

**Appendix C Pricing Index  
DIR-CPO-4764**

<b>Varonis</b>						
<b>CATEGORY</b>	<b>BRAND</b>	<b>PRODUCT DESCRIPTION</b>	<b>PRODUCT PART NUMBER</b>	<b>MSRP</b>	<b>DIR Customer Discount % off MSRP</b>	<b>DIR Customer Price</b>
Data Security Software	Varonis	DatAdvantage - WIN OS	DAW-0-50OS	\$193.13	12.00%	\$171.23
Data Security Software	Varonis	DatAdvantage - WIN OS	DAW-51-100OS	\$134.90	12.00%	\$119.60
Data Security Software	Varonis	DatAdvantage - WIN OS	DAW-101-250OS	\$105.79	12.00%	\$93.79
Data Security Software	Varonis	DatAdvantage - WIN OS	DAW-251-500OS	\$80.55	12.00%	\$71.42
Data Security Software	Varonis	DatAdvantage - WIN OS	DAW-501-750OS	\$65.02	12.00%	\$57.65
Data Security Software	Varonis	DatAdvantage - WIN OS	DAW-751-1000OS	\$60.17	12.00%	\$53.35
Data Security Software	Varonis	DatAdvantage - WIN OS	DAW-1001-1500OS	\$55.32	12.00%	\$49.05
Data Security Software	Varonis	DatAdvantage - WIN OS	DAW-1501-2000OS	\$49.98	12.00%	\$44.31
Data Security Software	Varonis	DatAdvantage - WIN OS	DAW-2001-2500OS	\$46.58	12.00%	\$41.30
Data Security Software	Varonis	DatAdvantage - WIN OS	DAW-2501-4000OS	\$43.67	12.00%	\$38.72
Data Security Software	Varonis	DatAdvantage - WIN OS	DAW-4001-6000OS	\$40.76	12.00%	\$36.14
Data Security Software	Varonis	DatAdvantage - WIN OS	DAW-6001-8000OS	\$37.85	12.00%	\$33.56
Data Security Software	Varonis	DatAdvantage - WIN OS	DAW-8001-10KOS	\$35.91	12.00%	\$31.84
Data Security Software	Varonis	DatAdvantage - WIN OS	DAW-10K-20KOS	\$33.97	12.00%	\$30.12
Data Security Software	Varonis	DatAdvantage - WIN OS	DAW-20K-35KOS	\$32.03	12.00%	\$28.40
Data Security Software	Varonis	DatAdvantage - WIN OS	DAW-35K-50KOS	\$31.06	12.00%	\$27.54
Data Security Software	Varonis	DatAdvantage - WIN OS	DAW-50K-100KOS	\$30.09	12.00%	\$26.68
Data Security Software	Varonis	DatAdvantage - WIN OS	DAW-100K-150KOS	\$29.12	12.00%	\$25.82
Data Security Software	Varonis	DatAdvantage - WIN OS	DAW-150K+OS	\$28.63	12.00%	\$25.38
Data Security Software	Varonis	DatAdvantage - WIN MS	DAW-0-50MS	\$66.66	12.00%	\$59.10
Data Security Software	Varonis	DatAdvantage - WIN MS	DAW-51-100MS	\$46.56	12.00%	\$41.28
Data Security Software	Varonis	DatAdvantage - WIN MS	DAW-101-250MS	\$36.51	12.00%	\$32.37
Data Security Software	Varonis	DatAdvantage - WIN MS	DAW-251-500MS	\$27.80	12.00%	\$24.65
Data Security Software	Varonis	DatAdvantage - WIN MS	DAW-501-750MS	\$22.44	12.00%	\$19.90
Data Security Software	Varonis	DatAdvantage - WIN MS	DAW-751-1000MS	\$20.77	12.00%	\$18.41
Data Security Software	Varonis	DatAdvantage - WIN MS	DAW-1001-1500MS	\$19.09	12.00%	\$16.93
Data Security Software	Varonis	DatAdvantage - WIN MS	DAW-1501-2000MS	\$17.25	12.00%	\$15.29
Data Security Software	Varonis	DatAdvantage - WIN MS	DAW-2001-2500MS	\$16.08	12.00%	\$14.26
Data Security Software	Varonis	DatAdvantage - WIN MS	DAW-2501-4000MS	\$15.07	12.00%	\$13.36

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Data Security Software	Varonis	DatAdvantage - WIN MS	DAW-4001-6000MS	\$14.07	12.00%	\$12.47
Data Security Software	Varonis	DatAdvantage - WIN MS	DAW-6001-8000MS	\$13.06	12.00%	\$11.58
Data Security Software	Varonis	DatAdvantage - WIN MS	DAW-8001-10KMS	\$12.39	12.00%	\$10.98
Data Security Software	Varonis	DatAdvantage - WIN MS	DAW-10K-20KMS	\$11.72	12.00%	\$10.39
Data Security Software	Varonis	DatAdvantage - WIN MS	DAW-20K-35KMS	\$11.05	12.00%	\$9.80
Data Security Software	Varonis	DatAdvantage - WIN MS	DAW-35K-50KMS	\$10.72	12.00%	\$9.50
Data Security Software	Varonis	DatAdvantage - WIN MS	DAW-50K-100KMS	\$10.38	12.00%	\$9.20
Data Security Software	Varonis	DatAdvantage - WIN MS	DAW-100K-150KMS	\$10.05	12.00%	\$8.91
Data Security Software	Varonis	DatAdvantage - WIN MS	DAW-150K+MS	\$9.88	12.00%	\$8.76
Data Security Software	Varonis	DatAdvantage - DS OS	DADS-0-500S	\$193.13	12.00%	\$171.23
Data Security Software	Varonis	DatAdvantage - DS OS	DADS-51-1000S	\$134.90	12.00%	\$119.60
Data Security Software	Varonis	DatAdvantage - DS OS	DADS-101-2500S	\$105.79	12.00%	\$93.79
Data Security Software	Varonis	DatAdvantage - DS OS	DADS-251-5000S	\$80.55	12.00%	\$71.42
Data Security Software	Varonis	DatAdvantage - DS OS	DADS-501-7500S	\$65.02	12.00%	\$57.65
Data Security Software	Varonis	DatAdvantage - DS OS	DADS-751-10000S	\$60.17	12.00%	\$53.35
Data Security Software	Varonis	DatAdvantage - DS OS	DADS-1001-15000S	\$55.32	12.00%	\$49.05
Data Security Software	Varonis	DatAdvantage - DS OS	DADS-1501-20000S	\$49.98	12.00%	\$44.31
Data Security Software	Varonis	DatAdvantage - DS OS	DADS-2001-25000S	\$46.58	12.00%	\$41.30
Data Security Software	Varonis	DatAdvantage - DS OS	DADS-2501-40000S	\$43.67	12.00%	\$38.72
Data Security Software	Varonis	DatAdvantage - DS OS	DADS-4001-60000S	\$40.76	12.00%	\$36.14
Data Security Software	Varonis	DatAdvantage - DS OS	DADS-6001-80000S	\$37.85	12.00%	\$33.56
Data Security Software	Varonis	DatAdvantage - DS OS	DADS-8001-10KOS	\$35.91	12.00%	\$31.84
Data Security Software	Varonis	DatAdvantage - DS OS	DADS-10K-20KOS	\$33.97	12.00%	\$30.12
Data Security Software	Varonis	DatAdvantage - DS OS	DADS-20K-35KOS	\$32.03	12.00%	\$28.40
Data Security Software	Varonis	DatAdvantage - DS OS	DADS-35K-50KOS	\$31.06	12.00%	\$27.54
Data Security Software	Varonis	DatAdvantage - DS OS	DADS-50K-100KOS	\$30.09	12.00%	\$26.68
Data Security Software	Varonis	DatAdvantage - DS OS	DADS-100K-150KOS	\$29.12	12.00%	\$25.82
Data Security Software	Varonis	DatAdvantage - DS OS	DADS-150K+OS	\$28.63	12.00%	\$25.38
Data Security Software	Varonis	DatAdvantage - DS MS	DADS-0-50MS	\$66.66	12.00%	\$59.10

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<b>CATEGORY</b>	<b>BRAND</b>	<b>PRODUCT DESCRIPTION</b>	<b>PRODUCT PART NUMBER</b>	<b>MSRP</b>	<b>DIR Customer Discount % off MSRP</b>	<b>DIR Customer Price</b>
Data Security Software	Varonis	DatAdvantage - DS MS	DADS-51-100MS	\$46.56	12.00%	\$41.28
Data Security Software	Varonis	DatAdvantage - DS MS	DADS-101-250MS	\$36.51	12.00%	\$32.37
Data Security Software	Varonis	DatAdvantage - DS MS	DADS-251-500MS	\$27.80	12.00%	\$24.65
Data Security Software	Varonis	DatAdvantage - DS MS	DADS-501-750MS	\$22.44	12.00%	\$19.90
Data Security Software	Varonis	DatAdvantage - DS MS	DADS-751-1000MS	\$20.77	12.00%	\$18.41
Data Security Software	Varonis	DatAdvantage - DS MS	DADS-1001-1500MS	\$19.09	12.00%	\$16.93
Data Security Software	Varonis	DatAdvantage - DS MS	DADS-1501-2000MS	\$17.25	12.00%	\$15.29
Data Security Software	Varonis	DatAdvantage - DS MS	DADS-2001-2500MS	\$16.08	12.00%	\$14.26
Data Security Software	Varonis	DatAdvantage - DS MS	DADS-2501-4000MS	\$15.07	12.00%	\$13.36
Data Security Software	Varonis	DatAdvantage - DS MS	DADS-4001-6000MS	\$14.07	12.00%	\$12.47
Data Security Software	Varonis	DatAdvantage - DS MS	DADS-6001-8000MS	\$13.06	12.00%	\$11.58
Data Security Software	Varonis	DatAdvantage - DS MS	DADS-8001-10KMS	\$12.39	12.00%	\$10.98
Data Security Software	Varonis	DatAdvantage - DS MS	DADS-10K-20KMS	\$11.72	12.00%	\$10.39
Data Security Software	Varonis	DatAdvantage - DS MS	DADS-20K-35KMS	\$11.05	12.00%	\$9.80
Data Security Software	Varonis	DatAdvantage - DS MS	DADS-35K-50KMS	\$10.72	12.00%	\$9.50
Data Security Software	Varonis	DatAdvantage - DS MS	DADS-50K-100KMS	\$10.38	12.00%	\$9.20
Data Security Software	Varonis	DatAdvantage - DS MS	DADS-100K-150KMS	\$10.05	12.00%	\$8.91
Data Security Software	Varonis	DatAdvantage - DS MS	DADS-150K+MS	\$9.88	12.00%	\$8.76
Data Security Software	Varonis	DatAdvantage - SP OS	DASP-0-500S	\$193.13	12.00%	\$171.23
Data Security Software	Varonis	DatAdvantage - SP OS	DASP-51-1000S	\$134.90	12.00%	\$119.60
Data Security Software	Varonis	DatAdvantage - SP OS	DASP-101-2500S	\$105.79	12.00%	\$93.79
Data Security Software	Varonis	DatAdvantage - SP OS	DASP-251-5000S	\$80.55	12.00%	\$71.42
Data Security Software	Varonis	DatAdvantage - SP OS	DASP-501-7500S	\$65.02	12.00%	\$57.65
Data Security Software	Varonis	DatAdvantage - SP OS	DASP-751-10000S	\$60.17	12.00%	\$53.35
Data Security Software	Varonis	DatAdvantage - SP OS	DASP-1001-15000S	\$55.32	12.00%	\$49.05
Data Security Software	Varonis	DatAdvantage - SP OS	DASP-1501-20000S	\$49.98	12.00%	\$44.31
Data Security Software	Varonis	DatAdvantage - SP OS	DASP-2001-25000S	\$46.58	12.00%	\$41.30
Data Security Software	Varonis	DatAdvantage - SP OS	DASP-2501-40000S	\$43.67	12.00%	\$38.72
Data Security Software	Varonis	DatAdvantage - SP OS	DASP-4001-60000S	\$40.76	12.00%	\$36.14

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Data Security Software	Varonis	DatAdvantage - SP OS	DASP-6001-8000OS	\$37.85	12.00%	\$33.56
Data Security Software	Varonis	DatAdvantage - SP OS	DASP-8001-10KOS	\$35.91	12.00%	\$31.84
Data Security Software	Varonis	DatAdvantage - SP OS	DASP-10K-20KOS	\$33.97	12.00%	\$30.12
Data Security Software	Varonis	DatAdvantage - SP OS	DASP-20K-35KOS	\$32.03	12.00%	\$28.40
Data Security Software	Varonis	DatAdvantage - SP OS	DASP-35K-50KOS	\$31.06	12.00%	\$27.54
Data Security Software	Varonis	DatAdvantage - SP OS	DASP-50K-100KOS	\$30.09	12.00%	\$26.68
Data Security Software	Varonis	DatAdvantage - SP OS	DASP-100K-150KOS	\$29.12	12.00%	\$25.82
Data Security Software	Varonis	DatAdvantage - SP OS	DASP-150K+OS	\$28.63	12.00%	\$25.38
Data Security Software	Varonis	DatAdvantage - SP MS	DASP-0-50MS	\$66.66	12.00%	\$59.10
Data Security Software	Varonis	DatAdvantage - SP MS	DASP-51-100MS	\$46.56	12.00%	\$41.28
Data Security Software	Varonis	DatAdvantage - SP MS	DASP-101-250MS	\$36.51	12.00%	\$32.37
Data Security Software	Varonis	DatAdvantage - SP MS	DASP-251-500MS	\$27.80	12.00%	\$24.65
Data Security Software	Varonis	DatAdvantage - SP MS	DASP-501-750MS	\$22.44	12.00%	\$19.90
Data Security Software	Varonis	DatAdvantage - SP MS	DASP-751-1000MS	\$20.77	12.00%	\$18.41
Data Security Software	Varonis	DatAdvantage - SP MS	DASP-1001-1500MS	\$19.09	12.00%	\$16.93
Data Security Software	Varonis	DatAdvantage - SP MS	DASP-1501-2000MS	\$17.25	12.00%	\$15.29
Data Security Software	Varonis	DatAdvantage - SP MS	DASP-2001-2500MS	\$16.08	12.00%	\$14.26
Data Security Software	Varonis	DatAdvantage - SP MS	DASP-2501-4000MS	\$15.07	12.00%	\$13.36
Data Security Software	Varonis	DatAdvantage - SP MS	DASP-4001-6000MS	\$14.07	12.00%	\$12.47
Data Security Software	Varonis	DatAdvantage - SP MS	DASP-6001-8000MS	\$13.06	12.00%	\$11.58
Data Security Software	Varonis	DatAdvantage - SP MS	DASP-8001-10KMS	\$12.39	12.00%	\$10.98
Data Security Software	Varonis	DatAdvantage - SP MS	DASP-10K-20KMS	\$11.72	12.00%	\$10.39
Data Security Software	Varonis	DatAdvantage - SP MS	DASP-20K-35KMS	\$11.05	12.00%	\$9.80
Data Security Software	Varonis	DatAdvantage - SP MS	DASP-35K-50KMS	\$10.72	12.00%	\$9.50
Data Security Software	Varonis	DatAdvantage - SP MS	DASP-50K-100KMS	\$10.38	12.00%	\$9.20
Data Security Software	Varonis	DatAdvantage - SP MS	DASP-100K-150KMS	\$10.05	12.00%	\$8.91
Data Security Software	Varonis	DatAdvantage - SP MS	DASP-150K+MS	\$9.88	12.00%	\$8.76
Data Security Software	Varonis	DatAdvantage - EX OS	DAEX-0-50OS	\$193.13	12.00%	\$171.23
Data Security Software	Varonis	DatAdvantage - EX OS	DAEX-51-100OS	\$134.90	12.00%	\$119.60

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<b>CATEGORY</b>	<b>BRAND</b>	<b>PRODUCT DESCRIPTION</b>	<b>PRODUCT PART NUMBER</b>	<b>MSRP</b>	<b>DIR Customer Discount % off MSRP</b>	<b>DIR Customer Price</b>
Data Security Software	Varonis	DatAdvantage - EX OS	DAEX-101-2500S	\$105.79	12.00%	\$93.79
Data Security Software	Varonis	DatAdvantage - EX OS	DAEX-251-5000S	\$80.55	12.00%	\$71.42
Data Security Software	Varonis	DatAdvantage - EX OS	DAEX-501-7500S	\$65.02	12.00%	\$57.65
Data Security Software	Varonis	DatAdvantage - EX OS	DAEX-751-10000S	\$60.17	12.00%	\$53.35
Data Security Software	Varonis	DatAdvantage - EX OS	DAEX-1001-15000S	\$55.32	12.00%	\$49.05
Data Security Software	Varonis	DatAdvantage - EX OS	DAEX-1501-20000S	\$49.98	12.00%	\$44.31
Data Security Software	Varonis	DatAdvantage - EX OS	DAEX-2001-25000S	\$46.58	12.00%	\$41.30
Data Security Software	Varonis	DatAdvantage - EX OS	DAEX-2501-40000S	\$43.67	12.00%	\$38.72
Data Security Software	Varonis	DatAdvantage - EX OS	DAEX-4001-60000S	\$40.76	12.00%	\$36.14
Data Security Software	Varonis	DatAdvantage - EX OS	DAEX-6001-80000S	\$37.85	12.00%	\$33.56
Data Security Software	Varonis	DatAdvantage - EX OS	DAEX-8001-10KOS	\$35.91	12.00%	\$31.84
Data Security Software	Varonis	DatAdvantage - EX OS	DAEX-10K-20KOS	\$33.97	12.00%	\$30.12
Data Security Software	Varonis	DatAdvantage - EX OS	DAEX-20K-35KOS	\$32.03	12.00%	\$28.40
Data Security Software	Varonis	DatAdvantage - EX OS	DAEX-35K-50KOS	\$31.06	12.00%	\$27.54
Data Security Software	Varonis	DatAdvantage - EX OS	DAEX-50K-100KOS	\$30.09	12.00%	\$26.68
Data Security Software	Varonis	DatAdvantage - EX OS	DAEX-100K-150KOS	\$29.12	12.00%	\$25.82
Data Security Software	Varonis	DatAdvantage - EX OS	DAEX-150K+OS	\$28.63	12.00%	\$25.38
Data Security Software	Varonis	DatAdvantage - EX MS	DAEX-0-50MS	\$66.66	12.00%	\$59.10
Data Security Software	Varonis	DatAdvantage - EX MS	DAEX-51-100MS	\$46.56	12.00%	\$41.28
Data Security Software	Varonis	DatAdvantage - EX MS	DAEX-101-250MS	\$36.51	12.00%	\$32.37
Data Security Software	Varonis	DatAdvantage - EX MS	DAEX-251-500MS	\$27.80	12.00%	\$24.65
Data Security Software	Varonis	DatAdvantage - EX MS	DAEX-501-750MS	\$22.44	12.00%	\$19.90
Data Security Software	Varonis	DatAdvantage - EX MS	DAEX-751-1000MS	\$20.77	12.00%	\$18.41
Data Security Software	Varonis	DatAdvantage - EX MS	DAEX-1001-1500MS	\$19.09	12.00%	\$16.93
Data Security Software	Varonis	DatAdvantage - EX MS	DAEX-1501-2000MS	\$17.25	12.00%	\$15.29
Data Security Software	Varonis	DatAdvantage - EX MS	DAEX-2001-2500MS	\$16.08	12.00%	\$14.26
Data Security Software	Varonis	DatAdvantage - EX MS	DAEX-2501-4000MS	\$15.07	12.00%	\$13.36
Data Security Software	Varonis	DatAdvantage - EX MS	DAEX-4001-6000MS	\$14.07	12.00%	\$12.47
Data Security Software	Varonis	DatAdvantage - EX MS	DAEX-6001-8000MS	\$13.06	12.00%	\$11.58

