

immixTechnology, Inc DIR-TSO-4315
APPENDIX C PRICING INDEX (per Amendment 1)

Description	BRAND	DIR Customer Discount % off MSRP
Equipment (Server/ SaaS)	AINS	10.00%
Software (Server /SaaS)	AINS	10.00%
Maintenance	AINS	10.00%
Implementation Services (Server /SaaS)	AINS	10.00%
Training (Server /SaaS)	AINS	10.00%
Electronic Commerce (Server /SaaS)	AINS	10.00%
SaaS (Server /SaaS)	AINS	10.00%
Implementation Services	Appian	55.00%
Training	Appian	13.12%
SaaS	Appian	42.00%
Software	Tanium	13.26%
Software Maintenance	Tanium	13.26%
Implementation Services	Tanium	4.00%
Training	Tanium	4.00%
Equipment	Infor	29.50%
Software Maintenance	Infor	0.75%
SaaS	Infor	9.50%
Equipment	LogRhythm	10.00%
Maintenance of Equipment	LogRhythm	10.00%
Software	LogRhythm	10.00%
Software Maintenance	LogRhythm	10.00%
Implementation Services	LogRhythm	10.00%
Training	LogRhythm	10.00%
SaaS	LogRhythm	10.00%
Perpetual Software	Pulse Secure	10.00%
License	Pulse Secure	15.00%
Subscription	Pulse Secure	10.00%
Subscription Renewal	Pulse Secure	10.00%
SaaS	Pulse Secure	16.00%
Implementation Services	Workiva	10.00%
SaaS	Workiva	10.00%
Equipment	Kronos	17.35%
Maintenance of Equipment	Kronos	19.58%
Software	Kronos	19.17%
Software Maintenance	Kronos	18.69%
Implementation Services	Kronos	15.46%
Training	Kronos	15.88%
Electronic Commerce	Kronos	15.46%
SaaS	Kronos	0.69%
Software (LICT and SUB)	CheckMarx	4.00%
Software (LIC, LICT, SUB)	PegaSystems	10.00%
Maintenance	PegaSystems	10.00%
Software (LIC and LICT)	Decision Lens	6.00%
Maintenance	Decision Lens	7.00%
Software (SUB and LICT)	Elasticsearch Federal, Inc.	1.50%
Software (LIC, LICT, SUB)	MobileIron	16.00%
Maintenance	MobileIron	4.00%
Hardware	Nutanix	8.00%
Hardware Maitnenance	Nutanix	8.00%
Software (LIC and LICT)	Nutanix	8.00%
Maintenance	Nutanix	8.00%
Hardware	Palo Alto Networks	20.00%
Hardware Maitnenance	Palo Alto Networks	10.00%

Software (LIC and SUB)	Palo Alto Networks	15.00%
Maintenance	Palo Alto Networks	10.00%
Gold Client Software Subscription	QlikTech Inc.	3.00%
Qlik Data Integration Software Subscription	QlikTech Inc.	3.00%
GeoAnalytics Software Subscription	QlikTech Inc.	5.00%
NPrinting Software Subscription	QlikTech Inc.	5.00%
Core based Site Subscription	QlikTech Inc.	5.00%
Qlik Sense Software SaaS	QlikTech Inc.	10.00%
Qlik Sense Software Subscription	QlikTech Inc.	10.00%
Connector Software Subscription	QlikTech Inc.	10.00%
QlikView Software Subscription	QlikTech Inc.	10.00%
Catalog Software Subscription	QlikTech Inc.	5.00%
Insight Bot Software Subscription	QlikTech Inc.	5.00%
Alerting Software Subscription	QlikTech Inc.	5.00%
Mobile Software Subscription	QlikTech Inc.	10.00%
Qlik Analytics Platform	QlikTech Inc.	5.00%
Signature Customer Success Subscription	QlikTech Inc.	2.00%
Customer Success - Services	QlikTech Inc.	2.00%
Education & Training	QlikTech Inc.	2.00%
Services	QlikTech Inc.	2.00%
Software (LIC and SUB)	Tenable, Public Sector Inc.	4.00%
Maintenance	Tenable, Public Sector Inc.	4.00%
Software (LIC and SUB)	VEEAM	10.66%
Maintenance	VEEAM	3.00%
Software (Software and Maintenance)	Pitney Bowes Software Inc	25.00%
Software (LIC and SUB)	COMMVault SYSTEMS INC	10.00%
Maintenance	COMMVault SYSTEMS INC	2.00%
SaaS	COMMVault SYSTEMS INC	3.00%
Category A (Hardware & Subscription Bundles)	Fortinet	19.00%
Category B (Hardware & Subscription Bundles)	Fortinet	19.27%
Category E (Hardware & Subscription Bundles)	Fortinet	9.05%
Category F (Hardware & Subscription Bundles)	Fortinet	24.03%
Category C (Forticare & Renewals)	Fortinet	9.05%
Category S (SW SUB)	Fortinet	9.05%
Category I (Hardware & Subscription Bundle)	Fortinet	9.05%
Hardware	GIGAMON SYSTEMS	10.00%
Hardware Maintenance	GIGAMON SYSTEMS	10.00%
Software	GIGAMON SYSTEMS	10.00%
Software (LIC and SUB)	Centrify	28.75%
Maintenance	Centrify	2.75%
Hardware Maintenance, License and Maintenance (Citrix SD-WAN, XenDesktop, XenApp, CSS Priority & Hypervisor)	Citrix	2.00%
Maintenance (XenDesktop)	Citrix	2.90%
Hardware Maintenance and Maintenance (XenDesktop, XenApp, Netscaler and Citrix Workplace Suite)	Citrix	3.00%
License (Workspace, Virtual Apps, Virtual Desktops)	Citrix	4.00%
Hardware Maintenance (Firewall MXP, Branch Repeater, CloudBridge, Netscaler App, Netscaler MPX, Netscaler SDX, Netscaler Upgragde, 1-3 Year Gold MNT)	Citrix	5.00%
Maintenance (Citrix Access Gateway, Citrix Branch Repeater, Cloud Gateway, Citrix Repeater Plugin)	Citrix	5.00%
Maintenance (Citrix NetScaler SSL, Citrix NetScaler AppCache, Citrix NetScaler VPX, Citrix NetScaler AppConnector, Citrix NetScaler CloudBridge)	Citrix	5.00%

Maintenance (XenApp, XenDesktop, XenServer, XenClient, XenMobile)	Citrix	5.00%	
License (Citrix NetScaler, Citrix ShareFile, Citrix Virtual Desktops, XenApp, XenDesktop, XenApp Subscription Add On)	Citrix	5.00%	
Maintenance (SD-WAN 2100Z, SD-WAN 410Z, SD-WAN 4100Z, SD-WAN 5100Z)	Citrix	5.60%	
Hardware Maintenance, License and Maintenance (Citrix SD-WAN, NetScaler,	Citrix	6.00%	
Hardware Maintenance and License (NetScaler SDX and NetScaler MPX)	Citrix	7.00%	
Maintenance (Citrix CloudBridge VPX Virtual WAN 10-VW)	Citrix	7.50%	
Maintenance (Business, Extended and Preferred Support)	Citrix	7.90%	
Maintenance (Citrix ADC MPX, ADC SDX, SD-WAN, ADC VPX, ShareFile, WorkSpace, NetScaler)	Citrix	8.70%	
Maintenance (Citrix NetScaler MPX 22060)	Citrix	8.90%	
Hardware (Podio)	Citrix	9.00%	
Hardware Maintenance (Citrix ADC MPX, ADC SDX, SD-WAN, ADC VPX, WorkSpace, NetScaler)	Citrix	9.00%	
Software (Podio, ADC MPX, SD-WAN, ADC SDX, CSS Priority, ADC CPX, WorkSpace, CSS Select, Virtual Apps, Sharefile, Gateway, Citrix Virtual Apps,	Citrix	9.00%	
Hardware (Firewall MPX, NetScaler, Citrix Branch Repeater, CloudBridge)	Citrix	11.00%	
Hardware Maintenance (Citrix ADC MPX, SD-WAN, ADC SDX, NetScaler, Citrix Branch Repeater, WorkSpace, XenApp, XenMobile, XenServer	Citrix	11.00%	
Maintenance (NetScaler, XenServer)	Citrix	11.00%	
Software (CloudBridge, NetScaler, XenApp)	Citrix	11.00%	
Hardware (UPG App, UPG Access Gateway, NetScaler)	Citrix	13.00%	
Software (XenDesktop CloudBridge, Citrix Branch Repeater, NetScaler)	Citrix	13.00%	
Hardware (Citrix ADC MPX, ADC SDX, SD-WAN, NetScaler, Citrix Web App Firewall)	Citrix	14.00%	
Hardware Maintenance (Citrix ADC MPX, SD-WAN, Citrix ADC AppCache, NetScaler, Citrix Gateway, Citrix EdgeSight)	Citrix	14.00%	
SaaS (Citrix SD-WAN 110, Citrix SD-WAN 410)	Citrix	14.00%	
Software(Citrix ADC VPX, ADC MPX, ADC CPX, SD-WAN, ADC SDX, NetScaler, WAF, Citrix Zero-Capacity, Citrix URL, Citrix vCPU)	Citrix	14.00%	
Hardware (Citrix ADC MPX, ADC SDX, SD-WAN, NetScaler)	Citrix	16.50%	
Hardware Maintenance (NetScaler, XenApp, Citrix ADC MPX, Citrix Branch Repeater)	Citrix	16.50%	
Maintenance (NetScaler, SD-WAN, XenApp, Citrix Branch Repeater)	Citrix	16.50%	
Software (Citrix ADC MPX, SD-WAN, Citrix NetScaler Zero-Capacity, VPX, XenApp, Citrix Branch Repeater, NetScaler Management)	Citrix	16.50%	
Hardware (NetScaler)	Citrix	23.00%	
Hardware Maintenance (Citrix NetScaler MPX)	Citrix	23.00%	
Software (XenMobile App)	Citrix	23.00%	
Hardware (Citrix ADC, Citrix ADC MPX, ADC SDX, SD-WAN, NetScaler, UPG NetScaler	Citrix	25.00%	
Hardware Maintenance (Citrix ADC SFP Gigabit Ethernet)	Citrix	25.00%	
Maintenance (Citrix Virtual Desktops and XenMobile)	Citrix	25.00%	
Software (XenMobile, Workspace Suite, Workspace, Virtual Desktops, Virtual Apps, SD-WAN, ADC Web App, NetScaler, EdgeSight)	Citrix	25.00%	
Hardware (SD-WAN, NetScaler, Workspace, MPX, Repeater, SDX, XenApp)	Citrix	28.00%	
Hardware Maintenance (Workspace Suite, SD-WAN, Citrix App Layering, XenApp, EdgeSight, NetScaler)	Citrix	28.00%	
Maintenance (XenDesktop)	Citrix	28.00%	
Software (XenServer, App Layering, NetScaler, SD-WAN, XenDesktop, Workspace, XenApp, XenMobile, XenServer)	Citrix	28.00%	
Hardware Maintenance (SD-WAN)	Citrix	55.00%	
SaaS (SD-WAN)	Citrix	55.00%	
Software (SD-WAN)	Citrix	55.00%	
For AINS Only	MSRP	DIR Customer Discount % off MSRP	DIR Customer Price
Installation / Configuration / Technical Services / Training / Hourly Rate			
Architect I - Off-Site (Contractor Site) Hourly Rate	\$165.85	10.00%	\$150.38
Architect II - Off-Site (Contractor Site) Hourly Rate	\$197.95	10.00%	\$179.49
Architect III - Off-Site (Contractor Site) Hourly Rate	\$230.05	10.00%	\$208.60
Architect IV - Off-Site (Contractor Site) Hourly Rate	\$283.55	10.00%	\$257.11
Architect V - Off-Site (Contractor Site) Hourly Rate	\$347.75	10.00%	\$315.32
Architect I - On-site (Customer Site) Hourly Rate	\$155.00	10.00%	\$140.55
Architect II - On-site (Customer Site) Hourly Rate	\$185.00	10.00%	\$167.75
Architect III - On-site (Customer Site) Hourly Rate	\$215.00	10.00%	\$194.95
Architect IV - On-site (Customer Site) Hourly Rate	\$265.00	10.00%	\$240.29
Architect V - On-site (Customer Site) Hourly Rate	\$325.00	10.00%	\$294.69
Business Analyst I - Off-Site (Contractor Site) Hourly Rate	\$130.54	10.00%	\$118.37

Business Analyst II - Off-Site (Contractor Site) Hourly Rate	\$179.76	10.00%	\$163.00
Business Analyst III - Off-Site (Contractor Site) Hourly Rate	\$228.98	10.00%	\$207.63
Business Analyst IV - Off-Site (Contractor Site) Hourly Rate	\$278.20	10.00%	\$252.26
Business Analyst V - Off-Site (Contractor Site) Hourly Rate	\$331.70	10.00%	\$300.77
Business Analyst I - On-site (Customer Site) Hourly Rate	\$122.00	10.00%	\$110.62
Business Analyst II - On-site (Customer Site) Hourly Rate	\$168.00	10.00%	\$152.33
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Business Analyst III - On-site (Customer Site) Hourly Rate	\$214.00	10.00%	\$194.04
Business Analyst IV - On-site (Customer Site) Hourly Rate	\$260.00	10.00%	\$235.76
Business Analyst V - On-site (Customer Site) Hourly Rate	\$310.00	10.00%	\$281.09
Configuration Engineer I - Off-Site (Contractor Site) Hourly Rate	\$101.65	10.00%	\$92.17
Configuration Engineer II - Off-Site (Contractor Site) Hourly Rate	\$133.75	10.00%	\$121.28
Configuration Engineer III - Off-Site (Contractor Site) Hourly Rate	\$166.92	10.00%	\$151.35
Configuration Engineer IV - Off-Site (Contractor Site) Hourly Rate	\$192.60	10.00%	\$174.64
Configuration Engineer V - Off-Site (Contractor Site) Hourly Rate	\$235.40	10.00%	\$213.45
Configuration Engineer I - On-site (Customer Site) Hourly Rate	\$95.00	10.00%	\$86.14
Configuration Engineer II - On-site (Customer Site) Hourly Rate	\$125.00	10.00%	\$113.34
Configuration Engineer III - On-site (Customer Site) Hourly Rate	\$156.00	10.00%	\$141.45
Configuration Engineer IV - On-site (Customer Site) Hourly Rate	\$180.00	10.00%	\$163.22
Configuration Engineer V - On-site (Customer Site) Hourly Rate	\$220.00	10.00%	\$199.49
Help Desk Specialist I - Off-Site (Contractor Site) Hourly Rate	\$69.55	10.00%	\$63.06
Help Desk Specialist II - Off-Site (Contractor Site) Hourly Rate	\$90.95	10.00%	\$82.47
Help Desk Specialist III - Off-Site (Contractor Site) Hourly Rate	\$113.42	10.00%	\$102.84
Help Desk Specialist IV - Off-Site (Contractor Site) Hourly Rate	\$144.45	10.00%	\$130.98
Help Desk Specialist V - Off-Site (Contractor Site) Hourly Rate	\$176.55	10.00%	\$160.09
Help Desk Specialist I - On-site (Customer Site) Hourly Rate	\$65.00	10.00%	\$58.94
Help Desk Specialist II - On-site (Customer Site) Hourly Rate	\$85.00	10.00%	\$77.07
Help Desk Specialist III - On-site (Customer Site) Hourly Rate	\$106.00	10.00%	\$96.12
Help Desk Specialist IV - On-site (Customer Site) Hourly Rate	\$135.00	10.00%	\$122.41
Help Desk Specialist V - On-site (Customer Site) Hourly Rate	\$165.00	10.00%	\$149.61
Operation Support Specialist I - Off-Site (Contractor Site) Hourly Rate	\$51.36	10.00%	\$46.57
Operation Support Specialist II - Off-Site (Contractor Site) Hourly Rate	\$83.46	10.00%	\$75.68
Operation Support Specialist III - Off-Site (Contractor Site) Hourly Rate	\$126.26	10.00%	\$114.49
Operation Support Specialist IV - Off-Site (Contractor Site) Hourly Rate	\$169.06	10.00%	\$153.30
Operation Support Specialist V - Off-Site (Contractor Site) Hourly Rate	\$211.86	10.00%	\$192.10
Operation Support Specialist I - On-site (Customer Site) Hourly Rate	\$48.00	10.00%	\$43.52
Operation Support Specialist II - On-site (Customer Site) Hourly Rate	\$78.00	10.00%	\$70.73
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Operation Support Specialist III - On-site (Customer Site) Hourly Rate	\$118.00	10.00%	\$107.00
Operation Support Specialist IV - On-site (Customer Site) Hourly Rate	\$158.00	10.00%	\$143.27
Operation Support Specialist V - On-site (Customer Site) Hourly Rate	\$198.00	10.00%	\$179.54
Product Consultant I - Off-Site (Contractor Site) Hourly Rate	\$267.50	10.00%	\$242.56
Product Consultant II - Off-Site (Contractor Site) Hourly Rate	\$315.65	10.00%	\$286.22
Product Consultant III - Off-Site (Contractor Site) Hourly Rate	\$369.15	10.00%	\$334.73
Product Consultant IV - Off-Site (Contractor Site) Hourly Rate	\$417.30	10.00%	\$378.39
Product Consultant V - Off-Site (Contractor Site) Hourly Rate	\$444.05	10.00%	\$402.64
Product Consultant I - On-site (Customer Site) Hourly Rate	\$250.00	10.00%	\$226.69
Product Consultant II - On-site (Customer Site) Hourly Rate	\$295.00	10.00%	\$267.49
Product Consultant III - On-site (Customer Site) Hourly Rate	\$345.00	10.00%	\$312.83
Product Consultant IV - On-site (Customer Site) Hourly Rate	\$390.00	10.00%	\$353.63
Product Consultant V - On-site (Customer Site) Hourly Rate	\$415.00	10.00%	\$376.30
Product Support Specialist I - Off-Site (Contractor Site) Hourly Rate	\$74.90	10.00%	\$67.92
Product Support Specialist II - Off-Site (Contractor Site) Hourly Rate	\$101.65	10.00%	\$92.17
Product Support Specialist III - Off-Site (Contractor Site) Hourly Rate	\$144.45	10.00%	\$130.98
Product Support Specialist IV - Off-Site (Contractor Site) Hourly Rate	\$187.25	10.00%	\$169.79
Product Support Specialist V - Off-Site (Contractor Site) Hourly Rate	\$240.75	10.00%	\$218.30
Product Support Specialist I - On-site (Customer Site) Hourly Rate	\$70.00	10.00%	\$63.47

