

**Appendix C Pricing Index  
DIR-CPO-4415**

<b>Manufacturer/Brand</b>	<b>Products / Services</b>	<b>DIR Customer Discount % off MSRP</b>
Nutanix	Software	25.00%
Nutanix	Hardware	30.00%
Nutanix	Support & Maintenance	17.00%
Nutanix	Technical Services	9.00%
Nutanix	Education & Training Credits	5.00%
Nutanix	Conference Passes	5.00%
Pure Storage	Hardware	37.00%
Pure Storage	Flash System Support & Maintenance	6.00%
Pure Storage	Technical Services	7.00%
Cohesity	Hardware & Software	40.00%
Cohesity	Support & Maintenance	15.00%
Infinidat	Hardware & Software	35.00%
Infinidat	Support & Maintenance	20.00%
Infinidat	Technical Services	15.00%
Veritas	Hardware & Software	
Veritas	Netbackup & Clearwell Appliance	16.00%
Veritas	Veritas Backup Exec Software	12.00%
Veritas	Veritas Netbackup & all otherSoftware	17.00%
Veritas	Veritas Installation	5.00%
Veritas	Veritas Maintenance	5.00%
Veritas	All Veritas Maintenance Renewals	4.50%
Veritas	VeritasTraining	5.00%
Actifio	Hardware & Software	61.00%
Actifio	Technical Services	15.00%
Actifio	Maintenance & Support	15.00%
Extrahop Networks	Hardware & Software	15.00%
Extrahop Networks	Maintenance & Support	7.00%
Extrahop Networks	Technical Services	7.00%
Extrahop Networks	Training	7.00%
Palo Alto Networks	Hardware & Software	25.00%
Palo Alto Networks	Service & Support	6.00%
Palo Alto Networks	Training	6.00%
Fortinet	Hardware & Software	29.00%
Fortinet	Support & Maintenance	10.00%
SilverPeak	Hardware & Software	15.75%

Manufacturer/Brand	Products / Services	DIR Customer Discount % off MSRP
SilverPeak	Maintenance & Support	9.25%
SilverPeak	Technical Services	5.00%
Riverbed	WAN Optimization	25.00%
Riverbed	Storage Delivery	25.00%
Riverbed	Performance Management	25.00%
Riverbed	Technical Services	7.00%
Riverbed	Maintenance & Support	7.00%
Arista	Hardware & Software	16.00%
Arista	Technical Services	5.00%
Arista	Maintenance & Support	7.00%
Juniper	Hardware & Software	45.00%
Juniper	Technical Services	10.00%
Juniper	Maintenance & Support	5.00%
Juniper	Training & Education	5.00%
Gigamon	Hardware & Software	10.00%
Gigamon	Technical Services	5.00%
Gigamon	Maintenance & Support	3.00%
Gigamon	Training & Education	5.00%
Checkpoint	Hardware & Software	39.50%
Checkpoint	Technical Services	6.00%
Checkpoint	Maintenance & Support	6.00%
Checkpoint	Training & Education	6.00%
F5	Hardware & Software	28.00%
F5	Installation/Migration/Assmt.	20.00%
F5	Maintenance & Support	28.00%
F5	Training & Education	5.00%

Additional Discount Based On Aggregate Sales			
Contract Sales Threshold	Product or Category Description	Additional Discount	Total Discount
\$250,000 - \$999,999	Total PO	(+) 1%	11.00%
\$1 000,000 - \$1,999,999	Total PO	(+) 2%	12.00%
\$2,000,000 +	Total PO	(+) 3%	13.00%