VR-CODE2O-G-SSS-C ) |  | \$133.77 | F1 | 2\% | \$131.09 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VRCODE2OPC | SEL VR-CODE2O-P-SSS-C) |  | \$141.00 | F1 | 2\% | \$138.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ | \$0.00 | \$0.00 |  |
| 5 5 | VRCODE2OPC-I | SEL VR-CODE2-P--SSS-C ) |  | \$164.97 | $\begin{aligned} & F_{1} \\ & F_{1} \end{aligned}$ | $\begin{aligned} & 2 \% \\ & 2 \% \end{aligned}$ | \$161.67 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \\ & \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE VMWARE |
| 5 | VRLICMPENUC | SEL VR-LIS-CMPENT-UG-C) |  | \$21,865.00 | k | 31\% | \$15,086.85 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VRLICMPENUC-I | SEL VR-LIS-CMPENT-UG-C) |  | \$24,052.00 | k | 31\% | \$16,595.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | VRLICMPENURP-K | SEL VR-LIS-CMPENT-UGRP-C ) |  | \$23,507.00 | k | 31\% | \$16,219.83 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VR-LIS4-CPU-F | SEL: VR-LIS4-CPU-F |  | \$1,699.50 | k | 31\% | \$1,172.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | VRLIS40253PSSSF | SEL: VR-LIS40-25-3P-SSS-F |  | \$3,740.35 | k | 31\% | \$2,580.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | VR-LIS4O-25-F | SEL: VR-LIS40-25-F SEL: VR-LS40-25-P-SSS-F |  | $\$ 5,665.00$ $\$ 141680$ | K | $31 \%$ $31 \%$ | \$3,908.85 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | CARAHSOFT |
| 5 | VRLIS4025PSSSF VRLIS8CPU3GC | SEL: VR-LIS4O-25-P-SSS-F SEL VR-LIS8-CPU-3G-SSS-C ) |  | $\$ 1,416.80$ $\$ 855.36$ | K F1 | 31\% | \$9877.59 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | CARAHSOFT VMWARE |
| 5 | VRLIS8CPU3GC-I | SEL VR-LIS8-CPU-3G-SSS-C ) |  | \$1,000.77 | F1 | 2\% | \$980.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VRLIS8CPU3GC-K | SEL VR-LIS8-CPU-3G-SSS-C ) |  | \$961.52 | F1 | 2\% | \$942.29 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VRLIS8CPU3PC | SEL VR-LIS8-CPU-3P-SSS-C ) |  | \$1,019.04 | F1 | 2\% | \$998.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | VRLIS8CPU3PC-I | SEL VR-LIS8-CPU-3P-SSS-C) |  | \$1,192.28 | F1 | 2\% | \$1,168.43 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 5 | VRLIS8CPU3PC-K VRLIS8CPUC | SEL VR-LIIS-CPU-3P-SSS-C ) SEL VR-LIS8-CPU-C |  | $\$ 1,145.53$ $\$ 1.545 .00$ | F1 | 2\% | \$1,122.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9.00 | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VRLIS8CPUC-I | SEL VR-LIS8-CPU-C) |  | \$1,807.65 | k | 31\% | \$1,247.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VRLIS8CPUC-K | SEL VR-LIS8-CPU-C) |  | \$1,735.37 | k | 31\% | \$1,197.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VRLIS8CPUGC | SEL VR-LIS8-CPU-G-SSS-C ) |  | \$324.00 | F1 | 2\% | \$317.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VRLIS8CPUGC-I | SEL VR-LIS8-CPU-G-SSS-C) |  | \$379.08 | F1 | 2\% | \$371.50 $\$ 356.93$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VRLIS8CPUGC-K | SEL VR-LIS8-CPU-G-SSS-C ) |  | \$364.21 | F1 | 2\% | \$357.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 5 | VRLIS8CPUPC VRLIS8CPUPC-I | SEL VR-LIS8-CPU-P-SSS-C) SEL VR-LIS8-CPU-P-SSS-C) |  | \$386.00 | F1 | 2\% | \$378.28 $\$ 442.59$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  |
| 5 | VRLIS8CPUPC-I | SEL VR-LIS8-CPU-P-SSS-C ) |  | ${ }_{\$ 433.91}$ | F1 | 2\% | \$442.59 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VmWARE |
| 5 | VRLIS80253GC | SEL VR-LIS80-25-3G-SSS-C ) |  | \$2,856.48 | F1 | 2\% | \$2,799.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | VRLIS80253GC-I | SEL VR-LIS80-25-3G-SSS-C ) |  | \$3,342.08 | F1 | 2\% | \$3,275.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VRLIS80253GC-K | SEL VR-LIS80-25-3G-SSS-C) |  | \$3,211.03 | F1 | ${ }^{2 \%}$ | \$3,146.81 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | VRLIS80253PC | SEL VR-LIS80-25-3P-SSS-C ) |  | $\$ 3,400.32$ $\$ 397837$ | F1 | 2\% | $\$ 3,332.31$ $\$ 3.898 .80$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VRLIS80253PC-I | SEL VR-LIS80-2-3-3P-SSS-C ( SEL VR-LIS80-25-3P-SSS-C |  | \$3,978.37 | F1 | 2\% | \$3,898.80 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VmWARE |
| 5 | VRLIS8025C | SEL VR-LIS80-25-C ) |  | \$5,150.00 | k | 31\% | \$3,553.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VRLIS8025C-I | SEL VR-LIS80-25-C) |  | \$6,025.50 | K | 31\% | \$4,157.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
|  | VRLIS8025C-K | SEL VR-LIS80-25-C ) |  | \$5,788.38 | k | 31\% | \$3,993.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |


| BAND | SKU | DESCRIPTION | $\begin{aligned} & \text { Model Sub } \\ & \text { ckil } \end{aligned}$ sku | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\left\|\begin{array}{c}\text { WTY UPG ENH TO } \\ \text { PS W/MC PREM } \\ \text { LP }\end{array}\right\|$ | WTY UPG BASIC TO PS ENH LP | Renewal | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | VRLIS8025GC | SEL VR-LIS8O-25-G-SSS-C ) |  | \$1,082.00 | F1 | 2\% | \$1,060.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VRLIS8025GC-I | SEL VR-LIS80-25-G-SSS-C ) |  | \$1,265.94 | F1 | 2\% | \$1,240.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VRLIS8025GC-K | SEL VR-LIS80-25-G-SSS-C ) |  | \$1,216.30 | F1 | 2\% | \$1,191.97 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | VRLIS8025PC | SEL VR-LIS80-25-P-SSS-C ) |  | \$1,288.00 | F1 | 2\% | \$1,262.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VRLIS8025PC-I | SEL VR-LIS80-25-P-SSS-C ) |  | \$1,506.96 | F1 | 2\% | \$1,476.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VRLIS8025PC-K | SEL VR-LIS80-25-P-SSS-C ) |  | \$1,447.86 | F1 | 2\% | \$1,418.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VRLISOISTUGC | SEL VR-LIS-OIST-UG-C) |  | \$550.00 | k | $31 \%$ $31 \%$ | \$379.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | VRLISOISTUGC-I | SEL VR-LIS-OIST-UG-C) SEL VR-LIS-OIST-UG-C |  | $\$ 605.00$ $\$ 590.00$ | K | 31\% | $\$ 417.45$ $\$ 407.10$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE VMWARE |
| 5 | VRNBAD253GC | SEL VR-NL-RBAD25-3G-sss-C ) |  | \$2,009.04 | F1 | 2\% | \$1,968.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$8.00 | \$0.00 | Vmware |
| 5 | VRNBAD253GC-I | SEL VR-NI-RBAD25-3G-SSS-C ) |  | \$3,616.27 | F1 | 2\% | \$3,543.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VRNBAD253PC | SEL VR-NI-RBAD25-3P-SSS-C ) |  | \$2,391.84 | F1 | 2\% | \$2,344.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VRNBAD253PC-I | SEL VR-N-RBAD25-3P-SSS-C) |  | \$4,305.31 | F1 | 2\% | \$4,219.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VRNBAD25PC | SEL VR-NI-RBAD25-P-SSS-C ) |  | \$906.00 | F1 | 2\% | \$887.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VRNAEAD25PC-I | SEL VR-N-R-RBADD25-P-SSSS-C) |  | \$1,630.80 | F1 | 2\% | \$1,598.18 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VmWARE |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | VRNIANX1003GC VRNIANX1003GC-I | SEL VR-N-ANX100-3G-SSS-C) |  | $\$ 1,436.16$ $\$ 1,680.31$ | $\begin{aligned} & F_{1} \\ & F_{1} \end{aligned}$ | 2\% | $\$ 1,407.44$ $\$ 1,646.70$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VRNIANX1003GC-K | SEL VR-NI-ANX100-3G-Sss-C ) |  | \$1,614.41 | F1 | 2\% | \$1,582.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VRNIAN11003PC | SEL VR-N-ANX100-3P-SSS-C) |  | \$1,710.72 | F1 | 2\% | \$1,676.51 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VRNIANX1003PC-I | SEL VR-NI-ANX100-3P-Sss-C ) |  | \$2,001.54 | F1 | 2\% | \$1,961.51 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VRNIANX1003PC-K | SEL VR-NI-ANX $100-3 P-$ SSS-C ) |  | \$1,923.05 | F1 | 2\% | \$1,884.59 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VRNIANX100C | SEL VR-NL-ANX100-C) |  | \$2,590.00 | k | 31\% | \$1,787.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VRNIANX100C-I | SEL VR-NI-ANX100-C) |  | \$3,030.30 | K | 31\% | \$2,090.91 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VRNIANX100C-K | SEL VR-NI-ANX100-C) |  | \$2,915.26 | k | 31\% | \$2,011.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VR-NI-ANX100-F | SEL: VR-NI-ANX $100-\mathrm{F}$ |  | \$2,849.00 | k | 31\% | \$1,965.81 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | VRNIANX100GC | SEL VR-NI-ANX100-G-SSS-C ) |  | \$544.00 | F1 | 2\% | \$533.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | VRNAAN100GC-I | SEL VR-NI-ANX100-G-SSS-C) |  | \$636.48 | F1 | 2\% | \$623.75 $\$ 59929$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ | \$0.00 | \$0.00 | VmWARE |
| 5 | VRNIANX100GC-K | SEL VR-NI-ANX100-G-SSS-C ) |  | \$611.52 | F1 | 2\% | \$599.29 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VRNANX100PC | SEL VR-NI-ANX100-P-SSS-C ) |  | \$648.00 | F1 | 2\% | \$635.04 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | S0.00 $\$ 0.00$ | \$80.00 | VMWARE |