Product Support Specialist II - On-site (Customer Site) Hourly Rate	\$95.00	10.00%	\$86.14
Product Support Specialist III - On-site (Customer Site) Hourly Rate	\$135.00	10.00%	\$122.41
Product Support Specialist IV - On-site (Customer Site) Hourly Rate	\$175.00	10.00%	\$158.68
Product Support Specialist V - On-site (Customer Site) Hourly Rate	\$225.00	10.00%	\$204.02
Project Manager I - Off-Site (Contractor Site) Hourly Rate	\$155.15	10.00%	\$140.68
Project Manager II - Off-Site (Contractor Site) Hourly Rate	\$187.25	10.00%	\$169.79
Project Manager III - Off-Site (Contractor Site) Hourly Rate	\$214.00	10.00%	\$194.04
Project Manager IV - Off-Site (Contractor Site) Hourly Rate	\$240.75	10.00%	\$218.30
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Project Manager V - Off-Site (Contractor Site) Hourly Rate	\$347.75	10.00%	\$315.32
Project Manager I - On-site (Customer Site) Hourly Rate	\$145.00	10.00%	\$131.48
Project Manager II - On-site (Customer Site) Hourly Rate	\$175.00	10.00%	\$158.68
Project Manager III - On-site (Customer Site) Hourly Rate	\$200.00	10.00%	\$181.35
Project Manager IV - On-site (Customer Site) Hourly Rate	\$225.00	10.00%	\$204.02
Project Manager V - On-site (Customer Site) Hourly Rate	\$325.00	10.00%	\$294.69
Quality Assurance Specialist I - Off-Site (Contractor Site) Hourly Rate	\$81.32	10.00%	\$73.74
Quality Assurance Specialist II - Off-Site (Contractor Site) Hourly Rate	\$103.79	10.00%	\$94.11
Quality Assurance Specialist III - Off-Site (Contractor Site) Hourly Rate	\$133.75	10.00%	\$121.28
Quality Assurance Specialist IV - Off-Site (Contractor Site) Hourly Rate	\$160.50	10.00%	\$145.53
Quality Assurance Specialist V - Off-Site (Contractor Site) Hourly Rate	\$197.95	10.00%	\$179.49
Quality Assurance Specialist I - On-site (Customer Site) Hourly Rate	\$76.00	10.00%	\$68.91
Quality Assurance Specialist II - On-site (Customer Site) Hourly Rate	\$97.00	10.00%	\$87.95
Quality Assurance Specialist III - On-site (Customer Site) Hourly Rate	\$125.00	10.00%	\$113.34
Quality Assurance Specialist IV - On-site (Customer Site) Hourly Rate	\$150.00	10.00%	\$136.01
Quality Assurance Specialist V - On-site (Customer Site) Hourly Rate	\$185.00	10.00%	\$167.75
Subject Matter Expert I - Off-Site (Contractor Site) Hourly Rate	\$181.90	10.00%	\$164.94
Subject Matter Expert II - Off-Site (Contractor Site) Hourly Rate	\$214.00	10.00%	\$194.04
Subject Matter Expert III - Off-Site (Contractor Site) Hourly Rate	\$246.10	10.00%	\$223.15
Subject Matter Expert IV - Off-Site (Contractor Site) Hourly Rate	\$304.95	10.00%	\$276.51
Subject Matter Expert V - Off-Site (Contractor Site) Hourly Rate	\$374.50	10.00%	\$339.58
Subject Matter Expert I - On-site (Customer Site) Hourly Rate	\$170.00	10.00%	\$154.15
Subject Matter Expert II - On-site (Customer Site) Hourly Rate	\$200.00	10.00%	\$181.35
Subject Matter Expert III - On-site (Customer Site) Hourly Rate	\$230.00	10.00%	\$208.55
Subject Matter Expert IV - On-site (Customer Site) Hourly Rate	\$285.00	10.00%	\$258.42
Subject Matter Expert V - On-site (Customer Site) Hourly Rate	\$350.00	10.00%	\$317.36
Technology Specialist I - Off-Site (Contractor Site) Hourly Rate	\$149.80	10.00%	\$135.83
Technology Specialist II - Off-Site (Contractor Site) Hourly Rate	\$181.90	10.00%	\$164.94
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Technology Specialist III - Off-Site (Contractor Site) Hourly Rate	\$208.65	10.00%	\$189.19
Technology Specialist IV - Off-Site (Contractor Site) Hourly Rate	\$240.75	10.00%	\$218.30
Technology Specialist V - Off-Site (Contractor Site) Hourly Rate	\$272.85	10.00%	\$247.41
Technology Specialist I - On-site (Customer Site) Hourly Rate	\$140.00	10.00%	\$126.95
Technology Specialist II - On-site (Customer Site) Hourly Rate	\$170.00	10.00%	\$154.15
Technology Specialist III - On-site (Customer Site) Hourly Rate	\$195.00	10.00%	\$176.82
Technology Specialist IV - On-site (Customer Site) Hourly Rate	\$225.00	10.00%	\$204.02
Technology Specialist V - On-site (Customer Site) Hourly Rate	\$255.00	10.00%	\$231.22
Technical Writer I - Off-Site (Contractor Site) Hourly Rate	\$80.25	10.00%	\$72.77
Technical Writer II - Off-Site (Contractor Site) Hourly Rate	\$101.65	10.00%	\$92.17
Technical Writer III - Off-Site (Contractor Site) Hourly Rate	\$123.05	10.00%	\$111.58
Technical Writer IV - Off-Site (Contractor Site) Hourly Rate	\$144.45	10.00%	\$130.98
Technical Writer V - Off-Site (Contractor Site) Hourly Rate	\$165.85	10.00%	\$150.38
Technical Writer I - On-site (Customer Site) Hourly Rate	\$75.00	10.00%	\$68.01
Technical Writer II - On-site (Customer Site) Hourly Rate	\$95.00	10.00%	\$86.14
Technical Writer III - On-site (Customer Site) Hourly Rate	\$115.00	10.00%	\$104.28
Technical Writer IV - On-site (Customer Site) Hourly Rate	\$135.00	10.00%	\$122.41
Technical Writer V - On-site (Customer Site) Hourly Rate	\$155.00	10.00%	\$140.55
Trainer I - Off-Site (Contractor Site) Hourly Rate	\$133.75	10.00%	\$121.28
Trainer II - Off-Site (Contractor Site) Hourly Rate	\$160.50	10.00%	\$145.53
Trainer III - Off-Site (Contractor Site) Hourly Rate	\$187.25	10.00%	\$169.79

Trainer IV - Off-Site (Contractor Site) Hourly Rate	\$267.50	10.00%	\$242.56
Trainer V - Off-Site (Contractor Site) Hourly Rate	\$321.00	10.00%	\$291.07
Trainer I - On-site (Customer Site) Hourly Rate	\$125.00	10.00%	\$113.34
Trainer II - On-site (Customer Site) Hourly Rate	\$150.00	10.00%	\$136.01
Trainer III - On-site (Customer Site) Hourly Rate	\$175.00	10.00%	\$158.68
Trainer IV - On-site (Customer Site) Hourly Rate	\$250.00	10.00%	\$226.69
Trainer V - On-site (Customer Site) Hourly Rate	\$300.00	10.00%	\$272.03
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Installation / Configuration / Technical Services and Training Packages	MSRP	DIR Customer Discount % off MSRP	DIR Customer Price
AINS Help Desk / Technical Support - 10 support calls bundle; Next day response via telephone, email and/or text	\$1,765.00	10.00%	\$1,600.41
AINS Help Desk / Technical Support - 50 support calls bundle; Next day response via telephone, email and/or text	\$8,235.00	10.00%	\$7,467.09
AINS Help Desk / Technical Support - 100 support calls bundle; Next day response via telephone, email and/or text	\$14,118.00	10.00%	\$12,801.50
Strike Force Level 1 (Configuration) - 100 hours; Configuration of COTS Products. The bundle includes, but not limited to, project management services, technical Architecture review and design, system Configuration.	\$25,000.00	10.00%	\$22,668.75
Strike Force Level 1 (Data Migration) - 100 hours; Data migration services for COTS Products. The bundle includes, but not limited to, project management services, technical Architecture review and design, data migration planning and design, technical	\$25,000.00	10.00%	\$22,668.75
Strike Force Level 1 (Requirements Analysis) - 100 hours; Requirements analysis for COTS Products. The bundle includes, but not limited to, project management services, requirements gathering and analysis, and technical review and documentation.	\$25,000.00	10.00%	\$22,668.75
Strike Force Level 1 (Installation) - 100 hours; Rapid deployment and installation of COTS Products. The bundle includes, but not limited to, project management services, technical Architecture review and design, system setup, system engineering and se	\$25,000.00	10.00%	\$22,668.75
Strike Force Level 2 (Configuration) - 250 hours; Configuration of COTS Products. The bundle includes, but not limited to, project management services, technical Architecture review and design, system Configuration.	\$60,000.00	10.00%	\$54,405.00
Strike Force Level 2 (Data Migration) - 250 hours; Data migration services for COTS Products. The bundle includes, but not limited to, project management services, technical Architecture review and design, data migration planning and design, technical	\$60,000.00	10.00%	\$54,405.00
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APPENDIX C PRICING INDEX			
Strike Force Level 2 (Requirements Analysis) - 250 hours; Requirements analysis for COTS Products. The bundle includes, but not limited to, project management services, requirements gathering and analysis, and technical review and documentation.	\$60,000.00	10.00%	\$54,405.00
Strike Force Level 2 (Installation) - 250 hours; Rapid deployment and installation of COTS Products. The bundle includes, but not limited to, project management services, technical Architecture review and design, system setup, system engineering and se	\$60,000.00	10.00%	\$54,405.00
Strike Force Level 3 (Configuration) - 1000 hours; Configuration of COTS Products. The bundle includes, but not limited to, project management services, technical Architecture review and design, system Configuration.	\$225,000.00	10.00%	\$204,018.75
Strike Force Level 3 (Data Migration) - 1000 hours; Data migration services for COTS Products. The bundle includes, but not limited to, project management services, technical Architecture review and design, data migration planning and design, technical	\$225,000.00	10.00%	\$204,018.75
Strike Force Level 3 (Requirements Analysis) - 1000 hours; Requirements analysis for COTS Products. The bundle includes, but not limited to, project management services, requirements gathering and analysis, and technical review and documentation.	\$225,000.00	10.00%	\$204,018.75

Training - Full Day (8 hours) - Per Class (Minimum 5 students / Maximum 10 students per class); AINS product training for up to 10 users for a full day (8 hours). User Manuals and hands on training at AINS facility or at the client site. If training not	\$3,500.00	10.00%	\$3,173.63
Training - Half Day (4 hours) - AINS product training for up to 10 users for a half day (4 hours). User Manuals and hands-on training at AINS facility or at the client site. If training not at AINS facility, client will supply training facilities and equal	\$1,765.00	10.00%	\$1,600.41
Training - Full Day (8 hours) - Price is per day, per person at AINS site.	\$350.00	10.00%	\$317.36
immixTechnology, Inc DIR-TSO-4315			
APPENDIX C PRICING INDEX		CheckMarx	
Installation / Configuration / Technical Services and Training Packages	MSRP	DIR Customer Discount % off MSRP	DIR Customer Price
Professional Service Day - 8 hours	\$ 2,500.00	2.0%	\$ 2,468.51
Training	\$ 500.00	4.0%	\$ 483.63
Training	\$ 500.00	4.0%	\$ 483.63
Training	\$ 2,500.00	4.0%	\$ 2,418.14
immixTechnology, Inc DIR-TSO-4315			
APPENDIX C PRICING INDEX		PegaSystems	
Installation / Configuration / Technical Services and Training Packages	MSRP	DIR Customer Discount % off MSRP	DIR Customer Price
Pega Associate System Architect, 1 hour	\$ 210.00	10%	\$ 189.58
Pega Business Architect, 1 hour	\$ 220.00	10%	\$ 198.61
Pega Business Management Consultant, 1 hour	\$ 330.00	10%	\$ 297.91
Pega Deployment Architect, 1 hour	\$ 275.00	10%	\$ 248.26
Pega Domain Consultant, 1 hour	\$ 325.00	10%	\$ 293.40
Pega Engagement Leader, 1 hour	\$ 302.50	10%	\$ 273.09
Pega Lead Business Architect, 1 hour	\$ 275.00	10%	\$ 248.26
Pega Lead Decisioning Architect, 1 hour	\$ 325.00	10%	\$ 293.40
Pega Lead Systems Architect, 1 hour	\$ 275.00	10%	\$ 248.26
Pega Performance Architect, 1 hour	\$ 325.00	10%	\$ 293.40
Pega Principal Business Architect, 1 hour	\$ 302.50	10%	\$ 273.09
Pega Principal Decisioning Architect, 1 hour	\$ 330.00	10%	\$ 297.91
Pega Practice Leader, 1 hour	\$ 330.00	10%	\$ 297.91
Pega Principal Systems Architect, 1 hour	\$ 302.50	10%	\$ 273.09
Pega Systems Architect, 1 hour	\$ 220.00	10%	\$ 198.61
Pega Senior Business Architect, 1 hour	\$ 247.50	10%	\$ 223.44
Pega Senior Decisioning Architect, 1 hour	\$ 295.00	10%	\$ 266.32
Pega Senior Systems Architect, 1 hour	\$ 247.50	10%	\$ 223.44
Pega Technical Architect, 1 hour	\$ 325.00	10%	\$ 293.40
Pega User Experience Architect, 1 hour	\$ 275.00	10%	\$ 248.26
Pega UI Developer, 1 hour	\$ 325.00	10%	\$ 293.40
Pega Academy Credits may be used to commit Pega Academy training in the form of Self-Study, Instructor-Led or Onsite courses.	\$ 15.00	10%	\$ 13.54
Pega Onsite per day price for additional students (per day per student)	\$ 300.00	10%	\$ 270.83
Pega Onsite Daily Rate up to 12 students (per day)	\$ 4,500.00	10%	\$ 4,062.47
Pega Public: Getting Started - Per Student	\$ 1,350.00	10%	\$ 1,218.74
Pega Public Pega Robotic Automation Architect Essentials - Per Student	\$ 2,700.00	10%	\$ 2,437.48
Pega Public Implementing Pega Robotic Automation - Per Student	\$ 3,375.00	10%	\$ 3,046.85
Pega Public System Architect Essentials - Per Student	\$ 5,400.00	10%	\$ 4,874.96
Pega Public: Senior System Architect - Per Student	\$ 6,750.00	10%	\$ 6,093.70
Pega Public: Business Architect Essentials - Per Student	\$ 3,327.50	19%	\$ 2,730.88
Pega Public: System Administration - Per Student	\$ 2,904.00	19%	\$ 2,383.31
immixTechnology, Inc DIR-TSO-4315			
APPENDIX C PRICING INDEX		Elasticsearch Federal, Inc.	
Installation / Configuration / Technical Services and Training Packages	MSRP	DIR Customer Discount % off MSRP	DIR Customer Price
Consulting Services flexible consulting days (Base Package - minimum quantity of 4)	\$ 3,000.00	1.0%	\$ 2,992.44
Elastic Private Training for one (1) day On-Site or Virtual for up to 25 students. Please contact Elastic prior to ordering to discuss a SOW.	\$ 14,000.00	1.0%	\$ 13,964.74
Elastic Private Training for one (1) day On-Site or Virtual for attendance of one additional person, greater than 25, at a private training. Please contact Elastic prior to ordering to	\$ 600.00	1.0%	\$ 598.49

Elastic Private Training for one (1) student to attend one (1) day of on-site training. Please contact Elastic prior to ordering to discuss a SOW.	\$ 560.00	1.0%	\$ 558.59
Online Training Annual Subscription (Virtual/On-Demand)	\$ 4,600.00	1.0%	\$ 4,588.41
Individual seat for one (1) named user to consume one (1) year of Standard Annual Training	\$ 4,600.00	1.0%	\$ 4,588.41
Individual seat for one (1) named user to consume one (1) year of Basic Annual Training Subscription	\$ 3,600.00	1.0%	\$ 3,590.93
Individual seat for one (1) named user to consume one (1) year of Professional Annual Training Subscription	\$ 5,600.00	1.0%	\$ 5,585.89
immixTechnology, Inc DIR-TSO-4315			
APPENDIX C PRICING INDEX		MobileIron	
Installation / Configuration / Technical Services and Training Packages	MSRP	DIR Customer Discount % off MSRP	DIR Customer Price
Support Case Pack for MobileIron Cloud. (5 cases to be used within 12 months)	\$ 700.00	3.7%	\$ 679.00
Professional Services – 4hrs Remote Healthcheck (technical review + recommendations)	\$ 1,000.00	3.7%	\$ 970.00
Advisory Services – 40 hrs Onsite and Remote Assistance with developing a comprehensive BYOD Program	\$ 10,000.00	3.7%	\$ 9,700.00
Advisory Services – 40 hrs Onsite and Remote Review and assistance with optimizing the Customer’s Help Desk to respond to Mobility issues	\$ 10,000.00	3.7%	\$ 9,700.00
Advisory Services – 25 hrs Onsite and Remote Review of Customer’s Corporate Mobility Policies, how they are applied in MobileIron, and recommendations for optimization and	\$ 6,250.00	3.7%	\$ 6,062.50
Advisory Services – 80 hrs Remote and Onsite Support of Customer in developing a customized mobility program	\$ 20,000.00	3.7%	\$ 19,399.99
Advisory Services - Implementation and Operational Guidance - 40 hrs Onsite and Remote Support of Customer’s roll out a new MobileIron-related mobility service	\$ 10,000.00	3.7%	\$ 9,700.00
Strategic Consulting Workshop - Combination of an onsite workshop and remote work, which provides the Customer with access to an experienced Strategic Consulting Services resource to educate the Customer and help develop and refine a mobile strategy.	\$ 10,000.00	3.7%	\$ 9,700.00
Advisory Services - 40 hours of onsite or remote assistance to develop employee communications strategy, recommend improvements, and customize baseline communications materials for the customer.	\$ 10,000.00	3.7%	\$ 9,700.00
Professional Services - Installation of the On-Premise version of the BYOD portal code. Does not include custom code development.	\$ 2,000.00	3.7%	\$ 1,940.00
Professional Services – 20hrs Remote Assistance with the transition away from MobileIron Connected Cloud	\$ 5,000.00	3.7%	\$ 4,850.00
Professional Services - Design, implementation and validation of a Core HA/DR	\$ 2,000.00	3.7%	\$ 1,940.00
Professional Services – 20hrs Remote Assistance with the MobileIron appliance (Core, sentry & connector) software upgrade. This applies to both VM and physical	\$ 5,000.00	3.7%	\$ 4,850.00
Professional Services - Basic Deployment 1 - Install (core functionality, simple setup)	\$ 3,000.00	3.7%	\$ 2,910.00
Professional Services – MI Cloud Basic Deployment 1 - MobileIron Cloud Configuration (core functionality, simple setup) and Sentry Install	\$ 1,500.00	3.7%	\$ 1,455.00
Professional Services - Basic Deployment 2 -Install (core functionality + Sentry high availability + Docs@Work, Web@Work)	\$ 6,000.00	3.7%	\$ 5,820.00
Professional Services – MI Cloud Basic Deployment 2 - MobileIron Cloud (core functionality + Sentry high availability) and Sentry Install	\$ 3,000.00	3.7%	\$ 2,910.00
Professional Services - Basic Deployment 3 - Install (core functionality + Sentry and VSP high availability + PKI Integration + Docs@Work, Web@Work)	\$ 8,000.00	3.7%	\$ 7,760.00
Professional Services – MI Cloud Basic Deployment 3 - MobileIron Cloud (core functionality + Sentry high availability + PKI Integration + Android for Work + AppConnect and/or AppTunnel) and Sentry Install	\$ 4,000.00	3.7%	\$ 3,880.00
Professional Services - Core Basic Deployment for Gold bundle - Install (core functionality + Sentry high availability + Docs@Work, Web@Work)	\$ 9,000.00	3.7%	\$ 8,730.00
Professional Services – MI Cloud Basic Deployment for Gold bundle - MobileIron Cloud (core functionality + Sentry high availability) and Sentry Install	\$ 5,500.00	3.7%	\$ 5,335.00
Professional Services - Core Basic Deployment for Platinum bundle - Install (core functionality + Sentry and VSP high availability + PKI Integration + Docs@Work,	\$ 15,000.00	3.7%	\$ 14,549.99
Professional Services – MI Cloud Basic Deployment for Platinum bundle - MobileIron Cloud (core functionality + Sentry high availability + PKI Integration + Android for Work + AppConnect and/or AppTunnel, + KCD) and Sentry Install	\$ 11,000.00	3.7%	\$ 10,670.00
Professional Services - Core Basic Deployment for Silver bundle - Install (core functionality, simple setup)	\$ 5,000.00	3.7%	\$ 4,850.00
Professional Services – MI Cloud Basic Deployment for Silver bundle - MobileIron Cloud Configuration (core functionality, simple setup) and Sentry Install	\$ 2,500.00	3.7%	\$ 2,425.00
One additional Support Engineer add on for multi GEO coverage for Enterprise support. Possible to have multiple. (annual fee)	\$ 30,000.00	3.7%	\$ 29,099.99