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Data Security Software	Varonis	DatAdvantage - EX MS	DAEX-8001-10KMS	\$12.39	12.00%	\$10.98
Data Security Software	Varonis	DatAdvantage - EX MS	DAEX-10K-20KMS	\$11.72	12.00%	\$10.39
Data Security Software	Varonis	DatAdvantage - EX MS	DAEX-20K-35KMS	\$11.05	12.00%	\$9.80
Data Security Software	Varonis	DatAdvantage - EX MS	DAEX-35K-50KMS	\$10.72	12.00%	\$9.50
Data Security Software	Varonis	DatAdvantage - EX MS	DAEX-50K-100KMS	\$10.38	12.00%	\$9.20
Data Security Software	Varonis	DatAdvantage - EX MS	DAEX-100K-150KMS	\$10.05	12.00%	\$8.91
Data Security Software	Varonis	DatAdvantage - EX MS	DAEX-150K+MS	\$9.88	12.00%	\$8.76
Data Security Software	Varonis	DatAdvantage - NIX OS	DAUX-0-50OS	\$193.13	12.00%	\$171.23
Data Security Software	Varonis	DatAdvantage - NIX OS	DAUX-51-100OS	\$134.90	12.00%	\$119.60
Data Security Software	Varonis	DatAdvantage - NIX OS	DAUX-101-250OS	\$105.79	12.00%	\$93.79
Data Security Software	Varonis	DatAdvantage - NIX OS	DAUX-251-500OS	\$80.55	12.00%	\$71.42
Data Security Software	Varonis	DatAdvantage - NIX OS	DAUX-501-750OS	\$65.02	12.00%	\$57.65
Data Security Software	Varonis	DatAdvantage - NIX OS	DAUX-751-1000OS	\$60.17	12.00%	\$53.35
Data Security Software	Varonis	DatAdvantage - NIX OS	DAUX-1001-1500OS	\$55.32	12.00%	\$49.05
Data Security Software	Varonis	DatAdvantage - NIX OS	DAUX-1501-2000OS	\$49.98	12.00%	\$44.31
Data Security Software	Varonis	DatAdvantage - NIX OS	DAUX-2001-2500OS	\$46.58	12.00%	\$41.30
Data Security Software	Varonis	DatAdvantage - NIX OS	DAUX-2501-4000OS	\$43.67	12.00%	\$38.72
Data Security Software	Varonis	DatAdvantage - NIX OS	DAUX-4001-6000OS	\$40.76	12.00%	\$36.14
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Data Security Software	Varonis	DatAdvantage - NIX OS	DAUX-8001-10KOS	\$35.91	12.00%	\$31.84
Data Security Software	Varonis	DatAdvantage - NIX OS	DAUX-10K-20KOS	\$33.97	12.00%	\$30.12
Data Security Software	Varonis	DatAdvantage - NIX OS	DAUX-20K-35KOS	\$32.03	12.00%	\$28.40
Data Security Software	Varonis	DatAdvantage - NIX OS	DAUX-35K-50KOS	\$31.06	12.00%	\$27.54
Data Security Software	Varonis	DatAdvantage - NIX OS	DAUX-50K-100KOS	\$30.09	12.00%	\$26.68
Data Security Software	Varonis	DatAdvantage - NIX OS	DAUX-100K-150KOS	\$29.12	12.00%	\$25.82
Data Security Software	Varonis	DatAdvantage - NIX OS	DAUX-150K+OS	\$28.63	12.00%	\$25.38
Data Security Software	Varonis	DatAdvantage - NIX MS	DAUX-0-50MS	\$66.66	12.00%	\$59.10
Data Security Software	Varonis	DatAdvantage - NIX MS	DAUX-51-100MS	\$46.56	12.00%	\$41.28
Data Security Software	Varonis	DatAdvantage - NIX MS	DAUX-101-250MS	\$36.51	12.00%	\$32.37

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Data Security Software	Varonis	DatAdvantage - NIX MS	DAUX-251-500MS	\$27.80	12.00%	\$24.65
Data Security Software	Varonis	DatAdvantage - NIX MS	DAUX-501-750MS	\$22.44	12.00%	\$19.90
Data Security Software	Varonis	DatAdvantage - NIX MS	DAUX-751-1000MS	\$20.77	12.00%	\$18.41
Data Security Software	Varonis	DatAdvantage - NIX MS	DAUX-1001-1500MS	\$19.09	12.00%	\$16.93
Data Security Software	Varonis	DatAdvantage - NIX MS	DAUX-1501-2000MS	\$17.25	12.00%	\$15.29
Data Security Software	Varonis	DatAdvantage - NIX MS	DAUX-2001-2500MS	\$16.08	12.00%	\$14.26
Data Security Software	Varonis	DatAdvantage - NIX MS	DAUX-2501-4000MS	\$15.07	12.00%	\$13.36
Data Security Software	Varonis	DatAdvantage - NIX MS	DAUX-4001-6000MS	\$14.07	12.00%	\$12.47
Data Security Software	Varonis	DatAdvantage - NIX MS	DAUX-6001-8000MS	\$13.06	12.00%	\$11.58
Data Security Software	Varonis	DatAdvantage - NIX MS	DAUX-8001-10KMS	\$12.39	12.00%	\$10.98
Data Security Software	Varonis	DatAdvantage - NIX MS	DAUX-10K-20KMS	\$11.72	12.00%	\$10.39
Data Security Software	Varonis	DatAdvantage - NIX MS	DAUX-20K-35KMS	\$11.05	12.00%	\$9.80
Data Security Software	Varonis	DatAdvantage - NIX MS	DAUX-35K-50KMS	\$10.72	12.00%	\$9.50
Data Security Software	Varonis	DatAdvantage - NIX MS	DAUX-50K-100KMS	\$10.38	12.00%	\$9.20
Data Security Software	Varonis	DatAdvantage - NIX MS	DAUX-100K-150KMS	\$10.05	12.00%	\$8.91
Data Security Software	Varonis	DatAdvantage - NIX MS	DAUX-150K+MS	\$9.88	12.00%	\$8.76
Data Security Software	Varonis	DatAdvantage - OD OS	DAOD-0-50OS	\$193.13	12.00%	\$171.23
Data Security Software	Varonis	DatAdvantage - OD OS	DAOD-51-100OS	\$134.90	12.00%	\$119.60
Data Security Software	Varonis	DatAdvantage - OD OS	DAOD-101-250OS	\$105.79	12.00%	\$93.79
Data Security Software	Varonis	DatAdvantage - OD OS	DAOD-251-500OS	\$80.55	12.00%	\$71.42
Data Security Software	Varonis	DatAdvantage - OD OS	DAOD-501-750OS	\$65.02	12.00%	\$57.65
Data Security Software	Varonis	DatAdvantage - OD OS	DAOD-751-1000OS	\$60.17	12.00%	\$53.35
Data Security Software	Varonis	DatAdvantage - OD OS	DAOD-1001-1500OS	\$55.32	12.00%	\$49.05
Data Security Software	Varonis	DatAdvantage - OD OS	DAOD-1501-2000OS	\$49.98	12.00%	\$44.31
Data Security Software	Varonis	DatAdvantage - OD OS	DAOD-2001-2500OS	\$46.58	12.00%	\$41.30
Data Security Software	Varonis	DatAdvantage - OD OS	DAOD-2501-4000OS	\$43.67	12.00%	\$38.72
Data Security Software	Varonis	DatAdvantage - OD OS	DAOD-4001-6000OS	\$40.76	12.00%	\$36.14
Data Security Software	Varonis	DatAdvantage - OD OS	DAOD-6001-8000OS	\$37.85	12.00%	\$33.56
Data Security Software	Varonis	DatAdvantage - OD OS	DAOD-8001-10KOS	\$35.91	12.00%	\$31.84

**Appendix C Pricing Index**  
**DIR-CPO-4764**

<b>Varonis</b>						
<b>CATEGORY</b>	<b>BRAND</b>	<b>PRODUCT DESCRIPTION</b>	<b>PRODUCT PART NUMBER</b>	<b>MSRP</b>	<b>DIR Customer Discount % off MSRP</b>	<b>DIR Customer Price</b>
Data Security Software	Varonis	DatAdvantage - OD OS	DAOD-10K-20KOS	\$33.97	12.00%	\$30.12
Data Security Software	Varonis	DatAdvantage - OD OS	DAOD-20K-35KOS	\$32.03	12.00%	\$28.40
Data Security Software	Varonis	DatAdvantage - OD OS	DAOD-35K-50KOS	\$31.06	12.00%	\$27.54
Data Security Software	Varonis	DatAdvantage - OD OS	DAOD-50K-100KOS	\$30.09	12.00%	\$26.68
Data Security Software	Varonis	DatAdvantage - OD OS	DAOD-100K-150KOS	\$29.12	12.00%	\$25.82
Data Security Software	Varonis	DatAdvantage - OD OS	DAOD-150K+OS	\$28.63	12.00%	\$25.38
Data Security Software	Varonis	DatAdvantage - OD MS	DAOD-0-50MS	\$66.66	12.00%	\$59.10
Data Security Software	Varonis	DatAdvantage - OD MS	DAOD-51-100MS	\$46.56	12.00%	\$41.28
Data Security Software	Varonis	DatAdvantage - OD MS	DAOD-101-250MS	\$36.51	12.00%	\$32.37
Data Security Software	Varonis	DatAdvantage - OD MS	DAOD-251-500MS	\$27.80	12.00%	\$24.65
Data Security Software	Varonis	DatAdvantage - OD MS	DAOD-501-750MS	\$22.44	12.00%	\$19.90
Data Security Software	Varonis	DatAdvantage - OD MS	DAOD-751-1000MS	\$20.77	12.00%	\$18.41
Data Security Software	Varonis	DatAdvantage - OD MS	DAOD-1001-1500MS	\$19.09	12.00%	\$16.93
Data Security Software	Varonis	DatAdvantage - OD MS	DAOD-1501-2000MS	\$17.25	12.00%	\$15.29
Data Security Software	Varonis	DatAdvantage - OD MS	DAOD-2001-2500MS	\$16.08	12.00%	\$14.26
Data Security Software	Varonis	DatAdvantage - OD MS	DAOD-2501-4000MS	\$15.07	12.00%	\$13.36
Data Security Software	Varonis	DatAdvantage - OD MS	DAOD-4001-6000MS	\$14.07	12.00%	\$12.47
Data Security Software	Varonis	DatAdvantage - OD MS	DAOD-6001-8000MS	\$13.06	12.00%	\$11.58
Data Security Software	Varonis	DatAdvantage - OD MS	DAOD-8001-10KMS	\$12.39	12.00%	\$10.98
Data Security Software	Varonis	DatAdvantage - OD MS	DAOD-10K-20KMS	\$11.72	12.00%	\$10.39
Data Security Software	Varonis	DatAdvantage - OD MS	DAOD-20K-35KMS	\$11.05	12.00%	\$9.80
Data Security Software	Varonis	DatAdvantage - OD MS	DAOD-35K-50KMS	\$10.72	12.00%	\$9.50
Data Security Software	Varonis	DatAdvantage - OD MS	DAOD-50K-100KMS	\$10.38	12.00%	\$9.20
Data Security Software	Varonis	DatAdvantage - OD MS	DAOD-100K-150KMS	\$10.05	12.00%	\$8.91
Data Security Software	Varonis	DatAdvantage - OD MS	DAOD-150K+MS	\$9.88	12.00%	\$8.76
Data Security Software	Varonis	DatAdvantage - SPOL OS	DASO-0-50OS	\$193.13	12.00%	\$171.23
Data Security Software	Varonis	DatAdvantage - SPOL OS	DASO-51-100OS	\$134.90	12.00%	\$119.60
Data Security Software	Varonis	DatAdvantage - SPOL OS	DASO-101-250OS	\$105.79	12.00%	\$93.79
Data Security Software	Varonis	DatAdvantage - SPOL OS	DASO-251-500OS	\$80.55	12.00%	\$71.42



**Appendix C Pricing Index**  
**DIR-CPO-4764**

<b>Varonis</b>						
<b>CATEGORY</b>	<b>BRAND</b>	<b>PRODUCT DESCRIPTION</b>	<b>PRODUCT PART NUMBER</b>	<b>MSRP</b>	<b>DIR Customer Discount % off MSRP</b>	<b>DIR Customer Price</b>
Data Security Software	Varonis	DatAdvantage - SPOL OS	DASO-501-750OS	\$65.02	12.00%	\$57.65
Data Security Software	Varonis	DatAdvantage - SPOL OS	DASO-751-1000OS	\$60.17	12.00%	\$53.35
Data Security Software	Varonis	DatAdvantage - SPOL OS	DASO-1001-1500OS	\$55.32	12.00%	\$49.05
Data Security Software	Varonis	DatAdvantage - SPOL OS	DASO-1501-2000OS	\$49.98	12.00%	\$44.31
Data Security Software	Varonis	DatAdvantage - SPOL OS	DASO-2001-2500OS	\$46.58	12.00%	\$41.30
Data Security Software	Varonis	DatAdvantage - SPOL OS	DASO-2501-4000OS	\$43.67	12.00%	\$38.72
Data Security Software	Varonis	DatAdvantage - SPOL OS	DASO-4001-6000OS	\$40.76	12.00%	\$36.14
Data Security Software	Varonis	DatAdvantage - SPOL OS	DASO-6001-8000OS	\$37.85	12.00%	\$33.56
Data Security Software	Varonis	DatAdvantage - SPOL OS	DASO-8001-10KOS	\$35.91	12.00%	\$31.84
Data Security Software	Varonis	DatAdvantage - SPOL OS	DASO-10K-20KOS	\$33.97	12.00%	\$30.12
Data Security Software	Varonis	DatAdvantage - SPOL OS	DASO-20K-35KOS	\$32.03	12.00%	\$28.40
Data Security Software	Varonis	DatAdvantage - SPOL OS	DASO-35K-50KOS	\$31.06	12.00%	\$27.54
Data Security Software	Varonis	DatAdvantage - SPOL OS	DASO-50K-100KOS	\$30.09	12.00%	\$26.68
Data Security Software	Varonis	DatAdvantage - SPOL OS	DASO-100K-150KOS	\$29.12	12.00%	\$25.82
Data Security Software	Varonis	DatAdvantage - SPOL OS	DASO-150K+OS	\$28.63	12.00%	\$25.38
Data Security Software	Varonis	DatAdvantage - SPOL MS	DASO-0-50MS	\$66.66	12.00%	\$59.10
Data Security Software	Varonis	DatAdvantage - SPOL MS	DASO-51-100MS	\$46.56	12.00%	\$41.28
Data Security Software	Varonis	DatAdvantage - SPOL MS	DASO-101-250MS	\$36.51	12.00%	\$32.37
Data Security Software	Varonis	DatAdvantage - SPOL MS	DASO-251-500MS	\$27.80	12.00%	\$24.65
Data Security Software	Varonis	DatAdvantage - SPOL MS	DASO-501-750MS	\$22.44	12.00%	\$19.90
Data Security Software	Varonis	DatAdvantage - SPOL MS	DASO-751-1000MS	\$20.77	12.00%	\$18.41
Data Security Software	Varonis	DatAdvantage - SPOL MS	DASO-1001-1500MS	\$19.09	12.00%	\$16.93
Data Security Software	Varonis	DatAdvantage - SPOL MS	DASO-1501-2000MS	\$17.25	12.00%	\$15.29
Data Security Software	Varonis	DatAdvantage - SPOL MS	DASO-2001-2500MS	\$16.08	12.00%	\$14.26
Data Security Software	Varonis	DatAdvantage - SPOL MS	DASO-2501-4000MS	\$15.07	12.00%	\$13.36
Data Security Software	Varonis	DatAdvantage - SPOL MS	DASO-4001-6000MS	\$14.07	12.00%	\$12.47
Data Security Software	Varonis	DatAdvantage - SPOL MS	DASO-6001-8000MS	\$13.06	12.00%	\$11.58
Data Security Software	Varonis	DatAdvantage - SPOL MS	DASO-8001-10KMS	\$12.39	12.00%	\$10.98
Data Security Software	Varonis	DatAdvantage - SPOL MS	DASO-10K-20KMS	\$11.72	12.00%	\$10.39