| 5 | VRNIANX100PC-K | SEL VR-NI-ANX100-P-SSS-C) |  | \$728.43 | F1 | 2\% | \$713.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VRNIANX103GC | SEL VR-NI-ANX10-3G-SSS-C ) |  | \$142.56 | F1 | 2\% | \$139.71 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VRNAAN103GC-I | SEL VR-NI-ANX10-3G-SSS-C) |  | \$166.80 | F1 | 2\% | \$163.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | VRNIANX103GC-K | SEL VR-NI-ANX10-3G-Sss-C ) |  | \$160.25 | F1 | 2\% | \$157.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | VRNIANX103PC | SEL VR-NI-ANX10-3P-SSS-C ) |  | \$171.60 | F1 | 2\% | \$168.17 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VRNNAN103PC-I | SEL VR-NI-ANX10-3P-SSS-C) |  | \$200.77 | F1 | 2\% | \$196.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VRNIANX103PC-K | SEL VR-NI-ANX10-3P-SSS-C ) |  | \$192.90 | F1 | 2\% | \$189.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VRNIANX10C | SEL VR-NI-ANX10-C) |  | \$259.00 | K | 31\% | \$178.71 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VRNIANX10C-I | SEL VR-N-ANX10-C) |  | \$303.03 | k | 31\% | \$209.09 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VRNIANX10C-K | SEL VR-NI-ANX10-C) |  | \$291.53 | k | 31\% | \$201.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR-N-ANX10-F | SEL: VR-N-A-ANX10-F |  | \$284.90 | K | 31\% | \$196.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | VRNIANX10GC | SEL VR-NI-ANX10-G-SSS-C) |  | \$54.00 | F1 | 2\% | \$52.92 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VRNIANX10GC-I | SEL VR-NI-ANX10-G-SSS-C) |  | \$63.18 | F1 | ${ }^{2 \%}$ | \$61.92 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VRNIANX10GC-K | SEL VR-NI-ANX10-G-SSS-C) |  | \$60.70 | F1 | 2\% | \$59.49 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VRNAANX10PC | SEL VR-NI-ANX10-P-SSS-C) |  | \$65.00 | F1 | 2\% | $\$ 63.70$ $\$ 74.53$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VRNAANX10PC-I VRNIANX10PC-K | SEL LR-NI-ANX10-P-SSS-C) SEL VR-NI-ANX $10-\mathrm{P}$ (SS-C |  | \$76.05 $\$ 73.07$ | F1 | 2\% | ${ }_{\text {\$71.61 }}{ }^{\text {P7.53 }}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VRNIANXC3GC | SEL VR-N-ANXC-3G-Sss-C) |  | \$718.08 | F1 | 2\% | \$703.72 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VRNIANXC3GC-I | SEL VR-NI-ANXC-3G-sss-C) |  | \$840.15 | F1 | 2\% | \$823.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | VRNIANXC3GC-K | SEL VR-NI-ANXC-3G-SSS-C) |  | \$807.21 | F1 | 2\% | \$791.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | VRNIANXC3PC | SEL VR-NI-ANXC-3P-SSS-C) |  | \$855.36 | F1 | 2\% | \$838.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VRNIANXC3PC-I | SEL VR-NI-ANXC-3P-SSS-C) |  | \$1,000.77 | F1 | 2\% | \$980.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 5 | VRNIANXC3PC-K VRNIANXCC | SEL VR-NI-ANXC-3P-SsS-C) SEL VR-NI-ANXC-C |  | $\$ 961.52$ $\$ 1,295.00$ | $\begin{aligned} & \mathrm{F}_{1} \\ & \mathrm{~K} \end{aligned}$ | $\begin{aligned} & 2 \% \\ & 31 \% \end{aligned}$ | \$942.29 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VRNIANXCC-1 | SEL VR-NI-ANXC-C) |  | \$1,515.15 | k | 31\% | \$1,045.45 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VRNIANXCC-K | SEL VR-NI-ANXC-C) |  | \$1,459.55 | K | 31\% | \$1,007.09 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VRNIANXCGC | SEL VR-NI-ANXC-G-SSS-C ) |  | \$272.00 | F1 | 2\% | \$266.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | VRNIANXCGC-I | SEL VR-NI-ANXC-G-SSS-C ) |  | \$318.24 | F1 | 2\% | \$311.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VRNAANXCGC-K | SEL VR-N-ANXC-G-SSS-C) |  | \$305.76 | F1 | ${ }^{2 \%}$ | \$299.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VRNIANXCPC | SEL VR-N-ANXC-P-SSS-C) |  | \$324.00 | F1 | 2\% | \$317.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VRNAANXCPC-I | SEL VR-N-ANXC-P-SSS-C) |  | \$379.08 | F1 | 2\% | \$371.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 | \$0.00 |  |
| 5 5 | VRNIANXCPC-K VRNIENX1003GC | SEL VR-N-ANXC-P-SSS-C ) |  | $\$ 364.21$ $\$ 2.489 .52$ | F1 | 2\% | \$2,4369.73 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE VMWARE |
| 5 | VRNIENX1003GC-I | SEL VR-NI-ENX100-3G-Sss-C ) |  | \$2,912.74 | F1 | 2\% | \$2,854.49 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VRNIENX1003GC-K | SEL VR-NI-ENX100-3G-Sss-C ) |  | \$2,798.51 | F1 | 2\% | \$2,742.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VRNIENX1003PC | SEL VR-NI-ENX $100-3 P-$ SSS $-C)$ |  | \$2,964.72 | F1 | 2\% | \$2,905.43 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VRNIENX1003PC-I | SEL VR-N-ENX $100-3 \mathrm{Pr-SSS}$-C) |  | \$3,468.72 | F1 | 2\% | \$3,399.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VRNIENX1003PC-K | SEL VR-N-ENX100-3P-SSS-C ) |  | \$3,332.70 | F1 | 2\% | \$3,266.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VRNIENX100C VRNIENX100C-I | SEL VR-NI-ENX100-C) |  | $\$ 4,490.00$ $\$ 5.2530$ | k | 31\% | $\$ 3,098.10$ $\$ 362478$ | \$0.00 | \$ $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 000$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | VMWARE |
| 5 | VRNIENX100C-K | SEL VR-N-ENX100-C) |  | ${ }_{\text {S }} 55,245.20$ | k | 31\% | ${ }_{\$ 3,481.19}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$8.00 | \$0.00 | VmWARE |
| 5 | VRNIENX100F | SEL: VR-NI-ENX100-F |  | \$4,939.00 | k | 31\% | \$3,407.91 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | VRNIENX100GC | SEL VR-NI-ENX100-G-SSS-C) |  | \$943.00 | F1 | 2\% | \$924.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | VRNIENX100GC-I | SEL VR-NI-ENX100-G-SSS-C ) |  | \$1,103.31 | F1 | 2\% | \$1,081.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | VRNIENX100GC-K | SEL VR-N-ENX100-G-SSS-C) |  | \$1,060.04 | F1 | 2\% | \$1,038.84 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VRNIENX100PC | SEL VR-NI-ENX100-P-SSS-C ) |  | \$1,123.00 | F1 | 2\% | $\$ 1,100.54$ $\$ 1,287.63$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VRNIENX100PC-K | SEL VR-NI-ENX100-P-SSS-C ) |  | \$1,262.39 | F1 | 2\% | \$1,237.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VRNIENX103GC | SEL VR-NI-ENX10-3G-SSS-C) |  | \$248.16 | F1 | 2\% | \$243.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
|  | VRNIENX103GC-1 | SEL VR-NI-ENX10-3G-SSS-C ) |  | \$290.35 | F1 | 2\% | \$284.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |


| BAND | SKU | DESCRIPTION | $\begin{aligned} & \text { Model Sub } \\ & \text { ckil } \end{aligned}$ sku | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | WTY UPG ENH TO <br> PS W/MC PREM <br> LP | wTY UPG BASIC TO PS ENH LP | Renewal | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | VRNIENX103GC-K | SEL VR-NI-ENX10-3G-SSS-C ) |  | \$278.96 | F1 | 2\% | \$273.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VRNIENX103PC | SEL VR-NI-ENX10-3P-SSS-C ) |  | \$295.68 | F1 | 2\% | \$289.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VRNIENX103PC-I | SEL VR-NI-ENX10-3P-Sss-C ) |  | \$345.95 | F1 | 2\% | \$339.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | VRNIENX103PC-K | SEL VR-NI-ENX10-3P-SSS-C ) |  | \$332.38 | F1 | 2\% | \$325.73 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VRNIENX10C | SEL VR-NI-ENX10-C) |  | \$449.00 | k | 31\% | \$309.81 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VRNIENX10C-I | SEL VR-NI-ENX10-C) |  | \$525.33 | k | 31\% | \$362.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VRNIENX10C-K | SEL VR-NI-ENX10-C) |  | \$504.52 | k | 31\% | \$348.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VRNIEN10F | SEL: VR-NI-ENX10-F |  | \$493.90 | K | 31\% | \$340.79 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | VRNIENX10GC | SEL VR-NI-ENX10-G-SSS-C) |  | \$94.00 | F1 | 2\% | \$92.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VRNIENX10GC-I | SEL VR-NI-ENX10-G-SSS-C) |  | \$109.98 | F1 | 2\% | \$107.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 5 | VRNIENX10GC-K VRNIENX10PC | SEL VR-NI-ENX10-G-SSS-C) |  | \$105.67 | F1 | 2\% | \$103.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VRNIENX10PC-I | SEL VR-NI-ENX10-P-SSS-C) |  | \$131.04 | F1 | 2\% | \$128.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | VRNIENX10PC-K | SEL VR-NI-ENX10-P-SSS-C) |  | \$125.90 | F1 | 2\% | \$123.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VRNIENXC3GC | SEL VR-NI-ENXC-3G-SSS-C) |  | \$1,243.44 | F1 | 2\% | \$1,218.57 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VRNIENXC3GC-I | SEL VR-NI-ENXC-3G-SSS-C) |  | \$1,454.82 | F1 | 2\% | \$1,425.72 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VRNIENXC3GC-K | SEL VR-NI-ENXC-3G-SSS-C) |  | \$1,397.78 | F1 | 2\% | \$1,369.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 5 | VRNIENXC3PC | SEL VR-NI-ENXC-3P-SSS-C) |  | $\$ 1,481.04$ $\$ 173282$ | F1 | 2\% | \$1,451.42 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| $5$ | VRNIENXC3PC-I VRNIENXC3PC-K | SEL VR-NI-ENXC-3P-SSS-C ) SEL VR-NI-ENXC-3P-SSS-C |  | $\$ 1,732.82$ $\$ 1,664.86$ | F1 | 2\% | \$1,698.16 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VRNIENXCC | SEL VR-NI-ENXC-C) |  | \$2,245.00 | , | 31\% | \$1,549.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VRNIENXCC-1 | SEL VR-NI-ENXC-C) |  | \$2,626.65 | k | 31\% | \$1,812.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | VRNIENXCC-K | SEL VR-NI-ENXC-C) |  | \$2,524.52 | k | 31\% | \$1,741.92 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VRNIENXCF | SEL: VR-NI-ENXC-F |  | \$2,469.50 | k | 31\% | \$1,703.96 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | VRNIENXCGC | SEL VR-NI-ENXC-G-SSS-C ) |  | \$471.00 | F1 | 2\% | \$461.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VRNIENXCGC-I | SEL VR-NI-ENXC-G-SSS-C ) |  | \$551.07 | F1 | 2\% | \$540.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | VRNIENXCGC-K | SEL VR-N-ENXC-G-SSS-C) |  | \$529.46 | F1 | 2\% | \$518.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VRNIENXCPC | SEL VR-NI-ENXC-P-SSS-C) |  | \$561.00 | F1 | ${ }^{2 \%}$ | \$549.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 5 | VRNIENXCPC-I VRNIENXCPC-K | SEL VR-N-ENXC-P-SSS-C) |  | $\$ 656.37$ $\$ 630.63$ | F1 | 2\% | $\$ 643.24$ $\$ 618.02$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VRNIENXPPC-- | SEL V-N-N-ENXC-P-SSS-C |  | \$8630.63 | F1 | 2\% | \$8,404.07 | $\$ 0.00$ $\$ 0.00$ | \$ $\$ 0.00$ | \$0.00 | \$0.00 $\$ 0.00$ | \$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | VMWWARE |