Access to EBF Migrator per Device License(s) to support a migration to MobileIron Cloud or MobileIron Core.	\$ 2.50	3.7%	\$ 2.43
Enterprise Support and Strategic Account Management (annual fee)	\$ 45,000.00	3.7%	\$ 43,649.98
Professional Service Large Enterprise Premium Implementation Services - Bundled Strategy, Advisory Services, Project Management, Technical Deployment and Rollout	\$ 62,500.00	3.7%	\$ 60,624.97
Professional Services - MI Cloud Simple deployment for customers who do not initially intend to use Sentry or Connector. See service description	\$ 1,250.00	3.7%	\$ 1,212.50
Global Premium Services (annual fee)	\$ 100,000.00	3.7%	\$ 96,999.96
Global Premium Services (annual fee) Renewal	\$ 100,000.00	3.7%	\$ 96,999.96
Professional Services -Custom undefined scope, services provided by MobileIron Customer Success organization professionals.	\$ 250.00	3.7%	\$ 242.50
Professional Services -Custom undefined scope, services provided by MobileIron Customer Success organization professionals. Billed upfront	\$ 250.00	3.7%	\$ 242.50
Professional Services – 12hrs Remote Assistance with setting up Kerberos Constrained	\$ 3,000.00	3.7%	\$ 2,910.00
Professional Services - 1 on 1 presentation w/ Q&A on MI Cloud Activation and Features	\$ 500.00	3.7%	\$ 485.00
Professional Services - 24hr Onsite+Remote Healthcheck (deep dive technical review + recommendations)	\$ 6,000.00	3.7%	\$ 5,820.00
Professional Services – 12hrs Remote Assistance with implementing Docs@Work, Web@Work, Help@Work, Tunnel, AppConnect, and AppTunneling	\$ 3,000.00	3.7%	\$ 2,910.00
Premium Implementation Service - Combination of Advisory Services consultant to plan, oversee and provide best practices guidance along with an Implementation Engineer for design, setup and validation of all technical components. Will also include basic	\$ 25,000.00	3.7%	\$ 24,249.99
Premium Plus Services and Strategic Account Management (annual fee)	\$ 45,000.00	3.7%	\$ 43,649.98
Premium Plus Services and Strategic Account Management (annual fee) Renewal	\$ 45,000.00	3.7%	\$ 43,649.98
Professional Services - 12 hr Remote Healthcheck (technical review + recommendations)	\$ 3,000.00	3.7%	\$ 2,910.00
Professional Services - 24hr Remote Healthcheck (deep dive technical review + recommendations)	\$ 6,000.00	3.7%	\$ 5,820.00
Professional Services - 8 hr Remote Healthcheck (technical review + recommendations)	\$ 2,000.00	3.7%	\$ 1,940.00
Secure Apps Deployment Workshop - A Professional Services Engineer will conduct a workshop to train, assist and support customer activities related to the setup, configuration, testing and initial rollout secure apps in their environment.	\$ 3,500.00	3.7%	\$ 3,395.00
Professional Services - 5hrs Design, implementation and validation of a Sentry HA/DR architecture	\$ 1,250.00	3.7%	\$ 1,212.50
Professional Services - Custom defined scope (e.g. multi-site, certificate integration, health checks, follow-on services) provided by MobileIron Customer Success organization	\$ 250.00	3.7%	\$ 242.50
Professional Services - Custom defined scope (e.g. multi-site, certificate integration, health checks, follow-on services) provided by MobileIron Customer Success organization professionals. Billed upfront	\$ 250.00	3.7%	\$ 242.50
Resident Services - Resource to assist with the management of MobileIron environment. SOW required.	\$ 130.00	3.7%	\$ 126.10
Professional Services - Training (technical product review)	\$ 1,500.00	3.7%	\$ 1,455.00
Education Services - Daily per Student fee for attending a public MI Training Class. MI provides instructor, training facility, training, access to training material. Fee per day per	\$ 550.00	3.7%	\$ 533.50
Education Services - 1 Day - Onsite class fee. MI provides onsite training for up to 12 students at customer location at mutually agreed dates, based on existing training material arranged according to customer requirements.	\$ 5,000.00	3.7%	\$ 4,850.00
Education Services - 2 Day - Onsite class fee. MI provides onsite training for up to 12 students at customer location at mutually agreed dates, based on existing training material arranged according to customer requirements.	\$ 7,600.00	3.7%	\$ 7,372.00
Education Services - 3 Day - Onsite class fee. MI provides onsite training for up to 12 students at customer location at mutually agreed dates, based on existing training material arranged according to customer requirements.	\$ 10,200.00	3.7%	\$ 9,894.00
Education Services - 4 Day - Onsite class fee. MI provides onsite training for up to 12 students at customer location at mutually agreed dates, based on existing training material arranged according to customer requirements.	\$ 12,800.00	3.7%	\$ 12,415.99
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APPENDIX C PRICING INDEX		Nutanix	
Installation / Configuration / Technical Services and Training Packages	MSRP	DIR Customer Discount % off MSRP	DIR Customer Price
Nutanix Services ProPack, Location, Americas	\$ 464.00	8.0%	\$ 430.12
Nutanix Services ProPack, Location, APAC	\$ 1.00	8.0%	\$ 0.93
Nutanix Services ProPack, Delivery Day (Continuous)	\$ 1,448.00	8.0%	\$ 1,342.29
Nutanix Services ProPack, Onsite Delivery (As Needed)	\$ 434.00	8.0%	\$ 402.31
Nutanix Services ProPack, Remote Delivery	\$ 1.00	8.0%	\$ 0.93
Nutanix Services Workshop, File Services Design	\$ 4,095.00	8.0%	\$ 3,796.03

Nutanix Services Workshop, AHV Migration	\$ 6,449.00	8.0%	\$ 5,978.17
Services Workshop, AHV Migration 10 License Entitlement Add-on	\$ 1,720.00	8.0%	\$ 1,594.43
Services Workshop, AHV Migration 20 License Entitlement Add-on	\$ 1,720.00	8.0%	\$ 1,594.43
Nutanix Services workshop, Location, Americas	\$ 2,968.00	8.0%	\$ 2,751.31
Nutanix Services Workshop, Location, APAC	\$ 1.00	8.0%	\$ 0.93
Nutanix Services Workshop, Location, EMEA	\$ 1,484.00	8.0%	\$ 1,375.66
Nutanix Services Workshop, FitCheck Health Check	\$ 9,742.00	8.0%	\$ 9,030.76
Nutanix Services Workshop, Server Migration Design	\$ 4,065.00	8.0%	\$ 3,768.22
Nutanix Services Workshop, SQL DB Migration Design	\$ 4,719.00	8.0%	\$ 4,374.48
Nutanix Services Workshop, VDI Design	\$ 9,108.00	8.0%	\$ 8,443.05
Nutanix Implementation Services, Per Node, New or Existing Environment DELIVERY: On-Site (T&E Separate), via Nutanix Services PRICING: Per Node T&E: Use SKU CNS-T&E-NC, Minimum Quantity 2 TERMS: See "Nutanix Implementation Service" Data S	\$ 1,750.00	8.0%	\$ 1,622.24
Nutanix SX Implementation Services, 4 Node Bundle, New or Existing Environment DELIVERY: On-Site via Nutanix Services PRICING: Up to 4 Node Increments T&E: Included Americas and EMEA, ANZ. For other APAC Verify with gso-dealdesk@nutanix.com	\$ 2,875.00	8.0%	\$ 2,665.10
Nutanix Services ProPack Available Options *Delivery Days: 1, 3, or 5 (Contiguous) *Delivery Type: Onsite (3 or 5 Days only) or Remote 100% *Delivery Geography: Americas, EMEA, or APAC	\$ 250.00	8.0%	\$ 231.75
Nutanix Services ProPack Available Options *Delivery Days: 1, 3, or 5 (Contiguous) *Delivery Type: Onsite (3 or 5 Days only) or Remote 100% *Delivery Geography: Americas,	\$ 2,355.00	8.0%	\$ 2,183.07
Nutanix Services ProPack Available Options *Delivery Days: 1, 3, or 5 (Contiguous) *Delivery Type: Onsite (3 or 5 Days only) or Remote 100% *Delivery Geography: Americas,	\$ 1,844.00	8.0%	\$ 1,709.37
Nutanix Services ProPack Available Options *Delivery Days: 1, 3, or 5 (Contiguous) *Delivery Type: Onsite (3 or 5 Days only) or Remote 100% *Delivery Geography: Americas,	\$ 7,912.00	8.0%	\$ 7,334.36
Nutanix Services ProPack Available Options *Delivery Days: 1, 3, or 5 (Contiguous) *Delivery Type: Onsite (3 or 5 Days only) or Remote 100% *Delivery Geography: Americas,	\$ 6,379.00	8.0%	\$ 5,913.28
Nutanix Services ProPack Available Options *Delivery Days: 1, 3, or 5 (Contiguous) *Delivery Type: Onsite (3 or 5 Days only) or Remote 100% *Delivery Geography: Americas,	\$ 6,565.00	8.0%	\$ 6,085.71
Nutanix Services ProPack Available Options *Delivery Days: 1, 3, or 5 (Contiguous) *Delivery Type: Onsite (3 or 5 Days only) or Remote 100% *Delivery Geography: Americas,	\$ 5,032.00	8.0%	\$ 4,664.63
Nutanix Services ProPack Available Options *Delivery Days: 1, 3, or 5 (Contiguous) *Delivery Type: Onsite (3 or 5 Days only) or Remote 100% *Delivery Geography: Americas,	\$ 13,020.00	8.0%	\$ 12,069.44
Nutanix Services ProPack Available Options *Delivery Days: 1, 3, or 5 (Contiguous) *Delivery Type: Onsite (3 or 5 Days only) or Remote 100% *Delivery Geography: Americas,	\$ 10,465.00	8.0%	\$ 9,700.98
SERVICE: Nutanix Services Resident	\$ 1,000.00	8.0%	\$ 926.99
Nutanix Professional Services Engagement: 120 Day, Onsite, Architect Resident Work Location: AMER	\$ 218,494.00	8.0%	\$ 202,542.29
Nutanix Professional Services Engagement: 120 Day, Onsite, Architect Resident Work Location: EMEA	\$ 214,214.00	8.0%	\$ 198,574.76
Nutanix Professional Services Engagement: 120 Day, Onsite, Architect Resident Work Location: APAC	\$ 194,790.00	8.0%	\$ 180,568.86
Nutanix Professional Services Engagement: 120 Day, Remote, Architect Resident Work Location: AMER	\$ 203,520.00	8.0%	\$ 188,661.50
Nutanix Professional Services Engagement: 120 Day, Remote, Architect Resident Work Location: EMEA	\$ 191,040.00	8.0%	\$ 177,092.64
Nutanix Professional Services Engagement: 120 Day, Remote, Architect Resident Work Location: APAC	\$ 181,440.00	8.0%	\$ 168,193.51
Nutanix Professional Services Engagement: 120 Day, Onsite, Consultant Resident Work Location: AMER	\$ 152,006.00	8.0%	\$ 140,908.41

Nutanix Professional Services Engagement: 120 Day, Onsite, Consultant Resident Work Location: EMEA	\$ 141,015.00	8.0%	\$ 130,719.84
Nutanix Professional Services Engagement: 120 Day, Onsite, Consultant Resident Work Location: APAC	\$ 65,462.00	8.0%	\$ 60,682.78
Nutanix Professional Services Engagement: 120 Day, Remote, Consultant Resident Work Location: AMER	\$ 131,520.00	8.0%	\$ 121,918.05
Nutanix Professional Services Engagement: 120 Day, Remote, Consultant Resident Work Location: EMEA	\$ 125,760.00	8.0%	\$ 116,578.57
Nutanix Professional Services Engagement: 120 Day, Remote, Consultant Resident Work Location: APAC	\$ 56,640.00	8.0%	\$ 52,504.85
Nutanix Professional Services Engagement: 120 Day, Onsite, Senior Consultant Resident Work Location: AMER	\$ 201,187.00	8.0%	\$ 186,498.83
Nutanix Professional Services Engagement: 120 Day, Onsite, Senior Consultant Resident Work Location: EMEA	\$ 179,330.00	8.0%	\$ 166,237.55
Nutanix Professional Services Engagement: 120 Day, Onsite, Senior Consultant Resident Work Location: APAC	\$ 154,584.00	8.0%	\$ 143,298.20
Nutanix Professional Services Engagement: 120 Day, Remote, Senior Consultant Resident Work Location: AMER	\$ 169,920.00	8.0%	\$ 157,514.56
Nutanix Professional Services Engagement: 120 Day, Remote, Senior Consultant Resident Work Location: EMEA	\$ 167,040.00	8.0%	\$ 154,844.82
Nutanix Professional Services Engagement: 120 Day, Remote, Senior Consultant Resident Work Location: APAC	\$ 130,560.00	8.0%	\$ 121,028.13
Nutanix Professional Services Engagement: 20 Day, Onsite, Architect Resident Work Location: AMER	\$ 57,141.00	8.0%	\$ 52,969.28
Nutanix Professional Services Engagement: 20 Day, Onsite, Architect Resident Work Location: EMEA	\$ 54,749.00	8.0%	\$ 50,751.91
Nutanix Professional Services Engagement: 20 Day, Onsite, Architect Resident Work Location: APAC	\$ 50,853.00	8.0%	\$ 47,140.35
Nutanix Professional Services Engagement: 20 Day, Remote, Architect Resident Work Location: AMER	\$ 49,440.00	8.0%	\$ 45,830.51
Nutanix Professional Services Engagement: 20 Day, Remote, Architect Resident Work Location: EMEA	\$ 46,240.00	8.0%	\$ 42,864.13
Nutanix Professional Services Engagement: 20 Day, Remote, Architect Resident Work Location: APAC	\$ 44,000.00	8.0%	\$ 40,787.67
Nutanix Professional Services Engagement: 20 Day, Onsite, Consultant Resident Work Location: AMER	\$ 34,183.00	8.0%	\$ 31,687.38
Nutanix Professional Services Engagement: 20 Day, Onsite, Consultant Resident Work Location: EMEA	\$ 36,183.00	8.0%	\$ 33,541.37
Nutanix Professional Services Engagement: 20 Day, Onsite, Consultant Resident Work Location: APAC	\$ 30,696.00	8.0%	\$ 28,454.96
Nutanix Professional Services Engagement: 20 Day, Remote, Consultant Resident Work Location: AMER	\$ 31,840.00	8.0%	\$ 29,515.44
Nutanix Professional Services Engagement: 20 Day, Remote, Consultant Resident Work Location: EMEA	\$ 30,560.00	8.0%	\$ 28,328.89

Nutanix Professional Services Engagement: 20 Day, Remote, Consultant Resident Work Location: APAC	\$ 23,646.00	8.0%	\$ 21,919.66
Nutanix Professional Services Engagement: 20 Day, Onsite, Senior Consultant Resident Work Location: AMER	\$ 46,288.00	8.0%	\$ 42,908.63
Nutanix Professional Services Engagement: 20 Day, Onsite, Senior Consultant Resident Work Location: EMEA	\$ 46,970.00	8.0%	\$ 43,540.84
Nutanix Professional Services Engagement: 20 Day, Onsite, Senior Consultant Resident Work Location: APAC	\$ 35,523.00	8.0%	\$ 32,929.55
Nutanix Professional Services Engagement: 20 Day, Remote, Senior Consultant Resident Work Location: AMER	\$ 41,280.00	8.0%	\$ 38,266.25
Nutanix Professional Services Engagement: 20 Day, Remote, Senior Consultant Resident Work Location: EMEA	\$ 40,640.00	8.0%	\$ 37,672.97
Nutanix Professional Services Engagement: 20 Day, Remote, Senior Consultant Resident Work Location: APAC	\$ 31,680.00	8.0%	\$ 29,367.12
Nutanix Professional Services Engagement: 240 Day, Onsite, Architect Resident Work Location: AMER	\$ 437,040.00	8.0%	\$ 405,132.78
Nutanix Professional Services Engagement: 240 Day, Onsite, Architect Resident Work Location: EMEA	\$ 421,621.00	8.0%	\$ 390,839.48
Nutanix Professional Services Engagement: 240 Day, Onsite, Architect Resident Work Location: APAC	\$ 389,676.00	8.0%	\$ 361,226.71
Nutanix Professional Services Engagement: 240 Day, Remote, Architect Resident Work Location: AMER	\$ 389,760.00	8.0%	\$ 361,304.57
Nutanix Professional Services Engagement: 240 Day, Remote, Architect Resident Work Location: EMEA	\$ 364,800.00	8.0%	\$ 338,166.84
Nutanix Professional Services Engagement: 240 Day, Remote, Architect Resident Work Location: APAC	\$ 347,520.00	8.0%	\$ 322,148.41
Nutanix Professional Services Engagement: 240 Day, Onsite, Consultant Resident Work Location: AMER	\$ 297,802.00	8.0%	\$ 276,060.20
Nutanix Professional Services Engagement: 240 Day, Onsite, Consultant Resident Work Location: EMEA	\$ 259,719.00	8.0%	\$ 240,757.55
Nutanix Professional Services Engagement: 240 Day, Onsite, Consultant Resident Work Location: APAC	\$ 247,204.00	8.0%	\$ 229,156.24
Nutanix Professional Services Engagement: 240 Day, Remote, Consultant Resident Work Location: AMER	\$ 251,520.00	8.0%	\$ 233,157.14
Nutanix Professional Services Engagement: 240 Day, Remote, Consultant Resident Work Location: EMEA	\$ 241,920.00	8.0%	\$ 224,258.01
Nutanix Professional Services Engagement: 240 Day, Remote, Consultant Resident Work Location: APAC	\$ 189,704.00	8.0%	\$ 175,854.17
Nutanix Professional Services Engagement: 240 Day, Onsite, Senior Consultant Resident Work Location: AMER	\$ 350,415.00	8.0%	\$ 324,832.06
Nutanix Professional Services Engagement: 240 Day, Onsite, Senior Consultant Resident Work Location: EMEA	\$ 359,536.00	8.0%	\$ 333,287.16
Nutanix Professional Services Engagement: 240 Day, Onsite, Senior Consultant Resident Work Location: APAC	\$ 267,965.00	8.0%	\$ 248,401.53

Nutanix Professional Services Engagement: 240 Day, Remote, Senior Consultant Resident Work Location: AMER	\$ 326,400.00	8.0%	\$ 302,570.33
Nutanix Professional Services Engagement: 240 Day, Remote, Senior Consultant Resident Work Location: EMEA	\$ 320,640.00	8.0%	\$ 297,230.86
Nutanix Professional Services Engagement: 240 Day, Remote, Senior Consultant Resident Work Location: APAC	\$ 249,600.00	8.0%	\$ 231,377.31
Nutanix Professional Services Engagement: 60 Day, Onsite, Architect Resident Work Location: AMER	\$ 144,923.00	8.0%	\$ 134,342.53
Nutanix Professional Services Engagement: 60 Day, Onsite, Architect Resident Work Location: EMEA	\$ 122,645.00	8.0%	\$ 113,690.99
Nutanix Professional Services Engagement: 60 Day, Onsite, Architect Resident Work Location: APAC	\$ 128,441.00	8.0%	\$ 119,063.84
Nutanix Professional Services Engagement: 60 Day, Remote, Architect Resident Work Location: AMER	\$ 122,400.00	8.0%	\$ 113,463.88
Nutanix Professional Services Engagement: 60 Day, Remote, Architect Resident Work Location: EMEA	\$ 114,240.00	8.0%	\$ 105,899.62
Nutanix Professional Services Engagement: 60 Day, Remote, Architect Resident Work Location: APAC	\$ 108,480.00	8.0%	\$ 100,560.14
Nutanix Professional Services Engagement: 60 Day, Onsite, Consultant Resident Work Location: AMER	\$ 88,269.00	8.0%	\$ 81,824.70
Nutanix Professional Services Engagement: 60 Day, Onsite, Consultant Resident Work Location: EMEA	\$ 87,653.00	8.0%	\$ 81,253.67
Nutanix Professional Services Engagement: 60 Day, Onsite, Consultant Resident Work Location: APAC	\$ 75,889.00	8.0%	\$ 70,348.53
Nutanix Professional Services Engagement: 60 Day, Remote, Consultant Resident Work Location: AMER	\$ 78,720.00	8.0%	\$ 72,972.85
Nutanix Professional Services Engagement: 60 Day, Remote, Consultant Resident Work Location: EMEA	\$ 75,840.00	8.0%	\$ 70,303.11
Nutanix Professional Services Engagement: 60 Day, Remote, Consultant Resident Work Location: APAC	\$ 56,222.00	8.0%	\$ 52,117.37
Nutanix Professional Services Engagement: 60 Day, Onsite, Senior Consultant Resident Work Location: AMER	\$ 117,610.00	8.0%	\$ 109,023.58
Nutanix Professional Services Engagement: 60 Day, Onsite, Senior Consultant Resident Work Location: EMEA	\$ 118,780.00	8.0%	\$ 110,108.16
Nutanix Professional Services Engagement: 60 Day, Onsite, Senior Consultant Resident Work Location: APAC	\$ 90,427.00	8.0%	\$ 83,825.15
Nutanix Professional Services Engagement: 60 Day, Remote, Senior Consultant Resident Work Location: AMER	\$ 101,760.00	8.0%	\$ 94,330.75
Nutanix Professional Services Engagement: 60 Day, Remote, Senior Consultant Resident Work Location: EMEA	\$ 100,320.00	8.0%	\$ 92,995.88
Nutanix Professional Services Engagement: 60 Day, Remote, Senior Consultant Resident Work Location: APAC	\$ 78,240.00	8.0%	\$ 72,527.89

