

Exhibit A – Discount Category Pricing

PRICING – DISCOUNT OFF LIST

The table below provides the minimum Discount Off List (DOL) for each product category. Our Account Teams work with customers to ensure that orders use the correct contract codes, which will prepopulate the minimum discount levels.

Product Category	Product Category Classifications	Proposed Discount
A	Chrome; Cloud Client; Cloud Products; Consumer Chrome; Customer Kits (including some non-tied Monitors); Dell Storage OEM; Dell-Branded Memory; Fixed Workstations; Internet of Things (IOT); Latitude; Mobile Workstations; OptiPlex; PowerEdge Servers; Software - Server and Other; Software - Storage	18.00%
F	Dell Branded Printer Accessories, Parts, and Toner	1.50%
H	BTX, Prebuilt – Ready to Ship Systems	6.00%
M	3rd Party Software & Peripherals - Mainstream Products Third Party - Mainstream	6.00%
R	CFI / Configuration Services; Selected Services	4.00%
S	Alienware Notebooks; Converged Infrastructure; Data Protection Appliance; Data Protection Software; Data Security Solutions; Dell Networking; Dell Storage PS, Dell Storage SC; Dell EMC; Displays; Hyper Converged Infrastructure; OEM Networking; Personal Notebooks; Projectors/Monitors/Other Electronics; Storage Entry; Storage High End; Storage Integrated Offer; Storage Mid Range; Storage Unstructured; Tablets; Vostro Notebooks; XPS Notebooks	3.00%
U	Spare Parts	0.50%
V	Peripherals and Services with discounts that vary based upon the system in which the item is installed	Varies per base SKU
X	Third Party – Non-Discountable, except where contractually required	0.50%
Z	Alienware Desktops; Personal Desktops; Vostro Desktops; XPS Desktops; Non-Discountable Services, except where contractually required	0.50%
Z1 and ZS	Non-Discountable Services, except where contractually required	0.50%
N/A	APEX Cloud	0.00%
N/A	APEX Storage-as-a-Service (ADSS)	0.00%

Note: Product Classifications and Categories may be changed by Dell without notice.