| 5 | VRNIRBAD253PC-K | SEL VR-N-RBAD25-3P-SSS-C ) |  | \$4,136.48 | F1 | 2\% | \$4,053.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VRNIRBAD25C | SEL VR-NI-RBAD25-C) |  | \$3,625.00 | K | 31\% | \$2,501.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VRNIRBAD25C-I | SEL VR-NI-RBAD25-C ) |  | \$6,198.75 | k | 31\% | \$4,277.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VRNIRBAD25C-K | SEL VR-NI-RBAD25-C) |  | \$5,951.64 | k | 31\% | \$4,106.63 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VR-NI-RBAD25-F | SEL: VR-NI-RBAD25-F |  | \$3,987.50 | F1 | 31\% | \$2,751.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | VRNIRBAD25GC-K | SEL VR-NI-RBAD25-G-SSS-C ) |  | \$1,316.08 | F1 | 2\% | \$1,289.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VRNIRBAD25PC-K | SEL VR-NI-RBAD25-P-SSS-C ) |  | \$1,566.85 | F1 | 2\% | \$1,535.51 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VRNIUAEXCUC | SEL VR-NI-UG-AENXC-UG-C) |  | \$1,045.00 | K | 31\% | \$721.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VRNIUAEXCUC-I | SEL VR-NI-UG-AENXC-UG-C ) |  | \$1,222.65 | k | 31\% | \$843.63 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VRNIUAEXCUC-K | SEL VR-NI-UG-AENXC-UG-C) |  | \$1,176.06 | k | 31\% | \$811.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VRNIUGAENX100UGF | SEL: VR-NI-UG-AENX100-UG-F |  | \$2,299.00 | k | 31\% | \$1,586.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | VRNIUGAENX10UGF | SEL: VR-NI-UG-AENX10-UG-F |  | \$229.90 | K | 31\% | \$158.63 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | VRNIUGAENXCUGF | SEL: VR-NI-UG-AENXC-UG-F |  | \$1,149.50 | K | 31\% | $\$ 793.16$ $\$ 74578$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | VRNRBAD25GC | SEL VR-NI-RBAD25-G-SSS-C ) |  | \$761.00 | F1 | 2\% | \$745.78 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | VmWARE |
| 5 5 | VRNRBAD25GC-I VROADV3GC | SEL VR-NI-RBAD25-G-SSS-C ) SEL VR-OADV-3G-SSS-C |  | $\$ 1,369.80$ $\$ 174.00$ | F1 | 2\% | \$1,342.40 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE VMWARE |
| 5 | VROADV3GC-1 | SEL VR-OADV-3G-Sss-C) |  | \$191.00 | F1 | 2\% | \$187.18 | \$8000 | \$ $\$ 0.00$ | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$ $\$ 0.00$ | \$0.00 | VMWARE |
| 5 | VROADV3GC-K | SEL VR-OADV-3G-Sss-C) |  | \$173.00 | F1 | 2\% | \$169.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VROADV3PC | SEL VR-OADV-3P-SSS-C ) |  | \$207.00 | F1 | 2\% | \$202.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | VROADV3PC-I | SEL VR-OADV-3P-SSS-C) |  | \$228.00 | F1 | 2\% | \$223.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VROADV3PC-K | SEL VR-OADV-3P-SSS-C ) |  | \$206.00 | F1 | 2\% | \$201.88 $\$ 18975$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | VROADVC VROADVC-I | SEL VR-OADV-C) SEL VR-OADV-C) |  | \$275.00 | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~K} \end{aligned}$ | $\begin{aligned} & 31 \% \\ & 31 \% \end{aligned}$ | \$189.75 | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VRoADVC-k | SEL VR-OADV-C) |  | \$274.00 | k | 31\% | \$189.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VROADCGC | SEL VR-OADV-G-SSS-C) |  | \$58.00 | F1 | 2\% | \$56.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | VROADVGC-I | SEL VR-OADV-G-SSS-C) |  | \$64.00 | F1 | 2\% | \$62.72 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | VROADVGC-K | SEL VR-OADV-G-SSS-C) |  | \$58.00 | F1 | 2\% | \$56.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VROADVPC VROADVPC-I | SEL VR-OADV-P-SSS-C) SEL VR-OADV-P-SSS-C) |  | \$69.00 $\$ 76.00$ | F1 | 2\% | \$67.62 $\$ 74.48$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VROADVPC-K | SEL VR-OADV-P-SSS-C) |  | \$69.00 | F1 | 2\% | \$67.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VROENT3GC | SEEL VR-OENT-3G-SSS-C) |  | \$438.00 | F1 | 2\% | \$429.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VROENT3GC-I | SEL VR-OENT-3G-SSS-C) |  | \$482.00 | F1 | 2\% | \$472.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VROENT3GC-K | SEL VR-OENT-3G-SSS-C) |  | \$436.00 | F1 | 2\% | \$427.28 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  |
| 5 | VROENT3PC VROENT3PC-1 | SEL VR-OENT-3P-SSS-C ) SEL VR-OENT-3P-SSS-C |  | \$522.00 | F1 | 2\% | \$511.56 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VROENT3PC-K | SEL VR-OENT-3P-SSS-C ) |  | \$520.00 | F1 | 2\% | \$509.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VROENTC | SEL VR-OENT-C) |  | \$695.00 | K | 31\% | \$479.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VROENTC-I | SEL VR-OENT-C) |  | \$765.00 | k | 31\% | \$527.85 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VROENTC-K | SEL VR-OENT-C) |  | \$693.00 | K | 31\% | \$478.17 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9.00 | \$0.00 | VMWARE |
| 5 | VROENTGC | SEL VR-OENT-G-SSS-C) |  | \$146.00 | F1 | 2\% | \$143.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | VROENTGC-1 | SEL VR-OENT-G-SSS-C) SEL VR-OENT-GSSS-C |  | $\$ 161.00$ $\$ 145.00$ | F1 | 2\% | \$157.78 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | \$\$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | VMWARE VMWARE |
| 5 | VROENTPC | SEL VR-OENT-P-SSS-C) |  | \$174.00 | F1 | 2\% | \$170.52 | \$0.00 $\$ 0.00$ | \$0.00 | \$0.00 | S0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VROENTPC-I | SEL VR-OENT-P-SSS-C) |  | \$191.00 | F1 | 2\% | \$187.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VROENTPC-K | SEL VR-OENT-P-SSS-C) |  | \$173.00 | F1 | 2\% | \$169.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VR-OST5-AD-F | SEL: VR-OST5-AD-F |  | \$544.50 | k | 31\% | \$375.71 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | VR-OST5-DC-F | SEL: VR-OST5-DC-F |  | \$1,094.50 | K | 31\% | \$755.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT VMWARE |
| 5 | VROSTAADC-I | SEL VR-OSTG-AD-C) |  | ${ }_{\text {\$579.15 }}$ | k | 31\% | ${ }_{\text {\$399.61 }}$ | \$0.00 $\$ 0.00$ | \$ $\$ 0.00$ | \$0.00 | \$0.00 $\$ 0.00$ | \$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$ ${ }_{\text {\$0.00 }}$ | VMWARE |


| BAND | SKU | description | Model Sub sku sku | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\begin{array}{\|l\|} \hline \text { WTY UPG ENH TO } \\ \text { PS W/MC PREM } \end{array}$ LP | WTY UPG BASIC <br> TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | VROSTGADC-K | SEL VR-OSTG-AD-C) |  | \$556.62 | K | 31\% | \$384.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VROSTGCESPC | SEL VR-OST6-CE-3P-SSS-C ) |  | \$1,316.70 | F1 | 2\% | \$1,290.37 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VROST6CE3PC-I | SEL VR-OST6-CE-3P-Sss-C ) |  | \$1,540.54 | F1 | 2\% | \$1,509.73 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VROST6CE3PC-K | SEL VR-OST6-CE-3P-SSS-C ) |  | \$1,480.13 | F1 | 2\% | \$1,450.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmWare |
| 5 | VROSTGCEC | SEL VR-OST6-CE-C) |  | \$1,995.00 | K | 31\% | \$1,376.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VROST6CEC-I | SEL VR-OST6-CE-C) |  | \$2,334.15 | k | 31\% | \$1,610.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | VROSTGCEC-K | SEL VR-OST6-CE-C) |  | \$2,241.04 | k | 31\% | \$1,546.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VROST6CEPC | SEL VR-OST6-CE-P-SSS-C ) |  | \$498.75 | F1 | 2\% | \$488.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VROSTTCEPC-I | SEL VR-OST6-CE-P-SSS-C ) |  | \$583.54 | F1 | 2\% | \$571.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VROSTGCEPC-K | SEL VR-OST6-CE-P-SSS-C ) |  | \$560.66 | F1 | 2\% | \$549.45 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VROSTGCEUGC | SEL VR-OST6-CE-UG-C) |  | \$1,100.00 | , | 31\% | \$759.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VROST6CEUGC-I | SEL VR-OST6-CE-UG-C) |  | \$1,287.00 | k | 31\% | \$888.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VROSTGCEUGC-K | SEL VR-OST6-CE-UG-C) |  | \$1,237.36 | K | 31\% | \$853.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VROST6DC3PC | SEL VR-OST6-DC-3P-SSS-C ) |  | \$656.70 | F1 | 2\% | \$643.57 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VROST6DC3PC-I | SEL VR-OSTG-DC-3P-SSS-C) |  | \$768.34 | F1 | 2\% | \$752.97 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VROST6DC3PC-K | SEL VR-OSTG-DC-3P-SSS-C ) |  | \$738.21 | F1 | 2\% | \$723.45 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VROSTGDCC | SEL VR-OST6-DC-C) |  | \$995.00 | k | 31\% | \$686.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VROSTGDCC-I | SEL VR-OST6-DC-C) |  | $\$ 1,164.15$ <br> $\$ 111477$ | K | $31 \%$ $31 \%$ | $\$ 803.26$ $\$ 769.19$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VmWare |