**Appendix C Pricing Index**  
**DIR-CPO-4764**

<b>Varonis</b>						
<b>CATEGORY</b>	<b>BRAND</b>	<b>PRODUCT DESCRIPTION</b>	<b>PRODUCT PART NUMBER</b>	<b>MSRP</b>	<b>DIR Customer Discount % off MSRP</b>	<b>DIR Customer Price</b>
Data Security Software	Varonis	DatAdvantage - SPOL MS	DASO-20K-35KMS	\$11.05	12.00%	\$9.80
Data Security Software	Varonis	DatAdvantage - SPOL MS	DASO-35K-50KMS	\$10.72	12.00%	\$9.50
Data Security Software	Varonis	DatAdvantage - SPOL MS	DASO-50K-100KMS	\$10.38	12.00%	\$9.20
Data Security Software	Varonis	DatAdvantage - SPOL MS	DASO-100K-150KMS	\$10.05	12.00%	\$8.91
Data Security Software	Varonis	DatAdvantage - SPOL MS	DASO-150K+MS	\$9.88	12.00%	\$8.76
Data Security Software	Varonis	DatAdvantage - SPOL & OD OS	DAOS-0-50OS	\$289.70	12.00%	\$256.85
Data Security Software	Varonis	DatAdvantage - SPOL & OD OS	DAOS-51-100OS	\$202.35	12.00%	\$179.40
Data Security Software	Varonis	DatAdvantage - SPOL & OD OS	DAOS-101-250OS	\$158.68	12.00%	\$140.69
Data Security Software	Varonis	DatAdvantage - SPOL & OD OS	DAOS-251-500OS	\$120.83	12.00%	\$107.13
Data Security Software	Varonis	DatAdvantage - SPOL & OD OS	DAOS-501-750OS	\$97.54	12.00%	\$86.48
Data Security Software	Varonis	DatAdvantage - SPOL & OD OS	DAOS-751-1000OS	\$90.26	12.00%	\$80.02
Data Security Software	Varonis	DatAdvantage - SPOL & OD OS	DAOS-1001-1500OS	\$82.98	12.00%	\$73.57
Data Security Software	Varonis	DatAdvantage - SPOL & OD OS	DAOS-1501-2000OS	\$74.97	12.00%	\$66.47
Data Security Software	Varonis	DatAdvantage - SPOL & OD OS	DAOS-2001-2500OS	\$69.88	12.00%	\$61.96
Data Security Software	Varonis	DatAdvantage - SPOL & OD OS	DAOS-2501-4000OS	\$65.51	12.00%	\$58.08
Data Security Software	Varonis	DatAdvantage - SPOL & OD OS	DAOS-4001-6000OS	\$61.14	12.00%	\$54.21
Data Security Software	Varonis	DatAdvantage - SPOL & OD OS	DAOS-6001-8000OS	\$56.78	12.00%	\$50.34
Data Security Software	Varonis	DatAdvantage - SPOL & OD OS	DAOS-8001-10KOS	\$53.86	12.00%	\$47.75
Data Security Software	Varonis	DatAdvantage - SPOL & OD OS	DAOS-10K-20KOS	\$50.95	12.00%	\$45.17
Data Security Software	Varonis	DatAdvantage - SPOL & OD OS	DAOS-20K-35KOS	\$48.04	12.00%	\$42.59
Data Security Software	Varonis	DatAdvantage - SPOL & OD OS	DAOS-35K-50KOS	\$46.58	12.00%	\$41.30
Data Security Software	Varonis	DatAdvantage - SPOL & OD OS	DAOS-50K-100KOS	\$45.13	12.00%	\$40.01
Data Security Software	Varonis	DatAdvantage - SPOL & OD OS	DAOS-100K-150KOS	\$43.67	12.00%	\$38.72
Data Security Software	Varonis	DatAdvantage - SPOL & OD OS	DAOS-150K+OS	\$42.95	12.00%	\$38.08
Data Security Software	Varonis	DatAdvantage - SPOL & OD MS	DAOS-0-50MS	\$99.98	12.00%	\$88.64
Data Security Software	Varonis	DatAdvantage - SPOL & OD MS	DAOS-51-100MS	\$69.84	12.00%	\$61.92
Data Security Software	Varonis	DatAdvantage - SPOL & OD MS	DAOS-101-250MS	\$54.76	12.00%	\$48.55
Data Security Software	Varonis	DatAdvantage - SPOL & OD MS	DAOS-251-500MS	\$41.70	12.00%	\$36.97
Data Security Software	Varonis	DatAdvantage - SPOL & OD MS	DAOS-501-750MS	\$33.66	12.00%	\$29.84

**Appendix C Pricing Index**  
**DIR-CPO-4764**

<b>Varonis</b>						
<b>CATEGORY</b>	<b>BRAND</b>	<b>PRODUCT DESCRIPTION</b>	<b>PRODUCT PART NUMBER</b>	<b>MSRP</b>	<b>DIR Customer Discount % off MSRP</b>	<b>DIR Customer Price</b>
Data Security Software	Varonis	DatAdvantage - SPOL & OD MS	DAOS-751-1000MS	\$31.15	12.00%	\$27.62
Data Security Software	Varonis	DatAdvantage - SPOL & OD MS	DAOS-1001-1500MS	\$28.64	12.00%	\$25.39
Data Security Software	Varonis	DatAdvantage - SPOL & OD MS	DAOS-1501-2000MS	\$25.87	12.00%	\$22.94
Data Security Software	Varonis	DatAdvantage - SPOL & OD MS	DAOS-2001-2500MS	\$24.12	12.00%	\$21.38
Data Security Software	Varonis	DatAdvantage - SPOL & OD MS	DAOS-2501-4000MS	\$22.61	12.00%	\$20.05
Data Security Software	Varonis	DatAdvantage - SPOL & OD MS	DAOS-4001-6000MS	\$21.10	12.00%	\$18.71
Data Security Software	Varonis	DatAdvantage - SPOL & OD MS	DAOS-6001-8000MS	\$19.59	12.00%	\$17.37
Data Security Software	Varonis	DatAdvantage - SPOL & OD MS	DAOS-8001-10KMS	\$18.59	12.00%	\$16.48
Data Security Software	Varonis	DatAdvantage - SPOL & OD MS	DAOS-10K-20KMS	\$17.58	12.00%	\$15.59
Data Security Software	Varonis	DatAdvantage - SPOL & OD MS	DAOS-20K-35KMS	\$16.58	12.00%	\$14.70
Data Security Software	Varonis	DatAdvantage - SPOL & OD MS	DAOS-35K-50KMS	\$16.08	12.00%	\$14.26
Data Security Software	Varonis	DatAdvantage - SPOL & OD MS	DAOS-50K-100KMS	\$15.58	12.00%	\$13.81
Data Security Software	Varonis	DatAdvantage - SPOL & OD MS	DAOS-100K-150KMS	\$15.07	12.00%	\$13.36
Data Security Software	Varonis	DatAdvantage - SPOL & OD MS	DAOS-150K+MS	\$14.82	12.00%	\$13.14
Data Security Software	Varonis	DatAlert Suite OS	DLS-0-500S	\$193.13	12.00%	\$171.23
Data Security Software	Varonis	DatAlert Suite OS	DLS-51-1000S	\$134.90	12.00%	\$119.60
Data Security Software	Varonis	DatAlert Suite OS	DLS-101-2500S	\$105.79	12.00%	\$93.79
Data Security Software	Varonis	DatAlert Suite OS	DLS-251-5000S	\$80.55	12.00%	\$71.42
Data Security Software	Varonis	DatAlert Suite OS	DLS-501-7500S	\$65.02	12.00%	\$57.65
Data Security Software	Varonis	DatAlert Suite OS	DLS-751-10000S	\$60.17	12.00%	\$53.35
Data Security Software	Varonis	DatAlert Suite OS	DLS-1001-15000S	\$55.32	12.00%	\$49.05
Data Security Software	Varonis	DatAlert Suite OS	DLS-1501-20000S	\$49.98	12.00%	\$44.31
Data Security Software	Varonis	DatAlert Suite OS	DLS-2001-25000S	\$46.58	12.00%	\$41.30
Data Security Software	Varonis	DatAlert Suite OS	DLS-2501-40000S	\$43.67	12.00%	\$38.72
Data Security Software	Varonis	DatAlert Suite OS	DLS-4001-60000S	\$40.76	12.00%	\$36.14
Data Security Software	Varonis	DatAlert Suite OS	DLS-6001-80000S	\$37.85	12.00%	\$33.56
Data Security Software	Varonis	DatAlert Suite OS	DLS-8001-10KOS	\$35.91	12.00%	\$31.84
Data Security Software	Varonis	DatAlert Suite OS	DLS-10K-20KOS	\$33.97	12.00%	\$30.12
Data Security Software	Varonis	DatAlert Suite OS	DLS-20K-35KOS	\$32.03	12.00%	\$28.40

**Appendix C Pricing Index**  
**DIR-CPO-4764**

<b>Varonis</b>						
<b>CATEGORY</b>	<b>BRAND</b>	<b>PRODUCT DESCRIPTION</b>	<b>PRODUCT PART NUMBER</b>	<b>MSRP</b>	<b>DIR Customer Discount % off MSRP</b>	<b>DIR Customer Price</b>
Data Security Software	Varonis	DatAlert Suite OS	DLS-35K-50KOS	\$31.06	12.00%	\$27.54
Data Security Software	Varonis	DatAlert Suite OS	DLS-50K-100KOS	\$30.09	12.00%	\$26.68
Data Security Software	Varonis	DatAlert Suite OS	DLS-100K-150KOS	\$29.12	12.00%	\$25.82
Data Security Software	Varonis	DatAlert Suite OS	DLS-150K+OS	\$28.63	12.00%	\$25.38
Data Security Software	Varonis	DatAlert Suite MS	DLS-0-50MS	\$66.66	12.00%	\$59.10
Data Security Software	Varonis	DatAlert Suite MS	DLS-51-100MS	\$46.56	12.00%	\$41.28
Data Security Software	Varonis	DatAlert Suite MS	DLS-101-250MS	\$36.51	12.00%	\$32.37
Data Security Software	Varonis	DatAlert Suite MS	DLS-251-500MS	\$27.80	12.00%	\$24.65
Data Security Software	Varonis	DatAlert Suite MS	DLS-501-750MS	\$22.44	12.00%	\$19.90
Data Security Software	Varonis	DatAlert Suite MS	DLS-751-1000MS	\$20.77	12.00%	\$18.41
Data Security Software	Varonis	DatAlert Suite MS	DLS-1001-1500MS	\$19.09	12.00%	\$16.93
Data Security Software	Varonis	DatAlert Suite MS	DLS-1501-2000MS	\$17.25	12.00%	\$15.29
Data Security Software	Varonis	DatAlert Suite MS	DLS-2001-2500MS	\$16.08	12.00%	\$14.26
Data Security Software	Varonis	DatAlert Suite MS	DLS-2501-4000MS	\$15.07	12.00%	\$13.36
Data Security Software	Varonis	DatAlert Suite MS	DLS-4001-6000MS	\$14.07	12.00%	\$12.47
Data Security Software	Varonis	DatAlert Suite MS	DLS-6001-8000MS	\$13.06	12.00%	\$11.58
Data Security Software	Varonis	DatAlert Suite MS	DLS-8001-10KMS	\$12.39	12.00%	\$10.98
Data Security Software	Varonis	DatAlert Suite MS	DLS-10K-20KMS	\$11.72	12.00%	\$10.39
Data Security Software	Varonis	DatAlert Suite MS	DLS-20K-35KMS	\$11.05	12.00%	\$9.80
Data Security Software	Varonis	DatAlert Suite MS	DLS-35K-50KMS	\$10.72	12.00%	\$9.50
Data Security Software	Varonis	DatAlert Suite MS	DLS-50K-100KMS	\$10.38	12.00%	\$9.20
Data Security Software	Varonis	DatAlert Suite MS	DLS-100K-150KMS	\$10.05	12.00%	\$8.91
Data Security Software	Varonis	DatAlert Suite MS	DLS-150K+MS	\$9.88	12.00%	\$8.76
Data Security Software	Varonis	Data Classification OS	DCF-0-50OS	\$139.06	12.00%	\$123.29
Data Security Software	Varonis	Data Classification OS	DCF-51-100OS	\$97.13	12.00%	\$86.12
Data Security Software	Varonis	Data Classification OS	DCF-101-250OS	\$76.17	12.00%	\$67.53
Data Security Software	Varonis	Data Classification OS	DCF-251-500OS	\$58.00	12.00%	\$51.42
Data Security Software	Varonis	Data Classification OS	DCF-501-750OS	\$46.82	12.00%	\$41.51
Data Security Software	Varonis	Data Classification OS	DCF-751-1000OS	\$43.32	12.00%	\$38.41

**Appendix C Pricing Index**  
**DIR-CPO-4764**

<b>Varonis</b>						
<b>CATEGORY</b>	<b>BRAND</b>	<b>PRODUCT DESCRIPTION</b>	<b>PRODUCT PART NUMBER</b>	<b>MSRP</b>	<b>DIR Customer Discount % off MSRP</b>	<b>DIR Customer Price</b>
Data Security Software	Varonis	Data Classification OS	DCF-1001-1500OS	\$39.83	12.00%	\$35.31
Data Security Software	Varonis	Data Classification OS	DCF-1501-2000OS	\$35.99	12.00%	\$31.91
Data Security Software	Varonis	Data Classification OS	DCF-2001-2500OS	\$33.54	12.00%	\$29.74
Data Security Software	Varonis	Data Classification OS	DCF-2501-4000OS	\$31.44	12.00%	\$27.87
Data Security Software	Varonis	Data Classification OS	DCF-4001-6000OS	\$29.35	12.00%	\$26.02
Data Security Software	Varonis	Data Classification OS	DCF-6001-8000OS	\$27.25	12.00%	\$24.16
Data Security Software	Varonis	Data Classification OS	DCF-8001-10KOS	\$25.85	12.00%	\$22.92
Data Security Software	Varonis	Data Classification OS	DCF-10K-20KOS	\$24.46	12.00%	\$21.69
Data Security Software	Varonis	Data Classification OS	DCF-20K-35KOS	\$23.06	12.00%	\$20.44
Data Security Software	Varonis	Data Classification OS	DCF-35K-50KOS	\$22.36	12.00%	\$19.82
Data Security Software	Varonis	Data Classification OS	DCF-50K-100KOS	\$21.66	12.00%	\$19.20
Data Security Software	Varonis	Data Classification OS	DCF-100K-150KOS	\$20.96	12.00%	\$18.58
Data Security Software	Varonis	Data Classification OS	DCF-150K+OS	\$20.61	12.00%	\$18.27
Data Security Software	Varonis	Data Classification MS	DCF-0-50MS	\$47.99	12.00%	\$42.55
Data Security Software	Varonis	Data Classification MS	DCF-51-100MS	\$33.52	12.00%	\$29.72
Data Security Software	Varonis	Data Classification MS	DCF-101-250MS	\$26.29	12.00%	\$23.31
Data Security Software	Varonis	Data Classification MS	DCF-251-500MS	\$20.02	12.00%	\$17.75
Data Security Software	Varonis	Data Classification MS	DCF-501-750MS	\$16.16	12.00%	\$14.33
Data Security Software	Varonis	Data Classification MS	DCF-751-1000MS	\$14.95	12.00%	\$13.25
Data Security Software	Varonis	Data Classification MS	DCF-1001-1500MS	\$13.75	12.00%	\$12.19
Data Security Software	Varonis	Data Classification MS	DCF-1501-2000MS	\$12.42	12.00%	\$11.01
Data Security Software	Varonis	Data Classification MS	DCF-2001-2500MS	\$11.58	12.00%	\$10.27
Data Security Software	Varonis	Data Classification MS	DCF-2501-4000MS	\$10.85	12.00%	\$9.62
Data Security Software	Varonis	Data Classification MS	DCF-4001-6000MS	\$10.13	12.00%	\$8.98
Data Security Software	Varonis	Data Classification MS	DCF-6001-8000MS	\$9.41	12.00%	\$8.34
Data Security Software	Varonis	Data Classification MS	DCF-8001-10KMS	\$8.92	12.00%	\$7.91
Data Security Software	Varonis	Data Classification MS	DCF-10K-20KMS	\$8.44	12.00%	\$7.48
Data Security Software	Varonis	Data Classification MS	DCF-20K-35KMS	\$7.96	12.00%	\$7.06
Data Security Software	Varonis	Data Classification MS	DCF-35K-50KMS	\$7.72	12.00%	\$6.84

**Appendix C Pricing Index**  
**DIR-CPO-4764**

<b>Varonis</b>						
<b>CATEGORY</b>	<b>BRAND</b>	<b>PRODUCT DESCRIPTION</b>	<b>PRODUCT PART NUMBER</b>	<b>MSRP</b>	<b>DIR Customer Discount % off MSRP</b>	<b>DIR Customer Price</b>
Data Security Software	Varonis	Data Classification MS	DCF-50K-100KMS	\$7.48	12.00%	\$6.63
Data Security Software	Varonis	Data Classification MS	DCF-100K-150KMS	\$7.23	12.00%	\$6.41
Data Security Software	Varonis	Data Classification MS	DCF-150K+MS	\$7.11	12.00%	\$6.30
Data Security Software	Varonis	Data Classification - Unix OS	DCFU-0-50OS	\$139.06	12.00%	\$123.29
Data Security Software	Varonis	Data Classification - Unix OS	DCFU-51-100OS	\$97.13	12.00%	\$86.12
Data Security Software	Varonis	Data Classification - Unix OS	DCFU-101-250OS	\$76.17	12.00%	\$67.53
Data Security Software	Varonis	Data Classification - Unix OS	DCFU-251-500OS	\$58.00	12.00%	\$51.42
Data Security Software	Varonis	Data Classification - Unix OS	DCFU-501-750OS	\$46.82	12.00%	\$41.51
Data Security Software	Varonis	Data Classification - Unix OS	DCFU-751-1000OS	\$43.32	12.00%	\$38.41
Data Security Software	Varonis	Data Classification - Unix OS	DCFU-1001-1500OS	\$39.83	12.00%	\$35.31
Data Security Software	Varonis	Data Classification - Unix OS	DCFU-1501-2000OS	\$35.99	12.00%	\$31.91
Data Security Software	Varonis	Data Classification - Unix OS	DCFU-2001-2500OS	\$33.54	12.00%	\$29.74
Data Security Software	Varonis	Data Classification - Unix OS	DCFU-2501-4000OS	\$31.44	12.00%	\$27.87
Data Security Software	Varonis	Data Classification - Unix OS	DCFU-4001-6000OS	\$29.35	12.00%	\$26.02
Data Security Software	Varonis	Data Classification - Unix OS	DCFU-6001-8000OS	\$27.25	12.00%	\$24.16
Data Security Software	Varonis	Data Classification - Unix OS	DCFU-8001-10KOS	\$25.85	12.00%	\$22.92
Data Security Software	Varonis	Data Classification - Unix OS	DCFU-10K-20KOS	\$24.46	12.00%	\$21.69
Data Security Software	Varonis	Data Classification - Unix OS	DCFU-20K-35KOS	\$23.06	12.00%	\$20.44
Data Security Software	Varonis	Data Classification - Unix OS	DCFU-35K-50KOS	\$22.36	12.00%	\$19.82
Data Security Software	Varonis	Data Classification - Unix OS	DCFU-50K-100KOS	\$21.66	12.00%	\$19.20
Data Security Software	Varonis	Data Classification - Unix OS	DCFU-100K-150KOS	\$20.96	12.00%	\$18.58
Data Security Software	Varonis	Data Classification - Unix OS	DCFU-150K+OS	\$20.61	12.00%	\$18.27
Data Security Software	Varonis	Data Classification - Unix MS	DCFU-0-50MS	\$47.99	12.00%	\$42.55
Data Security Software	Varonis	Data Classification - Unix MS	DCFU-51-100MS	\$33.52	12.00%	\$29.72
Data Security Software	Varonis	Data Classification - Unix MS	DCFU-101-250MS	\$26.29	12.00%	\$23.31
Data Security Software	Varonis	Data Classification - Unix MS	DCFU-251-500MS	\$20.02	12.00%	\$17.75
Data Security Software	Varonis	Data Classification - Unix MS	DCFU-501-750MS	\$16.16	12.00%	\$14.33
Data Security Software	Varonis	Data Classification - Unix MS	DCFU-751-1000MS	\$14.95	12.00%	\$13.25
Data Security Software	Varonis	Data Classification - Unix MS	DCFU-1001-1500MS	\$13.75	12.00%	\$12.19