Nutanix Services Travel and Expense (T&E) Units			
DELIVERY: Via Nutanix Services PRICING: Per T&E Unit, Estimate Not To Exceed, Based on Project Location and Duration MISC: For Non-Standard Requests, Validate with GSO-DealDesk@nutanix.com Prior	\$ 750.00	8.0%	\$ 695.24
Nutanix Services T&M Units			
DELIVERY: On-Site (T&E Separate), via Nutanix Services PRICING: Per Consultant Day MISC: Validate with GSO-DealDesk@nutanix.com Prior to Quoting for Scoping and T&E	\$ 3,600.00	8.0%	\$ 3,337.17
SKU for subsequent purchases for three (3) years for up to 16 additional nodes Includes assurance only for additional nodes Requires Nutanix Services VDI Architect review and update of VDI Assurance Certificate before PO See program guide for terms and	\$ 15,000.00	8.0%	\$ 13,904.89
Base SKU for first purchase for three (3) years for up to 16 nodes Includes 3 days design, 2 fit checks, and assurance scope Requires Nutanix Services VDI Architect review and issuance of VDI Assurance Certificate before PO See program guide for terms and	\$ 40,000.00	8.0%	\$ 37,079.70
SKU for term extension for one (1) additional year for up to 16 nodes Includes assurance only for additional nodes Requires Nutanix Services VDI Architect review and update of VDI Assurance Certificate before PO See program guide for terms and conditions	\$ 5,000.00	8.0%	\$ 4,634.96
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	\$ 11,387.00	8.0%	\$ 10,555.66
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	\$ 26,867.00	8.0%	\$ 24,905.51
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	\$ 13,107.00	8.0%	\$ 12,150.09
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	\$ 14,827.00	8.0%	\$ 13,744.52
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	\$ 9,667.00	8.0%	\$ 8,961.24
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	\$ 16,547.00	8.0%	\$ 15,338.94
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	\$ 18,267.00	8.0%	\$ 16,933.37
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	\$ 19,987.00	8.0%	\$ 18,527.80
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	\$ 21,707.00	8.0%	\$ 20,122.23
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	\$ 23,427.00	8.0%	\$ 21,716.65
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	\$ 25,147.00	8.0%	\$ 23,311.08
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	\$ 9,903.00	8.0%	\$ 9,180.01
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	\$ 25,383.00	8.0%	\$ 23,529.85
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	\$ 11,623.00	8.0%	\$ 10,774.43

Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	\$ 13,343.00	8.0%	\$ 12,368.86
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	\$ 8,183.00	8.0%	\$ 7,585.58
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	\$ 15,063.00	8.0%	\$ 13,963.29
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	\$ 16,783.00	8.0%	\$ 15,557.71
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	\$ 18,503.00	8.0%	\$ 17,152.14
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	\$ 20,223.00	8.0%	\$ 18,746.57
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	\$ 21,943.00	8.0%	\$ 20,341.00
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	\$ 23,663.00	8.0%	\$ 21,935.42
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	\$ 8,420.00	8.0%	\$ 7,805.28
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	\$ 23,900.00	8.0%	\$ 22,155.12
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	\$ 10,140.00	8.0%	\$ 9,399.70
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	\$ 11,860.00	8.0%	\$ 10,994.13
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	\$ 6,700.00	8.0%	\$ 6,210.85
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	\$ 13,580.00	8.0%	\$ 12,588.56
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	\$ 15,300.00	8.0%	\$ 14,182.98
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	\$ 17,020.00	8.0%	\$ 15,777.41
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	\$ 18,740.00	8.0%	\$ 17,371.84
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	\$ 20,460.00	8.0%	\$ 18,966.27
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	\$ 22,180.00	8.0%	\$ 20,560.69
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	\$ 7,313.00	8.0%	\$ 6,779.10
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	\$ 5,829.00	8.0%	\$ 5,403.44
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	\$ 4,346.00	8.0%	\$ 4,028.71

Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	\$ 12,960.00	8.0%	\$ 12,013.82
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	\$ 11,476.00	8.0%	\$ 10,638.17
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	\$ 9,993.00	8.0%	\$ 9,263.44
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	\$ 7,283.00	8.0%	\$ 6,751.29
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	\$ 5,799.00	8.0%	\$ 5,375.63
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	\$ 4,316.00	8.0%	\$ 4,000.90
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	\$ 7,937.00	8.0%	\$ 7,357.54
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	\$ 6,453.00	8.0%	\$ 5,981.88
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	\$ 4,970.00	8.0%	\$ 4,607.15
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	\$ 12,326.00	8.0%	\$ 11,426.11
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	\$ 10,842.00	8.0%	\$ 10,050.45
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	\$ 9,359.00	8.0%	\$ 8,675.72
Nutanix Services Pre-Paid Credit Units DELIVERY: Via Nutanix Services PRICING: Per Pre-Paid Credit Unit, \$100 USD Face Value TERMS: See "Nutanix Flexible Credits" Data Sheet, Expire 1 Year After Purchase MISC: Validate with GSO-DealDesk@nutanix.com Prior	\$ 100.00	8.0%	\$ 92.70
Technical Relationship Management (TRM) Shared Service, 12-months minimum engagement, installed base up between 100 and 200 nodes	\$ 200,000.00	8.0%	\$ 185,398.49
Technical Relationship Management (TRM) Shared Service, 12-months minimum engagement, installed base between 200 and 400 nodes	\$ 400,000.00	8.0%	\$ 370,796.98
Technical Relationship Management (TRM) Shared Service, 12-months minimum engagement, installed base up to 100 nodes	\$ 100,000.00	8.0%	\$ 92,699.24
"CUSTOMER COURSE: Enterprise Cloud Platform Administration 5.0 (Standalone Curriculum) DELIVERY: Instructor-led, 4 Days FORMAT: Open Enrollment (Authorized Training Center or Online) FOCUS: Nutanix Platform Administration, Prepare for NPP Certification	\$ 3,500.00	8.0%	\$ 3,244.47
"CUSTOMER COURSE: Nutanix Platform Administration 5.0 (Online Plus Curriculum) DELIVERY: Online FORMAT: Online Plus (self-paced online plus guided experience and hosted labs) FOCUS: Nutanix Platform Administration, Prepare for NPP 5.0 Certification PRICING: Up to 8	\$ 695.00	8.0%	\$ 644.26
NOTE: Not Valid for Standalone Seats	\$ 2,100.00	8.0%	\$ 1,946.68
CUSTOMER COURSE: Enterprise Cloud Platform Administration 5.0 (Standalone Curriculum) DELIVERY: Instructor-led, 4 Days FORMAT: On-site Private, Closed Classroom FOCUS: Nutanix Platform Administration, Prepare for NPP Certification PRICING: Up to 8	\$ 22,000.00	8.0%	\$ 20,393.83

CUSTOMER COURSE: Nutanix Platform Administration and Migrating to Nutanix Acropolis (Combined Curriculum) DELIVERY: Instructor led, 3 Days FORMAT: Open Enrollment (Authorized Training Center or Online) FOCUS: Nutanix Platform Administration, Prepare for	\$ 3,600.00	8.0%	\$ 3,337.17
CUSTOMER COURSE: Nutanix Platform Administration and Migrating to Nutanix Acropolis (Combined Curriculum) DELIVERY: Instructor led, 3 Days FORMAT: Onsite Private, Closed Classroom FOCUS: Nutanix Platform Administration, Prepare for NPP Certification, Mig	\$ 20,000.00	8.0%	\$ 18,539.85
CUSTOMER COURSE: Nutanix Platform Administration (Standalone Curriculum) DELIVERY: Instructor led, 2 Days FORMAT: Open Enrollment (Authorized Training Center or Online) FOCUS: Nutanix Platform Administration, Prepare for NPP Certification PRICING: Per St	\$ 2,500.00	8.0%	\$ 2,317.48
CUSTOMER COURSE: Nutanix Platform Administration (Online Plus Curriculum) DELIVERY: Online FORMAT: Online Plus (self-paced online plus guided experience and hosted labs) FOCUS: Nutanix Platform Administration, Prepare for NPP Certification PRICING: Per	\$ 495.00	8.0%	\$ 458.86
NOTE: Not Valid for Standalone Seats	\$ 1,500.00	8.0%	\$ 1,390.49
CUSTOMER COURSE: Nutanix Platform Administration (Standalone Curriculum) DELIVERY: Instructor led, 2 Days FORMAT: Onsite Private, Closed Classroom FOCUS: Nutanix Platform Administration, Prepare for NPP Certification PRICING: Up to 8 Students. Use EDU-C-	\$ 12,500.00	8.0%	\$ 11,587.41
CUSTOMER COURSE: Migrating to Nutanix Acropolis (Standalone Curriculum) DELIVERY: Instructor led, 1 Day FORMAT: Open Enrollment (Authorized Training Center or Online) FOCUS: Migrate Existing Workloads to Acropolis PRICING: Per Student Seat NOTE: Existing	\$ 1,500.00	8.0%	\$ 1,390.49
CUSTOMER COURSE: Migrating to Nutanix Acropolis (Standalone Curriculum) DELIVERY: Instructor led, 1 Day FORMAT: Onsite Private, Closed Classroom FOCUS: Migrate Existing Workloads to Acropolis PRICING: Per Student Seat NOTE: Up to 8 Students. Use EDU-C-AD	\$ 8,500.00	8.0%	\$ 7,879.44
CUSTOMER COURSE: Nutanix Support Specialist (Standalone Curriculum) DELIVERY: Instructor led, 3 Days FORMAT: Open Enrollment (Authorized Training Center or Online) FOCUS: Level 1/Level 2 Tech Support and Diagnostics, Prepare for NSS Certification PRICING	\$ 2,500.00	8.0%	\$ 2,317.48
NOTE: Not Valid for Standalone Seats	\$ 1,500.00	8.0%	\$ 1,390.49
CUSTOMER COURSE: Nutanix Support Specialist (Standalone Curriculum) DELIVERY: Instructor led, 3 Days FORMAT: Onsite Private, Closed Classroom FOCUS: Level 1/Level 2 Tech Support and Diagnostics, Prepare for NSS Certification PRICING: Up to 8 Students. Us	\$ 12,500.00	8.0%	\$ 11,587.41
NOTE: Not Valid for Standalone Seats	\$ 400.00	8.0%	\$ 370.80
CUSTOMER COURSE: VDI add-on to Nutanix Platform Administration private course "PARTNER COURSE: Nutanix Platform Administration 5.0 (Online Plus Curriculum)	\$ 1,500.00	8.0%	\$ 1,390.49
DELIVERY: Online, Instructor-led FORMAT: Online Plus (self-paced online plus guided experience and hosted labs) FOCUS: Nutanix Platform Administration, Prepare for NPP 5.0 Cert	\$ 350.00	8.0%	\$ 324.45

PARTNER COURSE: Nutanix Platform Administration (Standalone Curriculum) DELIVERY: Instructor led, 2 Days FORMAT: Open Enrollment (Authorized Training Center or Online) FOCUS: Nutanix Platform Administration, Prepare for NPP Certification PRICING: Per Stu	\$ 2,500.00	8.0%	\$ 2,317.48
PARTNER COURSE: Nutanix Platform Administration (Online Plus Curriculum) DELIVERY: Instructor led, 2 Days FORMAT: Online Plus (self-paced online plus guided experience and hosted labs) FOCUS: Nutanix Platform Administration, Prepare for NPP Certification	\$ 245.00	8.0%	\$ 227.11
PARTNER COURSE: Train-the-Trainer for ATCs, Nutanix Platform Administration DELIVERY: Instructor led, 2 Days FORMAT: Onsite Private or Online/Remote Optional FOCUS: Trainer Education, Nutanix Platform Administration, Prepare for NPP Certification PRICING	\$ 2,500.00	8.0%	\$ 2,317.48
PARTNER COURSE: Nutanix Support Specialist (Standalone Curriculum) DELIVERY: Instructor led, 3 Days FORMAT: Open Enrollment (Authorized Training Center or Online) FOCUS: Level 1/Level 2 Tech Support and Diagnostics, Prepare for NSS Certification PRICING:	\$ 2,500.00	8.0%	\$ 2,317.48

immixTechnology, Inc DIR-TSO-4315

APPENDIX C PRICING INDEX

Palo Alto

Installation / Configuration / Technical Services and Training Packages	MSRP	DIR Customer Discount % off MSRP	DIR Customer Price
Palo Alto Networks Consulting Services Hourly - 8 hour minimum	\$ 412.50	3.4%	\$ 401.49
Cloud Security Accelerator Service for Aperture	\$ 19,735.00	3.4%	\$ 19,208.07
Palo Alto Networks professional services architect (per day)	\$ 3,500.00	3.4%	\$ 3,406.55
SOC Integration for AutoFocus and MineMeld. T&E included in price, max 1 onsite visit. Includes implementation of up to 2 ESM Servers and 2 ESM Consoles & tuning of up to 25% of the procured Traps agents of any supported OS/platform. This service is targeted for deployments of <2500 Traps agents.	\$ 21,400.00	3.4%	\$ 20,828.61
Includes implementation of up to 2 ESM Servers and 2 ESM Consoles & tuning of up to 25% of the procured Traps agents of any supported OS/platform. This service is targeted for deployments of <2500 Traps agents.	\$ 10,000.00	3.4%	\$ 9,733.00
Includes implementation of up to 5 ESM Servers and 2 ESM Consoles & tuning of up to 25% of the procured Traps agents of any supported OS/platform. This service is targeted for deployments of >10K Traps agents.	\$ 36,000.00	3.4%	\$ 35,038.79
Includes implementation of up to 4 ESM Servers and 2 ESM Consoles & tuning of up to 25% of the procured Traps agents of any supported OS/platform. This service is targeted for deployments of <10K Traps agents.	\$ 25,000.00	3.4%	\$ 24,332.49
Endpoint Enforcement Service : Migration from ESM to TMS	\$ 6,000.00	3.4%	\$ 5,839.80
Palo Alto Networks Traps Consulting Services (per day)	\$ 3,300.00	3.4%	\$ 3,211.89
Palo Alto Networks Consulting Services Cutover Hourly - 4 hour minimum	\$ 560.00	3.4%	\$ 545.05
Palo Alto Networks Dedicated Architect – 12 months	\$ 485,000.00	3.4%	\$ 472,050.38
Palo Alto Networks consulting services (per day) - Minimum 5 days	\$ 3,300.00	3.4%	\$ 3,211.89
Cortex XSOAR Consulting Service (per day) - Minimum 5 days	\$ 3,450.00	3.4%	\$ 3,357.88
QuickStart Service for Cortex XSOAR-Starter Enterprise Platform	\$ 22,500.00	3.4%	\$ 21,899.24
High-level Design Service - Covers One New Deployment Scenario. T&E included, max 1 onsite visit.	\$ 34,200.00	3.4%	\$ 33,286.85
Targeted Design Service - Deep-Dive on One Capability. T&E included, One Onsite Visit	\$ 20,700.00	3.4%	\$ 20,147.30
QuickStart Service for Prisma Access	\$ 16,830.00	3.4%	\$ 16,380.63
Palo Alto Networks Health Check Service. For up to 3 HA pairs and Panorama Environment. T&E included in price.	\$ 17,000.00	3.4%	\$ 16,546.10
Palo Alto Networks Health Check Service. For up to 3 HA pairs and Panorama Environment. T&E included in price. For US Government accounts only.	\$ 17,850.00	3.4%	\$ 17,373.40
Network Visibility Service for 3HA Active/Passive pairs. T&E included, max 3 onsite visits. (for PA-5000 series and smaller)	\$ 67,925.00	3.4%	\$ 66,111.39
Network Visibility Service for 1HA Active/Passive pair. T&E included, max 1 onsite visit. (for PA-5000 series and smaller)	\$ 27,500.00	3.4%	\$ 26,765.74
Network Enforcement Service, for one panorama system. T&E included in price.	\$ 77,100.00	3.4%	\$ 75,041.41
QuickStart Service for App-ID Conversion - Includes Two Cutovers	\$ 14,800.00	3.4%	\$ 14,404.84
QuickStart Service for App-ID Conversion: Security Rules Add-On	\$ 8,200.00	3.4%	\$ 7,981.06
QuickStart Service for GlobalProtect: Remote Access - Includes One Cutover	\$ 18,000.00	3.4%	\$ 17,519.40
QuickStart Service for NGFW: IPSec VPNs Add-On - Includes One Cutover	\$ 12,300.00	3.4%	\$ 11,971.59
QuickStart Service for NGFW: PA-220, PA-800 Series - Includes One Cutover	\$ 9,900.00	3.4%	\$ 9,635.67

QuickStart Service for NGFW: PA-3200 Series - Includes One Cutover	\$ 11,500.00	3.4%	\$ 11,192.95
QuickStart Service for NGFW: PA-5200 Series - Includes One Cutover	\$ 17,300.00	3.4%	\$ 16,838.09
QuickStart Service for NGFW: PA-7000 Series - Includes One Cutover	\$ 32,100.00	3.4%	\$ 31,242.92
QuickStart Service for NGFW: Security/NAT Rules Add-On	\$ 4,100.00	3.4%	\$ 3,990.53
QuickStart Service for SSL Decryption: Inbound Inspection - Includes One Cutover	\$ 11,500.00	3.4%	\$ 11,192.95
QuickStart Service for SSL Decryption: Outbound Forward proxy - Includes One Cutover	\$ 11,500.00	3.4%	\$ 11,192.95
QuickStart Service for Threat Prevention - Includes One Cutover	\$ 9,900.00	3.4%	\$ 9,635.67
QuickStart Service for URL Filtering - Includes One Cutover	\$ 11,500.00	3.4%	\$ 11,192.95
QuickStart Service for User-ID (Policy Enforcement) - Includes One Cutover	\$ 14,000.00	3.4%	\$ 13,626.20
QuickStart Service for User-ID (IP Mapping) - Includes One Cutover	\$ 11,500.00	3.4%	\$ 11,192.95
SecOps Optimization Service for Next-Generation Firewall - Initial Engagement	\$ 32,500.00	3.4%	\$ 31,632.24
SecOps Optimization Service for Next-Generation Firewall - On-going engagement	\$ 22,500.00	3.4%	\$ 21,899.24
QuickStart Service for Panorama	\$ 11,500.00	3.4%	\$ 11,192.95
Network Control Service, for 1 HA PANW Active/Passive pair. T&E included, max 1 onsite	\$ 54,450.00	3.4%	\$ 52,996.17
Palo Alto Networks professional services project manager (per day)	\$ 2,500.00	3.4%	\$ 2,433.25
Palo Alto Networks Resident Engineer Consulting Services – 12 months	\$ 363,000.00	3.4%	\$ 353,307.81
Palo Alto Networks Resident Engineer Consulting Services – 6 months	\$ 220,000.00	3.4%	\$ 214,125.94
QuickStart Service for SD-WAN - Branch Expansion (up to 50 branches)	\$ 8,000.00	3.4%	\$ 7,786.40
QuickStart Service for SD-WAN - Hub Deployment (for 1 hub deployment and up to 10	\$ 14,000.00	3.4%	\$ 13,626.20
SecOps Assessment Service. For Analysis of 1 Security Operations Center. T&E included in	\$ 46,900.00	3.4%	\$ 45,647.76
SOC Integration for NGFW and Panorama. For integration of 1 Security Operations Center. T&E included in price.	\$ 27,800.00	3.4%	\$ 27,057.73
Palo Alto Networks Threat Assessment Service. For 1 Security Policy and Associated Profile. T&E included in price.	\$ 23,700.00	3.4%	\$ 23,067.20
Cloud Security Accelerator Service for VM Series	\$ 39,950.00	3.4%	\$ 38,883.32
PAN-SVC-4HRUSG-M-100-P-100-3YR-R: For US Government accounts only. 4-Hour Premium support 3-year prepaid renewal, Panorama M-100 100 devices	\$ 19,340.00	3.4%	\$ 18,823.62
PAN-SVC-4HRUSG-M-100-5YR-R: For US Government accounts only. 4-Hour Premium support 5-year prepaid renewal, Panorama M-100 100 devices	\$ 32,200.00	3.4%	\$ 31,340.25
PAN-SVC-4HRUSG-M-100-P-1K-3YR-R: For US Government accounts only. 4-Hour Premium support 3-year prepaid renewal, Panorama M-100 1000 devices	\$ 46,940.00	3.4%	\$ 45,686.69
PAN-SVC-4HRUSG-M-100-P-1K-5YR-R: For US Government accounts only. 4-Hour Premium support 5-year prepaid renewal, Panorama M-100 1000 devices	\$ 78,200.00	3.4%	\$ 76,112.04
PAN-SVC-4HRUSG-M-100-P-25-3YR-R: For US Government accounts only. 4-Hour Premium support 3-year prepaid renewal, Panorama M-100 25 devices or log collector	\$ 11,070.00	3.4%	\$ 10,774.43
PAN-SVC-4HRUSG-M-100-P-25-5YR-R: For US Government accounts only. 4-Hour Premium support 5-year prepaid renewal, Panorama M-100 25 devices or log collector	\$ 18,400.00	3.4%	\$ 17,908.72
PAN-SVC-4HRUSG-M-500-P-100-3YR-R: For US Government accounts only. 4-Hour Premium support 3-year prepaid renewal, Panorama M-500 100 devices	\$ 27,600.00	3.4%	\$ 26,863.07
PAN-SVC-4HRUSG-M-500-P-100-5YR-R: For US Government accounts only. 4-Hour Premium support 5-year prepaid renewal, Panorama M-500 100 devices	\$ 46,000.00	3.4%	\$ 44,771.79
PAN-SVC-4HRUSG-M-500-P-1K-3YR-R: For US Government accounts only. 4-Hour Premium support 3-year prepaid renewal, Panorama M-500 1000 devices	\$ 55,200.00	3.4%	\$ 53,726.15
PAN-SVC-4HRUSG-M-500-P-1K-5YR-R: For US Government accounts only. 4-Hour Premium support 5-year prepaid renewal, Panorama M-500 1000 devices	\$ 92,000.00	3.4%	\$ 89,543.58
PAN-SVC-4HRUSG-M-M-500-P-25-3YR-R: For US Government accounts only. 4-Hour Premium support 3-year prepaid renewal, Panorama M-500 25 devices or log collector	\$ 19,320.00	3.4%	\$ 18,804.15
PAN-SVC-4HRUSG-M-500-P-25-5YR-R: For US Government accounts only. 4-Hour Premium support 5-year prepaid renewal, Panorama M-500 25 devices or log collector	\$ 32,200.00	3.4%	\$ 31,340.25
PAN-SVC-B4HRUSG-M-100-P-100-3YR: For US Government accounts only. Partner enabled 4-Hour premium support 3-year prepaid, Panorama M-100 100 devices	\$ 19,340.00	3.4%	\$ 18,823.62
PAN-SVC-B4HRUSG-M-100-P-100-3YR-R: For US Government accounts only. Partner enabled 4-Hour premium support 3-year prepaid renewal, Panorama M-100 100 devices	\$ 19,340.00	3.4%	\$ 18,823.62
PAN-SVC-B4HRUSG-M-100-P-100-5YR: For US Government accounts only. Partner enabled 4-Hour premium support 5-year prepaid, Panorama M-100 100 devices	\$ 32,200.00	3.4%	\$ 31,340.25
PAN-SVC-B4HRUSG-M-100-P-100-5YR-R: For US Government accounts only. Partner enabled 4-Hour premium support 5-year prepaid renewal, Panorama M-100 100 devices	\$ 32,200.00	3.4%	\$ 31,340.25
PAN-SVC-B4HRUSG-M-100-P-1K-3YR-R: For US Government accounts only. Partner enabled 4-Hour premium support 3-year prepaid renewal, Panorama M-100 1000 devices	\$ 46,940.00	3.4%	\$ 45,686.69
PAN-SVC-B4HRUSG-M-100-P-1K-5YR-R: For US Government accounts only. Partner enabled 4-Hour premium support 5-year prepaid renewal, Panorama M-100 1000 devices	\$ 78,200.00	3.4%	\$ 76,112.04
PAN-SVC-B4HRUSG-M-100-P-25-3YR-R: For US Government accounts only. Partner enabled 4-Hour premium support 3-year prepaid renewal, Panorama M-100 25 devices or	\$ 11,070.00	3.4%	\$ 10,774.43
PAN-SVC-B4HRUSG-M-100-P-25-5YR-R: For US Government accounts only. Partner enabled 4-Hour premium support 5-year prepaid renewal, Panorama M-100 25 devices or	\$ 18,400.00	3.4%	\$ 17,908.72
PAN-SVC-B4HRUSG-M-500-P-100-3YR: For US Government accounts only. Partner enabled 4-Hour premium support 3-year prepaid, Panorama M-500 100 devices	\$ 27,600.00	3.4%	\$ 26,863.07