| 5 | VROSTGDCC-K VROST6DCPC | SEL VR-OST6-DC-C ( ) |  | \$1,114.77 $\$ 248.75$ | K F1 | $31 \%$ $2 \%$ | \$769.19 | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VROST6DCPC-I | SEL VR-OST6-DC-P-SSS-C ) |  | \$291.04 | F1 | 2\% | \$285.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VROST6DCPC-K | SEL VR-OST6-DC-P-SSS-C ) |  | \$279.63 | F1 | 2\% | \$274.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | VROSTD3GC | SEL VR-OSTD-3G-Sss-C ) |  | \$78.00 | F1 | 2\% | \$76.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmWare |
| 5 | VROSTD3GC-I | SEL VR-OSTD-3G-SSS-C ) |  | \$86.00 | F1 | 2\% | \$84.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VROSTD3GC-K | SEL VR-OSTD-3G-SSS-C) |  | \$78.00 | F1 | 2\% | \$76.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VROSTD3PC | SEL VR-OSTD-3P-SSS-C ) |  | \$93.00 | F1 | 2\% | \$91.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VROSTDSPC-I | SEE VR-OSTD-3P-SSSS-C) |  | \$102.00 | F1 | 2\% | \$99.96 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VROSTD3PC-K | SEL VR-OSTD-3P-SSS-C ) |  | \$93.00 | F1 | 2\% | \$91.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VROSTDC | SEL VR-OSTD-C) |  | \$125.00 | K | 31\% | \$86.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 | VMWARE |
| 5 | VROSTDC-K | SEL VR-OSTD-C) |  | \$125.00 | k | 31\% | \$86.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VRostdgc | SEL VR-OSTD-G-SSS-C) |  | \$26.00 | F1 | 2\% | \$25.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | VROSTDGC-I | SEL VR-OSTD-G-SSS-C) |  | \$29.00 | F1 | 2\% | \$28.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VROSTDGC-K | SEL VR-OSTD-G-SSS-C ) |  | \$26.00 | F1 | 2\% | \$25.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | VROSTDPC | SEL VR-OSTD-P-SSS-C) |  | \$31.00 | F1 | 2\% | \$30.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | VROSTDPC-I | SEL VR-OSTD-P-SSS-C) |  | \$34.00 | F1 | ${ }^{2 \%}$ | \$33.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VROSTDPC-K | SEL VR-OSTD-P-SSS-C) |  | \$31.00 | F1 | 2\% | \$30.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | vS10PB1YRSB | SELECT DFXS VS ELA, 10PB 1 Yr Sub |  | \$900,000.00 | K | $31 \%$ $31 \%$ | \$621,000.00 $\$ 125.44200$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NTP-DEFENDX |
| 5 | VS1PB1YRSB Vs3PBIYRSB | SELECT DFXS VS ELA, 1 PB 1 Yr Sub SELECT DFXS VS ELA, 3 PB 1 Yr Sub |  | \$181,800.00 | K k | $31 \%$ $31 \%$ | \$125,442.00 | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | NTP-DEFENDX NTP-DEFENDX |
| 5 | VS5PB1YRSB | SELECT DFXS VS ELA, 5PB 1 Yr Sub |  | \$540,000.00 | k | 31\% | \$372,600.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NTP-DEFENDX |
| 5 | VS6-DT100VM-F | SEL: VS6-DT100VM-F |  | \$9,058.50 | k | 31\% | \$6,250.37 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VS6-ENT-EPL-UG-F | SEL: VS6-ENT-EPL-UG-F |  | \$750.20 | k | 31\% | \$517.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | VS6ENTOEPLUGF | SEL: VS6-ENT-OEPL-UG-F |  | \$1,996.50 | K | 31\% | \$1,377.59 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VS6-EPL-AK-F | SEL: VS6-EPL-AK-F |  | \$26,015.00 | K | 31\% | \$17,950.35 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VS6-EPL-NS-F | SEL: VS6-EPL-NS-F |  | \$ $\$ 3,844.590$ | k | 31\% | $\$ 2,652.71$ $\$ 9,100.41$ | \$0.00 $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$0.00 | \$80.00 | \$0.00 | \$\$0.00 | \$ $\$ 0.00$ | Vmware |
| 5 | VS6ESEPLAKUGF | SEL: VSG-ES-EPL-AK-UG-F |  | \$25,753.20 | k | 31\% | \$17,769.71 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | VS6-ES-ESPL-UG-F | SEL: VS6-ES-ESPL-UG-F |  | \$4,840.00 | k | 31\% | \$3,339.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VS6ESOEPLAKUGF | SEL: VSG6-ES-OEPL-AK-UG-F |  | \$27,780.50 | k | 31\% | \$19,168.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$0.00 | VmWARE |
| 5 | VS6ESPEPLAKUGF | SEL: VS6-ESP-EPL-AK-UG-F |  | \$23,993.20 | k | 31\% | \$16,555.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 5 | VS6-ESP-KIT-F | SEL: VS6-ESP-KIT-F- SEL: VS6-ESP-OEPL-AK-UG-F |  | $\$ 4,944.50$ $\$ 26.534 .20$ | k | 31\% | $\$ 3,411.71$ $\$ 18,308.60$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| $5$ | VS6ESPOEPLAKUGF | SEL: VS6-ESP-OEPL-AK-UG-F SEL:VS6-ESP-STD-AK-UG-F |  | \$26,534.20 $\$ 8,281.90$ | K | $31 \%$ $31 \%$ | \$18,308.60 $\$ 5,714.51$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | Vmware |
| 5 | VS6-ESSL-KIT-F | SEL: VS6-ESSL-KIT-F |  | \$544.50 | k | 31\% | \$375.71 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VS6ESSTDAKUGF | SEL: VS6-ES-STD-AK-UG-F |  | \$12,224.30 | K | 31\% | \$8,434.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VS6-HYP-EPL-UG-F | SEL: VS6-HYP-EPL-UG-F |  | \$3,844.50 | k | 31\% | \$2,652.71 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | VS6HYPOEPLUGF | SEL: VS6-HYP-OEPL-UG-F |  | \$4,977.50 | k | 31\% | \$3,434.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 5 | VS6-HYP-STD-UG-F | SEL: VSS-HYP-STD-UG-F SEL: VS6-OENT-OEPL-UG-F |  | \$1,094.50 $\$ 955.90$ | K | 31\% | \$ ${ }_{\text {\$655.2. }}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VS6-OEPL-AK-F | SEL: VSG-OEPL-AK-F |  | \$28,325.00 | k | 31\% | \$19,544.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9.00 | \$0.00 | VMWARE |
| 5 | VS6-OEPL-F | SEL: VS6-OEPL-F |  | \$4,977.50 | k | 31\% | \$3,434.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VS6-RBADV25-F | SEL: VS6-RBADV25-F |  | \$5,098.50 | k | 31\% | \$3,517.97 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VS6-RBSTD25-F | SEL: VS6-RBSTD25-F |  | \$3,393.50 | K | 31\% | \$2,341.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$0.00 |  |
| 5 | VS6RBSTDADV25UGF | SEL: VS6-RBSTD-ADV25-UG-F |  | \$1,875.50 | k | 31\% | \$1,294.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 | VMWARE |
| 5 | VS6-STD-8AK-F | SEL: VS6-STD-8AK-F |  | \$ $\$ 9,769.60$ | k | 31\% | \$ $\begin{array}{r}\text { \$103.22 } \\ \text { \$36.13 }\end{array}$ | \$0.00 $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VS6-STD-AK-F | SEL: VS6-STD-AK-F |  | \$12,485.00 | k | 31\% | \$8,614.65 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | vS6-STD-EPL-UG-F | SEL: VS6-STD-EPL-UG-F |  | \$3,025.00 | k | 31\% | \$2,087.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VS6-STD-F | SEL:VS6-STD-F |  | \$1,094.50 | K | 31\% | \$755.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VS6STDOEPLUGF | SEL: VS6-STD-OEPL-UG-F |  | \$4,271.30 | k | 31\% | \$2,947.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VS7DT 100 VM 3 CC | SEL VST-DT1 100 VM -3G-SSS-C |  | \$4,564.56 | F1 | 2\% | \$4,473.27 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VS7DT 100VM3GC--1 | SEL VS7-DT100VM-3G-SSS-C |  | $\$ 5,340.54$ $\$ 5,376.61$ | F1 | 2\% | $\$ 5,233.73$ $\$ 5,269.08$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VS7DT100VM3PC | SEL VS7-DT100VM-3P-SSS-C) |  | \$5,435.76 | F1 | 2\% | \$5,327.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | VS7DT 100VM3PC-I | SEL VST-DT 1000 M -3P-SSS-C |  | \$6,359.84 | F1 | 2\% | \$6,232.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VS7DT100VM3PC-K | SEL VS7-DT 100VM-3P-SSS-C ) |  | \$6,402.80 | F1 | 2\% | \$6,274.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 5 | VS7DT100VMC | SEL VST-DT100VM-C) |  | \$8,235.00 | K | 31\% | \$5,682.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VSTDT100VMC-K | SEL VST-DT100VM-C) |  | \$9,692.00 | k | 31\% | ${ }_{\text {\$6,687.48 }}$ | \$0.00 $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$ $\$ 0.00$ | \$ $\$ 0.00$ | VMWARE |


| BAND | SKU | description | Model Sub sku | EMC LIST PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT <br> PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP$\|$ | PROSUPPORT ENH MNT LP | BASIC MNT LP | WTY UPG ENH TO <br> PS W/MC PREM <br> LP | WTY UPG BASIC TO PS ENHLP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | VS7DT100VMGC | SEL VS7-DT100VM-G-SSS-C ) |  | \$1,729.00 | F1 | 2\% | \$1,694.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | vs7DT100VMGC-I | SEL VS7-DT100VM-G-sss-C |  | \$2,022.93 | F1 | 2\% | \$1,982.47 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VS7DT $100 \mathrm{VMGC-K}$ | SEL VST-DT100VM-G-Sss-C ) |  | \$2,036.59 | F1 | 2\% | \$1,995.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | Vs7DT100VMPC | SEL VST-DT100VM-P-SSS-C ) |  | \$2,059.00 | F1 | 2\% | \$2,017.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmWare |
| 5 | VSTDT100VMPC-I | SEL VS7-DT100VM-P-SSS-C |  | \$2,409.03 | F1 | 2\% | \$2,360.85 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmWare |
| 5 | VSTDT100VMPC-K | SEL VS7-DT100VM-P-SSS-C ) |  | \$2,425.31 | F1 | 2\% | \$2,376.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | vSTENTEPLUGC | SEL VS7-ENT-EPL-UG-C) |  | \$697.00 | k | 31\% | \$480.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmWare |
| 5 | VSTENTEPLUGC-I | SEL VS7-ENT-EPL-UG-C |  | \$815.49 | k | 31\% | \$562.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VSTENTEPLUGC-K | SEL VS7-ENT-EPL-UG-C) |  | \$823.63 | K | 31\% | \$568.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | vS7EPL3GC | SEL VS7-EPL-3G-SSS-C ) |  | \$1,993.20 | F1 | 2\% | \$1,953.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmWare |
| 5 | vS7EPL3GC-1 | SEL VS7-EPL-3G-Sss-C |  | \$2,332.04 | F1 | 2\% | \$2,285.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VSTEPL3GC-K | SEL VS7-EPL-3G-SSSS C ) |  | \$2,347.80 | F1 | 2\% | \$2,300.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | vs7EPL3PC | SEL VS7-EPL-3P-SSS-C ) |  | \$2,373.36 | F1 | 2\% | \$2,325.89 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | VS7EPL3PC-I | SEL VS7-EPL-3P-SSS-C |  | \$2,776.83 | F1 | 2\% | $\$ 2,721.29$ $\$ 273968$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 5 | VS7EPLSPC-K vS7PPLLEAK3GC | SEL VS7-EPL-3P-SSS-C ) |  | $\$ 2,795.59$ $\$ 15.383 .28$ | F1 | 2\% | $\$ 2,739.68$ $\$ 15,075.61$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VSTEPLGAK3GC-I | SEL VS7-EPL-6AK-3G-sss-c |  | \$17,998.44 | F1 | 2\% | \$17,638.47 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | vs7EPL6AK3GC-K | SEL VS7-EPL-6AK-3G-Sss-C ) |  | \$18,120.02 | F1 | 2\% | \$17,757.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | vS7EPL6AK3PC | SEL vS7-EPL-6AK-3P-SsS-C ) |  | \$18,316.32 | F1 | 2\% | \$17,949.99 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmWARE |
| 5 | vS7EPL6AK3PC-I | SEL VS7-EPL-6AK-3P-SSS-C |  | \$21,430.09 | F1 | 2\% | \$21,001.49 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VS7EPL6AK3PC-K | SEL VS7-EPL-6AK-3P-SSS-C ) |  | \$21,574.86 | F1 | 2\% | \$21,143.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | vSTEPL6AKC | SEL VS7-EPL-6AK-C ) |  | \$24,250.00 | k | 31\% | \$16,732.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | Vs7EPL6AKC-I | SEL VS7-EPL-6AK-C |  | \$28,372.50 | k | 31\% | \$19,577.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | vS7EPL6AKC-K | SEL VS7-EPL-6AK-C ) |  | \$28,539.69 | K | 31\% | \$19,692.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VS7EPL6AKGC | SEL VS7-EPL-6AK-G-SSS-C ) |  | \$5,827.00 | F1 | 2\% | \$5,710.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VSTEPLGAKGC-I | SEL VST-EPL-6AK-G-Sss-C |  | \$6,817.59 | F1 | 2\% | \$6,681.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | vS7EPL6AKGC-K | SEL VS7-EPL-6AK-G-SSS-C ) |  | \$6,863.65 | F1 | 2\% | \$6,726.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VSTEPL6AKPC | SEL VS7-EPL-6AK-P-SSS-C) |  | \$6,938.00 | F1 | 2\% | \$6,799.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | VS7EPL6AKPC-I vS7EPL6AKPC-K | SEL VS7-EPL-6AK-P-SSS-C |  | $\$ 8,117.46$ $\$ 8,172.30$ | F1 | 2\% | $\$ 7,955.11$ $\$ 8,008.85$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VmWARE |
| 5 | vS7EPLC | SEL VS7-EPL-C) |  | \$3,595.00 | k | 31\% | \$2,480.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VS7EPLC-1 | SEL VS7-EPL-C |  | \$4,206.15 |  | 31\% | \$2,902.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VS7EPLC-K | SEL VS7-EPL-C) |  | \$4,233.07 | K | 31\% | \$2,920.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VS7EPLGC | SEL VS7-EPL-G-SSS-C ) |  | \$755.00 | F1 | 2\% | \$739.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VSTEPLGC-1 | SEL VS7-EPL-G-SSS-C |  | \$883.35 | F1 | 2\% | \$865.68 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VSTEPLGC-K | SEL VST-EPL-G-SSS-C) |  | \$889.32 | F1 | 2\% | \$871.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VS7EPLPC | SEL VST-EPL-P-SSS-C ) |  | \$899.00 | F1 | 2\% | \$881.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9.00 | \$0.00 | VMWARE |
| 5 | VS7EPLPC-I | SEL VS7-EPL-P-SSS-C |  | \$1,051.83 | F1 | 2\% | \$1,030.79 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | vSTEPLPC-K | SEL VS7-EPL-P-SSS-C ) |  | \$1,058.93 | F1 | 2\% | \$1,037.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VSTESEPLAKUGC | SEL VST-ES-EPL-AK-UG-C) |  | \$23,740.00 | k | 31\% | \$16,380.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VSTESEPLAKUGC-I | SEL VS7-ES-EPL-AK-UG-C SEL VST-ES-EPL-AK-UG-C) |  | \$27,775.80 | k | 31\% | \$19,165.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 | VMWARE |
| 5 | VSTESESPLUGC | SEL VST-ES-ESPL-UG-C) |  | \$27,926.75 | K | $31 \%$ $31 \%$ | \$19,269.46 $\$ 3,123.63$ | \$0.00 $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 8.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VS7ESESPLUGC-I | SEL VS7-ES-ESPL-UG-C |  | \$4,527.00 | k | 31\% | \$3,123.63 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VSTESESPLUGC-K | SEL VS7-ES-ESPL-UG-C ) |  | \$5,328.69 | k | 31\% | \$3,676.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VSTESPEPLAKUC | SEL VS7-ESP-EPL-AK-UG-C) |  | \$21,582.00 | K | 31\% | \$14,891.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VSTESPEPLAKUC-I | SEL VS7-ESP-EPL-AK-UG-C |  | \$25,250.94 | k | 31\% | \$17,423.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VSTESPEPLAKUC-K vSTESPKIT3GC | SEL VS7-ESP-EPL-AK-UG-C) |  | \$25,398.41 | K | 31\% | \$17,524.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$90.00 | \$0.00 |  |
| 5 | VSTESPKIT3GC | SEL LS7-ESP-KIT-3G-SSS-C ) |  | \$2,563.44 | F1 | $\begin{aligned} & 2 \% \\ & 2 \% \\ & 2 \% \end{aligned}$ | \$2,512.17 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VmWARE |
| 5 | VS7ESPKIT3GC-K | SEL VS7-ESP-KIT-3G-SsS-C ) |  | \$3,019.48 | F1 | 2\% | \$2,959.09 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | VS7ESPKIT3PC | SEL VS7-ESP-KIT-3P-SSS-C ) |  | \$3,051.84 | F1 | 2\% | \$2,990.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VS7ESPRITT3PC-I | SEL VS7-ESP-KIT-3P-SSS-C |  | \$3,051.84 | F1 | 2\% | \$2,990.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VSTESPKIT3PC-K | SEL VS7-ESP-KIT-3P-SSS-C ) |  | \$3,594.77 | F1 | 2\% |  | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 5 | VS7ESPKITC vs7ESPKITC-I | SEL VS7-ESP-KIT-C) |  | \$4,625.00 | K | 31\% | \$3,191.25 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | vS7ESPKITC-K | SEL VS7-ESP-KIT-C) |  | \$5,451.27 | k | 31\% | \$3,761.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | vs7ESPKITGC | SEL VS7-ESP-KIT-G-SSS-C ) |  | \$971.00 | F1 | 2\% | \$951.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | vS7ESPKITGC-I | SEL VS7-ESP-KIT-G-Sss-C |  | \$971.00 | F1 | 2\% | \$951.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VS7ESPKITGC-K | SEL VST-ESP-KIT-G-SSS-C) |  | \$1,143.75 | F1 | 2\% | \$1,120.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VS7ESPKITPC | SEL VS7-ESP-KIT-P-SSS-C ) |  | \$1,156.00 | F1 | 2\% | \$1,132.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VS7ESPKITPC-I | SEL VST-ESP-KIT-P-SSS-C |  | \$1,156.00 | F1 | 2\% | \$1,132.88 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 000$ | \$\$0.00 | \$0.00 | VMWARE |
| 5 | VSTESPSTDAKUC | SEL VST-ESP-STD-AK-UG-C ) |  | \$1,398.00 | K | 31\% | \$5,104.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | ${ }_{\text {S0 }}$ | \$0.00 | VMWARE |
| 5 | VSTESPSTDAKUC-I | SEL VST-ESP-STD-AK-UG-C |  | \$8,655.66 | k | 31\% | \$5,972.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VSTESPSTDAKUC-K | SEL VS7-ESP-STD-AK-UG-C ) |  | \$8,695.99 | k | 31\% | \$6,000.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VSTESSLIPAKC | SEL VS7-ESSL-1PAK-C) |  | \$308.00 | k | 31\% | \$212.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VSTESSLIPAKC-I | SEL VST-ESSL-1PAK-C |  | \$360.36 | K | 31\% | \$248.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VSTESSLIPAKC-K | SEL VS7-ESSL-PAK-C ) |  | \$362.78 $\$ 775.00$ | K | 31\% | \$250.32 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | vS7ESSL3PAKC-I | SEL VS7-ESSL-3PAK-C |  | \$906.75 | k | 31\% | \$625.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VSTESSL3PAKC-K | SEL VS7-ESSL-3PAK-C) |  | \$915.57 | K | 31\% | \$631.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | vS7ESSL3SUBC | SEL VS7-ESSL-3SUB-C) |  | \$176.77 | k | 31\% | \$121.97 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VSTESSL3SUBC-I | SEL VS7-ESSL-3SUB-C |  | \$200.82 | k | 31\% | \$142.71 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$0.00 | VmWARE |
| 5 5 | VS7ESSL3SUBC-K | SEL VS7-ESSL-3SUB-C) |  | \$208.22 $\mathbf{1 1 , 1 8 5 . 0 0}$ | K | $31 \%$ $31 \%$ | ${ }_{\text {\$ }} \mathbf{\$ 1 4 3 . 6 7}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | vS7ESSLLPAKC-1 | SEL VS7-ESSL-5PAK-C |  | \$1,386.45 | k | 31\% | \$956.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | VS7ESSLSPAKC-K | SEL VS7-ESSL-5PAK-C) |  | \$1,398.25 | k | 31\% | \$964.79 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VS7ESSLKITC | SEL VS7-ESSL-KIT-C ) |  | \$510.00 | k | 31\% | \$351.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