**Appendix C Pricing Index**  
**DIR-CPO-4764**

<b>Varonis</b>						
<b>CATEGORY</b>	<b>BRAND</b>	<b>PRODUCT DESCRIPTION</b>	<b>PRODUCT PART NUMBER</b>	<b>MSRP</b>	<b>DIR Customer Discount % off MSRP</b>	<b>DIR Customer Price</b>
Data Security Software	Varonis	Data Classification - Unix MS	DCFU-1501-2000MS	\$12.42	12.00%	\$11.01
Data Security Software	Varonis	Data Classification - Unix MS	DCFU-2001-2500MS	\$11.58	12.00%	\$10.27
Data Security Software	Varonis	Data Classification - Unix MS	DCFU-2501-4000MS	\$10.85	12.00%	\$9.62
Data Security Software	Varonis	Data Classification - Unix MS	DCFU-4001-6000MS	\$10.13	12.00%	\$8.98
Data Security Software	Varonis	Data Classification - Unix MS	DCFU-6001-8000MS	\$9.41	12.00%	\$8.34
Data Security Software	Varonis	Data Classification - Unix MS	DCFU-8001-10KMS	\$8.92	12.00%	\$7.91
Data Security Software	Varonis	Data Classification - Unix MS	DCFU-10K-20KMS	\$8.44	12.00%	\$7.48
Data Security Software	Varonis	Data Classification - Unix MS	DCFU-20K-35KMS	\$7.96	12.00%	\$7.06
Data Security Software	Varonis	Data Classification - Unix MS	DCFU-35K-50KMS	\$7.72	12.00%	\$6.84
Data Security Software	Varonis	Data Classification - Unix MS	DCFU-50K-100KMS	\$7.48	12.00%	\$6.63
Data Security Software	Varonis	Data Classification - Unix MS	DCFU-100K-150KMS	\$7.23	12.00%	\$6.41
Data Security Software	Varonis	Data Classification - Unix MS	DCFU-150K+MS	\$7.11	12.00%	\$6.30
Data Security Software	Varonis	Data Classification - SPOL OS	DCSO-0-500S	\$139.06	12.00%	\$123.29
Data Security Software	Varonis	Data Classification - SPOL OS	DCSO-51-1000S	\$97.13	12.00%	\$86.12
Data Security Software	Varonis	Data Classification - SPOL OS	DCSO-101-2500S	\$76.17	12.00%	\$67.53
Data Security Software	Varonis	Data Classification - SPOL OS	DCSO-251-5000S	\$58.00	12.00%	\$51.42
Data Security Software	Varonis	Data Classification - SPOL OS	DCSO-501-7500S	\$46.82	12.00%	\$41.51
Data Security Software	Varonis	Data Classification - SPOL OS	DCSO-751-10000S	\$43.32	12.00%	\$38.41
Data Security Software	Varonis	Data Classification - SPOL OS	DCSO-1001-15000S	\$39.83	12.00%	\$35.31
Data Security Software	Varonis	Data Classification - SPOL OS	DCSO-1501-20000S	\$35.99	12.00%	\$31.91
Data Security Software	Varonis	Data Classification - SPOL OS	DCSO-2001-25000S	\$33.54	12.00%	\$29.74
Data Security Software	Varonis	Data Classification - SPOL OS	DCSO-2501-40000S	\$31.44	12.00%	\$27.87
Data Security Software	Varonis	Data Classification - SPOL OS	DCSO-4001-60000S	\$29.35	12.00%	\$26.02
Data Security Software	Varonis	Data Classification - SPOL OS	DCSO-6001-80000S	\$27.25	12.00%	\$24.16
Data Security Software	Varonis	Data Classification - SPOL OS	DCSO-8001-10KOS	\$25.85	12.00%	\$22.92
Data Security Software	Varonis	Data Classification - SPOL OS	DCSO-10K-20KOS	\$24.46	12.00%	\$21.69
Data Security Software	Varonis	Data Classification - SPOL OS	DCSO-20K-35KOS	\$23.06	12.00%	\$20.44
Data Security Software	Varonis	Data Classification - SPOL OS	DCSO-35K-50KOS	\$22.36	12.00%	\$19.82
Data Security Software	Varonis	Data Classification - SPOL OS	DCSO-50K-100KOS	\$21.66	12.00%	\$19.20

**Appendix C Pricing Index**  
**DIR-CPO-4764**

<b>Varonis</b>						
<b>CATEGORY</b>	<b>BRAND</b>	<b>PRODUCT DESCRIPTION</b>	<b>PRODUCT PART NUMBER</b>	<b>MSRP</b>	<b>DIR Customer Discount % off MSRP</b>	<b>DIR Customer Price</b>
Data Security Software	Varonis	Data Classification - SPOL OS	DCSO-100K-150KOS	\$20.96	12.00%	\$18.58
Data Security Software	Varonis	Data Classification - SPOL OS	DCSO-150K+OS	\$20.61	12.00%	\$18.27
Data Security Software	Varonis	Data Classification - SPOL MS	DCSO-0-50MS	\$47.99	12.00%	\$42.55
Data Security Software	Varonis	Data Classification - SPOL MS	DCSO-51-100MS	\$33.52	12.00%	\$29.72
Data Security Software	Varonis	Data Classification - SPOL MS	DCSO-101-250MS	\$26.29	12.00%	\$23.31
Data Security Software	Varonis	Data Classification - SPOL MS	DCSO-251-500MS	\$20.02	12.00%	\$17.75
Data Security Software	Varonis	Data Classification - SPOL MS	DCSO-501-750MS	\$16.16	12.00%	\$14.33
Data Security Software	Varonis	Data Classification - SPOL MS	DCSO-751-1000MS	\$14.95	12.00%	\$13.25
Data Security Software	Varonis	Data Classification - SPOL MS	DCSO-1001-1500MS	\$13.75	12.00%	\$12.19
Data Security Software	Varonis	Data Classification - SPOL MS	DCSO-1501-2000MS	\$12.42	12.00%	\$11.01
Data Security Software	Varonis	Data Classification - SPOL MS	DCSO-2001-2500MS	\$11.58	12.00%	\$10.27
Data Security Software	Varonis	Data Classification - SPOL MS	DCSO-2501-4000MS	\$10.85	12.00%	\$9.62
Data Security Software	Varonis	Data Classification - SPOL MS	DCSO-4001-6000MS	\$10.13	12.00%	\$8.98
Data Security Software	Varonis	Data Classification - SPOL MS	DCSO-6001-8000MS	\$9.41	12.00%	\$8.34
Data Security Software	Varonis	Data Classification - SPOL MS	DCSO-8001-10KMS	\$8.92	12.00%	\$7.91
Data Security Software	Varonis	Data Classification - SPOL MS	DCSO-10K-20KMS	\$8.44	12.00%	\$7.48
Data Security Software	Varonis	Data Classification - SPOL MS	DCSO-20K-35KMS	\$7.96	12.00%	\$7.06
Data Security Software	Varonis	Data Classification - SPOL MS	DCSO-35K-50KMS	\$7.72	12.00%	\$6.84
Data Security Software	Varonis	Data Classification - SPOL MS	DCSO-50K-100KMS	\$7.48	12.00%	\$6.63
Data Security Software	Varonis	Data Classification - SPOL MS	DCSO-100K-150KMS	\$7.23	12.00%	\$6.41
Data Security Software	Varonis	Data Classification - SPOL MS	DCSO-150K+MS	\$7.11	12.00%	\$6.30
Data Security Software	Varonis	Data Classification - OD OS	DCOD-0-50OS	\$139.06	12.00%	\$123.29
Data Security Software	Varonis	Data Classification - OD OS	DCOD-51-100OS	\$97.13	12.00%	\$86.12
Data Security Software	Varonis	Data Classification - OD OS	DCOD-101-250OS	\$76.17	12.00%	\$67.53
Data Security Software	Varonis	Data Classification - OD OS	DCOD-251-500OS	\$58.00	12.00%	\$51.42
Data Security Software	Varonis	Data Classification - OD OS	DCOD-501-750OS	\$46.82	12.00%	\$41.51
Data Security Software	Varonis	Data Classification - OD OS	DCOD-751-1000OS	\$43.32	12.00%	\$38.41
Data Security Software	Varonis	Data Classification - OD OS	DCOD-1001-1500OS	\$39.83	12.00%	\$35.31
Data Security Software	Varonis	Data Classification - OD OS	DCOD-1501-2000OS	\$35.99	12.00%	\$31.91



**Appendix C Pricing Index**  
**DIR-CPO-4764**

<b>Varonis</b>						
<b>CATEGORY</b>	<b>BRAND</b>	<b>PRODUCT DESCRIPTION</b>	<b>PRODUCT PART NUMBER</b>	<b>MSRP</b>	<b>DIR Customer Discount % off MSRP</b>	<b>DIR Customer Price</b>
Data Security Software	Varonis	Data Classification - OD OS	DCOD-2001-2500OS	\$33.54	12.00%	\$29.74
Data Security Software	Varonis	Data Classification - OD OS	DCOD-2501-4000OS	\$31.44	12.00%	\$27.87
Data Security Software	Varonis	Data Classification - OD OS	DCOD-4001-6000OS	\$29.35	12.00%	\$26.02
Data Security Software	Varonis	Data Classification - OD OS	DCOD-6001-8000OS	\$27.25	12.00%	\$24.16
Data Security Software	Varonis	Data Classification - OD OS	DCOD-8001-10KOS	\$25.85	12.00%	\$22.92
Data Security Software	Varonis	Data Classification - OD OS	DCOD-10K-20KOS	\$24.46	12.00%	\$21.69
Data Security Software	Varonis	Data Classification - OD OS	DCOD-20K-35KOS	\$23.06	12.00%	\$20.44
Data Security Software	Varonis	Data Classification - OD OS	DCOD-35K-50KOS	\$22.36	12.00%	\$19.82
Data Security Software	Varonis	Data Classification - OD OS	DCOD-50K-100KOS	\$21.66	12.00%	\$19.20
Data Security Software	Varonis	Data Classification - OD OS	DCOD-100K-150KOS	\$20.96	12.00%	\$18.58
Data Security Software	Varonis	Data Classification - OD OS	DCOD-150K+OS	\$20.61	12.00%	\$18.27
Data Security Software	Varonis	Data Classification - OD MS	DCOD-0-50MS	\$47.99	12.00%	\$42.55
Data Security Software	Varonis	Data Classification - OD MS	DCOD-51-100MS	\$33.52	12.00%	\$29.72
Data Security Software	Varonis	Data Classification - OD MS	DCOD-101-250MS	\$26.29	12.00%	\$23.31
Data Security Software	Varonis	Data Classification - OD MS	DCOD-251-500MS	\$20.02	12.00%	\$17.75
Data Security Software	Varonis	Data Classification - OD MS	DCOD-501-750MS	\$16.16	12.00%	\$14.33
Data Security Software	Varonis	Data Classification - OD MS	DCOD-751-1000MS	\$14.95	12.00%	\$13.25
Data Security Software	Varonis	Data Classification - OD MS	DCOD-1001-1500MS	\$13.75	12.00%	\$12.19
Data Security Software	Varonis	Data Classification - OD MS	DCOD-1501-2000MS	\$12.42	12.00%	\$11.01
Data Security Software	Varonis	Data Classification - OD MS	DCOD-2001-2500MS	\$11.58	12.00%	\$10.27
Data Security Software	Varonis	Data Classification - OD MS	DCOD-2501-4000MS	\$10.85	12.00%	\$9.62
Data Security Software	Varonis	Data Classification - OD MS	DCOD-4001-6000MS	\$10.13	12.00%	\$8.98
Data Security Software	Varonis	Data Classification - OD MS	DCOD-6001-8000MS	\$9.41	12.00%	\$8.34
Data Security Software	Varonis	Data Classification - OD MS	DCOD-8001-10KMS	\$8.92	12.00%	\$7.91
Data Security Software	Varonis	Data Classification - OD MS	DCOD-10K-20KMS	\$8.44	12.00%	\$7.48
Data Security Software	Varonis	Data Classification - OD MS	DCOD-20K-35KMS	\$7.96	12.00%	\$7.06
Data Security Software	Varonis	Data Classification - OD MS	DCOD-35K-50KMS	\$7.72	12.00%	\$6.84
Data Security Software	Varonis	Data Classification - OD MS	DCOD-50K-100KMS	\$7.48	12.00%	\$6.63
Data Security Software	Varonis	Data Classification - OD MS	DCOD-100K-150KMS	\$7.23	12.00%	\$6.41

**Appendix C Pricing Index  
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<b>Varonis</b>						
<b>CATEGORY</b>	<b>BRAND</b>	<b>PRODUCT DESCRIPTION</b>	<b>PRODUCT PART NUMBER</b>	<b>MSRP</b>	<b>DIR Customer Discount % off MSRP</b>	<b>DIR Customer Price</b>
Data Security Software	Varonis	Data Classification - OD MS	DCOD-150K+MS	\$7.11	12.00%	\$6.30
Data Security Software	Varonis	DCF - SPOL & OD OS	DCOS-0-500S	\$208.58	12.00%	\$184.93
Data Security Software	Varonis	DCF - SPOL & OD OS	DCOS-51-1000S	\$145.69	12.00%	\$129.17
Data Security Software	Varonis	DCF - SPOL & OD OS	DCOS-101-2500S	\$114.25	12.00%	\$101.29
Data Security Software	Varonis	DCF - SPOL & OD OS	DCOS-251-5000S	\$87.00	12.00%	\$77.13
Data Security Software	Varonis	DCF - SPOL & OD OS	DCOS-501-7500S	\$70.23	12.00%	\$62.27
Data Security Software	Varonis	DCF - SPOL & OD OS	DCOS-751-10000S	\$64.99	12.00%	\$57.62
Data Security Software	Varonis	DCF - SPOL & OD OS	DCOS-1001-15000S	\$59.74	12.00%	\$52.97
Data Security Software	Varonis	DCF - SPOL & OD OS	DCOS-1501-20000S	\$53.98	12.00%	\$47.86
Data Security Software	Varonis	DCF - SPOL & OD OS	DCOS-2001-25000S	\$50.31	12.00%	\$44.60
Data Security Software	Varonis	DCF - SPOL & OD OS	DCOS-2501-40000S	\$47.17	12.00%	\$41.82
Data Security Software	Varonis	DCF - SPOL & OD OS	DCOS-4001-60000S	\$44.02	12.00%	\$39.03
Data Security Software	Varonis	DCF - SPOL & OD OS	DCOS-6001-80000S	\$40.88	12.00%	\$36.24
Data Security Software	Varonis	DCF - SPOL & OD OS	DCOS-8001-10KOS	\$38.78	12.00%	\$34.38
Data Security Software	Varonis	DCF - SPOL & OD OS	DCOS-10K-20KOS	\$36.69	12.00%	\$32.53
Data Security Software	Varonis	DCF - SPOL & OD OS	DCOS-20K-35KOS	\$34.59	12.00%	\$30.67
Data Security Software	Varonis	DCF - SPOL & OD OS	DCOS-35K-50KOS	\$33.54	12.00%	\$29.74
Data Security Software	Varonis	DCF - SPOL & OD OS	DCOS-50K-100KOS	\$32.49	12.00%	\$28.81
Data Security Software	Varonis	DCF - SPOL & OD OS	DCOS-100K-150KOS	\$31.44	12.00%	\$27.87
Data Security Software	Varonis	DCF - SPOL & OD OS	DCOS-150K+OS	\$30.92	12.00%	\$27.41
Data Security Software	Varonis	DCF - SPOL & OD MS	DCOS-0-50MS	\$71.99	12.00%	\$63.83
Data Security Software	Varonis	DCF - SPOL & OD MS	DCOS-51-100MS	\$50.28	12.00%	\$44.58
Data Security Software	Varonis	DCF - SPOL & OD MS	DCOS-101-250MS	\$39.43	12.00%	\$34.96
Data Security Software	Varonis	DCF - SPOL & OD MS	DCOS-251-500MS	\$30.02	12.00%	\$26.62
Data Security Software	Varonis	DCF - SPOL & OD MS	DCOS-501-750MS	\$24.24	12.00%	\$21.49
Data Security Software	Varonis	DCF - SPOL & OD MS	DCOS-751-1000MS	\$22.43	12.00%	\$19.89
Data Security Software	Varonis	DCF - SPOL & OD MS	DCOS-1001-1500MS	\$20.62	12.00%	\$18.28
Data Security Software	Varonis	DCF - SPOL & OD MS	DCOS-1501-2000MS	\$18.63	12.00%	\$16.52
Data Security Software	Varonis	DCF - SPOL & OD MS	DCOS-2001-2500MS	\$17.36	12.00%	\$15.39