PAN-SVC-B4HRUSG-M-500-P-100-3YR-R: For US Government accounts only. Partner enabled 4-Hour premium support 3-year prepaid renewal, Panorama M-500 100 devices	\$ 27,600.00	3.4%	\$ 26,863.07
PAN-SVC-B4HRUSG-M-500-P-100-5YR: For US Government accounts only. Partner enabled 4-Hour premium support 5-year prepaid, Panorama M-500 100 devices	\$ 46,000.00	3.4%	\$ 44,771.79
PAN-SVC-B4HRUSG-M-500-P-100-5YR-R: For US Government accounts only. Partner enabled 4-Hour premium support 5-year prepaid renewal, Panorama M-500 100 devices	\$ 46,000.00	3.4%	\$ 44,771.79
PAN-SVC-B4HRUSG-M-500-P-1K-3YR-R: For US Government accounts only. Partner enabled 4-Hour premium support 3-year prepaid renewal, Panorama M-500 1000 devices	\$ 55,200.00	3.4%	\$ 53,726.15
PAN-SVC-B4HRUSG-M-500-P-1K-5YR-R: For US Government accounts only. Partner enabled 4-Hour premium support 5-year prepaid renewal, Panorama M-500 1000 devices	\$ 92,000.00	3.4%	\$ 89,543.58
PAN-SVC-B4HRUSG-M-500-P-25-3YR-R: For US Government accounts only. Partner enabled 4-Hour premium support 3-year prepaid renewal, Panorama M-500 25 devices or	\$ 19,320.00	3.4%	\$ 18,804.15
PAN-SVC-B4HRUSG-M-500-P-25-5YR-R: For US Government accounts only. Partner enabled 4-Hour premium support 5-year prepaid renewal, Panorama M-500 25 devices or	\$ 32,200.00	3.4%	\$ 31,340.25
Palo Alto Networks Focused Services Elite, Tier 1 - 1 Year	\$ 385,000.00	3.4%	\$ 374,720.40
Palo Alto Networks Focused Services Elite, Tier 1 - 3 Years	\$ 1,155,000.00	3.4%	\$ 1,124,161.21
Palo Alto Networks Focused Services Elite, Tier 1 - 5 Years	\$ 1,925,000.00	3.4%	\$ 1,873,602.02
Palo Alto Networks Focused Services Elite, Tier 2 - 1 Year	\$ 585,000.00	3.4%	\$ 569,380.35
Palo Alto Networks Focused Services Elite, Tier 2 - 3 Years	\$ 1,755,000.00	3.4%	\$ 1,708,141.06
Palo Alto Networks Focused Services Elite, Tier 2 - 5 Years	\$ 2,925,000.00	3.4%	\$ 2,846,901.76
Palo Alto Networks Focused Services Elite, Tier 3 - 1 Year	\$ 1,185,000.00	3.4%	\$ 1,153,360.20
Palo Alto Networks Focused Services Elite, Tier 3 - 3 Years	\$ 3,555,000.00	3.4%	\$ 3,460,080.60
Palo Alto Networks Focused Services Elite, Tier 3 - 5 Years	\$ 5,925,000.00	3.4%	\$ 5,766,801.01
Palo Alto Networks Focused Services Add-on for ESA, Upgrade from Focused Services to Elite Tiers 1, 1 Year	\$ 305,000.00	3.4%	\$ 296,856.42
Palo Alto Networks Focused Services Add-on for ESA, Upgrade from Focused Services to Plus Tiers 1, 1 Year	\$ 105,000.00	3.4%	\$ 102,196.47
Palo Alto Networks Focused Services Add-on for ESA, Upgrade from Plus Tier 1 to Elite Tiers 1, 1 Year	\$ 200,000.00	3.4%	\$ 194,659.95
Palo Alto Networks Focused Services Plus, Tier 1 - 1 Year	\$ 185,000.00	3.4%	\$ 180,060.45
Palo Alto Networks Focused Services Plus, Tier 1 - 3 Years	\$ 555,000.00	3.4%	\$ 540,181.36
Palo Alto Networks Focused Services Plus, Tier 1 - 5 Years	\$ 925,000.00	3.4%	\$ 900,302.27
Palo Alto Networks Focused Services Plus, Tier 2 - 1 Year	\$ 385,000.00	3.4%	\$ 374,720.40
Palo Alto Networks Focused Services Plus, Tier 2 - 3 Years	\$ 1,155,000.00	3.4%	\$ 1,124,161.21
Palo Alto Networks Focused Services Plus, Tier 2 - 5 Years	\$ 1,925,000.00	3.4%	\$ 1,873,602.02
Palo Alto Networks Focused Services Plus, Tier 3 - 1 Year	\$ 585,000.00	3.4%	\$ 569,380.35
Palo Alto Networks Focused Services Plus, Tier 3 - 3 Years	\$ 1,755,000.00	3.4%	\$ 1,708,141.06
Palo Alto Networks Focused Services Plus, Tier 3 - 5 Years	\$ 2,925,000.00	3.4%	\$ 2,846,901.76
Palo Alto Networks Focused Services, Tier 1 - 1 Year	\$ 80,000.00	3.4%	\$ 77,863.98
Palo Alto Networks Focused Services, Tier 1 - 3 Years	\$ 240,000.00	3.4%	\$ 233,591.94
Palo Alto Networks Focused Services, Tier 1 - 5 Years	\$ 400,000.00	3.4%	\$ 389,319.90
Palo Alto Networks Focused Services, Tier 2 - 1 Year	\$ 180,000.00	3.4%	\$ 175,193.95
Palo Alto Networks Focused Services, Tier 2 - 3 Years	\$ 540,000.00	3.4%	\$ 525,581.86
Palo Alto Networks Focused Services, Tier 2 - 5 Years	\$ 900,000.00	3.4%	\$ 875,969.77
Palo Alto Networks Focused Services, Tier 3 - 1 Year	\$ 280,000.00	3.4%	\$ 272,523.93
Palo Alto Networks Focused Services, Tier 3 - 3 Years	\$ 840,000.00	3.4%	\$ 817,571.79
Palo Alto Networks Focused Services, Tier 3 - 5 Years	\$ 1,400,000.00	3.4%	\$ 1,362,619.65
PAN-SVC-PREMUSG-M-100-P-100-3YR: For US Government accounts only. Premium support 3-year prepaid, Panorama M-100 100 devices	\$ 14,970.00	3.4%	\$ 14,570.30
PAN-SVC-PREMUSG-M-100-P-100-3YR-R: For US Government accounts only. Premium support 3-year prepaid renewal, Panorama M-100 100 devices	\$ 14,970.00	3.4%	\$ 14,570.30
PAN-SVC-PREMUSG-M-100-P-100-5YR: For US Government accounts only. Premium support 5-year prepaid, Panorama M-100 100 devices	\$ 25,200.00	3.4%	\$ 24,527.15
PAN-SVC-PREMUSG-M-100-P-100-5YR-R: For US Government accounts only. Premium support 5-year prepaid renewal, Panorama M-100 100 devices	\$ 25,200.00	3.4%	\$ 24,527.15
PAN-SVC-PREMUSG-M-100-P-1K-3YR-R: For US Government accounts only. Premium support 3-year prepaid renewal, Panorama M-100 1000 devices	\$ 36,680.00	3.4%	\$ 35,700.63
PAN-SVC-PREMUSG-M-100-P-1K-5YR-R: For US Government accounts only. Premium support 5-year prepaid renewal, Panorama M-100 1000 devices	\$ 61,200.00	3.4%	\$ 59,565.94
PAN-SVC-PREMUSG-M-100-P-25-3YR-R: For US Government accounts only. Premium support 3-year prepaid renewal, Panorama M-100 25 devices or log collector	\$ 8,550.00	3.4%	\$ 8,321.71
PAN-SVC-PREMUSG-M-100-P-25-5YR-R: For US Government accounts only. Premium support 5-year prepaid renewal, Panorama M-100 25 devices or log collector	\$ 14,400.00	3.4%	\$ 14,015.52
PAN-SVC-PREMUSG-M-500-P-100-3YR: For US Government accounts only. Premium support 3-year prepaid, Panorama M-500 100 devices	\$ 21,600.00	3.4%	\$ 21,023.27
PAN-SVC-PREMUSG-M-500-P-100-3YR-R: For US Government accounts only. Premium support 3-year prepaid renewal, Panorama M-500 100 devices	\$ 21,600.00	3.4%	\$ 21,023.27

PAN-SVC-PREMUSG-M-500-P-100-5YR: PAN-SVC-PREMUSG-M-500-P-100-5YR: For US Government accounts only. Premium support 5-year prepaid, Panorama M-500 100	\$ 36,000.00	3.4%	\$ 35,038.79
PAN-SVC-PREMUSG-M-500-P-100-5YR-R: For US Government accounts only. Premium support 5-year prepaid renewal, Panorama M-500 100 devices	\$ 36,000.00	3.4%	\$ 35,038.79
PAN-SVC-PREMUSG-M-500-P-1K-3YR-R: For US Government accounts only. Premium support 3-year prepaid renewal, Panorama M-500 1000 devices	\$ 43,200.00	3.4%	\$ 42,046.55
PAN-SVC-PREMUSG-M-500-P-1K-5YR-R: For US Government accounts only. Premium support 5-year prepaid renewal, Panorama M-500 1000 devices	\$ 72,000.00	3.4%	\$ 70,077.58
PAN-SVC-PREMUSG-M-500-P-25-3YR-R: For US Government accounts only. Premium support 3-year prepaid renewal, Panorama M-500 25 devices or log collector	\$ 15,120.00	3.4%	\$ 14,716.29
PAN-SVC-PREMUSG-M-500-P-25-5YR-R: For US Government accounts only. Premium support 5-year prepaid renewal, Panorama M-500 25 devices or log collector	\$ 25,200.00	3.4%	\$ 24,527.15
PAN-SVC-PREMUSG-VM-1000-HV-3YR-R: For US Government accounts only. Premium support 3-year prepaid renewal, VM-1000-HV	\$ 3,660.00	3.4%	\$ 3,562.28
PAN-SVC-PREMUSG-VM-1000-HV-5YR-R: For US Government accounts only. Premium support 5 year prepaid renewal, VM-1000-HV	\$ 6,080.00	3.4%	\$ 5,917.66
PAN-SVC-PREMUSG-VM-1000-HV-ENT-3YR: For US Government accounts only. Premium support 3-year prepaid, VM-1000-HV-ENT	\$ 60,750.00	3.4%	\$ 59,127.96
PAN-SVC-PREMUSG-VM-1000-HV-ENT-3YR-R: For US Government accounts only. Premium support 3-year prepaid renewal, VM-1000-HV-ENT	\$ 60,750.00	3.4%	\$ 59,127.96
PAN-SVC-PREMUSG-VM-1000-HV-ENT-5YR: For US Government accounts only. Premium support 5 year prepaid, VM-1000-HV-ENT	\$ 101,250.00	3.4%	\$ 98,546.60
PAN-SVC-PREMUSG-VM-1000-HV-ENT-5YR-R: For US Government accounts only. Premium support 5 year prepaid renewal, VM-1000-HV-ENT	\$ 101,250.00	3.4%	\$ 98,546.60
PAN-SVC-PREMUSG-VM-1000-HV-ENT-R: For US Government accounts only. Premium support year 1 renewal, VM-1000-HV-ENT	\$ 25,320.00	3.4%	\$ 24,643.95
PAN-SVC-PREMUSG-VM-100-ENT-3YR-R: For US Government accounts only. Premium support 3-year prepaid renewal, VM-100-ENT	\$ 24,300.00	3.4%	\$ 23,651.18
PAN-SVC-PREMUSG-VM-100-ENT-5YR-R: For US Government accounts only. Premium support 5 year prepaid renewal, VM-100-ENT	\$ 40,500.00	3.4%	\$ 39,418.64
PAN-SVC-PREMUSG-VM-200-ENT-3YR-R: For US Government accounts only. Premium support 3-year prepaid renewal, VM-200-ENT	\$ 36,450.00	3.4%	\$ 35,476.78
PAN-SVC-PREMUSG-VM-200-ENT-5YR-R: For US Government accounts only. Premium support 5 year prepaid renewal, VM-200-ENT	\$ 60,750.00	3.4%	\$ 59,127.96
PAN-SVC-PREMUSG-VM-300-ENT-3YR-R: For US Government accounts only. Premium support 3-year prepaid renewal, VM-300-ENT	\$ 48,380.00	3.4%	\$ 47,088.24
PAN-SVC-PREMUSG-VM-300-ENT-5YR-R: For US Government accounts only. Premium support 5 year prepaid renewal, VM-300-ENT	\$ 81,000.00	3.4%	\$ 78,837.28
PAN-SVC-PREM-VM-1000-HV-ENT-3YR: Premium support 3-year prepaid, VM-1000-HV-ENT	\$ 54,000.00	3.4%	\$ 52,558.19
PAN-SVC-PREM-VM-1000-HV-ENT-3YR-R: Premium support 3-year prepaid renewal, VM-1000-HV-ENT	\$ 54,000.00	3.4%	\$ 52,558.19
PAN-SVC-PREM-VM-1000-HV-ENT-5YR: Premium support 5 year prepaid, VM-1000-HV-ENT	\$ 90,000.00	3.4%	\$ 87,596.98
PAN-SVC-PREM-VM-1000-HV-ENT-5YR-R: Premium support 5 year prepaid renewal, VM-1000-HV-ENT	\$ 90,000.00	3.4%	\$ 87,596.98
Palo Alto Networks On-Site training course, 2 days, up to 12 students. Onsite training will expire 1 one year from date of purchase. Price includes instructor T AND E, courseware,	\$ 10,395.00	3.4%	\$ 10,117.45
Palo Alto Networks On-Site training course, 4 days, up to 12 students. Onsite training will expire (1) one year from date of purchase. Price includes instructor T&E, courseware, and	\$ 18,370.00	3.4%	\$ 17,879.52
Palo Alto Networks On-Site training course, 2 days, up to 12 students. Onsite training will expire (1) one year from date of purchase. Price includes instructor T&E, courseware, and	\$ 10,395.00	3.4%	\$ 10,117.45
Palo Alto Networks On-Site training course, 3 days, up to 12 students. Onsite training will expire (1) one year from date of purchase. Price includes instructor T&E, courseware, and	\$ 14,410.00	3.4%	\$ 14,025.25
Palo Alto Networks On-Site training course, 4 days, up to 12 students. Onsite training will expire (1) one year from date of purchase. Price includes instructor T&E, courseware, and	\$ 18,370.00	3.4%	\$ 17,879.52
Palo Alto Networks On-Site training course, 5 days, up to 12 students. Onsite training will expire (1) one year from date of purchase. Price includes instructor T&E, courseware, and	\$ 22,385.00	3.4%	\$ 21,787.31
immixTechnology, Inc DIR-TSO-4315			
APPENDIX C PRICING INDEX			QlikTech Inc.
Installation / Configuration / Technical Services and Training Packages	MSRP	DIR Customer Discount % off MSRP	DIR Customer Price
Implementation Architect, Per Hour	\$ 350.00	2%	\$ 347.25
Implementation Services BW	\$ 2,500.00	2%	\$ 2,480.35
Implementation Services CRM (0-500GB)	\$ 525.00	2%	\$ 520.87
Implementation Services CRM (1TB-6+TB)	\$ 750.00	2%	\$ 744.11
Implementation Services CRM (500GB-1TB)	\$ 600.00	2%	\$ 595.28