|  | vS7ESSLKITC-I | SEL VS7-ESSL-KIT-C |  | \$596.70 | k | 31\% | \$411.72 | 80.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |


| BAND | SKU | DESCRIPTION | Model Sub sku sku | EMC LIST PRICE USD | category CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\begin{array}{\|l\|} \hline \text { WTY UPG ENH TO } \\ \text { PS W/MC PREM } \end{array}$ LP | WTY UPG BASIC <br> TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | VS7ESSLKITC-K | SEL VST-ESSL-KIT-C ) |  | \$601.06 | K | 31\% | \$414.73 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VSTESSLSUBC | SEL VS7-ESSL-SUB-C) |  | \$66.96 | k | 31\% | \$46.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | vs7EssLsubc-I | SEL vS7-ESSL-SUB-C |  | \$78.34 | k | 31\% | \$54.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | vS7ESSLSUBC-K | SEL VS7-ESSL-SUB-C ) |  | \$78.87 | k | 31\% | \$54.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmWare |
| 5 | VSTESSTDAKUGC | SEL VS7-ES-STD-AK-UG-C) |  | \$10,840.00 | k | 31\% | \$7,479.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VSTESSTDAKUGC-I | SEL VS7-ES-STD-AK-UG-C |  | \$12,682.80 | k | 31\% | \$8,751.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | VSTESSTDAKUGC-K | SEL VS7-ES-STD-AK-UG-C) |  | \$12,756.67 | K | $31 \%$ $31 \%$ | \$8,802.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VSTHYPSTDUGC | SEL VST-HYP-STD-UG-C ) |  | \$995.00 | K | 31\% | \$686.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VSTHYPSTDUGC-I | SEL LS7-HYP-STD-UG-C |  | \$1,164.15 | k | 31\% | \$803.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VS7HYPSTDUGC-K | SEL VST-HYP-STD-UG-C) |  | \$1,168.40 | K | 31\% | \$806.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | VmWARE |
| 5 | VSTRBADV253GC | SEL VS7-RBADV25-3G-SSS-C ) |  | \$2,568.72 | F1 | 2\% | \$2,517.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | vS7RBADV253GC-I | SEL VS7-RBADV25-3G-SSS-C |  | \$3,055.40 | F1 | 2\% | \$2,945.29 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | vSTRBADV253GC-K | SEL VS7-RBADV25-3G-Sss-C ) |  | \$3,025.70 | F1 | 2\% | \$2,965.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VS7RBADV233PC | SEL VS7-RBADV25-3P-SSS-C ) |  | \$3,059.76 | F1 | 2\% | \$2,998.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VS7RBADV253PC-I | SEL VS7-RBADV25-3P-SSS-C |  | \$3,579.92 | F1 | 2\% | \$3,508.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$0.00 | vmware |
| 5 | VS7RBADV253PC-K VS7RBADV25C | SEL VS7-RBADV25-3P-SSS-C ) SEL VS7-RBADV25-C) |  | $\$ 3,604.11$ $\$ 4,635.00$ | F1 k | 2\% | $\$ 3,532.03$ $\$ 3,198.15$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE VMWARE |
| 5 | vS7RBADV25C-I | SEL VS7-RBADV25-C |  | \$5,422.95 | k | 31\% | \$3,741.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VSTRBADV25C-K | SEL VS7-RBADV25-C ) |  | \$5,458.93 | K | 31\% | \$3,766.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | vs7RBADV25GC | SEL vS7-RBADV25-G-Sss-C ) |  | \$973.00 | F1 | 2\% | \$953.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmWare |
| 5 | VS7RBADV25GC-1 | SEL VS7-RbADV25-G-sss-C |  | \$1,138.41 | F1 | 2\% | \$1,115.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VS7RBADV25GC-K | SEL VS7-RBADV25-G-SSS-C ) |  | \$1,146.10 | F1 | 2\% | \$1,123.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VSTRBADV25PC | SEL VS7-RBADV25-P-SSS-C) |  | \$1,159.00 | F1 | 2\% | \$1,135.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VSTRBADV25PC-I | SEL VS7-RBADV25-P-SSS-C |  | \$1,356.03 | F1 | 2\% | \$1,328.91 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 5 | VS7RBADV25PC-K vs7RBENT253GC | SEL VST-RBADV25-P-SSS-C) SEL VS7-RBENT $25-3 \mathrm{SSSS}$ |  | $\$ 1,365.19$ $\$ 3.627 .36$ | F1 | 2\% | \$1,337.89 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$9.00 | \$0.00 | \$0.00 | \$\$0.00 | VMWARE |
| 5 | vS7RBENT253GC-I | SEL VST-RBENT25-3G-Sss-C |  | \$4,244.01 | F1 | 2\% | \$4,159.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | vs7RBENT253GC-K | SEL vs7-Rbent $25-3 \mathrm{~S}-\mathrm{SsS-C}$ ) |  | \$4,272.68 | F1 | 2\% | \$4,187.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | vS7RBENT253PC | SEL VS7-RBENT25-3P-SSS-C ) |  | \$4,319.04 | F1 | 2\% | \$4,232.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | VS7RBENT253PC-I | SEL VS7-RBENT25-3P-SSS-C |  | \$5,053.28 | F1 | 2\% | \$4,952.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VSTREENT253PC-K | SEL VST-REENTT25-3P-SSS-C ) |  | \$5,087.41 | F1 | 2\% | \$4,985.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9.00 | \$0.00 | VMWARE |
| 5 | VSTREENT25C vS7RBENT25C-1 | SEL VST-RBENT25-C SEL VST-RBENT25-C |  | \$6,545.00 $\$ 7765765$ | K | $31 \%$ $31 \%$ | \$4,516.05 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | VS7RBENT25C-I vS7RBENT25C-K |  |  | \$87,657.65 | K | 31\% | $\$ 5,283.78$ $\$ 5,312.98$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 8.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWWARE |
| 5 | VSTRBENT25GC | SEL VS7-RBENT25-G-SSS-C ) |  | \$1,374.00 | F1 | 2\% | \$1,346.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VSTRBENT25GC-1 | SEL VS7-RBENT25-G-SSS-C |  | \$1,607.58 | F1 | 2\% | \$1,575.43 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VSTRBENT25GC-K | SEL VST-RBENT25-G-SSS-C) |  | \$1,618.44 | F1 | 2\% | \$1,586.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VSTRBENT25PC VSTRENT25PC-1 | SEL VS7-RBENT25-P-SSS-C) |  | \$1,636.00 | F1 | 2\% | \$1,603.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | VSTRBENT25PC-1 | SEL V ${ }^{\text {S } 7-R B E N T 25-P-S S S-C ~}$ |  | $\$ 1,914.12$ $\$ 1,927.05$ | F1 | 2\% | $\$ 1,875.84$ $\$ 1,888.51$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | vs7RBSTD253GC | SEL VS7-RBSTD25-3G-Sss-C ) |  | \$1,710.72 | F1 | 2\% | \$1,676.51 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VS7RBSTD253GC-I | SEL VS7-RBSTD $25-3 \mathrm{G}-$ SSS-C |  | \$2,001.54 | F1 | 2\% | \$1,961.51 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VSTRESTD253GC-K | SEL VS7-RBSTD25-3-S-SSS-C ) |  | \$2,015.06 | F1 | 2\% | \$1,974.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VSTRBSTD253PC | SEL VS7-RBSTD25-3P-SSS-C) |  | \$2,035.44 | F1 | 2\% | \$1,994.73 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWWARE |
| 5 | VS7RESTD253PC-I | SEL VS7-RBSTD25-3P-SSS-C |  | $\$ 2,381.46$ $\$ 2.39756$ | F1 | 2\% | \$2,333.83 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | vS7RBSTD25C | SEL VS7-RBSTD25-C ) |  | \$3,085.00 | k | 31\% | \$2,128.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VSTRESTD25C-I | SEL LS7-RBSTD25-C |  | \$3,609.45 | k | 31\% | \$2,490.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | vs7Rbstd 25c-k | SEL VS7-RBSTD25-C ) |  | \$3,635.46 | k | 31\% | \$2,508.47 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VSTRBSTD25GC | SEL VS7-RBSTD $25-\mathrm{G}-$ SSS-C ) |  | \$648.00 | F1 | 2\% | \$635.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | VSTRBSTD25GC-I | SEL VS7-RBSTD25-G-SSS-C |  | \$758.16 | F1 | 2\% | \$743.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VSTRBSTD25GC-K | SEL VS7-RBSTD $25-\mathrm{G}-$ SSS-C) |  | \$763.29 | F1 | 2\% | \$748.02 $\$ 755.58$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VSTRBSTD25PC | SEL VS7-RBSTD $25-\mathrm{P}$-SSS-C ( |  | \$771.00 | F1 | 2\% | \$755.58 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | vS7RBSTD25PC-K | SEL v S7-RBSTD25-P-SSS-C ) |  | \$908.17 | F1 | 2\% | \$890.01 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmWARE |
| 5 | VSTRBEVENT25UC | SEL VS7-RBADV-ENT25-UG-C ) |  | \$2,101.00 | K | 31\% | \$1,449.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VS7RBVENTT5UC-I | SEL VST-RBADV-ENT $25-\mathrm{UG}$-C |  | \$2,458.17 | k | 31\% | \$1,696.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VSTRBVENT25UC-K | SEL VS7-RBADV-ENT25-UG-C) |  | \$2,478.55 | k | 31\% | \$1,710.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 5 | VSTREVENT2UC vs7RBVENTUUC-1 | SEL VST-RBADV-ENT2-UG-C) |  | \$168.00 | K k | 31\% | \$115.92 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
|  | VS7RBVENT2UC-K | SEL VS7-RBADV-ENT2-UG-C) |  | \$198.05 | k | 31\% | \$136.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VS7RSDADV25UC | SEL VS7-RBSTD-ADV25-UG-C) |  | \$1,705.00 | k | 31\% | \$1,176.45 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VS7RSDADV25UC-1 | SEL VS7-RBSTD-ADV25-UG-C |  | \$1,994.85 | k | 31\% | \$1,376.45 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VS7RSDADV25UC-K | SEL VS7-RBSTD-ADV25-UG-C ) |  | \$2,011.19 | K | 31\% | \$1,3877.72 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$0.00 |  |
| 5 5 | VSTRSDADV2UC vS7RSDADV2UC-I | SEL VST-RESTD-ADV2-UG-C) SEL VST-RBSTD-ADV2-UG-C |  | \$136.00 | K | 31\% | $\$ 93.84$ $\$ 109.79$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | vs7RSDADV2UC-K | SEL VST-RBSTD-ADV2-UG-C) |  | \$160.51 | K | 31\% | \$110.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | VMWARE |
