

**DELL MARKETING L.P.**  
**APPENDIX C – PRICING INDEX**  
**DIR-CPO-5371**

Hardware			
Brand	Category	Subcategory	Discount % Off
Dell Marketing L.P.	A	Dell Storage OEM, PowerEdge Servers, Software - Server & Other, Software – Storage. Dell-Branded Memory (Non-Tied), Dell-Branded Peripherals (Non-Tied)	18%
	A	Cloud Products and Services as applicable to Data Storage only	3%
	S	Converged Infrastructure, Data Protection Appliance, Data Protection Software, Data Security Solutions, Dell Networking, Dell EMC, Hyper Converged Infrastructure, OEM Networking, Storage Entry, Storage High End, Storage Integrated Offer, Storage Mid-Range, Storage Unstructured	18%

	N/A	APEX Branded Subscriptions* (incl. FlexOnDemand, Subscription and Consumption modes/solutions and Managed Service where applicable)	Custom
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Related Services	
Related Service	Discount % Off
Services - i.e., CFI / Configuration Services SKUs, Deployment, VSOE, Custom, and System-Tied and Non-Tied (POS and APOS)	3%

End of Appendix C