Implementation Services EM	\$ 2,500.00	2%	\$ 2,480.35
Implementation Services ERP (0-500GB)	\$ 3,500.00	2%	\$ 3,472.49
Implementation Services ERP (1TB-6+TB)	\$ 5,000.00	2%	\$ 4,960.71
Implementation Services ERP (500GB-1TB)	\$ 4,000.00	2%	\$ 3,968.56
Implementation Services EWM	\$ 2,500.00	2%	\$ 2,480.35
Implementation Services GTS (0-500GB)	\$ 525.00	2%	\$ 520.87
Implementation Services GTS (1TB-6+TB)	\$ 750.00	2%	\$ 744.11
Implementation Services GTS (500GB-1TB)	\$ 600.00	2%	\$ 595.28
Implementation Services HR (0-500GB)	\$ 3,500.00	2%	\$ 3,472.49
Implementation Services HR (1TB-6+TB)	\$ 5,000.00	2%	\$ 4,960.71
Implementation Services HR (500GB-1TB)	\$ 4,000.00	2%	\$ 3,968.56
Implementation Services MDG (0-500GB)	\$ 525.00	2%	\$ 520.87
Implementation Services MDG (1TB-6+TB)	\$ 750.00	2%	\$ 744.11
Implementation Services MDG (500GB-1TB)	\$ 600.00	2%	\$ 595.28
Implementation Services SCM	\$ 2,500.00	2%	\$ 2,480.35
Implementation Services SRM (0-500GB)	\$ 525.00	2%	\$ 520.87
Implementation Services SRM (1TB-6+TB)	\$ 750.00	2%	\$ 744.11
Implementation Services SRM (500GB-1TB)	\$ 600.00	2%	\$ 595.28
Implementation Services TM	\$ 2,500.00	2%	\$ 2,480.35
Professional Services, Per Hour	\$ 220.00	2%	\$ 218.27
Junior Principal Consultant, Per Hour	\$ 170.00	2%	\$ 168.66
Gold Client POC	\$ 15,000.00	2%	\$ 14,882.12
Senior Principal Consultant/SME, Per Hour	\$ 220.00	2%	\$ 218.27
Technical Delivery Manager, Per Hour	\$ 250.00	2%	\$ 248.04
Principal Consultant Services	\$ 344.00	2%	\$ 341.31
Qlik Technologies Qlik Sense 3.x (Qlik Technical Architect)	\$ 317.00	2%	\$ 314.52
Senior Implementation Consultant	\$ 280.00	2%	\$ 277.81
Implementation Consultant	\$ 239.00	2%	\$ 237.13
Nearshore Senior Consultant	\$ 142.00	2%	\$ 140.89
Nearshore Consultant	\$ 116.00	2%	\$ 115.09
Offshore Senior Consultant	\$ 82.00	2%	\$ 81.36
Offshore Consultant	\$ 63.00	2%	\$ 62.51
Qlik Launch	\$ 89,880.00	2%	\$ 89,178.17
Qlik Fast Start	\$ 36,180.00	2%	\$ 35,897.49
Compose Training, 2 days total for up to five (5) participants. Additional students in the 2-day training class are \$1,300 per student	\$ 3,750.00	2%	\$ 3,720.53
Gold Client Training, Minimum 2 Day Training	\$ 2,000.00	2%	\$ 1,984.28
Replicate Training, 2 days total for up to five (5) participants. Additional students in the 2-day training class are \$1,300 per student	\$ 3,750.00	2%	\$ 3,720.53
Incremental students over 10 onsite (for 1 student)	\$ 375.00	2%	\$ 372.07
Premium Rate Onsite 10 students	\$ 4,750.00	2%	\$ 4,712.91
Incremental students over 10 Premium Onsite (for 1 student)	\$ 475.00	2%	\$ 471.29
Business Analyst Individual User	\$ 1,500.00	2%	\$ 1,488.29
Business Analyst Individual User + Create Visualizations with Qlik Sense	\$ 2,000.00	2%	\$ 1,984.38
Data Architect Individual User	\$ 2,250.00	2%	\$ 2,232.43
Data Architect Individual User + Data Modeling for Qlik Sense	\$ 3,000.00	2%	\$ 2,976.57
Business Analyst + Data Architect Individual User	\$ 3,000.00	2%	\$ 2,976.57
Full Access Individual User	\$ 3,200.00	2%	\$ 3,175.01
Corporate up to 10 Users	\$ 14,000.00	2%	\$ 13,890.68
Corporate Subscription up to 50 Users	\$ 25,000.00	2%	\$ 24,804.79
Corporate Subscription 51 - 250 Users	\$ 50,000.00	2%	\$ 49,609.57
Corporate Subscription 251 - 1000 Users	\$ 75,000.00	2%	\$ 74,414.36
Corporate Subscription > 1000 Users (unlimited)	\$ 100,000.00	2%	\$ 99,219.14
Corporate Subscription 50 users + 5 days Onsite training max 10 students	\$ 30,625.00	2%	\$ 30,385.86
10 Business Analyst Users	\$ 6,750.00	2%	\$ 6,697.29
10 Data Architect Users	\$ 10,125.00	2%	\$ 10,045.94
10 Business Analyst + Data Architect Users	\$ 13,500.00	2%	\$ 13,394.58
10 Business Analyst Users + Onsite Create Visualizations with Qlik Sense, 2 days max 10	\$ 11,250.00	2%	\$ 11,162.15
10 Data Architect Users + Onsite Data Modeling for Qlik Sense, 3 days max 10 students	\$ 16,875.00	2%	\$ 16,743.23
10 Business Analyst Users + 10 Data Architect Users + Onsite Create Visualisations and Data Modeling for Qlik Sense, 5 days max 10 students	\$ 22,500.00	2%	\$ 22,324.31
Business Analyst Individual User + QlikView Designer	\$ 2,000.00	2%	\$ 1,984.38
10 Business Analyst Users + Onsite QlikView Designer, 2 days max 10 students	\$ 11,250.00	2%	\$ 11,162.15
Data Architect Individual User + QlikView Developer	\$ 3,000.00	2%	\$ 2,976.57
10 Data Architect Users + Onsite QlikView Developer, 3 days max 10 students	\$ 16,875.00	2%	\$ 16,743.23
10 Business Analyst Users + 10 Data Architect Users + Onsite QlikView Designer and QlikView Developer, 5 days max 10 students	\$ 22,500.00	2%	\$ 22,324.31

QCC Corporate On-Premise hosting	\$ 125,000.00	2%	\$ 124,023.93
QCC Corporate On-Premise hosting - Annual Module Update	\$ 31,250.00	2%	\$ 31,005.98
Create Visualizations with Qlik Sense	\$ 1,500.00	2%	\$ 1,488.29
Data Modeling for Qlik Sense	\$ 2,250.00	2%	\$ 2,232.43
Qlik Sense for QlikView Developers	\$ 750.00	2%	\$ 744.14
Create Mashups with qlik Sense	\$ 750.00	2%	\$ 744.14
Deploy and Administer Qlik Sense	\$ 1,900.00	2%	\$ 1,885.16
Qlik Sense Elective Topics	\$ 750.00	2%	\$ 744.14
Embed Analytics with Qlik Sense APIs	\$ 1,500.00	2%	\$ 1,488.29
Qlik Sense Onsite (Maximum # of students for onsite is 10)	\$ 3,750.00	2%	\$ 3,720.72
Designer	\$ 1,500.00	2%	\$ 1,488.29
Developer	\$ 2,250.00	2%	\$ 2,232.43
Design and Development with QlikView	\$ 3,750.00	2%	\$ 3,720.72
Server Publisher	\$ 2,250.00	2%	\$ 2,232.43
Advanced Topics in Design and Development	\$ 1,500.00	2%	\$ 1,488.29
Data Visualization and Design Best Practices Using QlikView	\$ 1,500.00	2%	\$ 1,488.29
Performance and Scalability	\$ 1,500.00	2%	\$ 1,488.29
Create Reports with Qlik Nprinting	\$ 750.00	2%	\$ 744.14
Training Public Classroom Non Voucher	\$ 750.00	2%	\$ 744.14
Foundation of Data Analytics	\$ 750.00	2%	\$ 744.14
Training Public Classroom Premium Rate	\$ 950.00	2%	\$ 942.58
QlikView Onsite (Maximum # of students for onsite is 10)	\$ 3,750.00	2%	\$ 3,720.72

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APPENDIX C PRICING INDEX

Tenable, Public Sector Inc.

Installation / Configuration / Technical Services and Training Packages	MSRP	DIR Customer Discount % off MSRP	DIR Customer Price
This hands-on service examines your deployment to determine if it meets your current business requirements, follows recommended best practices from Tenable and the industry, and performs as efficiently as possible.	\$ 6,000.00	4.0%	\$ 5,803.53
Security Consultant monthly rate, must be scheduled as 20 consecutive business days	\$ 42,000.00	4.0%	\$ 40,624.69
Cyber Exposure Workshop. Actual travel and expenses to be billed separately.	\$ 22,000.00	4.0%	\$ 21,279.60
Security Consultant Hourly Rate	\$ 300.00	4.0%	\$ 290.18
Quick Start Onsite Implementation for PVS & LCE	\$ 7,500.00	4.0%	\$ 7,254.41
Quick Start Onsite Implementation for Tenable.sc	\$ 7,500.00	4.0%	\$ 7,254.41
Quick Start Onsite Implementation for Tenable.sc Continuous View	\$ 15,000.00	4.0%	\$ 14,508.82
Quick Start Onsite Implementation for Tenable.ot	\$ 15,900.00	4.0%	\$ 15,379.35
Quick Start Remote Implementation for PVS & LCE	\$ 6,000.00	4.0%	\$ 5,803.53
Quick Start Remote Implementation for Tenable.sc	\$ 6,000.00	4.0%	\$ 5,803.53
Quick Start Remote Implementation for Tenable.sc CV	\$ 12,000.00	4.0%	\$ 11,607.05
Quick Start Remote Implementation for Tenable.io VM	\$ 6,000.00	4.0%	\$ 5,803.53
Quick Start Remote Implementation for Tenable.io VM	\$ 6,000.00	4.0%	\$ 5,803.53
2 Day Onsite Training - Tenable.sc: Scanning and Analysis - up to 15 participants	\$ 15,000.00	4.0%	\$ 14,508.82
2 Day Onsite Training - Tenable.sc Continuous View: Event Analysis and Reporting - up to 15 participants	\$ 15,000.00	4.0%	\$ 14,508.82
2 Day Onsite Training - Tenable.io Asset and Vulnerability Management - up to 15 participants. Actual travel and expenses to be billed separately.	\$ 15,000.00	4.0%	\$ 14,508.82
2 Day Virtual Seat - Tenable.sc: Scanning and Analysis	\$ 2,000.00	4.0%	\$ 1,934.51
2 Day Virtual Seat - Tenable.sc Continuous View: Event Analysis and Reporting	\$ 2,000.00	4.0%	\$ 1,934.51
2 Day Virtual Seat - Tenable.io Asset and Vulnerability Management Training	\$ 2,000.00	4.0%	\$ 1,934.51

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APPENDIX C PRICING INDEX

PITNEY BOWES

Installation / Configuration / Technical Services and Training Packages	MSRP	DIR Customer Discount % off MSRP	DIR Customer Price
Hosting Fee for Pre-Paid users, adjusted so order hits minimum order amount	\$ 2,500.00	25.00%	\$ 1,889.06
Configure service	\$ 3,000.00	25.00%	\$ 2,266.88
Customer Private Data Update Fee (per update)	\$ 250.00	25.00%	\$ 188.91
Batch Processing Setup per account (one-time fee)	\$ 2,500.00	25.00%	\$ 1,889.06
FastStart Product Installation Services	\$ 13,000.00	25.00%	\$ 9,823.13
FastStart Custom 7 Day up to 56 Hours implementation	\$ 22,500.00	25.00%	\$ 17,001.56
FastStart Audit Resolution	\$ 22,500.00	25.00%	\$ 17,001.56
Implementation Services Level-1 Hourly Rate	\$ 295.00	25.00%	\$ 222.91
Implementation Services Level-1 Hourly Rate	\$ 325.00	25.00%	\$ 245.58
Product Specific Training	\$ 9,999,999.00	25.00%	\$ 7,556,249.24

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APPENDIX C PRICING INDEX	COMMVAULT SYSTEMS INC		
Installation / Configuration / Technical Services and Training Packages	MSRP	DIR Customer Discount % off MSRP	DIR Customer Price
Commvault Cloud DR Module for Architecture Design Large: (Add-On) - Info gathering for up to (150) applications, DR to cloud design, and recommendations on DR config and	\$ 18,850.00	5%	\$ 18,099.80
Commvault Cloud DR Module for Architecture Design Small: (Add-On) - Info gathering for up to (25) applications, DR to cloud design, and recommendations on DR config and	\$ 8,175.00	5%	\$ 7,849.65
Commvault Cloud DR Module for Architecture Design Standard: (Add-On) - Info gathering for up to (75) applications, DR to cloud design, and recommendations on DR config and	\$ 13,400.00	5%	\$ 12,866.70
Commvault Advanced Consulting Services. REQUIRES CORRESPONDING quantity of 'FXTRVL-CONS' for service to be delivered onsite.	\$ 3,500.00	5%	\$ 3,360.52
Implementation of Migration Engagements. Price is Per-Day (8 Hours) and billed Per-Hour.	\$ 3,500.00	5%	\$ 3,360.71
Commvault Advanced Remote Consulting Services	\$ 2,200.00	5%	\$ 2,112.32
Commvault Remote Consulting Services	\$ 1,600.00	5%	\$ 1,536.24
Commvault Consulting Services. REQUIRES CORRESPONDING quantity of 'FXTRVL-CONS' for service to be delivered onsite.	\$ 2,500.00	5%	\$ 2,400.37
Commvault Conversion SKU	\$ 146.41	5%	\$ 140.58
Commvault Time and Material Proposal two (2) days of remote Professional Services and (1) Professional Services PM hour	\$ 4,625.00	5%	\$ 4,440.93
Implementation of Remote Migration Engagements. Price is Per-Day (8 Hours) and billed Per-Hour.	\$ 2,200.00	5%	\$ 2,112.44
Commvault Remote design and deployment of workflows and custom reports. Price is Per-Day (8 Hours) and billed Per-Hour.	\$ 2,200.00	5%	\$ 2,112.32
Commvault Project Management Services - Price per hour	\$ 199.65	5%	\$ 191.70
Commvault QuickStart is a packaged Time and Materials implementation and configuration service to be delivered over 5 contiguous days. Related travel is included.	\$ 14,500.00	5%	\$ 13,922.92
Commvault QuickStart Advanced is a packaged Time and Materials implementation and configuration to be delivered over 15 contiguous days. Related travel is included.	\$ 48,900.00	5%	\$ 46,953.85
Commvault QuickStart Plus is a packaged Time and Materials implementation and configuration service to be delivered over 10 contiguous days. Related travel is included.	\$ 32,600.00	5%	\$ 31,302.57
Commvault QuickStart Base Remote is a packaged Time and Materials REMOTE implementation and configuration service to be delivered over 5 contiguous days.	\$ 8,000.00	5%	\$ 7,681.61
Commvault Time and Material two (2) days of remote Professional Services	\$ 3,200.00	5%	\$ 3,072.64
Commvault Remote design and deployment package of workflows for ServiceNOW integration. Please see service brief for details.	\$ 15,000.00	5%	\$ 14,403.02
Fixed Pricing Engagement - Commvault Consulting Service - Architecture Design net. For environments in the 100 TB to 1 PB data range, more than 2 CommCells OR up to 4000 clients. SOW required.	\$ 1.53	5%	\$ 1.47
Fixed Pricing Engagement - Commvault Consulting Service - Architecture Design. For environments in the 25 to 50 TB data range OR 1 CommCell and 500 clients. SOW	\$ 25,000.00	5%	\$ 24,003.69
Fixed Pricing Engagement - Commvault Consulting Service - Architecture Design net. For environments in the 50 to 250 TB data range OR up to 2 CommCells and 2000 clients. SOW required.	\$ 40,000.00	5%	\$ 38,405.90
Fixed Pricing Engagement - Commvault Consulting Service - Health Assessment - For environments with 250 to 500TB of data OR over 3 CommCells and up to 4000 clients. SOW required.	\$ 56,000.00	5%	\$ 53,768.26
Fixed Pricing Engagement - Commvault Consulting Service - Health Assessment - For environments with up to 100 TB of data OR 1 CommCells and up to 500 clients. SOW	\$ 15,500.00	5%	\$ 14,882.29
Fixed Pricing Engagement - Commvault Consulting Service - Health Assessment - For environments with 100 to 250 TB of data OR 3 CommCells and up to 2000 clients. SOW	\$ 36,000.00	5%	\$ 34,565.31
Commvault Base Architecture Design or Health Check is a packaged Time and Materials remote service recommended for single Commcell environments with less than 200TB of capacity and 1000 clients.	\$ 13,628.00	5%	\$ 13,085.63
Commvault Large Architecture Design or Health Check is a packaged Time and Materials service recommended for environments with more than 3 Commcells, 2PB capacity and 10000 clients. Please consult your Professional Services Leader before quoting.	\$ 52,400.00	5%	\$ 50,314.56
Commvault Medium Architecture Design or Health Check is a packaged Time and Materials service recommended for environments with less than 3 Commcells, 750TB capacity and 6500 clients.	\$ 40,600.00	5%	\$ 38,984.18
Commvault Small Architecture Design or Health Check is a packaged Time and Materials service recommended for environments with less than 2 Commcells, 400TB capacity and	\$ 25,750.00	5%	\$ 24,725.19
Commvault Base QuickStart is a packaged Time and Materials remote implementation and configuration service to be delivered over 3 contiguous days.	\$ 7,500.00	5%	\$ 7,201.51

Commvault Large Tier QuickStart is a packaged Time and Materials implementation and configuration service to be delivered over 15 days delivered in three blocks of 5	\$ 49,700.00	5%	\$ 47,722.02
Commvault Medium Tier QuickStart is a packaged Time and Materials implementation and configuration service to be delivered over 10 days delivered in two blocks of 5	\$ 29,750.00	5%	\$ 28,566.00
Commvault Small Tier QuickStart is a packaged Time and Materials implementation and configuration service to be delivered over 5 contiguous days.	\$ 15,850.00	5%	\$ 15,219.19
Commvault On-demand Learning Essentials includes one year access to Commvault Essentials vILT course, Filesystem and Virtualization eLearning titles and Essentials access to the Commvault On-demand learning library.	\$ 1,000.00	5%	\$ 960.20
Commvault On-demand Learning Professional includes one year access to all Essentials	\$ 2,500.00	5%	\$ 2,400.50
Commvault On-demand Learning Professional Plus includes one year access to all Commvault On-demand Professional content, plus attendance in a public Commvault Professional ILT/vILT course.	\$ 7,000.00	5%	\$ 6,721.41
Commvault Enterprise Training Pack: For environments from 100 TB to 1 PB+ OR 2+ CommCells OR 2000+ clients. Purchase quantity in multiples of 42x units only (per student)	\$ 250.00	5%	\$ 240.05
Commvault Enterprise Training Pack: For environments from 100 TB to 1 PB+ OR 2+ CommCells OR 2000+ clients. Purchase quantity in multiples of 42x units only (per student)	\$ 250.00	5%	\$ 240.05
Commvault Mid-Market Training Pack: For environments from 50 TB to 250 TB or up to 2 CommCells and 2000 clients. Purchase quantity in multiples of 28x units only (per student)	\$ 250.00	5%	\$ 240.05
Commvault Mid-Market Training Pack: For environments from 50 TB to 250 TB or up to 2 CommCells and 2000 clients. Purchase quantity in multiples of 28x units only (per student)	\$ 250.00	5%	\$ 240.05
Commvault Small Training Pack: For environments up to 50 TB or 1 CommCell and 500 clients. Purchase quantity in multiples of 16x units only (per student user)	\$ 250.00	5%	\$ 240.05
Commvault Small Training Pack: For environments up to 50 TB or 1 CommCell and 500 clients. Purchase quantity in multiples of 16x units only (per student user)	\$ 250.00	5%	\$ 240.05
Commvault Training Unit. Use toward any Education Services ILT, vILT, or WBT courses or offerings, including onsites (24 per day, up to 12 students, minimum 2 days).	\$ 250.00	5%	\$ 240.04
Commvault Training Unit for Channel Partners only. Use toward any Education Services ILT, vILT, or WBT courses or offerings, including onsites (24 per day, up to 12 students,	\$ 250.00	5%	\$ 240.05
Commvault Resident Support Engineer - 10 Day. Rate for 10 contiguous days during normal business hours. Requires 10 'FXTRVL-CONS' for service to be delivered onsite.	\$ 14,000.00	3.00%	\$ 13,681.85
Commvault Resident Support Engineer - 120 Day. Rate for 120 contiguous days during normal business hours. Requires 120 'FXTRVL-CONS' for service to be delivered onsite.	\$ 128,160.00	3.00%	\$ 125,247.56
Commvault Resident Support Engineer - 20 Day. Rate for 20 contiguous days during normal business hours. Requires 20 'FXTRVL-CONS' for service to be delivered onsite.	\$ 24,000.00	3.00%	\$ 23,454.60
Commvault Resident Support Engineer - 240 Day. Rate for 240 contiguous days during normal business hours. Requires 240 'FXTRVL-CONS' for service to be delivered onsite.	\$ 236,160.00	3.00%	\$ 230,793.26
Commvault Resident Support Engineer - 60 Day. Rate for 60 contiguous days during normal business hours. Requires 60 'FXTRVL-CONS' for service to be delivered onsite.	\$ 68,400.00	3.00%	\$ 66,845.61