| 5 | VSTRSDENT25UC | SEL VST-RBSTD-ENT25-UG-C) |  | \$3,806.00 | k | 31\% | \$2,626.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VS7RSDENT25UC-I | SEL VS7-RBSTD-ENT25-UG-C |  | \$4,453.02 | k | 31\% | \$3,072.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | VSTRSDENT25UC-K | SEL VST-RBSTD-ENT25-UG-C ) |  | \$4,485.90 | K | 31\% | \$3,095.27 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VSTRSDENT2UC | SEL VST-RBSTD-ENT2-UG-C ) |  | \$304.00 | k | 31\% | \$209.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VSTRSDENT2UC-I | SEL VS7-RBSTD-ENT2-UG-C |  | \$355.68 | K | 31\% | \$245.42 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | \$\$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$90.00 | \$\$0.00 | VMWARE VMWARE |
| 5 | VSTSTD3GC | SEL vs7-STD-3G-SSS-C) |  | \$720.72 | F1 | 2\% | \$706.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | VmWARE |
| 5 | vs7STD3GC-1 | SEL VS7-STD-3G-SSS-C |  | \$843.24 | F1 | 2\% | \$826.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VS7STD3GC-K | SEL VS7-STD-3G-SSS-C ) |  | \$848.94 | F1 | 2\% | \$831.96 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VS7STD3PC | SEL LST-STD-3P-SSS-C ) |  | \$852.72 | F1 | 2\% | \$835.67 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | vs7STID3PCC-1 | SEL VST-STD-3P-SSSS-C |  | \$ $\$ 1,094.68{ }^{\text {a }}$ | F1 | 2\% | \$977.73 $\$ 984.33$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VmWARE |
| 5 | vs7STD6AK3GC | SEL VS7-STD-6AK-3G-Sss-C ) |  | \$7,748.40 | F1 | 2\% | \$7,593.43 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |


| BAND | SKU | description | Model Sub sku | EMC LIST <br> PRICE USD | CATEGORY CODE | NASPO VP Discount \% | NVP LEVEL 1 NET PRICE | PROSUPPORT <br> PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | WTY UPG ENH TO <br> PS W/MC PREM <br> LP | WTY UPG BASIC TO PS ENHLP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | VS7STD6AK3GC-1 | SEL VS7-STD-6AK-3G-SSS-C |  | \$9,065.63 | F1 | 2\% | \$8,884.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | vs7stdiak ${ }^{\text {che-K }}$ | SEL vS7-STD-6AK-3G-Sss-C ) |  | \$9,126.87 | F1 | 2\% | \$8,944.33 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | vs7std6ak3PC | SEL vS7-STD-6AK-3P-SSS-C ) |  | \$9,192.48 | F1 | 2\% | \$9,008.63 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | vS7STD6AK3PC-I | SEL VS7-STD-6AK-3P-SSS-C |  | \$10,755.20 | F1 | 2\% | \$10,540.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VS7STD6AK3PC-K | SEL VS7-STD-6AK-3P-SSS-C ) |  | \$10,827.86 | F1 | 2\% | \$10,611.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | vS7STDEAKC | SEL VS7-STD-6AK-C) |  | \$11,350.00 | K | 31\% | \$7,831.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | vs7STD6AKC-I | SEL VS7-STD-6AK-C |  | \$13,279.50 | k | 31\% | \$9,162.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | vs7sTd6AKC-K | SEL VS7-STD-6AK-C ) |  | \$13,369.60 | k | 31\% | \$9,225.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | VS7STD6AKGC | SEL LST-STD-6AK-G-SSS-C ) |  | \$2,935.00 | F1 | 2\% | \$2,876.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VS7STDEAKGC-I | SEL VS7-STD-6AK-G-SSS-C |  | \$3,433.95 | F1 | 2\% | \$3,365.27 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VS7STDEAKGC-K | SEL VS7-STD-6AK-G-SSS-C) |  | \$3,457.15 | F1 | ${ }^{2 \%}$ | \$ $\$ 3,388.01$ | $\$ 0.00$ $\$ 0.00$ | \$\$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$\$0.00 | $\$ 0.00$ $\$ 0.00$ | VmWARE |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | VS7STD6AKPC VS7STD6AKPC-I | SEL LST-STD-6AK-P-SSS-C) |  | $\$ 3,482.00$ $\$ 4,073.94$ | $\begin{aligned} & \text { F1 } \\ & \text { F1 } \end{aligned}$ | $\begin{aligned} & 2 \% \\ & 2 \% \\ & 2 \% \end{aligned}$ | $\$ 3,412.36$ $\$ 3,992.46$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | vs7STDEAKPC-K | SEL VST-STD-6AK-P-SSS-C) |  | \$4,101.46 | F1 | 2\% | \$4,019.43 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | vs7stdiak ${ }^{\text {che }}$ | SEL VS7-STD-8AK-3G-SSS-C ) |  | \$7,244.16 | F1 | 2\% | \$7,099.28 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | \$0.00 | ${ }_{\$ 0.00}$ | \$0.00 | ${ }_{\$ 0.00}$ | VmWARE |
| 5 | vs7stdiak 3 C--1 | SEL VST-STD-8AK-3G-sss-c |  | \$8,475.67 | F1 | 2\% | \$8,306.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VS7STD8AK3GC-K | SEL VS7-STD-8AK-3G-Sss-C ) |  | \$8,532.92 | F1 | 2\% | \$8,362.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmWare |
| 5 | VS75TD8AK3PC | SEL VST-STD-8AK-3P-SSS-C ) |  | \$8,569.44 | F1 | 2\% | \$8,398.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VS7STDPAK3PC-I | SEL LS7-STD-8AK-3P-SSS-C |  | \$10,026.24 | F1 | 2\% | \$9,825.72 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | vS7STD8AK3PC-K | SEL VST-STD-8AK-3P-SSS-C ) |  | \$10,093.98 | F1 | 2\% | \$9,892.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | vS7TSTD8AKC | SEL V S7-STD-8AK-C) $^{\text {( }}$ |  | \$8,875.00 | K | 31\% | \$6,123.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VS7STD8AKC-1 | SEL VST-STD-8AK-C |  | \$10,383.75 | k | 31\% | \$7,164.79 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VS7STD8AKC-K | SEL VST-STD--8AK-C) |  | \$10,458.17 | K | 31\% | \$7,216.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 5 | VS7STD8AKGC | SEL VS7-STD-8AK-G-SSS-C) |  | $\$ 2,744.00$ $\$ 3.210 .48$ | F1 | 2\% | \$2,689.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | vs7STDBAKGC-K | SEL VST-STD-8AK-G-Sss-C ) |  | \$3,232.17 | F1 | 2\% | \$3,167.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | vS7STD8AKPC | SEL VST-STD-8AK-P-SSS-C) |  | \$3,246.00 | F1 | 2\% | \$3,181.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | VS7STDAAKPC-I | SEL VS7-STD-8AK-P-SSS-C |  | \$3,797.82 | F1 | 2\% | \$3,721.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | vS7TSTDPAKPC-K | SEL LST-STD-8AK-P-SSS-C) |  | \$3,823.48 | F1 | 2\% | \$3,747.01 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | vs7STDC | SEL VST-STD-C ) |  | \$995.00 | k | 31\% | \$686.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | vs7STDC-I | SEL VS7-STD-C |  | \$1,164.15 | k | 31\% | \$803.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | vs7stde-K | SEL VS7-STD-C) |  | \$1,168.40 | k | 31\% | \$806.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VSTSTDEPLUGC | SEL VST-STD-EPL-UG-C) |  | \$2,860.00 | k | 31\% | \$1,973.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | VSTSTDEPLUGC-I | SEL VS7-STD-EPL-UG-C |  | \$3,346.20 | K | 31\% | \$2,308.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 5 | VS7STDEPLUGC-K vSTSTDGC | SEL VS7-STD-EPL-UG-C) |  | $\$ 3,367.30$ $\$ 273.00$ | $\begin{aligned} & K \\ & \text { F1 } \end{aligned}$ | 31\% | \$2,323.44 | \$0.00 | \$90.00 | \$0.00 | \$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | vs7stdgc-I | SEL VS7-STD-G-SSS-C |  | \$319.41 | F1 | 2\% | \$313.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | vs7stdgc-k | SEL VST-STD-G-SSS-C ) |  | \$321.57 | F1 | 2\% | \$315.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VS7STIPC | SEL VST-STD-P-SSS-C ) |  | \$323.00 | F1 | 2\% | \$316.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VSTSTDPC-I | SEL VST-STD-P-SSS-C |  | \$377.91 | F1 | 2\% | \$370.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$ $\$ 0.00$ | VmWARE |
| 5 | VS7STDPC-K | SEL VST-STD-P-SSS-C ) SELECT DFXS VS ELA ADD 1 PB 1 Yr Sub |  | $\$ 380.46$ $\$ 90,000.00$ | F1 | 2\% | \$372.85 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\underset{\text { VMWARE }}{\text { NTP-DEFENDX }}$ |
| 5 | VSAD1PB1YRSB | SELECT DFXS VS ELA, ADD 1PB 1 Yr Sub SEL VTS-OS Prm 12 mo. Over 5000TB |  | \$90,000.00 ${ }_{\text {S0.00 }}$ | K | $31 \%$ $31 \%$ | \$62,10.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | NTP-DEFENDX vsc Cloud soft |
| 5 | Vs-CUS-M-EXPVS | VST expense model |  | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$9.00 | \$0.00 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$0.00 | Na |
| 5 | vSL3-002-525 | Secure VM SecVM Perpetual TLA IB |  | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CLOUDLINK |
| 5 | VSL3-002-526 | Secure VM KMIP Client Perpetual TLA |  | \$0.00 | K | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CLOUDLINK |
| 5 | VSL3-002-527 | Secure VM Key Management for SED TLA IA |  | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CLOUDLINK |
| 5 | VSL3-002-528 | Secure VM Key Management for KMIP TLA $=1 /$ |  | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CLOUDLINK |
| 5 | VSL3-002-529 | Secure VM Encryption for Machines TLA $=1 B$ |  | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CLOUDLINK |
| 5 | VSL3-002-672 | Secure VM Encrypt for Containers TLA $=1 \mathrm{~A}$ |  | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CLOUDLINK |
| 5 5 | VSPHERE-ELIM-PPM | VSPHERE ELIM MODEL-PPM VSPHERE ELM MODEL - PRODUCT |  | \$0.00 | K | $31 \%$ $31 \%$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |
| 5 | VSPHERE-ELIM-PRD | VSPHERE ELIM MODEL - PRODUCT |  | $\$ 0.00$ $\$ 573.53$ | K1 | $31 \%$ $2 \%$ | \$50.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{gathered} \text { NA } \\ \text { VARONIS } \end{gathered}$ |
| 5 | vtelcldc-k | SEL V-TEL-CLD-D-P-C ) |  | \$14.37 | F1 | 2\% | \$14.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VTELCLDDGC | SEL V-TEL-CLD-D-G-C) |  | \$12.36 | F1 | 2\% | \$12.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | vTELCLDDGC-I | SEL V-TEL-CLD-D-G-C) |  | \$12.36 | F1 | 2\% | \$12.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | VTELCLDDPC | SEL V-TEL-CLD-D-P-C) |  | \$13.39 | F1 | 2\% | \$13.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VTELCLDDPC-I | SEL V-TEL-CLD-D-P-C) |  | \$13.39 | F1 | 2\% | \$13.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | VTELDLDDGC VTELDLDDGC-I | SEL V-TEL-DLD-D-G-C ${ }^{\text {S }}$ |  | \$24.72 | F1 | 2\% | \$24.23 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$\$0.00 | VMWARE |
| 5 | VTELDLDDPC | SEL V-TEL-DLD-D-P-C) |  | \$24.72 | F1 | 2\% | \$25.24 | \$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$\$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$\$0.00 | VMWWARE |
| 5 | VTELDLDDPC-I | SEL V-TEL-DLD-D-P-C) |  | \$25.75 | F1 | 2\% | \$25.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | VTELDLPC-K | SEL V-TEL-DLD-D-P-C) |  | \$27.62 | F1 | 2\% | \$27.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | VTELLDDGC-K VUGBDWOACLDUPF | SEL V-TEL-CLD-D-G-C) |  | \$13.22 | F1 | 2\% | \$12.96 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE CARAHSOFT |
| 5 | VUGBDWOACLDUPF | SEL: V-UG-BDWOA-CLD-U-P-F |  | \$58.58 | K | 31\% | \$40.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | WAR-RGSTACK WS15PLAY3GSC | SEL RG SW MAINT. FOR PRIV. CLOUD SEL WS 15 PLAY-3G-S-C ) |  | \$28,823.53 | F1 | 2\% | \$28,247.06 $\$ 80.20$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$\$0.00 | RG SYSTEMS VmWARE |
| 5 | WS15PLAY3GSC-I | SEL WS $15-\mathrm{PLAY}-3 \mathrm{C}-\mathrm{S}$-C) |  | \$81.84 | F1 | 2\% | \$80.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | WS15PLAY3GSC-K | SEL WS15-PLAY-3G-S-C) |  | \$86.72 | F1 | 2\% | \$84.99 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | WS15PLAY3PSC | SEL WS15-PLAY-3P-S-C) |  | \$97.68 | F1 | 2\% | \$95.73 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 5 | WS15PLAY3PSC-I WS15PLAY3PSC-K | SEL WS15-PLAY-3P-S-C) SEL WS15-PLAY-3P-S-C) |  | \$97.68 $\$ 103.51$ | F1 | 2\% | \$ $\$ 95.73$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | WS15PLAYC | SEL WS15-PLAY-C) |  | \$149.99 | k | 31\% | \$103.49 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | WS15PLAYC-I | SEL WS15-PLAY-C ) |  | \$149.99 | k | 31\% | \$103.49 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | WS15PLAYC-K | SEL WS 15-PLAY-C) |  | \$158.98 | K | 31\% | \$109.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | WS15-PLAY-F | SEL: WS15-PLAY-F |  | \$164.99 | k | 31\% | \$113.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | WS15PLAYGSSSC | SEL WS 15-PLAY-G-SSS-C ) |  | \$31.00 | F1 | 2\% | \$30.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 5 | WS 15PLAYGSSSC-1 WS15PLAYGSSSC-K | SEL WS 15-PLAY-G-SSS-C) |  | \$31.00 $\$ 32.85$ | F1 | 2\% | \$30.38 $\$ 32.19$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE VMWARE |
| 5 | WS15PLAYPSSSC | SEL WS15-PLAY-P-SSS-C ) |  | \$37.00 | F1 | 2\% | \$36.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |


| BAND | SKU | DESCRIPTION | Model Sub sku | EMC LIST <br> PRICE USD | CATEGORY CODE | NASPO vP Discount \% | NVP LEVEL 1 | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> W/MC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | WTY UPG ENH TO <br> PS W/MC PREM <br> LP | WTY UPG BASIC TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | WS15PLAYPSSSC-I | SEL WS15-PLAY-P-SSS-C) |  | \$37.00 | F1 | 2\% | \$36.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | WS15PLAYPSSSC-K | SEL WS15-PLAY-P-SSS-C) |  | \$39.20 | F1 | 2\% | \$38.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | WS15-PLAY-UG-F | SEL: WS15-PLAY-UG-F |  | \$87.99 | k | 31\% | \$60.71 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | WS15PROC | SEL WS $15-\mathrm{PRO}-\mathrm{C}$ ) |  | \$249.99 | k | 31\% | \$172.49 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmWare |
| 5 | WS15PROC-I | SEL WS 15-PRO-C) |  | \$249.99 | k | 31\% | \$172.49 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | WS15PROC-K | SEL WS15-PRO-C) |  | \$264.71 | k | 31\% | \$182.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | WS15-PRO-F | SEL: WS15-PRO-F |  | \$274.99 | k | 31\% | \$189.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | WS15PROPLAYUC | SEL WS15-PRO-PLAY-U-C ) |  | \$99.99 | k | 31\% | \$68.99 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | WS15PROPLAYUC-I | SEL WS15-PRO-PLAY-U-C ) |  | \$99.99 | k | 31\% | \$68.99 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | WS15PROPLAYUC-K | SEL WS15-PRO-PLAY-U-C ) |  | \$106.11 | k | 31\% | \$73.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | WS15PROPLAYUGF | SEL: WS15-PRO-PLAY-UG-F |  | \$109.99 | k | 31\% | \$75.89 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | WS15PROUC | SEL WS $15-\mathrm{PRO}-\mathrm{U}-\mathrm{C}$ ) |  | \$149.99 | k | 31\% | \$103.49 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | WS15PROUC-I | SEL WS15-PRO-U-C) |  | \$149.99 | k | 31\% | \$103.49 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | WS15RROUC-K | SEL WS15-PRO-U-C) |  | \$158.98 | K | 31\% | \$109.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | WS15-PRO-UG-F | SEL: WS15-PRO-UG-F |  | \$164.99 | K | 31\% | \$113.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | WS3GC | SEL WS-3G-SSS-C ) |  | \$137.28 | F1 | 2\% | \$134.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | WS3GC-I | SEL WS-3G-SSS-C ) |  | \$140.03 | F1 | 2\% | \$137.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | wS3GCV2-k | SEL WS-3G-SSS-C ) |  | \$141.66 | F1 | 2\% | \$138.83 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | WS3PC | SEL WS-3P-SSS-C ) |  | \$163.68 | F1 | 2\% | \$160.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | Vmware |
| 5 | WS3PC-I | SEL WS-3P-SSS-C |  | \$166.95 | F1 | 2\% | \$163.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | WS3PCV2-K | SEL WS-3P-SSS-C ) |  | \$168.91 | F1 | 2\% | \$165.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | WSGC | SEL WS-G-Sss-C ) |  | \$52.00 | F1 | 2\% | \$50.96 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | WSGC-I | SEL WS-G-SSS-C) |  | \$53.04 | F1 | 2\% | \$51.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | wsGcv2-k | SEL WS-G-Sss-c ) |  | \$53.66 | F1 | 2\% | \$52.59 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | WSP100GSSSC | SEL WSP-100-G-SSS-C ) |  | \$1,082.00 | F1 | 2\% | \$1,060.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | WSP100GSSSC-I | SEL WSP-100-G-SSS-C) |  | \$1,130.69 | F1 | 2\% | \$1,108.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | WSP100GSSSC-k | SEL WSP-100-G-SSS-C ) |  | \$1,513.61 | F1 | 2\% | \$1,483.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | vmware |
| 5 | WSP100PSSSC | SEL WSP-10-P-SSS-C) |  | \$1,288.00 | F1 | 2\% | \$1,262.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | WSP 100PSSSC-I | SEL WSP-100-P-SSS-C ) |  | \$1,345.96 | F1 | 2\% | \$1,319.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | WSP100PSSSC-K | SEL WSP-10-P-SSS-C) |  | $\$ 1,801.78$ $\$ 108.00$ \$ | F1 | 2\% | \$1,765.74 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | VMWARE |
| 5 | WSP10Gsssc-- | SEL WSP-10-G-SSS-C ) |  | \$108.00 | F1 | 2\% | \$101.84 | \$ $\$ 0.00$ | \$ $\$ 0.00$ | \$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$ $\$ 0.00$ | S0.00 $\$ 0.00$ | \$ $\$ 0.00$ | VMWARE |
| 5 | WSP10GSSSC-K | SEL WSP-10-G-SSS-C ) |  | \$151.08 | F1 | 2\% | \$148.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | WSP10Psssc | SEL WSP-10-P-SSS-C ) |  | \$129.00 | F1 | 2\% | \$126.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | WSP10Psssc-1 | SEL WSP-10-P-SSS-C ) |  | \$134.81 | F1 | 2\% | \$132.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | WSP10PSSSC-K | SEL WSP-10-P-SSS-C ) |  | \$180.46 | F1 | 2\% | \$176.85 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | WSPC | SEL WS-P-SSS-C) |  | \$62.00 | F1 | 2\% | \$60.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWARE |
| 5 | WSPC-I | SEL WS-P-SSS-C) |  | \$63.24 | F1 | 2\% | \$61.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VmWare |
| 5 | WSPCV2-K | SEL WS-P-SSS-C ) |  | \$63.98 | F1 | 2\% | \$62.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | VMWARE |
| 5 | WS-PLAY-SUP-1PAK | SEL: WS-PLAY-SUP-1PAK |  | \$33.00 | K | 31\% | \$22.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | WS-PLAY-SUP-3PAK | SEL: WS-PLAY-SUP-3PAK |  | \$88.00 | k | 31\% | \$60.72 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |
| 5 | WS-PLAY-SUP-5PAK | SEL: WS-PLAY-SUP-5PAK |  | \$134.00 | k | 31\% | \$92.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | CARAHSOFT |