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<b>Varonis</b>						
<b>CATEGORY</b>	<b>BRAND</b>	<b>PRODUCT DESCRIPTION</b>	<b>PRODUCT PART NUMBER</b>	<b>MSRP</b>	<b>DIR Customer Discount % off MSRP</b>	<b>DIR Customer Price</b>
Data Security Software	Varonis	DCF - SPOL & OD MS	DCOS-2501-4000MS	\$16.28	12.00%	\$14.43
Data Security Software	Varonis	DCF - SPOL & OD MS	DCOS-4001-6000MS	\$15.19	12.00%	\$13.47
Data Security Software	Varonis	DCF - SPOL & OD MS	DCOS-6001-8000MS	\$14.11	12.00%	\$12.51
Data Security Software	Varonis	DCF - SPOL & OD MS	DCOS-8001-10KMS	\$13.38	12.00%	\$11.86
Data Security Software	Varonis	DCF - SPOL & OD MS	DCOS-10K-20KMS	\$12.66	12.00%	\$11.22
Data Security Software	Varonis	DCF - SPOL & OD MS	DCOS-20K-35KMS	\$11.94	12.00%	\$10.59
Data Security Software	Varonis	DCF - SPOL & OD MS	DCOS-35K-50KMS	\$11.58	12.00%	\$10.27
Data Security Software	Varonis	DCF - SPOL & OD MS	DCOS-50K-100KMS	\$11.21	12.00%	\$9.94
Data Security Software	Varonis	DCF - SPOL & OD MS	DCOS-100K-150KMS	\$10.85	12.00%	\$9.62
Data Security Software	Varonis	DCF - SPOL & OD MS	DCOS-150K+MS	\$10.67	12.00%	\$9.46
Data Security Software	Varonis	Data Transport Engine OS	DTE-0-500S	\$115.88	12.00%	\$102.74
Data Security Software	Varonis	Data Transport Engine OS	DTE-51-1000S	\$80.94	12.00%	\$71.76
Data Security Software	Varonis	Data Transport Engine OS	DTE-101-2500S	\$63.47	12.00%	\$56.27
Data Security Software	Varonis	Data Transport Engine OS	DTE-251-5000S	\$48.33	12.00%	\$42.85
Data Security Software	Varonis	Data Transport Engine OS	DTE-501-7500S	\$39.01	12.00%	\$34.59
Data Security Software	Varonis	Data Transport Engine OS	DTE-751-10000S	\$36.10	12.00%	\$32.01
Data Security Software	Varonis	Data Transport Engine OS	DTE-1001-15000S	\$33.19	12.00%	\$29.43
Data Security Software	Varonis	Data Transport Engine OS	DTE-1501-20000S	\$29.99	12.00%	\$26.59
Data Security Software	Varonis	Data Transport Engine OS	DTE-2001-25000S	\$27.95	12.00%	\$24.78
Data Security Software	Varonis	Data Transport Engine OS	DTE-2501-40000S	\$26.20	12.00%	\$23.23
Data Security Software	Varonis	Data Transport Engine OS	DTE-4001-60000S	\$24.46	12.00%	\$21.69
Data Security Software	Varonis	Data Transport Engine OS	DTE-6001-80000S	\$22.71	12.00%	\$20.13
Data Security Software	Varonis	Data Transport Engine OS	DTE-8001-10KOS	\$21.55	12.00%	\$19.11
Data Security Software	Varonis	Data Transport Engine OS	DTE-10K-20KOS	\$20.38	12.00%	\$18.07
Data Security Software	Varonis	Data Transport Engine OS	DTE-20K-35KOS	\$19.22	12.00%	\$17.04
Data Security Software	Varonis	Data Transport Engine OS	DTE-35K-50KOS	\$18.63	12.00%	\$16.52
Data Security Software	Varonis	Data Transport Engine OS	DTE-50K-100KOS	\$18.05	12.00%	\$16.00
Data Security Software	Varonis	Data Transport Engine OS	DTE-100K-150KOS	\$17.47	12.00%	\$15.49
Data Security Software	Varonis	Data Transport Engine OS	DTE-150K+OS	\$17.18	12.00%	\$15.23

**Appendix C Pricing Index**  
**DIR-CPO-4764**

<b>Varonis</b>						
<b>CATEGORY</b>	<b>BRAND</b>	<b>PRODUCT DESCRIPTION</b>	<b>PRODUCT PART NUMBER</b>	<b>MSRP</b>	<b>DIR Customer Discount % off MSRP</b>	<b>DIR Customer Price</b>
Data Security Software	Varonis	Data Transport Engine MS	DTE-0-50MS	\$39.99	12.00%	\$35.46
Data Security Software	Varonis	Data Transport Engine MS	DTE-51-100MS	\$27.93	12.00%	\$24.76
Data Security Software	Varonis	Data Transport Engine MS	DTE-101-250MS	\$21.91	12.00%	\$19.43
Data Security Software	Varonis	Data Transport Engine MS	DTE-251-500MS	\$16.68	12.00%	\$14.79
Data Security Software	Varonis	Data Transport Engine MS	DTE-501-750MS	\$13.46	12.00%	\$11.93
Data Security Software	Varonis	Data Transport Engine MS	DTE-751-1000MS	\$12.46	12.00%	\$11.05
Data Security Software	Varonis	Data Transport Engine MS	DTE-1001-1500MS	\$11.46	12.00%	\$10.16
Data Security Software	Varonis	Data Transport Engine MS	DTE-1501-2000MS	\$10.35	12.00%	\$9.18
Data Security Software	Varonis	Data Transport Engine MS	DTE-2001-2500MS	\$9.65	12.00%	\$8.56
Data Security Software	Varonis	Data Transport Engine MS	DTE-2501-4000MS	\$9.04	12.00%	\$8.01
Data Security Software	Varonis	Data Transport Engine MS	DTE-4001-6000MS	\$8.44	12.00%	\$7.48
Data Security Software	Varonis	Data Transport Engine MS	DTE-6001-8000MS	\$7.84	12.00%	\$6.95
Data Security Software	Varonis	Data Transport Engine MS	DTE-8001-10KMS	\$7.44	12.00%	\$6.60
Data Security Software	Varonis	Data Transport Engine MS	DTE-10K-20KMS	\$7.03	12.00%	\$6.23
Data Security Software	Varonis	Data Transport Engine MS	DTE-20K-35KMS	\$6.63	12.00%	\$5.88
Data Security Software	Varonis	Data Transport Engine MS	DTE-35K-50KMS	\$6.43	12.00%	\$5.70
Data Security Software	Varonis	Data Transport Engine MS	DTE-50K-100KMS	\$6.23	12.00%	\$5.52
Data Security Software	Varonis	Data Transport Engine MS	DTE-100K-150KMS	\$6.03	12.00%	\$5.35
Data Security Software	Varonis	Data Transport Engine MS	DTE-150K+MS	\$5.93	12.00%	\$5.26
Data Security Software	Varonis	DataPrivilege OS	DP-0-50OS	\$125.54	12.00%	\$111.30
Data Security Software	Varonis	DataPrivilege OS	DP-51-100OS	\$87.69	12.00%	\$77.75
Data Security Software	Varonis	DataPrivilege OS	DP-101-250OS	\$68.76	12.00%	\$60.96
Data Security Software	Varonis	DataPrivilege OS	DP-251-500OS	\$52.36	12.00%	\$46.42
Data Security Software	Varonis	DataPrivilege OS	DP-501-750OS	\$42.27	12.00%	\$37.48
Data Security Software	Varonis	DataPrivilege OS	DP-751-1000OS	\$39.11	12.00%	\$34.67
Data Security Software	Varonis	DataPrivilege OS	DP-1001-1500OS	\$35.96	12.00%	\$31.88
Data Security Software	Varonis	DataPrivilege OS	DP-1501-2000OS	\$32.49	12.00%	\$28.81
Data Security Software	Varonis	DataPrivilege OS	DP-2001-2500OS	\$30.28	12.00%	\$26.85
Data Security Software	Varonis	DataPrivilege OS	DP-2501-4000OS	\$28.39	12.00%	\$25.17

**Appendix C Pricing Index**  
**DIR-CPO-4764**

<b>Varonis</b>						
<b>CATEGORY</b>	<b>BRAND</b>	<b>PRODUCT DESCRIPTION</b>	<b>PRODUCT PART NUMBER</b>	<b>MSRP</b>	<b>DIR Customer Discount % off MSRP</b>	<b>DIR Customer Price</b>
Data Security Software	Varonis	DataPrivilege OS	DP-4001-6000OS	\$26.50	12.00%	\$23.49
Data Security Software	Varonis	DataPrivilege OS	DP-6001-8000OS	\$24.60	12.00%	\$21.81
Data Security Software	Varonis	DataPrivilege OS	DP-8001-10KOS	\$23.34	12.00%	\$20.69
Data Security Software	Varonis	DataPrivilege OS	DP-10K-20KOS	\$22.08	12.00%	\$19.58
Data Security Software	Varonis	DataPrivilege OS	DP-20K-35KOS	\$20.82	12.00%	\$18.46
Data Security Software	Varonis	DataPrivilege OS	DP-35K-50KOS	\$20.19	12.00%	\$17.90
Data Security Software	Varonis	DataPrivilege OS	DP-50K-100KOS	\$19.56	12.00%	\$17.34
Data Security Software	Varonis	DataPrivilege OS	DP-100K-150KOS	\$18.93	12.00%	\$16.78
Data Security Software	Varonis	DataPrivilege OS	DP-150K+OS	\$18.61	12.00%	\$16.50
Data Security Software	Varonis	DataPrivilege MS	DP-0-50MS	\$43.33	12.00%	\$38.42
Data Security Software	Varonis	DataPrivilege MS	DP-51-100MS	\$30.26	12.00%	\$26.83
Data Security Software	Varonis	DataPrivilege MS	DP-101-250MS	\$23.73	12.00%	\$21.04
Data Security Software	Varonis	DataPrivilege MS	DP-251-500MS	\$18.07	12.00%	\$16.02
Data Security Software	Varonis	DataPrivilege MS	DP-501-750MS	\$14.59	12.00%	\$12.94
Data Security Software	Varonis	DataPrivilege MS	DP-751-1000MS	\$13.50	12.00%	\$11.97
Data Security Software	Varonis	DataPrivilege MS	DP-1001-1500MS	\$12.41	12.00%	\$11.00
Data Security Software	Varonis	DataPrivilege MS	DP-1501-2000MS	\$11.21	12.00%	\$9.94
Data Security Software	Varonis	DataPrivilege MS	DP-2001-2500MS	\$10.45	12.00%	\$9.26
Data Security Software	Varonis	DataPrivilege MS	DP-2501-4000MS	\$9.80	12.00%	\$8.69
Data Security Software	Varonis	DataPrivilege MS	DP-4001-6000MS	\$9.14	12.00%	\$8.10
Data Security Software	Varonis	DataPrivilege MS	DP-6001-8000MS	\$8.49	12.00%	\$7.53
Data Security Software	Varonis	DataPrivilege MS	DP-8001-10KMS	\$8.06	12.00%	\$7.15
Data Security Software	Varonis	DataPrivilege MS	DP-10K-20KMS	\$7.62	12.00%	\$6.76
Data Security Software	Varonis	DataPrivilege MS	DP-20K-35KMS	\$7.18	12.00%	\$6.37
Data Security Software	Varonis	DataPrivilege MS	DP-35K-50KMS	\$6.97	12.00%	\$6.18
Data Security Software	Varonis	DataPrivilege MS	DP-50K-100KMS	\$6.75	12.00%	\$5.98
Data Security Software	Varonis	DataPrivilege MS	DP-100K-150KMS	\$6.53	12.00%	\$5.79
Data Security Software	Varonis	DataPrivilege MS	DP-150K+MS	\$6.42	12.00%	\$5.69
Data Security Software	Varonis	DataPrivilege - SP OS	DPS-0-50OS	\$125.54	12.00%	\$111.30

**Appendix C Pricing Index**  
**DIR-CPO-4764**

<b>Varonis</b>						
<b>CATEGORY</b>	<b>BRAND</b>	<b>PRODUCT DESCRIPTION</b>	<b>PRODUCT PART NUMBER</b>	<b>MSRP</b>	<b>DIR Customer Discount % off MSRP</b>	<b>DIR Customer Price</b>
Data Security Software	Varonis	DataPrivilege - SP OS	DPS-51-100OS	\$87.69	12.00%	\$77.75
Data Security Software	Varonis	DataPrivilege - SP OS	DPS-101-250OS	\$68.76	12.00%	\$60.96
Data Security Software	Varonis	DataPrivilege - SP OS	DPS-251-500OS	\$52.36	12.00%	\$46.42
Data Security Software	Varonis	DataPrivilege - SP OS	DPS-501-750OS	\$42.27	12.00%	\$37.48
Data Security Software	Varonis	DataPrivilege - SP OS	DPS-751-1000OS	\$39.11	12.00%	\$34.67
Data Security Software	Varonis	DataPrivilege - SP OS	DPS-1001-1500OS	\$35.96	12.00%	\$31.88
Data Security Software	Varonis	DataPrivilege - SP OS	DPS-1501-2000OS	\$32.49	12.00%	\$28.81
Data Security Software	Varonis	DataPrivilege - SP OS	DPS-2001-2500OS	\$30.28	12.00%	\$26.85
Data Security Software	Varonis	DataPrivilege - SP OS	DPS-2501-4000OS	\$28.39	12.00%	\$25.17
Data Security Software	Varonis	DataPrivilege - SP OS	DPS-4001-6000OS	\$26.50	12.00%	\$23.49
Data Security Software	Varonis	DataPrivilege - SP OS	DPS-6001-8000OS	\$24.60	12.00%	\$21.81
Data Security Software	Varonis	DataPrivilege - SP OS	DPS-8001-10KOS	\$23.34	12.00%	\$20.69
Data Security Software	Varonis	DataPrivilege - SP OS	DPS-10K-20KOS	\$22.08	12.00%	\$19.58
Data Security Software	Varonis	DataPrivilege - SP OS	DPS-20K-35KOS	\$20.82	12.00%	\$18.46
Data Security Software	Varonis	DataPrivilege - SP OS	DPS-35K-50KOS	\$20.19	12.00%	\$17.90
Data Security Software	Varonis	DataPrivilege - SP OS	DPS-50K-100KOS	\$19.56	12.00%	\$17.34
Data Security Software	Varonis	DataPrivilege - SP OS	DPS-100K-150KOS	\$18.93	12.00%	\$16.78
Data Security Software	Varonis	DataPrivilege - SP OS	DPS-150K+OS	\$18.61	12.00%	\$16.50
Data Security Software	Varonis	DataPrivilege - SP MS	DPS-0-50MS	\$43.33	12.00%	\$38.42
Data Security Software	Varonis	DataPrivilege - SP MS	DPS-51-100MS	\$30.26	12.00%	\$26.83
Data Security Software	Varonis	DataPrivilege - SP MS	DPS-101-250MS	\$23.73	12.00%	\$21.04
Data Security Software	Varonis	DataPrivilege - SP MS	DPS-251-500MS	\$18.07	12.00%	\$16.02
Data Security Software	Varonis	DataPrivilege - SP MS	DPS-501-750MS	\$14.59	12.00%	\$12.94
Data Security Software	Varonis	DataPrivilege - SP MS	DPS-751-1000MS	\$13.50	12.00%	\$11.97
Data Security Software	Varonis	DataPrivilege - SP MS	DPS-1001-1500MS	\$12.41	12.00%	\$11.00
Data Security Software	Varonis	DataPrivilege - SP MS	DPS-1501-2000MS	\$11.21	12.00%	\$9.94
Data Security Software	Varonis	DataPrivilege - SP MS	DPS-2001-2500MS	\$10.45	12.00%	\$9.26
Data Security Software	Varonis	DataPrivilege - SP MS	DPS-2501-4000MS	\$9.80	12.00%	\$8.69
Data Security Software	Varonis	DataPrivilege - SP MS	DPS-4001-6000MS	\$9.14	12.00%	\$8.10

**Appendix C Pricing Index**  
**DIR-CPO-4764**

<b>Varonis</b>						
<b>CATEGORY</b>	<b>BRAND</b>	<b>PRODUCT DESCRIPTION</b>	<b>PRODUCT PART NUMBER</b>	<b>MSRP</b>	<b>DIR Customer Discount % off MSRP</b>	<b>DIR Customer Price</b>
Data Security Software	Varonis	DataPrivilege - SP MS	DPS-6001-8000MS	\$8.49	12.00%	\$7.53
Data Security Software	Varonis	DataPrivilege - SP MS	DPS-8001-10KMS	\$8.06	12.00%	\$7.15
Data Security Software	Varonis	DataPrivilege - SP MS	DPS-10K-20KMS	\$7.62	12.00%	\$6.76
Data Security Software	Varonis	DataPrivilege - SP MS	DPS-20K-35KMS	\$7.18	12.00%	\$6.37
Data Security Software	Varonis	DataPrivilege - SP MS	DPS-35K-50KMS	\$6.97	12.00%	\$6.18
Data Security Software	Varonis	DataPrivilege - SP MS	DPS-50K-100KMS	\$6.75	12.00%	\$5.98
Data Security Software	Varonis	DataPrivilege - SP MS	DPS-100K-150KMS	\$6.53	12.00%	\$5.79
Data Security Software	Varonis	DataPrivilege - SP MS	DPS-150K+MS	\$6.42	12.00%	\$5.69
Data Security Software	Varonis	DatAnswers - WIN OS	DW-0-50OS	\$96.57	12.00%	\$85.62
Data Security Software	Varonis	DatAnswers - WIN OS	DW-51-100OS	\$67.45	12.00%	\$59.80
Data Security Software	Varonis	DatAnswers - WIN OS	DW-101-250OS	\$52.89	12.00%	\$46.89
Data Security Software	Varonis	DatAnswers - WIN OS	DW-251-500OS	\$40.28	12.00%	\$35.71
Data Security Software	Varonis	DatAnswers - WIN OS	DW-501-750OS	\$32.51	12.00%	\$28.82
Data Security Software	Varonis	DatAnswers - WIN OS	DW-751-1000OS	\$30.09	12.00%	\$26.68
Data Security Software	Varonis	DatAnswers - WIN OS	DW-1001-1500OS	\$27.66	12.00%	\$24.52
Data Security Software	Varonis	DatAnswers - WIN OS	DW-1501-2000OS	\$24.99	12.00%	\$22.16
Data Security Software	Varonis	DatAnswers - WIN OS	DW-2001-2500OS	\$23.29	12.00%	\$20.65
Data Security Software	Varonis	DatAnswers - WIN OS	DW-2501-4000OS	\$21.84	12.00%	\$19.36
Data Security Software	Varonis	DatAnswers - WIN OS	DW-4001-6000OS	\$20.38	12.00%	\$18.07
Data Security Software	Varonis	DatAnswers - WIN OS	DW-6001-8000OS	\$18.93	12.00%	\$16.78
Data Security Software	Varonis	DatAnswers - WIN OS	DW-8001-10KOS	\$17.95	12.00%	\$15.91
Data Security Software	Varonis	DatAnswers - WIN OS	DW-10K-20KOS	\$16.98	12.00%	\$15.05
Data Security Software	Varonis	DatAnswers - WIN OS	DW-20K-35KOS	\$16.01	12.00%	\$14.19
Data Security Software	Varonis	DatAnswers - WIN OS	DW-35K-50KOS	\$15.53	12.00%	\$13.77
Data Security Software	Varonis	DatAnswers - WIN OS	DW-50K-100KOS	\$15.04	12.00%	\$13.33
Data Security Software	Varonis	DatAnswers - WIN OS	DW-100K-150KOS	\$14.56	12.00%	\$12.91
Data Security Software	Varonis	DatAnswers - WIN OS	DW-150K+OS	\$14.32	12.00%	\$12.70
Data Security Software	Varonis	DatAnswers - WIN MS	DW-0-50MS	\$33.33	12.00%	\$29.55
Data Security Software	Varonis	DatAnswers - WIN MS	DW-51-100MS	\$23.28	12.00%	\$20.64