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APPENDIX C PRICING INDEX		Fortinet	
Installation / Configuration / Technical Services and Training Packages	MSRP	DIR Customer Discount % off MSRP	DIR Customer Price
Per Day Surcharge for Service Delivered After-Hours/ Weekend in addition to the Daily	\$ 600.00	9.05%	\$ 549.79
Per Day Charge for Onsite Resource Service (FortiCare Contract)	\$ 3,000.00	9.05%	\$ 2,748.96
Per Day Charge for Onsite Resource Service (SOW)	\$ 3,000.00	9.05%	\$ 2,748.96
Per Day Charge for Remote Resource Service (FortiCare Contract)	\$ 3,000.00	9.05%	\$ 2,748.96
Per Day Charge for Remote Resource Service (SOW)	\$ 3,000.00	9.05%	\$ 2,748.96
Remote penetration test of 1 web application or 1 mobile application	\$ 15,000.00	9.05%	\$ 13,744.82
Remote vulnerability assessment of up to 16 IP's	\$ 24,000.00	9.05%	\$ 21,991.71
Remote vulnerability assessment of up to 32 IP's	\$ 26,000.00	9.05%	\$ 23,824.35
Remote vulnerability assessment of up to 64 IP's	\$ 30,000.00	9.05%	\$ 27,489.64
Remote vulnerability assessment of up to 128 IP's	\$ 37,000.00	9.05%	\$ 33,903.89
Per Day Charge for Customer Readiness Testing (SOW)	\$ 2,500.00	9.05%	\$ 2,290.80
Per Day Charge for on-site engagement for Field CISO security advising and consultancy	\$ 3,000.00	9.05%	\$ 2,748.96
Per Day Charge for on-site engagement for developing security reference architectures	\$ 3,000.00	9.05%	\$ 2,748.96
Per day charge for Developer and QA resource service with 3 days minimum. Requires	\$ 5,000.00	9.05%	\$ 4,581.61
Incident Response and Forensics Training	\$ 2,500.00	9.05%	\$ 2,290.80
NSE 4/FortiGate Security Training - 3 days	\$ 2,900.00	9.05%	\$ 2,657.33
NSE 4/FortiGate Infrastructure Training - 2 days	\$ 1,900.00	9.05%	\$ 1,741.01
NSE 5/FortiAnalyzer Training - 1 day	\$ 950.00	9.05%	\$ 870.51
NSE 5/FortiManager Training - 2 days	\$ 1,900.00	9.05%	\$ 1,741.01
NSE 5/FortiSIEM Basic Training - 3 days	\$ 2,900.00	9.05%	\$ 2,657.33
NSE 5/FortiClient EMS Training- 1 day	\$ 950.00	9.05%	\$ 870.51
NSE 6/FortiADC Training - 1 day	\$ 950.00	9.05%	\$ 870.51

NSE 6/FortiAuthenticator Training - 2 days	\$ 1,900.00	9.05%	\$ 1,741.01
NSE 6/FortiDDoS Training - 1 day	\$ 950.00	9.05%	\$ 870.51
NSE 6/FortiMail Training - 3 days	\$ 2,900.00	9.05%	\$ 2,657.33
NSE 6/FortiWeb Training - 3 days	\$ 2,900.00	9.05%	\$ 2,657.33
NSE 6/Integrated and Cloud Wireless Training (FortiWiFi) - 1 day	\$ 950.00	9.05%	\$ 870.51
NSE 6/FortiWLC Training - 3 days	\$ 2,900.00	9.05%	\$ 2,657.33
NSE 6/FortiVoice - 2 days	\$ 1,900.00	9.05%	\$ 1,741.01
NSE 6/FortiNAC - 3 days	\$ 2,900.00	9.05%	\$ 2,657.33
NSE 7/Advanced Analytics Training - 2 days	\$ 1,900.00	9.05%	\$ 1,741.01
NSE 7/Advanced Threat Protection Training - 2 days	\$ 1,900.00	9.05%	\$ 1,741.01
NSE 7/Enterprise Firewall Training - 3 days	\$ 2,900.00	9.05%	\$ 2,657.33
NSE 7/Secure Access Training - 2 days	\$ 1,900.00	9.05%	\$ 1,741.01
NSE 7/Public Cloud Security Training - 2 days	\$ 1,900.00	9.05%	\$ 1,741.01
NSE 7/Private Cloud Security Training - 2 days	\$ 1,900.00	9.05%	\$ 1,741.01
NSE 8/ Workshop immersion. Self-preparation for NSE 8 practical exam - 2 days	\$ 1,900.00	9.05%	\$ 1,741.01
FortiEDR Training	\$ 500.00	9.05%	\$ 458.16
SD-WAN training - 2 days	\$ 1,900.00	9.05%	\$ 1,741.01
FortiInsight - User and Entity Behavior Analytics (UEBA)	\$ 500.00	9.05%	\$ 458.16
FortiGate chassis-based firewall platform (FGT 7000) Training - 2 days	\$ 1,900.00	9.05%	\$ 1,741.01
FortiSIEM Parser Training - 2 days	\$ 1,900.00	9.05%	\$ 1,741.01
Private onsite instructor-led training. Price: number of students x number of days x USD 630 (price per day) = ___ (USD total price). Minimum requirement: 6 students and 3 days of training. Private onsite requires quote from Fortinet Training and FT-TRVL.	\$ 630.00	9.05%	\$ 577.28
Private onsite instructor-led training, up to 5 students and 3 days of training. Private onsite requires quote from Fortinet Training and FT-TRVL. Non-standard training agenda requires FT-CUSTOM.	\$ 10,500.00	9.05%	\$ 9,621.37
Private online instructor-led training. Price: number of students x number of days x USD 630 (price per day) = ___ (USD total price). Minimum requirement: 6 students and 3 days of training. Private online requires quote from Fortinet Training.	\$ 630.00	9.05%	\$ 577.28
Private online instructor-led training, up to 5 students and 3 days of training. Private online requires quote from Fortinet Training. Non-standard training agenda requires FT-CUSTOM.	\$ 10,500.00	9.05%	\$ 9,621.37
Onsite Dedicated Resource Service - 6 months	\$ 220,000.00	9.05%	\$ 201,590.68
Remote Dedicated Resource Service - 6 months	\$ 220,000.00	9.05%	\$ 201,590.68
Onsite Dedicated Resource Service - 12 Months 1 Year Onsite Dedicated Resource Service - 12 months	\$ 330,000.00	9.05%	\$ 302,386.01
Remote Dedicated Resource Service - 12 Months 1 Year Remote Dedicated Resource Service - 12 months	\$ 330,000.00	9.05%	\$ 302,386.01
Premium - Enterprise Technical Support Service 1 Year Premium - Enterprise Support Service - 12 months	\$ 32,000.00	9.05%	\$ 29,322.28
Business - Enterprise Technical Support Service 1 Year Business - Enterprise Support Service Provided by Designated Engineer - 12 months	\$ 48,000.00	9.05%	\$ 43,983.42
First - Enterprise Technical Support Service 1 Year First - Enterprise Support Service Provided by Designated TAM - 12 months	\$ 86,000.00	9.05%	\$ 78,803.63
Global First - Enterprise Technical support Service 1 Year Global First - Enterprise Support Service Provided by Designated TAM - 12 months	\$ 240,000.00	9.05%	\$ 219,917.10
Advanced Services - Designated Delivery Manager 1 Year Designated Delivery Manager - 12 months	\$ 48,000.00	9.05%	\$ 43,983.42
Select - Service Provider Technical Support Service 1 Year Select - Service Provider Support Service Provided by Advanced Service Team with SDM - 12 months	\$ 48,000.00	9.05%	\$ 43,983.42
Elite - Service Provider Technical Support Service 1 Year Elite - Service Provider Support Service Provided by Advanced Services Team with Designated TAM and SDM- 12 months	\$ 86,000.00	9.05%	\$ 78,803.63
Global Elite - Service Provider Technical Support Service 1 Year Global Elite - Service Provider Support Service provided by Advanced Services Team with Designated TAM and Ten Service Points to consume with Advanced Support Services – 12 months	\$ 240,000.00	9.05%	\$ 219,917.10
Resource Service - Network Integration	\$ 3,000.00	9.05%	\$ 2,748.96
Resource Service - Network Design and Optimization	\$ 4,000.00	9.05%	\$ 3,665.29
Resource Service - Security Assessment	\$ 5,000.00	9.05%	\$ 4,581.61
Per hourly Professional Service charge for FortiManager and FortiAnalyzer services with 4 hours minimum. Remote only. Requires SOW.	\$ 350.00	9.05%	\$ 320.71
Per hourly Professional Service charge for FortiEDR services with 4 hours minimum. Requires SOW.	\$ 350.00	9.05%	\$ 320.71

Per hourly Professional Service charge for FortiSOAR services with 4 hours minimum. Requires SOW.	\$ 350.00	9.05%	\$ 320.71
Per hourly Professional Service charge for FortiClient and EMS services with 4 hours minimum. Requires SOW.	\$ 350.00	9.05%	\$ 320.71
FortiEDR professional services day	\$ 1,950.00	9.05%	\$ 1,786.83
Digital Forensics and Incident Response consulting services	\$ 500.00	9.05%	\$ 458.16
FortiEDR Services Remote Deployment Package: infrastructure installation, alert tuning, prevention mode migration, product training, and transition to operations - up to 1K	\$ 6,500.00	9.05%	\$ 5,956.09
FortiEDR Services Remote Deployment Package: infrastructure installation, alert tuning, prevention mode migration, product training, and transition to operations - up to 5K	\$ 11,500.00	9.05%	\$ 10,537.69
FortiEDR Services Remote Deployment Package: infrastructure installation, alert tuning, prevention mode migration, product training, and transition to operations - up to 10K	\$ 19,500.00	9.05%	\$ 17,868.26
FortiEDR Services Remote Deployment Package: infrastructure installation, alert tuning, prevention mode migration, product training, and transition to operations - up to 30K	\$ 25,500.00	9.05%	\$ 23,366.19
FortiEDR Services Remote Deployment Package: infrastructure installation, alert tuning, prevention mode migration, product training, and transition to operations - above 30K	\$ 39,500.00	9.05%	\$ 36,194.69
Fixed Travel and Expenses for Professional Services	\$ 100.00	9.05%	\$ 91.63
Single Pearson VUE voucher for any of the following certification exams: NSE 4, NSE 7, or NSE 8 written exam	\$ 400.00	9.05%	\$ 366.53
Single Pearson VUE voucher for any of the NSE 5 exams: FortiManager, FortiAnalyzer, FortiSIEM, or FortiClient-EMS	\$ 200.00	9.05%	\$ 183.26
Single Pearson VUE voucher for any of the NSE 6 exams: FortiADC, FortiAuthenticator, FortiDDoS, FortiMail, FortiNAC, FortiVoice, FortiWeb, FortiWiFi, or FortiWLC	\$ 150.00	9.05%	\$ 137.45
Four single Pearson VUE vouchers for NSE 6 exams (NSE 6 Exam Bundle)	\$ 400.00	9.05%	\$ 366.53
Single Fortinet access to NSE 8 practical exam session	\$ 1,600.00	9.05%	\$ 1,466.11
Development of custom training agenda. Statement of work from Fortinet Training required.	\$ 3,000.00	9.05%	\$ 2,748.96
Instructor travel and other expenses for private onsite classes. Non-discountable.	\$ 3,000.00	9.05%	\$ 2,748.96
immixTechnology, Inc DIR-TSO-4315			
APPENDIX C PRICING INDEX		Gigamon Systems	
Installation / Configuration / Technical Services and Training Packages	MSRP	DIR Customer Discount % off MSRP	DIR Customer Price
Gigamon On-site Support Engineer - Annual Contracted On-site Support (1 day / month, 12 consecutive months) Recommended for a customer with a changing Gigamon deployment requiring Gigamon expertise beyond their current staff capabilities.	\$ 55,000.00	4.0%	\$ 53,196.00
Gigamon On-site Support Engineer - Annual Contracted On-site Support (1 week / month, 12 consecutive months) Recommended for a customer with a large changing Gigamon deployment requiring Gigamon expertise beyond their current staff capabilities.	\$ 136,000.00	4.0%	\$ 131,539.20
Gigamon On-site Support Engineer - Annual Contracted On-site Support (2 weeks / month, 12 consecutive months) Recommended for a customer with a large rapidly changing Gigamon deployment requiring Gigamon expertise beyond their current staff capabilities	\$ 217,000.00	4.0%	\$ 209,882.40
Gigamon On-site Support Engineer - Annual Contracted On-site Support (3 weeks / month, 12 consecutive months) Recommended for a customer with a large rapidly changing Gigamon deployment requiring Gigamon expertise beyond their current staff capabilities	\$ 273,000.00	4.0%	\$ 264,045.60
Gigamon On-site Resident Support Engineer - Annual Contracted On-site Support - 48 Weeks, 12 consecutive months Recommended for a customer with a large rapidly changing Gigamon deployment requiring Gigamon expertise beyond their current staff capabilities	\$ 300,000.00	4.0%	\$ 290,160.00
Gigamon Remote Support Engineer - Annual Contracted Remote Support (1 day / month, 12 consecutive months) Recommended for a customer with a changing Gigamon deployment requiring Gigamon expertise beyond their current staff capabilities.	\$ 25,000.00	4.0%	\$ 24,180.00
Gigamon Remote Support Engineer - Annual Contracted Remote Support (1 week / month, 12 consecutive months) Recommended for a customer with a large changing Gigamon deployment requiring Gigamon expertise beyond their current staff capabilities.	\$ 100,000.00	4.0%	\$ 96,720.00
Gigamon Remote Support Engineer - Annual Contracted Remote Support (2 weeks / month, 12 consecutive months) Recommended for a customer with a large rapidly changing Gigamon deployment requiring Gigamon expertise beyond their current staff capabilities.	\$ 175,000.00	4.0%	\$ 169,260.00

Gigamon Remote Support Engineer - Annual Contracted Remote Support (3 weeks / month, 12 consecutive months) Recommended for a customer with a large rapidly changing Gigamon deployment requiring Gigamon expertise beyond their current staff capabilities.	\$ 225,000.00	4.0%	\$ 217,620.00
Gigamon Remote Resident Support Engineer - Annual Contracted Remote Support - 48 Weeks, 12 consecutive months Recommended for a customer with a large rapidly changing Gigamon deployment requiring Gigamon expertise beyond their current staff capabilities.	\$ 275,000.00	4.0%	\$ 265,980.00
COMPACT Onsite Design and Deployment assistance, used within 6 months of services kick off date. COMPACT Onsite Design and Deployment assistance recommended where face to face contact is needed for improved communication, when physical onsite work needs	\$ 8,500.00	4.0%	\$ 8,221.20
FULLSIZE Onsite Design and Deployment assistance, used within 6 months of services kick off date. FULLSIZE Onsite Design and Deployment assistance recommended for larger and/or more complex assignments, where face to face contact is needed for improved c	\$ 15,000.00	4.0%	\$ 14,508.00
Onsite GigaHEALTH Network Assessment, used within 6 months of services kick off date. Onsite GigaHEALTH Network Assessment. Optimization assistance which provides on-site Gigamon resource to collect, analyze and provide recommended optimization recom	\$ 4,500.00	4.0%	\$ 4,352.40
MIDSIZE Onsite Design and Deployment assistance, used within 6 months of services kick off date. MIDSIZE Onsite Design and Deployment assistance recommended where face to face contact is needed for improved communication, when physical onsite work needs	\$ 10,500.00	4.0%	\$ 10,155.60
Gigamon PS Onsite Project Mgmt PS work-day, used within 6 months of services kick off date. Gigamon Onsite Project Management work-day applied to Gigamon design, deploy, maintain, or optimize project activity.	\$ 4,500.00	4.0%	\$ 4,352.40
Gigamon On-site PS work-day, used within 6 months of services kick off date. Gigamon On-site work-day used as needed for design, deploy, maintain, or optimize activity.	\$ 4,500.00	4.0%	\$ 4,352.40
Gigamon PS After Hours Uplift to standard work day, used within 6 months of services kick off date. Gigamon Professional Services After Hours Uplift for each after hours work-day (work requested outside of normal work-day hours). Typically used for init	\$ 500.00	4.0%	\$ 483.60
Gigamon PS add-on work day to Gigamon PS design/deployment assistance packages, use w/in 6 months. Gigamon Professional Services Additional work-day used only in combination with Gigamon PS design and deployment assistance packages as needed for larger o	\$ 2,000.00	4.0%	\$ 1,934.40
COMPACT Remote Design and Deployment assistance, used within 6 months of services kick off date. COMPACT Remote Design and Deployment assistance ideal for remote sites that don't require physical presence to accomplish project goals, or projects that do	\$ 6,000.00	4.0%	\$ 5,803.20
Remote GigaHEALTH Network Assessment, used within 6 months of services kick off date. Optimization assistance which provides remote Gigamon resource to collect, analyze and provide recommended optimization recommendations for customer's Gigamon solutio	\$ 3,000.00	4.0%	\$ 2,901.60
KICK START Remote Design and Deployment assistance, used w/in 6 months of services kick off date. KICK START Remote Design and Deployment assistance, ideal for software upgrades, small deployments, and limited feature additions. *includes up to 1 (one)	\$ 2,500.00	4.0%	\$ 2,418.00
Gigamon PS Remote Project Mgmt PS work-day, used within 6 months of services kick off date. Gigamon Remote Project Management work-day applied to Gigamon design, deploy, maintain, or optimize project activity.	\$ 3,000.00	4.0%	\$ 2,901.60

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APPENDIX C PRICING INDEX		Centrify	
Installation / Configuration / Technical Services and Training Packages	MSRP	DIR Customer Discount % off MSRP	DIR Customer Price
Remote Consulting Day - Infrastructure Services	\$ 2,200.00	2.75%	\$ 2,155.55
Project Manager	\$ 2,200.00	2.75%	\$ 2,155.55
Professional Services Architect	\$ 2,400.00	2.75%	\$ 2,351.51
Onsite Consulting Fixed Cost Travel - Week	\$ 3,000.00	2.75%	\$ 2,939.38
Centrify Analysis Package	\$ 14,000.00	2.75%	\$ 13,717.11
Centrify Annual Operations Health Check	\$ 35,230.00	2.75%	\$ 34,518.13
Infrastructure Services Operations Jump Start	\$ 15,000.00	2.75%	\$ 14,696.91
Infrastructure Services Operations Jump Start - Cleared Resource	\$ 17,000.00	2.75%	\$ 16,656.49
Infrastructure Services Mini Jump Start	\$ 11,000.00	2.75%	\$ 10,777.73
Infrastructure Services Windows Jump Start	\$ 24,050.00	2.75%	\$ 23,564.04
Infrastructure Services Basic Jump Start - 100	\$ 20,600.00	2.75%	\$ 20,183.75
Infrastructure Services Standard Jump Start - 300	\$ 42,000.00	2.75%	\$ 41,151.34
Infrastructure Services Professional Jump Start - 600	\$ 44,900.00	2.75%	\$ 43,992.74
Infrastructure Services Standard Upgrade Jump Start	\$ 49,300.00	2.75%	\$ 48,303.83
Infrastructure Services Basic PAS Jump Start	\$ 12,500.00	2.75%	\$ 12,247.42
Infrastructure Services Advanced Jump Start - 1000	\$ 62,000.00	2.75%	\$ 60,747.21
Infrastructure Services Upgrade Advanced Jump Start - 1000	\$ 66,000.00	2.75%	\$ 64,666.39
Centrify Training - Centrify Infrastructure Services Standard Edition –VILT, 4 days, 1	\$ 3,000.00	2.75%	\$ 2,939.38
Centrify Training - Centrify Infrastructure Services Enterprise Edition –VILT, 5 days, 1	\$ 3,750.00	2.75%	\$ 3,674.23
Centrify Training - Centrify Privileged Access Service - VILT, 2 days, 1 student	\$ 1,500.00	2.75%	\$ 1,469.69
Centrify Training - Centrify Privileged Access Service - ILT, 2 days, up to 10 students	\$ 7,500.00	2.75%	\$ 7,348.45
Centrify Training - Centrify Infrastructure Services Enterprise - Onsite Training	\$ 17,000.00	2.75%	\$ 16,656.49
Centrify Training - Centrify Infrastructure Services Standard Edition –E-Learning, 1 student	\$ 1,000.00	2.75%	\$ 979.79
Centrify Training - Centrify Infrastructure Services Enterprise Edition –E-Learning, 1	\$ 1,000.00	2.75%	\$ 979.79
Centrify Training - Centrify Privileged Access Service - E-Learning, 1 student	\$ 1,000.00	2.75%	\$ 979.79
Centrify Certified Systems Administrator Exam	\$ 125.00	2.75%	\$ 122.47
Centrify Certified Systems Engineer Exam	\$ 125.00	2.75%	\$ 122.47
immixTechnology, Inc DIR-TSO-4315			
APPENDIX C PRICING INDEX		Citrix Systems, Inc.	
Installation / Configuration / Technical Services and Training Packages	MSRP	DIR Customer Discount % off MSRP	DIR Customer Price
CLOUD PLATFORM TECHNICAL SVCS	\$ 40,000.00	5%	\$ 38,189.97
UP TO 46 HRS OF CCS TO BE SVCS	\$ 13,616.00	5%	\$ 13,027.65
UP TO 46 HRS OF CCS TO BE SVCS	\$ 13,616.00	5%	\$ 13,027.65
Citrix Services Voucher. Each voucher includes up to 46 hours of Citrix services for site planning, installation, or implementation activities. May include technical resource, QA reviews, and/or project oversight. Valid for 1 year.	\$ 13,616.00	5%	\$ 13,027.65
3YR 200 TRM HOURS ANG MNT LICs	\$ 120,000.00	5%	\$ 114,814.69
1YR 200 TRM Hours-ANG Maintenance - NEW	\$ 40,000.00	5%	\$ 38,271.56
Up to 48 hours of CCS to be applied towards future work. Must be scoped by CCS and completed within 1yr. Not subject to acceptance	\$ 17,040.00	5%	\$ 16,303.68
Up to 48 hours of CCS to be applied towards future work. Must be scoped by CCS and completed within 1yr. Not subject to acceptance	\$ 17,040.00	5%	\$ 16,303.68
Up to 48 hours of CCS to be applied towards future work. Must be scoped by CCS and completed within 1yr. Not subject to acceptance	\$ 17,040.00	5%	\$ 16,303.68
Up to 48 hours of CCS to be applied towards future work. Must be scoped by CCS and completed within 1yr. Not subject to acceptance	\$ 14,208.00	5%	\$ 13,594.08
Up to 48 hours of CCS to be applied towards future work. Must be scoped by CCS and completed within 1yr. Not subject to acceptance	\$ 14,208.00	5%	\$ 13,594.08
Up to 48 hours of CCS to be applied towards future work. Must be scoped by CCS and completed within 1yr. Not subject to acceptance	\$ 14,208.00	5%	\$ 13,594.08
Virtual Desktops Service	\$ 220.00	9%	\$ 202.25
Virtual Apps Service	\$ 220.00	9%	\$ 202.25
Secure Browser Service	\$ 60.00	9%	\$ 55.16
Endpoint Management Service	\$ 60.00	9%	\$ 55.16
Endpoint Management Service	\$ 75.00	9%	\$ 68.95
Endpoint Management Service	\$ 195.00	9%	\$ 179.26
Workspace Service, Edition- Standard, User, Path- Base (price is per user/per year)	\$ 144.00	9%	\$ 132.38
Workspace Service, Edition- Premium, User, Path- Base (price is per user/per year)	\$ 360.00	9%	\$ 330.95
Workspace Service, Edition- Premium Plus, User/Device, Path- Base (price is per user/per	\$ 500.00	9%	\$ 459.65

Workspace Service, Edition- Premium Plus, Concurrent, Path- Base (price is per user/per	\$ 1,100.00	9%	\$ 1,011.23
Priority for Virtual Desktops Svc U/D	\$ 11.00	9%	\$ 10.11
Priority for Virtual Apps Service U/D	\$ 11.00	9%	\$ 10.11
Priority for VA & VD Service U/D	\$ 15.00	9%	\$ 13.79
Priority for Workspace Service Std U	\$ 6.00	9%	\$ 5.52
Priority for Workspace Service Prm U	\$ 15.00	9%	\$ 13.79
Priority for Workspace Svc Prm Plus U/D	\$ 25.00	9%	\$ 22.98
Priority for Workspace Svc Prm Plus CCU	\$ 55.00	9%	\$ 50.56
Priority for Secure Browser Svc Std U/D	\$ 3.00	9%	\$ 2.76
Sharefile Service Unlimited	\$ 11.00	9%	\$ 10.11
Sharefile Service Unlimited	\$ 16.50	9%	\$ 15.17
Sharefile Service Unlimited	\$ 27.50	9%	\$ 25.28
Priority for Sharefile Svc Ultd Std U	\$ 0.55	9%	\$ 0.51
Priority for Sharefile Svc Ultd Adv U	\$ 0.83	9%	\$ 0.76
Priority for Sharefile Svc Ultd Prm U	\$ 1.38	9%	\$ 1.26
Virtualization Instructor-Led Training Voucher - 1 Day	\$ 1,000.00	9%	\$ 919.30
Virtualization Instructor-Led Training Voucher - 5 Day	\$ 5,000.00	9%	\$ 4,596.49
Virtualization Premium Instructor-Led Training Voucher - 5 Day	\$ 6,000.00	9%	\$ 5,515.79
Networking Instructor-Led Training Voucher - 1 Day	\$ 1,000.00	9%	\$ 919.30
Networking Instructor-Led Training Voucher - 5 Day	\$ 5,000.00	9%	\$ 4,596.49
Virtualization Instructor-Led Training Voucher - 2 Day	\$ 2,000.00	9%	\$ 1,838.60
Virtualization Instructor-Led Training Voucher - 3 Day	\$ 3,000.00	9%	\$ 2,757.90
Workspace Instructor-Led Training Voucher - 4 Day	\$ 4,000.00	9%	\$ 3,677.19
Networking Instructor-Led Training Voucher - 2 Day	\$ 2,000.00	9%	\$ 1,838.60
Networking Instructor-Led Training Voucher - 3 Day	\$ 3,000.00	9%	\$ 2,757.90
Networking Instructor-Led Training Voucher - 4 Day	\$ 4,000.00	9%	\$ 3,677.19
SHAREFILE REMOTE QUICKSTART	\$ 1,800.00	5%	\$ 1,722.22
Standard Exam Voucher	\$ 200.00	9%	\$ 183.86
XenMobile Instructor-Led Training Voucher - 1 Day	\$ 1,000.00	9%	\$ 919.30
XenMobile Instructor-Led Training Voucher - 2 Day	\$ 2,000.00	9%	\$ 1,838.60
XenMobile Instructor-Led Training Voucher - 3 Day	\$ 3,000.00	9%	\$ 2,757.90
XenMobile Instructor-Led Training Voucher - 4 Day	\$ 4,000.00	9%	\$ 3,677.19
XenMobile Instructor-Led Training Voucher - 5 Day	\$ 5,000.00	9%	\$ 4,596.49
Citrix ShareFile Hybrid QuickStart (up to 1000 users)	\$ 10,000.00	5%	\$ 9,567.90
Cloud Instructor-Led Training Voucher - 1 Day	\$ 1,000.00	5%	\$ 956.78
Cloud Instructor-Led Training Voucher - 2 Day	\$ 2,000.00	5%	\$ 1,913.58
Cloud Instructor-Led Training Voucher - 3 Day	\$ 3,000.00	5%	\$ 2,870.36
Cloud Instructor-Led Training Voucher - 4 Day	\$ 4,000.00	5%	\$ 3,827.15
Cloud Instructor-Led Training Voucher - 5 Day	\$ 5,000.00	5%	\$ 4,783.94
ARCHITECTURE WORKSHOP FOR SVCS	\$ 5,680.00	7%	\$ 5,348.85
Up to 46 hrs of CCS to be applied towards future work. Must be scoped by CCS and comple	\$ 16,330.00	5%	\$ 15,624.36
1YR CONS SERVICES CREDIT- NETWORKING UP TO 46 HRS OF CCS	\$ 16,330.00	5%	\$ 15,624.36
1YR CONS SERVICES VOUC	\$ 16,330.00	5%	\$ 15,624.36
ARCHITECTURE WORKSHOP FOR SVCS	\$ 5,680.00	5%	\$ 5,434.56
Networking Partner Citrix Group Training Pass 1-3 Day up to 12 Students 2-Labs 1-yr Expira	\$ 23,000.00	11%	\$ 20,630.77
Networking Partner Citrix Group Training Pass 1-3 Day up to 14 Students 2-Labs 1-yr Expira	\$ 25,000.00	11%	\$ 22,424.74
Networking Partner Citrix Group Training Pass 4-5 Day up to 12 Students 2-Labs 1-yr Expira	\$ 35,000.00	11%	\$ 31,394.64
Networking Partner Citrix Group Training Pass 4-5 Day up to 14 Students 2-Labs 1-yr Expira	\$ 40,000.00	11%	\$ 35,879.59
Cloud Partner Citrix Group Training Pass 4-5 Day up to 6 Students 1-Lab 1-yr Expiration	\$ 24,000.00	13%	\$ 20,968.43
Workspace Custom Citrix Group Training Pass 1-3 Day up to 6 Students 1-yr Expiration	\$ 17,000.00	9%	\$ 15,628.08
Workspace Custom Citrix Group Training Pass 1-3 Day up to 12 Students 1-yr Expiration	\$ 25,000.00	9%	\$ 22,982.46
Workspace Custom Citrix Group Training Pass 1-3 Day up to 14 Students 1-yr Expiration	\$ 27,000.00	9%	\$ 24,821.06
Virtualization Citrix Group Training Pass 4-5 Day up to 6 Students 1-Lab 1-yr Expiration	\$ 22,500.00	9%	\$ 20,684.22
Workspace Custom Citrix Group Training Pass 4-5 Day up to 12 Students 1-yr Expiration	\$ 30,000.00	9%	\$ 27,578.96
Workspace Custom Citrix Group Training Pass 4-5 Day up to 14 Students 1-yr Expiration	\$ 35,000.00	9%	\$ 32,175.45
Virtualization Citrix Group Training Pass 1-3 Day up to 12 Students 2-Labs 1-yr Expiration	\$ 23,000.00	5%	\$ 22,006.15
Virtualization Citrix Group Training Pass 1-3 Day up to 14 Students 2-Labs 1-yr Expiration	\$ 25,000.00	5%	\$ 23,919.73
Virtualization Citrix Group Training Pass 4-5 Day up to 12 Students 2-Labs 1-yr Expiration	\$ 35,000.00	7%	\$ 32,618.34
Virtualization Citrix Group Training Pass 4-5 Day up to 14 Students 2-Labs 1-yr Expiration	\$ 40,000.00	5%	\$ 38,271.56
Networking Custom Citrix Group Training Pass 1-3 Day up to 6 Students 1-yr Expiration	\$ 17,000.00	9%	\$ 15,628.08
Networking Custom Citrix Group Training Pass 1-3 Day up to 12 Students 1-yr Expiration	\$ 25,000.00	9%	\$ 22,982.46
Networking Custom Citrix Group Training Pass 1-3 Day up to 14 Students 1-yr Expiration	\$ 27,000.00	9%	\$ 24,821.06
Networking Citrix Group Training Pass 4-5 Day up to 6 Students 1-Lab 1-yr Expiration	\$ 22,500.00	9%	\$ 20,684.22
Networking Custom Citrix Group Training Pass 4-5 Day up to 12 Students 1-yr Expiration	\$ 30,000.00	9%	\$ 27,578.96
Networking Custom Citrix Group Training Pass 4-5 Day up to 14 Students 1-yr Expiration	\$ 35,000.00	9%	\$ 32,175.45
Networking Citrix Group Training Pass 1-3 Day up to 12 Students 2-Labs 1-yr Expiration	\$ 23,000.00	5%	\$ 22,006.15
Networking Citrix Group Training Pass 1-3 Day up to 14 Students 2-Labs 1-yr Expiration	\$ 25,000.00	5%	\$ 23,919.73

Networking Citrix Group Training Pass 4-5 Day up to 12 Students 2-Labs 1-yr Expiration	\$ 35,000.00	7%	\$ 32,618.34
Networking Citrix Group Training Pass 4-5 Day up to 14 Students 2-Labs 1-yr Expiration	\$ 40,000.00	5%	\$ 38,271.56
Cloud Citrix Group Training Pass 4-5 Day up to 6 Students 1-Lab 1-yr Expiration	\$ 24,000.00	8%	\$ 22,136.03
Cloud Citrix Group Training Pass 1-3 Day up to 12 Students 2-Labs 1-yr Expiration	\$ 23,000.00	5%	\$ 22,006.15
Cloud Citrix Group Training Pass 1-3 Day up to 14 Students 2-Labs 1-yr Expiration	\$ 25,000.00	5%	\$ 23,919.73
Cloud Citrix Group Training Pass 4-5 Day up to 12 Students 2-Labs 1-yr Expiration	\$ 35,000.00	7%	\$ 32,618.34
Cloud Citrix Group Training Pass 4-5 Day up to 14 Students 2-Labs 1-yr Expiration	\$ 40,000.00	5%	\$ 38,271.56
End Point Mgmt Custom Citrix Group Training Pass 1-3 Day up to 6 Students 1-yr Expiration	\$ 17,000.00	9%	\$ 15,628.08
End Point Mgmt Custom Citrix Group Training Pass 1-3 Day up to 12 Students 1-yr Expiration	\$ 25,000.00	9%	\$ 22,982.46
End Point Mgmt Custom Citrix Group Training Pass 1-3 Day up to 14 Students 1-yr Expiration	\$ 27,000.00	9%	\$ 24,821.06
Mobility Citrix Group Training Pass 4-5 Day up to 6 Students 1-Lab 1-yr Expiration	\$ 22,500.00	9%	\$ 20,684.22
End Point Mgmt Custom Citrix Group Training Pass 4-5 Day up to 12 Students 1-yr Expiration	\$ 30,000.00	9%	\$ 27,578.96
End Point Mgmt Custom Citrix Group Training Pass 4-5 Day up to 14 Students 1-yr Expiration	\$ 35,000.00	9%	\$ 32,175.45
Mobility Citrix Group Training Pass 1-3 Day up to 12 Students 2-Labs 1-yr Expiration	\$ 23,000.00	5%	\$ 22,006.15
Mobility Citrix Group Training Pass 1-3 Day up to 14 Students 2-Labs 1-yr Expiration	\$ 25,000.00	5%	\$ 23,919.73
Mobility Citrix Group Training Pass 4-5 Day up to 12 Students 2-Labs 1-yr Expiration	\$ 35,000.00	7%	\$ 32,618.34
Mobility Citrix Group Training Pass 4-5 Day up to 14 Students 2-Labs 1-yr Expiration	\$ 40,000.00	5%	\$ 38,271.56
Workspace Standard Group Training Pass 1-3 Day up to 6 Students 1-Lab 1-yr Expiration	\$ 12,000.00	9%	\$ 11,031.58
Workspace Standard Group Training Pass 1-3 Day up to 12 Students 1-Lab 1-yr Expiration	\$ 20,000.00	9%	\$ 18,385.97
Workspace Standard Group Training Pass 1-3 Day up to 14 Students 1-Lab 1-yr Expiration	\$ 22,000.00	9%	\$ 20,224.57
Workspace Standard Group Training Pass 4-5 Day up to 6 Students 1-Lab 1-yr Expiration	\$ 17,500.00	9%	\$ 16,087.72
Workspace Standard Group Training Pass 4-5 Day up to 12 Students 1-Lab 1-yr Expiration	\$ 25,000.00	9%	\$ 22,982.46
Workspace Standard Group Training Pass 4-5 Day up to 14 Students 1-Lab 1-yr Expiration	\$ 30,000.00	9%	\$ 27,578.96
Networking Standard Group Training Pass 1-3 Day up to 6 Students 1-yr Expiration	\$ 12,000.00	9%	\$ 11,031.58
Networking Standard Group Training Pass 1-3 Day up to 12 Students 1-yr Expiration	\$ 20,000.00	9%	\$ 18,385.97
Networking Standard Group Training Pass 1-3 Day up to 14 Students 1-yr Expiration	\$ 22,000.00	9%	\$ 20,224.57
Networking Standard Group Training Pass 4-5 Day up to 6 Students 1-yr Expiration	\$ 17,500.00	9%	\$ 16,087.72
Networking Standard Group Training Pass 4-5 Day up to 12 Students 1-yr Expiration	\$ 25,000.00	9%	\$ 22,982.46
Networking Standard Group Training Pass 4-5 Day up to 14 Students 1-yr Expiration	\$ 30,000.00	9%	\$ 27,578.96
End Point Mgmt Standard Group Training Pass 1-3 Day up to 6 Students 1-yr Expiration	\$ 12,000.00	9%	\$ 11,031.58
End Point Mgmt Standard Group Training Pass 1-3 Day up to 12 Students 1-yr Expiration	\$ 20,000.00	9%	\$ 18,385.97
End Point Mgmt Standard Group Training Pass 1-3 Day up to 14 Students 1-yr Expiration	\$ 22,000.00	9%	\$ 20,224.57
End Point Mgmt Standard Group Training Pass 4-5 Day up to 6 Students 1-yr Expiration	\$ 17,500.00	9%	\$ 16,087.72
End Point Mgmt Standard Group Training Pass 4-5 Day up to 12 Students 1-yr Expiration	\$ 25,000.00	9%	\$ 22,982.46
End Point Mgmt Standard Group Training Pass 4-5 Day up to 14 Students 1-yr Expiration	\$ 30,000.00	9%	\$ 27,578.96
ShareFile Instructor-Led Training Voucher - 1 Day	\$ 1,000.00	9%	\$ 919.30
ShareFile Instructor-Led Training Voucher - 2 Day	\$ 2,000.00	9%	\$ 1,838.60
ShareFile Instructor-Led Training Voucher - 3 Day	\$ 3,000.00	9%	\$ 2,757.90
ShareFile Instructor-Led Training Voucher - 4 Day	\$ 4,000.00	9%	\$ 3,677.19
ShareFile Instructor-Led Training Voucher - 5 Day	\$ 5,000.00	9%	\$ 4,596.49
ShareFile Premium Instructor-Led Training Voucher - 5 Day	\$ 6,000.00	9%	\$ 5,515.79
ShareFile Custom Citrix Group Training Pass 1-3 Day up to 6 Students 1-yr Expiration	\$ 17,000.00	9%	\$ 15,628.08
ShareFile Custom Citrix Group Training Pass 1-3 Day up to 12 Students 1-yr Expiration	\$ 25,000.00	9%	\$ 22,982.46
ShareFile Custom Citrix Group Training Pass 1-3 Day up to 14 Students 1-yr Expiration	\$ 27,000.00	9%	\$ 24,821.06
ShareFile Custom Citrix Group Training Pass 4-5 Day up to 6 Students 1-yr Expiration	\$ 22,500.00	9%	\$ 20,684.22
ShareFile Custom Citrix Group Training Pass 4-5 Day up to 12 Students 1-yr Expiration	\$ 30,000.00	9%	\$ 27,578.96
ShareFile Custom Citrix Group Training Pass 4-5 Day up to 14 Students 1-yr Expiration	\$ 35,000.00	9%	\$ 32,175.45
ShareFile Standard Citrix Group Training Pass 1-3 Day up to 12 Students 1-yr Expiration	\$ 20,000.00	9%	\$ 18,385.97
ShareFile Standard Citrix Group Training Pass 1-3 Day up to 14 Students 1-yr Expiration	\$ 22,000.00	9%	\$ 20,224.57
ShareFile Standard Citrix Group Training Pass 1-3 Day up to 6 Students 1-yr Expiration	\$ 12,000.00	9%	\$ 11,031.58
ShareFile Standard Citrix Group Training Pass 4-5 Day up to 12 Students 1-yr Expiration	\$ 25,000.00	9%	\$ 22,982.46
ShareFile Standard Citrix Group Training Pass 4-5 Day up to 14 Students 1-yr Expiration	\$ 30,000.00	9%	\$ 27,578.96
ShareFile Standard Citrix Group Training Pass 4-5 Day up to 6 Students 1-yr Expiration	\$ 17,500.00	9%	\$ 16,087.72
Annual eLearning Subscription	\$ 1,200.00	9%	\$ 1,103.16
Citrix Education Tokens: One Token	\$ 25.00	9%	\$ 22.98
Citrix Education Tokens: 8 Tokens - 1 Year Expiration	\$ 200.00	9%	\$ 183.86
Citrix Education Tokens: 20 Tokens - 1 Year Expiration	\$ 500.00	9%	\$ 459.65
Citrix Education Tokens: 40 Tokens - 1 Year Expiration	\$ 900.00	9%	\$ 827.37
Citrix Education Tokens: 60 Tokens - 1 Year Expiration	\$ 1,200.00	9%	\$ 1,103.16
1-Student GTP Add-On (1-3 day course)	\$ 1,500.00	9%	\$ 1,378.95
1-Student GTP Add-On (4-5 day course)	\$ 2,500.00	9%	\$ 2,298.25
Citrix eLearning Subscription Voucher – Expires after 12 months	\$ 600.00	13%	\$ 524.21
Premium Exam Voucher	\$ 300.00	9%	\$ 275.79

Vendor Price includes DIR Administration Fee