**Appendix C Pricing Index**  
**DIR-CPO-4764**

<b>Varonis</b>						
<b>CATEGORY</b>	<b>BRAND</b>	<b>PRODUCT DESCRIPTION</b>	<b>PRODUCT PART NUMBER</b>	<b>MSRP</b>	<b>DIR Customer Discount % off MSRP</b>	<b>DIR Customer Price</b>
Data Security Software	Varonis	DatAnswers - WIN MS	DW-101-250MS	\$18.25	12.00%	\$16.18
Data Security Software	Varonis	DatAnswers - WIN MS	DW-251-500MS	\$13.90	12.00%	\$12.32
Data Security Software	Varonis	DatAnswers - WIN MS	DW-501-750MS	\$11.22	12.00%	\$9.95
Data Security Software	Varonis	DatAnswers - WIN MS	DW-751-1000MS	\$10.38	12.00%	\$9.20
Data Security Software	Varonis	DatAnswers - WIN MS	DW-1001-1500MS	\$9.55	12.00%	\$8.47
Data Security Software	Varonis	DatAnswers - WIN MS	DW-1501-2000MS	\$8.62	12.00%	\$7.64
Data Security Software	Varonis	DatAnswers - WIN MS	DW-2001-2500MS	\$8.04	12.00%	\$7.13
Data Security Software	Varonis	DatAnswers - WIN MS	DW-2501-4000MS	\$7.54	12.00%	\$6.68
Data Security Software	Varonis	DatAnswers - WIN MS	DW-4001-6000MS	\$7.03	12.00%	\$6.23
Data Security Software	Varonis	DatAnswers - WIN MS	DW-6001-8000MS	\$6.53	12.00%	\$5.79
Data Security Software	Varonis	DatAnswers - WIN MS	DW-8001-10KMS	\$6.20	12.00%	\$5.50
Data Security Software	Varonis	DatAnswers - WIN MS	DW-10K-20KMS	\$5.86	12.00%	\$5.20
Data Security Software	Varonis	DatAnswers - WIN MS	DW-20K-35KMS	\$5.53	12.00%	\$4.90
Data Security Software	Varonis	DatAnswers - WIN MS	DW-35K-50KMS	\$5.36	12.00%	\$4.75
Data Security Software	Varonis	DatAnswers - WIN MS	DW-50K-100KMS	\$5.19	12.00%	\$4.60
Data Security Software	Varonis	DatAnswers - WIN MS	DW-100K-150KMS	\$5.02	12.00%	\$4.45
Data Security Software	Varonis	DatAnswers - WIN MS	DW-150K+MS	\$4.94	12.00%	\$4.38
Data Security Software	Varonis	DatAnswers - SP OS	DWS-0-500S	\$96.57	12.00%	\$85.62
Data Security Software	Varonis	DatAnswers - SP OS	DWS-51-1000S	\$67.45	12.00%	\$59.80
Data Security Software	Varonis	DatAnswers - SP OS	DWS-101-2500S	\$52.89	12.00%	\$46.89
Data Security Software	Varonis	DatAnswers - SP OS	DWS-251-5000S	\$40.28	12.00%	\$35.71
Data Security Software	Varonis	DatAnswers - SP OS	DWS-501-7500S	\$32.51	12.00%	\$28.82
Data Security Software	Varonis	DatAnswers - SP OS	DWS-751-10000S	\$30.09	12.00%	\$26.68
Data Security Software	Varonis	DatAnswers - SP OS	DWS-1001-15000S	\$27.66	12.00%	\$24.52
Data Security Software	Varonis	DatAnswers - SP OS	DWS-1501-20000S	\$24.99	12.00%	\$22.16
Data Security Software	Varonis	DatAnswers - SP OS	DWS-2001-25000S	\$23.29	12.00%	\$20.65
Data Security Software	Varonis	DatAnswers - SP OS	DWS-2501-40000S	\$21.84	12.00%	\$19.36
Data Security Software	Varonis	DatAnswers - SP OS	DWS-4001-60000S	\$20.38	12.00%	\$18.07
Data Security Software	Varonis	DatAnswers - SP OS	DWS-6001-80000S	\$18.93	12.00%	\$16.78



**Appendix C Pricing Index  
DIR-CPO-4764**

<b>Varonis</b>						
<b>CATEGORY</b>	<b>BRAND</b>	<b>PRODUCT DESCRIPTION</b>	<b>PRODUCT PART NUMBER</b>	<b>MSRP</b>	<b>DIR Customer Discount % off MSRP</b>	<b>DIR Customer Price</b>
Data Security Software	Varonis	DatAnswers - SP OS	DWS-8001-10KOS	\$17.95	12.00%	\$15.91
Data Security Software	Varonis	DatAnswers - SP OS	DWS-10K-20KOS	\$16.98	12.00%	\$15.05
Data Security Software	Varonis	DatAnswers - SP OS	DWS-20K-35KOS	\$16.01	12.00%	\$14.19
Data Security Software	Varonis	DatAnswers - SP OS	DWS-35K-50KOS	\$15.53	12.00%	\$13.77
Data Security Software	Varonis	DatAnswers - SP OS	DWS-50K-100KOS	\$15.04	12.00%	\$13.33
Data Security Software	Varonis	DatAnswers - SP OS	DWS-100K-150KOS	\$14.56	12.00%	\$12.91
Data Security Software	Varonis	DatAnswers - SP OS	DWS-150K+OS	\$14.32	12.00%	\$12.70
Data Security Software	Varonis	DatAnswers - SP MS	DWS-0-50MS	\$33.33	12.00%	\$29.55
Data Security Software	Varonis	DatAnswers - SP MS	DWS-51-100MS	\$23.28	12.00%	\$20.64
Data Security Software	Varonis	DatAnswers - SP MS	DWS-101-250MS	\$18.25	12.00%	\$16.18
Data Security Software	Varonis	DatAnswers - SP MS	DWS-251-500MS	\$13.90	12.00%	\$12.32
Data Security Software	Varonis	DatAnswers - SP MS	DWS-501-750MS	\$11.22	12.00%	\$9.95
Data Security Software	Varonis	DatAnswers - SP MS	DWS-751-1000MS	\$10.38	12.00%	\$9.20
Data Security Software	Varonis	DatAnswers - SP MS	DWS-1001-1500MS	\$9.55	12.00%	\$8.47
Data Security Software	Varonis	DatAnswers - SP MS	DWS-1501-2000MS	\$8.62	12.00%	\$7.64
Data Security Software	Varonis	DatAnswers - SP MS	DWS-2001-2500MS	\$8.04	12.00%	\$7.13
Data Security Software	Varonis	DatAnswers - SP MS	DWS-2501-4000MS	\$7.54	12.00%	\$6.68
Data Security Software	Varonis	DatAnswers - SP MS	DWS-4001-6000MS	\$7.03	12.00%	\$6.23
Data Security Software	Varonis	DatAnswers - SP MS	DWS-6001-8000MS	\$6.53	12.00%	\$5.79
Data Security Software	Varonis	DatAnswers - SP MS	DWS-8001-10KMS	\$6.20	12.00%	\$5.50
Data Security Software	Varonis	DatAnswers - SP MS	DWS-10K-20KMS	\$5.86	12.00%	\$5.20
Data Security Software	Varonis	DatAnswers - SP MS	DWS-20K-35KMS	\$5.53	12.00%	\$4.90
Data Security Software	Varonis	DatAnswers - SP MS	DWS-35K-50KMS	\$5.36	12.00%	\$4.75
Data Security Software	Varonis	DatAnswers - SP MS	DWS-50K-100KMS	\$5.19	12.00%	\$4.60
Data Security Software	Varonis	DatAnswers - SP MS	DWS-100K-150KMS	\$5.02	12.00%	\$4.45
Data Security Software	Varonis	DatAnswers - SP MS	DWS-150K+MS	\$4.94	12.00%	\$4.38
Data Security Software	Varonis	DatAnswers - SPOL OS	DWSO-0-50OS	\$96.57	12.00%	\$85.62
Data Security Software	Varonis	DatAnswers - SPOL OS	DWSO-51-100OS	\$67.45	12.00%	\$59.80
Data Security Software	Varonis	DatAnswers - SPOL OS	DWSO-101-250OS	\$52.89	12.00%	\$46.89

**Appendix C Pricing Index**  
**DIR-CPO-4764**

<b>Varonis</b>						
<b>CATEGORY</b>	<b>BRAND</b>	<b>PRODUCT DESCRIPTION</b>	<b>PRODUCT PART NUMBER</b>	<b>MSRP</b>	<b>DIR Customer Discount % off MSRP</b>	<b>DIR Customer Price</b>
Data Security Software	Varonis	DatAnswers - SPOL OS	DWSO-251-500OS	\$40.28	12.00%	\$35.71
Data Security Software	Varonis	DatAnswers - SPOL OS	DWSO-501-750OS	\$32.51	12.00%	\$28.82
Data Security Software	Varonis	DatAnswers - SPOL OS	DWSO-751-1000OS	\$30.09	12.00%	\$26.68
Data Security Software	Varonis	DatAnswers - SPOL OS	DWSO-1001-1500OS	\$27.66	12.00%	\$24.52
Data Security Software	Varonis	DatAnswers - SPOL OS	DWSO-1501-2000OS	\$24.99	12.00%	\$22.16
Data Security Software	Varonis	DatAnswers - SPOL OS	DWSO-2001-2500OS	\$23.29	12.00%	\$20.65
Data Security Software	Varonis	DatAnswers - SPOL OS	DWSO-2501-4000OS	\$21.84	12.00%	\$19.36
Data Security Software	Varonis	DatAnswers - SPOL OS	DWSO-4001-6000OS	\$20.38	12.00%	\$18.07
Data Security Software	Varonis	DatAnswers - SPOL OS	DWSO-6001-8000OS	\$18.93	12.00%	\$16.78
Data Security Software	Varonis	DatAnswers - SPOL OS	DWSO-8001-10KOS	\$17.95	12.00%	\$15.91
Data Security Software	Varonis	DatAnswers - SPOL OS	DWSO-10K-20KOS	\$16.98	12.00%	\$15.05
Data Security Software	Varonis	DatAnswers - SPOL OS	DWSO-20K-35KOS	\$16.01	12.00%	\$14.19
Data Security Software	Varonis	DatAnswers - SPOL OS	DWSO-35K-50KOS	\$15.53	12.00%	\$13.77
Data Security Software	Varonis	DatAnswers - SPOL OS	DWSO-50K-100KOS	\$15.04	12.00%	\$13.33
Data Security Software	Varonis	DatAnswers - SPOL OS	DWSO-100K-150KOS	\$14.56	12.00%	\$12.91
Data Security Software	Varonis	DatAnswers - SPOL OS	DWSO-150K+OS	\$14.32	12.00%	\$12.70
Data Security Software	Varonis	DatAnswers - SPOL MS	DWSO-0-50MS	\$33.33	12.00%	\$29.55
Data Security Software	Varonis	DatAnswers - SPOL MS	DWSO-51-100MS	\$23.28	12.00%	\$20.64
Data Security Software	Varonis	DatAnswers - SPOL MS	DWSO-101-250MS	\$18.25	12.00%	\$16.18
Data Security Software	Varonis	DatAnswers - SPOL MS	DWSO-251-500MS	\$13.90	12.00%	\$12.32
Data Security Software	Varonis	DatAnswers - SPOL MS	DWSO-501-750MS	\$11.22	12.00%	\$9.95
Data Security Software	Varonis	DatAnswers - SPOL MS	DWSO-751-1000MS	\$10.38	12.00%	\$9.20
Data Security Software	Varonis	DatAnswers - SPOL MS	DWSO-1001-1500MS	\$9.55	12.00%	\$8.47
Data Security Software	Varonis	DatAnswers - SPOL MS	DWSO-1501-2000MS	\$8.62	12.00%	\$7.64
Data Security Software	Varonis	DatAnswers - SPOL MS	DWSO-2001-2500MS	\$8.04	12.00%	\$7.13
Data Security Software	Varonis	DatAnswers - SPOL MS	DWSO-2501-4000MS	\$7.54	12.00%	\$6.68
Data Security Software	Varonis	DatAnswers - SPOL MS	DWSO-4001-6000MS	\$7.03	12.00%	\$6.23
Data Security Software	Varonis	DatAnswers - SPOL MS	DWSO-6001-8000MS	\$6.53	12.00%	\$5.79
Data Security Software	Varonis	DatAnswers - SPOL MS	DWSO-8001-10KMS	\$6.20	12.00%	\$5.50

**Appendix C Pricing Index  
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<b>Varonis</b>						
<b>CATEGORY</b>	<b>BRAND</b>	<b>PRODUCT DESCRIPTION</b>	<b>PRODUCT PART NUMBER</b>	<b>MSRP</b>	<b>DIR Customer Discount % off MSRP</b>	<b>DIR Customer Price</b>
Data Security Software	Varonis	DatAnswers - SPOL MS	DWSO-10K-20KMS	\$5.86	12.00%	\$5.20
Data Security Software	Varonis	DatAnswers - SPOL MS	DWSO-20K-35KMS	\$5.53	12.00%	\$4.90
Data Security Software	Varonis	DatAnswers - SPOL MS	DWSO-35K-50KMS	\$5.36	12.00%	\$4.75
Data Security Software	Varonis	DatAnswers - SPOL MS	DWSO-50K-100KMS	\$5.19	12.00%	\$4.60
Data Security Software	Varonis	DatAnswers - SPOL MS	DWSO-100K-150KMS	\$5.02	12.00%	\$4.45
Data Security Software	Varonis	DatAnswers - SPOL MS	DWSO-150K+MS	\$4.94	12.00%	\$4.38
Data Security Software	Varonis	DatAnswers - OD OS	DWOD-0-500S	\$96.57	12.00%	\$85.62
Data Security Software	Varonis	DatAnswers - OD OS	DWOD-51-1000S	\$67.45	12.00%	\$59.80
Data Security Software	Varonis	DatAnswers - OD OS	DWOD-101-2500S	\$52.89	12.00%	\$46.89
Data Security Software	Varonis	DatAnswers - OD OS	DWOD-251-5000S	\$40.28	12.00%	\$35.71
Data Security Software	Varonis	DatAnswers - OD OS	DWOD-501-7500S	\$32.51	12.00%	\$28.82
Data Security Software	Varonis	DatAnswers - OD OS	DWOD-751-10000S	\$30.09	12.00%	\$26.68
Data Security Software	Varonis	DatAnswers - OD OS	DWOD-1001-15000S	\$27.66	12.00%	\$24.52
Data Security Software	Varonis	DatAnswers - OD OS	DWOD-1501-20000S	\$24.99	12.00%	\$22.16
Data Security Software	Varonis	DatAnswers - OD OS	DWOD-2001-25000S	\$23.29	12.00%	\$20.65
Data Security Software	Varonis	DatAnswers - OD OS	DWOD-2501-40000S	\$21.84	12.00%	\$19.36
Data Security Software	Varonis	DatAnswers - OD OS	DWOD-4001-60000S	\$20.38	12.00%	\$18.07
Data Security Software	Varonis	DatAnswers - OD OS	DWOD-6001-80000S	\$18.93	12.00%	\$16.78
Data Security Software	Varonis	DatAnswers - OD OS	DWOD-8001-10KOS	\$17.95	12.00%	\$15.91
Data Security Software	Varonis	DatAnswers - OD OS	DWOD-10K-20KOS	\$16.98	12.00%	\$15.05
Data Security Software	Varonis	DatAnswers - OD OS	DWOD-20K-35KOS	\$16.01	12.00%	\$14.19
Data Security Software	Varonis	DatAnswers - OD OS	DWOD-35K-50KOS	\$15.53	12.00%	\$13.77
Data Security Software	Varonis	DatAnswers - OD OS	DWOD-50K-100KOS	\$15.04	12.00%	\$13.33
Data Security Software	Varonis	DatAnswers - OD OS	DWOD-100K-150KOS	\$14.56	12.00%	\$12.91
Data Security Software	Varonis	DatAnswers - OD OS	DWOD-150K+OS	\$14.32	12.00%	\$12.70
Data Security Software	Varonis	DatAnswers - OD MS	DWOD-0-50MS	\$33.33	12.00%	\$29.55
Data Security Software	Varonis	DatAnswers - OD MS	DWOD-51-100MS	\$23.28	12.00%	\$20.64
Data Security Software	Varonis	DatAnswers - OD MS	DWOD-101-250MS	\$18.25	12.00%	\$16.18
Data Security Software	Varonis	DatAnswers - OD MS	DWOD-251-500MS	\$13.90	12.00%	\$12.32

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<b>Varonis</b>						
<b>CATEGORY</b>	<b>BRAND</b>	<b>PRODUCT DESCRIPTION</b>	<b>PRODUCT PART NUMBER</b>	<b>MSRP</b>	<b>DIR Customer Discount % off MSRP</b>	<b>DIR Customer Price</b>
Data Security Software	Varonis	DatAnswers - OD MS	DWOD-501-750MS	\$11.22	12.00%	\$9.95
Data Security Software	Varonis	DatAnswers - OD MS	DWOD-751-1000MS	\$10.38	12.00%	\$9.20
Data Security Software	Varonis	DatAnswers - OD MS	DWOD-1001-1500MS	\$9.55	12.00%	\$8.47
Data Security Software	Varonis	DatAnswers - OD MS	DWOD-1501-2000MS	\$8.62	12.00%	\$7.64
Data Security Software	Varonis	DatAnswers - OD MS	DWOD-2001-2500MS	\$8.04	12.00%	\$7.13
Data Security Software	Varonis	DatAnswers - OD MS	DWOD-2501-4000MS	\$7.54	12.00%	\$6.68
Data Security Software	Varonis	DatAnswers - OD MS	DWOD-4001-6000MS	\$7.03	12.00%	\$6.23
Data Security Software	Varonis	DatAnswers - OD MS	DWOD-6001-8000MS	\$6.53	12.00%	\$5.79
Data Security Software	Varonis	DatAnswers - OD MS	DWOD-8001-10KMS	\$6.20	12.00%	\$5.50
Data Security Software	Varonis	DatAnswers - OD MS	DWOD-10K-20KMS	\$5.86	12.00%	\$5.20
Data Security Software	Varonis	DatAnswers - OD MS	DWOD-20K-35KMS	\$5.53	12.00%	\$4.90
Data Security Software	Varonis	DatAnswers - OD MS	DWOD-35K-50KMS	\$5.36	12.00%	\$4.75
Data Security Software	Varonis	DatAnswers - OD MS	DWOD-50K-100KMS	\$5.19	12.00%	\$4.60
Data Security Software	Varonis	DatAnswers - OD MS	DWOD-100K-150KMS	\$5.02	12.00%	\$4.45
Data Security Software	Varonis	DatAnswers - OD MS	DWOD-150K+MS	\$4.94	12.00%	\$4.38
Data Security Software	Varonis	DatAnswers - OD & SPOL OS	DWOS-0-500S	\$144.85	12.00%	\$128.42
Data Security Software	Varonis	DatAnswers - OD & SPOL OS	DWOS-51-1000S	\$101.18	12.00%	\$89.71
Data Security Software	Varonis	DatAnswers - OD & SPOL OS	DWOS-101-2500S	\$79.34	12.00%	\$70.34
Data Security Software	Varonis	DatAnswers - OD & SPOL OS	DWOS-251-5000S	\$60.41	12.00%	\$53.56
Data Security Software	Varonis	DatAnswers - OD & SPOL OS	DWOS-501-7500S	\$48.77	12.00%	\$43.24
Data Security Software	Varonis	DatAnswers - OD & SPOL OS	DWOS-751-10000S	\$45.13	12.00%	\$40.01
Data Security Software	Varonis	DatAnswers - OD & SPOL OS	DWOS-1001-15000S	\$41.49	12.00%	\$36.79
Data Security Software	Varonis	DatAnswers - OD & SPOL OS	DWOS-1501-20000S	\$37.49	12.00%	\$33.24
Data Security Software	Varonis	DatAnswers - OD & SPOL OS	DWOS-2001-25000S	\$34.94	12.00%	\$30.98
Data Security Software	Varonis	DatAnswers - OD & SPOL OS	DWOS-2501-40000S	\$32.75	12.00%	\$29.04
Data Security Software	Varonis	DatAnswers - OD & SPOL OS	DWOS-4001-60000S	\$30.57	12.00%	\$27.10
Data Security Software	Varonis	DatAnswers - OD & SPOL OS	DWOS-6001-80000S	\$28.39	12.00%	\$25.17
Data Security Software	Varonis	DatAnswers - OD & SPOL OS	DWOS-8001-10KOS	\$26.93	12.00%	\$23.88
Data Security Software	Varonis	DatAnswers - OD & SPOL OS	DWOS-10K-20KOS	\$25.48	12.00%	\$22.59

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<b>Varonis</b>						
<b>CATEGORY</b>	<b>BRAND</b>	<b>PRODUCT DESCRIPTION</b>	<b>PRODUCT PART NUMBER</b>	<b>MSRP</b>	<b>DIR Customer Discount % off MSRP</b>	<b>DIR Customer Price</b>
Data Security Software	Varonis	DatAnswers - OD & SPOL OS	DWOS-20K-35KOS	\$24.02	12.00%	\$21.30
Data Security Software	Varonis	DatAnswers - OD & SPOL OS	DWOS-35K-50KOS	\$23.29	12.00%	\$20.65
Data Security Software	Varonis	DatAnswers - OD & SPOL OS	DWOS-50K-100KOS	\$22.56	12.00%	\$20.00
Data Security Software	Varonis	DatAnswers - OD & SPOL OS	DWOS-100K-150KOS	\$21.84	12.00%	\$19.36
Data Security Software	Varonis	DatAnswers - OD & SPOL OS	DWOS-150K+OS	\$21.47	12.00%	\$19.04
Data Security Software	Varonis	DatAnswers - OD & SPOL MS	DWOS-0-50MS	\$49.99	12.00%	\$44.32
Data Security Software	Varonis	DatAnswers - OD & SPOL MS	DWOS-51-100MS	\$34.92	12.00%	\$30.96
Data Security Software	Varonis	DatAnswers - OD & SPOL MS	DWOS-101-250MS	\$27.38	12.00%	\$24.28
Data Security Software	Varonis	DatAnswers - OD & SPOL MS	DWOS-251-500MS	\$20.85	12.00%	\$18.49
Data Security Software	Varonis	DatAnswers - OD & SPOL MS	DWOS-501-750MS	\$16.83	12.00%	\$14.92
Data Security Software	Varonis	DatAnswers - OD & SPOL MS	DWOS-751-1000MS	\$15.58	12.00%	\$13.81
Data Security Software	Varonis	DatAnswers - OD & SPOL MS	DWOS-1001-1500MS	\$14.32	12.00%	\$12.70
Data Security Software	Varonis	DatAnswers - OD & SPOL MS	DWOS-1501-2000MS	\$12.94	12.00%	\$11.47
Data Security Software	Varonis	DatAnswers - OD & SPOL MS	DWOS-2001-2500MS	\$12.06	12.00%	\$10.69
Data Security Software	Varonis	DatAnswers - OD & SPOL MS	DWOS-2501-4000MS	\$11.30	12.00%	\$10.02
Data Security Software	Varonis	DatAnswers - OD & SPOL MS	DWOS-4001-6000MS	\$10.55	12.00%	\$9.35
Data Security Software	Varonis	DatAnswers - OD & SPOL MS	DWOS-6001-8000MS	\$9.80	12.00%	\$8.69
Data Security Software	Varonis	DatAnswers - OD & SPOL MS	DWOS-8001-10KMS	\$9.29	12.00%	\$8.24
Data Security Software	Varonis	DatAnswers - OD & SPOL MS	DWOS-10K-20KMS	\$8.79	12.00%	\$7.79
Data Security Software	Varonis	DatAnswers - OD & SPOL MS	DWOS-20K-35KMS	\$8.29	12.00%	\$7.35
Data Security Software	Varonis	DatAnswers - OD & SPOL MS	DWOS-35K-50KMS	\$8.04	12.00%	\$7.13
Data Security Software	Varonis	DatAnswers - OD & SPOL MS	DWOS-50K-100KMS	\$7.79	12.00%	\$6.91
Data Security Software	Varonis	DatAnswers - OD & SPOL MS	DWOS-100K-150KMS	\$7.54	12.00%	\$6.68
Data Security Software	Varonis	DatAnswers - OD & SPOL MS	DWOS-150K+MS	\$7.41	12.00%	\$6.57
Data Security Software	Varonis	Automation Engine OS	AE-0-50OS	\$144.85	12.00%	\$128.42
Data Security Software	Varonis	Automation Engine OS	AE-51-100OS	\$101.18	12.00%	\$89.71
Data Security Software	Varonis	Automation Engine OS	AE-101-250OS	\$79.34	12.00%	\$70.34
Data Security Software	Varonis	Automation Engine OS	AE-251-500OS	\$60.41	12.00%	\$53.56
Data Security Software	Varonis	Automation Engine OS	AE-501-750OS	\$48.77	12.00%	\$43.24

**Appendix C Pricing Index**  
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<b>Varonis</b>						
<b>CATEGORY</b>	<b>BRAND</b>	<b>PRODUCT DESCRIPTION</b>	<b>PRODUCT PART NUMBER</b>	<b>MSRP</b>	<b>DIR Customer Discount % off MSRP</b>	<b>DIR Customer Price</b>
Data Security Software	Varonis	Automation Engine OS	AE-751-1000OS	\$45.13	12.00%	\$40.01
Data Security Software	Varonis	Automation Engine OS	AE-1001-1500OS	\$41.49	12.00%	\$36.79
Data Security Software	Varonis	Automation Engine OS	AE-1501-2000OS	\$37.49	12.00%	\$33.24
Data Security Software	Varonis	Automation Engine OS	AE-2001-2500OS	\$34.94	12.00%	\$30.98
Data Security Software	Varonis	Automation Engine OS	AE-2501-4000OS	\$32.75	12.00%	\$29.04
Data Security Software	Varonis	Automation Engine OS	AE-4001-6000OS	\$30.57	12.00%	\$27.10
Data Security Software	Varonis	Automation Engine OS	AE-6001-8000OS	\$28.39	12.00%	\$25.17
Data Security Software	Varonis	Automation Engine OS	AE-8001-10KOS	\$26.93	12.00%	\$23.88
Data Security Software	Varonis	Automation Engine OS	AE-10K-20KOS	\$25.48	12.00%	\$22.59
Data Security Software	Varonis	Automation Engine OS	AE-20K-35KOS	\$24.02	12.00%	\$21.30
Data Security Software	Varonis	Automation Engine OS	AE-35K-50KOS	\$23.29	12.00%	\$20.65
Data Security Software	Varonis	Automation Engine OS	AE-50K-100KOS	\$22.56	12.00%	\$20.00
Data Security Software	Varonis	Automation Engine OS	AE-100K-150KOS	\$21.84	12.00%	\$19.36
Data Security Software	Varonis	Automation Engine OS	AE-150K+OS	\$21.47	12.00%	\$19.04
Data Security Software	Varonis	Automation Engine MS	AE-0-50MS	\$49.99	12.00%	\$44.32
Data Security Software	Varonis	Automation Engine MS	AE-51-100MS	\$34.92	12.00%	\$30.96
Data Security Software	Varonis	Automation Engine MS	AE-101-250MS	\$27.38	12.00%	\$24.28
Data Security Software	Varonis	Automation Engine MS	AE-251-500MS	\$20.85	12.00%	\$18.49
Data Security Software	Varonis	Automation Engine MS	AE-501-750MS	\$16.83	12.00%	\$14.92
Data Security Software	Varonis	Automation Engine MS	AE-751-1000MS	\$15.58	12.00%	\$13.81
Data Security Software	Varonis	Automation Engine MS	AE-1001-1500MS	\$14.32	12.00%	\$12.70
Data Security Software	Varonis	Automation Engine MS	AE-1501-2000MS	\$12.94	12.00%	\$11.47
Data Security Software	Varonis	Automation Engine MS	AE-2001-2500MS	\$12.06	12.00%	\$10.69
Data Security Software	Varonis	Automation Engine MS	AE-2501-4000MS	\$11.30	12.00%	\$10.02
Data Security Software	Varonis	Automation Engine MS	AE-4001-6000MS	\$10.55	12.00%	\$9.35
Data Security Software	Varonis	Automation Engine MS	AE-6001-8000MS	\$9.80	12.00%	\$8.69
Data Security Software	Varonis	Automation Engine MS	AE-8001-10KMS	\$9.29	12.00%	\$8.24
Data Security Software	Varonis	Automation Engine MS	AE-10K-20KMS	\$8.79	12.00%	\$7.79
Data Security Software	Varonis	Automation Engine MS	AE-20K-35KMS	\$8.29	12.00%	\$7.35

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<b>Varonis</b>						
<b>CATEGORY</b>	<b>BRAND</b>	<b>PRODUCT DESCRIPTION</b>	<b>PRODUCT PART NUMBER</b>	<b>MSRP</b>	<b>DIR Customer Discount % off MSRP</b>	<b>DIR Customer Price</b>
Data Security Software	Varonis	Automation Engine MS	AE-35K-50KMS	\$8.04	12.00%	\$7.13
Data Security Software	Varonis	Automation Engine MS	AE-50K-100KMS	\$7.79	12.00%	\$6.91
Data Security Software	Varonis	Automation Engine MS	AE-100K-150KMS	\$7.54	12.00%	\$6.68
Data Security Software	Varonis	Automation Engine MS	AE-150K+MS	\$7.41	12.00%	\$6.57
Data Security Software	Varonis	Collector OS	CL-1-5OS	\$6,793.61	12.00%	\$6,023.21
Data Security Software	Varonis	Collector OS	CL-6-10OS	\$4,755.52	12.00%	\$4,216.24
Data Security Software	Varonis	Collector OS	CL-11-15OS	\$3,057.12	12.00%	\$2,710.44
Data Security Software	Varonis	Collector OS	CL-16-20OS	\$2,751.41	12.00%	\$2,439.40
Data Security Software	Varonis	Collector OS	CL-21+OS	\$2,476.75	12.00%	\$2,195.89
Data Security Software	Varonis	Collector MS	CL-1-5MS	\$2,344.65	12.00%	\$2,078.77
Data Security Software	Varonis	Collector MS	CL-6-10MS	\$1,641.26	12.00%	\$1,455.14
Data Security Software	Varonis	Collector MS	CL-11-15MS	\$1,055.09	12.00%	\$935.44
Data Security Software	Varonis	Collector MS	CL-16-20MS	\$949.58	12.00%	\$841.90
Data Security Software	Varonis	Collector MS	CL-21+MS	\$854.79	12.00%	\$757.86
Data Security Software	Varonis	Collector 100 SL OS	CLC-1-5OS	\$13,587.21	12.00%	\$12,046.42
Data Security Software	Varonis	Collector 100 SL OS	CLC-6-10OS	\$9,511.05	12.00%	\$8,432.50
Data Security Software	Varonis	Collector 100 SL OS	CLC-11-15OS	\$6,114.24	12.00%	\$5,420.89
Data Security Software	Varonis	Collector 100 SL OS	CLC-16-20OS	\$5,502.82	12.00%	\$4,878.80
Data Security Software	Varonis	Collector 100 SL OS	CLC-21+OS	\$4,953.51	12.00%	\$4,391.78
Data Security Software	Varonis	Collector 100 SL MS	CLC-1-5MS	\$4,689.30	12.00%	\$4,157.53
Data Security Software	Varonis	Collector 100 SL MS	CLC-6-10MS	\$3,282.51	12.00%	\$2,910.27
Data Security Software	Varonis	Collector 100 SL MS	CLC-11-15MS	\$2,110.19	12.00%	\$1,870.89
Data Security Software	Varonis	Collector 100 SL MS	CLC-16-20MS	\$1,899.17	12.00%	\$1,683.80
Data Security Software	Varonis	Collector 100 SL MS	CLC-21+MS	\$1,709.58	12.00%	\$1,515.71
Data Security Software	Varonis	Collector Upgrade OS	CLU-1-5OS	\$6,793.61	12.00%	\$6,023.21
Data Security Software	Varonis	Collector Upgrade OS	CLU-6-10OS	\$4,755.52	12.00%	\$4,216.24
Data Security Software	Varonis	Collector Upgrade OS	CLU-11-15OS	\$3,057.12	12.00%	\$2,710.44
Data Security Software	Varonis	Collector Upgrade OS	CLU-16-20OS	\$2,751.41	12.00%	\$2,439.40
Data Security Software	Varonis	Collector Upgrade OS	CLU-21+OS	\$2,476.75	12.00%	\$2,195.89

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<b>Varonis</b>						
<b>CATEGORY</b>	<b>BRAND</b>	<b>PRODUCT DESCRIPTION</b>	<b>PRODUCT PART NUMBER</b>	<b>MSRP</b>	<b>DIR Customer Discount % off MSRP</b>	<b>DIR Customer Price</b>
Data Security Software	Varonis	Collector Upgrade MS	CLU-1-5MS	\$2,344.65	12.00%	\$2,078.77
Data Security Software	Varonis	Collector Upgrade MS	CLU-6-10MS	\$1,641.26	12.00%	\$1,455.14
Data Security Software	Varonis	Collector Upgrade MS	CLU-11-15MS	\$1,055.09	12.00%	\$935.44
Data Security Software	Varonis	Collector Upgrade MS	CLU-16-20MS	\$949.58	12.00%	\$841.90
Data Security Software	Varonis	Collector Upgrade MS	CLU-21+MS	\$854.79	12.00%	\$757.86
Data Security Software	Varonis	Production Environment Add-on OS	PE-OS	\$9,705.15	12.00%	\$8,604.59
Data Security Software	Varonis	Production Environment Add-on MS	PE-MS	\$3,349.50	12.00%	\$2,969.67
Data Security Software	Varonis	Test Environment Add-on OS	TE-OS	\$9,705.15	12.00%	\$8,604.59
Data Security Software	Varonis	Test Environment Add-on MS	TE-MS	\$3,349.50	12.00%	\$2,969.67
Data Security Software	Varonis	Professional Services - One Day	PS-1D	\$3,000.00	12.00%	\$2,659.80
Data Security Software	Varonis	Data Classification Policy Packs OS	GDPR-0-50OS	\$48.28	12.00%	\$42.81
Data Security Software	Varonis	Data Classification Policy Packs OS	GDPR-51-100OS	\$33.73	12.00%	\$29.91
Data Security Software	Varonis	Data Classification Policy Packs OS	GDPR-101-250OS	\$26.45	12.00%	\$23.45
Data Security Software	Varonis	Data Classification Policy Packs OS	GDPR-251-500OS	\$20.14	12.00%	\$17.86
Data Security Software	Varonis	Data Classification Policy Packs OS	GDPR-501-750OS	\$16.26	12.00%	\$14.42
Data Security Software	Varonis	Data Classification Policy Packs OS	GDPR-751-1000OS	\$15.04	12.00%	\$13.33
Data Security Software	Varonis	Data Classification Policy Packs OS	GDPR-1001-1500OS	\$13.83	12.00%	\$12.26
Data Security Software	Varonis	Data Classification Policy Packs OS	GDPR-1501-2000OS	\$12.50	12.00%	\$11.08
Data Security Software	Varonis	Data Classification Policy Packs OS	GDPR-2001-2500OS	\$11.65	12.00%	\$10.33
Data Security Software	Varonis	Data Classification Policy Packs OS	GDPR-2501-4000OS	\$10.92	12.00%	\$9.68
Data Security Software	Varonis	Data Classification Policy Packs OS	GDPR-4001-6000OS	\$10.19	12.00%	\$9.03
Data Security Software	Varonis	Data Classification Policy Packs OS	GDPR-6001-8000OS	\$9.46	12.00%	\$8.39
Data Security Software	Varonis	Data Classification Policy Packs OS	GDPR-8001-10KOS	\$8.98	12.00%	\$7.96
Data Security Software	Varonis	Data Classification Policy Packs OS	GDPR-10K-20KOS	\$8.49	12.00%	\$7.53
Data Security Software	Varonis	Data Classification Policy Packs OS	GDPR-20K-35KOS	\$8.01	12.00%	\$7.10
Data Security Software	Varonis	Data Classification Policy Packs OS	GDPR-35K-50KOS	\$7.76	12.00%	\$6.88
Data Security Software	Varonis	Data Classification Policy Packs OS	GDPR-50K-100KOS	\$7.52	12.00%	\$6.67
Data Security Software	Varonis	Data Classification Policy Packs OS	GDPR-100K-150KOS	\$7.28	12.00%	\$6.45
Data Security Software	Varonis	Data Classification Policy Packs OS	GDPR-150K+OS	\$7.16	12.00%	\$6.35



**Appendix C Pricing Index**  
**DIR-CPO-4764**

<b>Varonis</b>						
<b>CATEGORY</b>	<b>BRAND</b>	<b>PRODUCT DESCRIPTION</b>	<b>PRODUCT PART NUMBER</b>	<b>MSRP</b>	<b>DIR Customer Discount % off MSRP</b>	<b>DIR Customer Price</b>
Data Security Software	Varonis	Data Classification Policy Packs MS	GDPR-0-50MS	\$16.66	12.00%	\$14.77
Data Security Software	Varonis	Data Classification Policy Packs MS	GDPR-51-100MS	\$11.64	12.00%	\$10.32
Data Security Software	Varonis	Data Classification Policy Packs MS	GDPR-101-250MS	\$9.13	12.00%	\$8.09
Data Security Software	Varonis	Data Classification Policy Packs MS	GDPR-251-500MS	\$6.95	12.00%	\$6.16
Data Security Software	Varonis	Data Classification Policy Packs MS	GDPR-501-750MS	\$5.61	12.00%	\$4.97
Data Security Software	Varonis	Data Classification Policy Packs MS	GDPR-751-1000MS	\$5.19	12.00%	\$4.60
Data Security Software	Varonis	Data Classification Policy Packs MS	GDPR-1001-1500MS	\$4.77	12.00%	\$4.23
Data Security Software	Varonis	Data Classification Policy Packs MS	GDPR-1501-2000MS	\$4.31	12.00%	\$3.82
Data Security Software	Varonis	Data Classification Policy Packs MS	GDPR-2001-2500MS	\$4.02	12.00%	\$3.56
Data Security Software	Varonis	Data Classification Policy Packs MS	GDPR-2501-4000MS	\$3.77	12.00%	\$3.34
Data Security Software	Varonis	Data Classification Policy Packs MS	GDPR-4001-6000MS	\$3.52	12.00%	\$3.12
Data Security Software	Varonis	Data Classification Policy Packs MS	GDPR-6001-8000MS	\$3.27	12.00%	\$2.90
Data Security Software	Varonis	Data Classification Policy Packs MS	GDPR-8001-10KMS	\$3.10	12.00%	\$2.75
Data Security Software	Varonis	Data Classification Policy Packs MS	GDPR-10K-20KMS	\$2.93	12.00%	\$2.60
Data Security Software	Varonis	Data Classification Policy Packs MS	GDPR-20K-35KMS	\$2.76	12.00%	\$2.45
Data Security Software	Varonis	Data Classification Policy Packs MS	GDPR-35K-50KMS	\$2.68	12.00%	\$2.38
Data Security Software	Varonis	Data Classification Policy Packs MS	GDPR-50K-100KMS	\$2.60	12.00%	\$2.31
Data Security Software	Varonis	Data Classification Policy Packs MS	GDPR-100K-150KMS	\$2.51	12.00%	\$2.23
Data Security Software	Varonis	Data Classification Policy Packs MS	GDPR-150K+MS	\$2.47	12.00%	\$2.19
Data Security Software	Varonis	DatAdvantage - EXOL OS	DAEO-0-50OS	\$193.13	12.00%	\$171.23
Data Security Software	Varonis	DatAdvantage - EXOL OS	DAEO-51-100OS	\$134.90	12.00%	\$119.60
Data Security Software	Varonis	DatAdvantage - EXOL OS	DAEO-101-250OS	\$105.79	12.00%	\$93.79
Data Security Software	Varonis	DatAdvantage - EXOL OS	DAEO-251-500OS	\$80.55	12.00%	\$71.42
Data Security Software	Varonis	DatAdvantage - EXOL OS	DAEO-501-750OS	\$65.02	12.00%	\$57.65
Data Security Software	Varonis	DatAdvantage - EXOL OS	DAEO-751-1000OS	\$60.17	12.00%	\$53.35
Data Security Software	Varonis	DatAdvantage - EXOL OS	DAEO-1001-1500OS	\$55.32	12.00%	\$49.05
Data Security Software	Varonis	DatAdvantage - EXOL OS	DAEO-1501-2000OS	\$49.98	12.00%	\$44.31
Data Security Software	Varonis	DatAdvantage - EXOL OS	DAEO-2001-2500OS	\$46.58	12.00%	\$41.30
Data Security Software	Varonis	DatAdvantage - EXOL OS	DAEO-2501-4000OS	\$43.67	12.00%	\$38.72

**Appendix C Pricing Index**  
**DIR-CPO-4764**

<b>Varonis</b>						
<b>CATEGORY</b>	<b>BRAND</b>	<b>PRODUCT DESCRIPTION</b>	<b>PRODUCT PART NUMBER</b>	<b>MSRP</b>	<b>DIR Customer Discount % off MSRP</b>	<b>DIR Customer Price</b>
Data Security Software	Varonis	DatAdvantage - EXOL OS	DAEO-4001-6000OS	\$40.76	12.00%	\$36.14
Data Security Software	Varonis	DatAdvantage - EXOL OS	DAEO-6001-8000OS	\$37.85	12.00%	\$33.56
Data Security Software	Varonis	DatAdvantage - EXOL OS	DAEO-8001-10KOS	\$35.91	12.00%	\$31.84
Data Security Software	Varonis	DatAdvantage - EXOL OS	DAEO-10K-20KOS	\$33.97	12.00%	\$30.12
Data Security Software	Varonis	DatAdvantage - EXOL OS	DAEO-20K-35KOS	\$32.03	12.00%	\$28.40
Data Security Software	Varonis	DatAdvantage - EXOL OS	DAEO-35K-50KOS	\$31.06	12.00%	\$27.54
Data Security Software	Varonis	DatAdvantage - EXOL OS	DAEO-50K-100KOS	\$30.09	12.00%	\$26.68
Data Security Software	Varonis	DatAdvantage - EXOL OS	DAEO-100K-150KOS	\$29.12	12.00%	\$25.82
Data Security Software	Varonis	DatAdvantage - EXOL OS	DAEO-150K+OS	\$28.63	12.00%	\$25.38
Data Security Software	Varonis	DatAdvantage - EXOL MS	DAEO-0-50MS	\$66.66	12.00%	\$59.10
Data Security Software	Varonis	DatAdvantage - EXOL MS	DAEO-51-100MS	\$46.56	12.00%	\$41.28
Data Security Software	Varonis	DatAdvantage - EXOL MS	DAEO-101-250MS	\$36.51	12.00%	\$32.37
Data Security Software	Varonis	DatAdvantage - EXOL MS	DAEO-251-500MS	\$27.80	12.00%	\$24.65
Data Security Software	Varonis	DatAdvantage - EXOL MS	DAEO-501-750MS	\$22.44	12.00%	\$19.90
Data Security Software	Varonis	DatAdvantage - EXOL MS	DAEO-751-1000MS	\$20.77	12.00%	\$18.41
Data Security Software	Varonis	DatAdvantage - EXOL MS	DAEO-1001-1500MS	\$19.09	12.00%	\$16.93
Data Security Software	Varonis	DatAdvantage - EXOL MS	DAEO-1501-2000MS	\$17.25	12.00%	\$15.29
Data Security Software	Varonis	DatAdvantage - EXOL MS	DAEO-2001-2500MS	\$16.08	12.00%	\$14.26
Data Security Software	Varonis	DatAdvantage - EXOL MS	DAEO-2501-4000MS	\$15.07	12.00%	\$13.36
Data Security Software	Varonis	DatAdvantage - EXOL MS	DAEO-4001-6000MS	\$14.07	12.00%	\$12.47
Data Security Software	Varonis	DatAdvantage - EXOL MS	DAEO-6001-8000MS	\$13.06	12.00%	\$11.58
Data Security Software	Varonis	DatAdvantage - EXOL MS	DAEO-8001-10KMS	\$12.39	12.00%	\$10.98
Data Security Software	Varonis	DatAdvantage - EXOL MS	DAEO-10K-20KMS	\$11.72	12.00%	\$10.39
Data Security Software	Varonis	DatAdvantage - EXOL MS	DAEO-20K-35KMS	\$11.05	12.00%	\$9.80
Data Security Software	Varonis	DatAdvantage - EXOL MS	DAEO-35K-50KMS	\$10.72	12.00%	\$9.50
Data Security Software	Varonis	DatAdvantage - EXOL MS	DAEO-50K-100KMS	\$10.38	12.00%	\$9.20
Data Security Software	Varonis	DatAdvantage - EXOL MS	DAEO-100K-150KMS	\$10.05	12.00%	\$8.91
Data Security Software	Varonis	DatAdvantage - EXOL MS	DAEO-150K+MS	\$9.88	12.00%	\$8.76
Data Security Software	Varonis	Varonis - EDGE OS	EDGE-0-50OS	\$125.54	12.00%	\$111.30

**Appendix C Pricing Index**  
**DIR-CPO-4764**

<b>Varonis</b>						
<b>CATEGORY</b>	<b>BRAND</b>	<b>PRODUCT DESCRIPTION</b>	<b>PRODUCT PART NUMBER</b>	<b>MSRP</b>	<b>DIR Customer Discount % off MSRP</b>	<b>DIR Customer Price</b>
Data Security Software	Varonis	Varonis - EDGE OS	EDGE-51-100OS	\$87.69	12.00%	\$77.75
Data Security Software	Varonis	Varonis - EDGE OS	EDGE-101-250OS	\$68.76	12.00%	\$60.96
Data Security Software	Varonis	Varonis - EDGE OS	EDGE-251-500OS	\$52.36	12.00%	\$46.42
Data Security Software	Varonis	Varonis - EDGE OS	EDGE-501-750OS	\$42.27	12.00%	\$37.48
Data Security Software	Varonis	Varonis - EDGE OS	EDGE-751-1000OS	\$39.11	12.00%	\$34.67
Data Security Software	Varonis	Varonis - EDGE OS	EDGE-1001-1500OS	\$35.96	12.00%	\$31.88
Data Security Software	Varonis	Varonis - EDGE OS	EDGE-1501-2000OS	\$32.49	12.00%	\$28.81
Data Security Software	Varonis	Varonis - EDGE OS	EDGE-2001-2500OS	\$30.28	12.00%	\$26.85
Data Security Software	Varonis	Varonis - EDGE OS	EDGE-2501-4000OS	\$28.39	12.00%	\$25.17
Data Security Software	Varonis	Varonis - EDGE OS	EDGE-4001-6000OS	\$26.50	12.00%	\$23.49
Data Security Software	Varonis	Varonis - EDGE OS	EDGE-6001-8000OS	\$24.60	12.00%	\$21.81
Data Security Software	Varonis	Varonis - EDGE OS	EDGE-8001-10KOS	\$23.34	12.00%	\$20.69
Data Security Software	Varonis	Varonis - EDGE OS	EDGE-10K-20KOS	\$22.08	12.00%	\$19.58
Data Security Software	Varonis	Varonis - EDGE OS	EDGE-20K-35KOS	\$20.82	12.00%	\$18.46
Data Security Software	Varonis	Varonis - EDGE OS	EDGE-35K-50KOS	\$20.19	12.00%	\$17.90
Data Security Software	Varonis	Varonis - EDGE OS	EDGE-50K-100KOS	\$19.56	12.00%	\$17.34
Data Security Software	Varonis	Varonis - EDGE OS	EDGE-100K-150KOS	\$18.93	12.00%	\$16.78
Data Security Software	Varonis	Varonis - EDGE OS	EDGE-150K+OS	\$18.61	12.00%	\$16.50
Data Security Software	Varonis	Varonis - EDGE MS	EDGE-0-50MS	\$43.33	12.00%	\$38.42
Data Security Software	Varonis	Varonis - EDGE MS	EDGE-51-100MS	\$30.26	12.00%	\$26.83
Data Security Software	Varonis	Varonis - EDGE MS	EDGE-101-250MS	\$23.73	12.00%	\$21.04
Data Security Software	Varonis	Varonis - EDGE MS	EDGE-251-500MS	\$18.07	12.00%	\$16.02
Data Security Software	Varonis	Varonis - EDGE MS	EDGE-501-750MS	\$14.59	12.00%	\$12.94
Data Security Software	Varonis	Varonis - EDGE MS	EDGE-751-1000MS	\$13.50	12.00%	\$11.97
Data Security Software	Varonis	Varonis - EDGE MS	EDGE-1001-1500MS	\$12.41	12.00%	\$11.00
Data Security Software	Varonis	Varonis - EDGE MS	EDGE-1501-2000MS	\$11.21	12.00%	\$9.94
Data Security Software	Varonis	Varonis - EDGE MS	EDGE-2001-2500MS	\$10.45	12.00%	\$9.26
Data Security Software	Varonis	Varonis - EDGE MS	EDGE-2501-4000MS	\$9.80	12.00%	\$8.69
Data Security Software	Varonis	Varonis - EDGE MS	EDGE-4001-6000MS	\$9.14	12.00%	\$8.10

**Appendix C Pricing Index**  
**DIR-CPO-4764**

<b>Varonis</b>						
<b>CATEGORY</b>	<b>BRAND</b>	<b>PRODUCT DESCRIPTION</b>	<b>PRODUCT PART NUMBER</b>	<b>MSRP</b>	<b>DIR Customer Discount % off MSRP</b>	<b>DIR Customer Price</b>
Data Security Software	Varonis	Varonis - EDGE MS	EDGE-6001-8000MS	\$8.49	12.00%	\$7.53
Data Security Software	Varonis	Varonis - EDGE MS	EDGE-8001-10KMS	\$8.06	12.00%	\$7.15
Data Security Software	Varonis	Varonis - EDGE MS	EDGE-10K-20KMS	\$7.62	12.00%	\$6.76
Data Security Software	Varonis	Varonis - EDGE MS	EDGE-20K-35KMS	\$7.18	12.00%	\$6.37
Data Security Software	Varonis	Varonis - EDGE MS	EDGE-35K-50KMS	\$6.97	12.00%	\$6.18
Data Security Software	Varonis	Varonis - EDGE MS	EDGE-50K-100KMS	\$6.75	12.00%	\$5.98
Data Security Software	Varonis	Varonis - EDGE MS	EDGE-100K-150KMS	\$6.53	12.00%	\$5.79
Data Security Software	Varonis	Varonis - EDGE MS	EDGE-150K+MS	\$6.42	12.00%	\$5.69
Data Security Software	Varonis	DatAdvantage - Azure OS	DAAZ-0-50OS	\$125.54	12.00%	\$111.30
Data Security Software	Varonis	DatAdvantage - Azure OS	DAAZ-51-100OS	\$87.69	12.00%	\$77.75
Data Security Software	Varonis	DatAdvantage - Azure OS	DAAZ-101-250OS	\$68.76	12.00%	\$60.96
Data Security Software	Varonis	DatAdvantage - Azure OS	DAAZ-251-500OS	\$52.36	12.00%	\$46.42
Data Security Software	Varonis	DatAdvantage - Azure OS	DAAZ-501-750OS	\$42.27	12.00%	\$37.48
Data Security Software	Varonis	DatAdvantage - Azure OS	DAAZ-751-1000OS	\$39.11	12.00%	\$34.67
Data Security Software	Varonis	DatAdvantage - Azure OS	DAAZ-1001-1500OS	\$35.96	12.00%	\$31.88
Data Security Software	Varonis	DatAdvantage - Azure OS	DAAZ-1501-2000OS	\$32.49	12.00%	\$28.81
Data Security Software	Varonis	DatAdvantage - Azure OS	DAAZ-2001-2500OS	\$30.28	12.00%	\$26.85
Data Security Software	Varonis	DatAdvantage - Azure OS	DAAZ-2501-4000OS	\$28.39	12.00%	\$25.17
Data Security Software	Varonis	DatAdvantage - Azure OS	DAAZ-4001-6000OS	\$26.50	12.00%	\$23.49
Data Security Software	Varonis	DatAdvantage - Azure OS	DAAZ-6001-8000OS	\$24.60	12.00%	\$21.81
Data Security Software	Varonis	DatAdvantage - Azure OS	DAAZ-8001-10KOS	\$23.34	12.00%	\$20.69
Data Security Software	Varonis	DatAdvantage - Azure OS	DAAZ-10K-20KOS	\$22.08	12.00%	\$19.58
Data Security Software	Varonis	DatAdvantage - Azure OS	DAAZ-20K-35KOS	\$20.82	12.00%	\$18.46
Data Security Software	Varonis	DatAdvantage - Azure OS	DAAZ-35K-50KOS	\$20.19	12.00%	\$17.90
Data Security Software	Varonis	DatAdvantage - Azure OS	DAAZ-50K-100KOS	\$19.56	12.00%	\$17.34
Data Security Software	Varonis	DatAdvantage - Azure OS	DAAZ-100K-150KOS	\$18.93	12.00%	\$16.78
Data Security Software	Varonis	DatAdvantage - Azure OS	DAAZ-150K+OS	\$18.61	12.00%	\$16.50
Data Security Software	Varonis	DatAdvantage - Azure MS	DAAZ-0-50MS	\$43.33	12.00%	\$38.42
Data Security Software	Varonis	DatAdvantage - Azure MS	DAAZ-51-100MS	\$30.26	12.00%	\$26.83

**Appendix C Pricing Index**  
**DIR-CPO-4764**

<b>Varonis</b>						
<b>CATEGORY</b>	<b>BRAND</b>	<b>PRODUCT DESCRIPTION</b>	<b>PRODUCT PART NUMBER</b>	<b>MSRP</b>	<b>DIR Customer Discount % off MSRP</b>	<b>DIR Customer Price</b>
Data Security Software	Varonis	DatAdvantage - Azure MS	DAAZ-101-250MS	\$23.73	12.00%	\$21.04
Data Security Software	Varonis	DatAdvantage - Azure MS	DAAZ-251-500MS	\$18.07	12.00%	\$16.02
Data Security Software	Varonis	DatAdvantage - Azure MS	DAAZ-501-750MS	\$14.59	12.00%	\$12.94
Data Security Software	Varonis	DatAdvantage - Azure MS	DAAZ-751-1000MS	\$13.50	12.00%	\$11.97
Data Security Software	Varonis	DatAdvantage - Azure MS	DAAZ-1001-1500MS	\$12.41	12.00%	\$11.00
Data Security Software	Varonis	DatAdvantage - Azure MS	DAAZ-1501-2000MS	\$11.21	12.00%	\$9.94
Data Security Software	Varonis	DatAdvantage - Azure MS	DAAZ-2001-2500MS	\$10.45	12.00%	\$9.26
Data Security Software	Varonis	DatAdvantage - Azure MS	DAAZ-2501-4000MS	\$9.80	12.00%	\$8.69
Data Security Software	Varonis	DatAdvantage - Azure MS	DAAZ-4001-6000MS	\$9.14	12.00%	\$8.10
Data Security Software	Varonis	DatAdvantage - Azure MS	DAAZ-6001-8000MS	\$8.49	12.00%	\$7.53
Data Security Software	Varonis	DatAdvantage - Azure MS	DAAZ-8001-10KMS	\$8.06	12.00%	\$7.15
Data Security Software	Varonis	DatAdvantage - Azure MS	DAAZ-10K-20KMS	\$7.62	12.00%	\$6.76
Data Security Software	Varonis	DatAdvantage - Azure MS	DAAZ-20K-35KMS	\$7.18	12.00%	\$6.37
Data Security Software	Varonis	DatAdvantage - Azure MS	DAAZ-35K-50KMS	\$6.97	12.00%	\$6.18
Data Security Software	Varonis	DatAdvantage - Azure MS	DAAZ-50K-100KMS	\$6.75	12.00%	\$5.98
Data Security Software	Varonis	DatAdvantage - Azure MS	DAAZ-100K-150KMS	\$6.53	12.00%	\$5.79
Data Security Software	Varonis	DatAdvantage - Azure MS	DAAZ-150K+MS	\$6.42	12.00%	\$5.69
Data Security Software	Varonis	Data Classification Labels OS	DCL-0-500S	\$57.94	12.00%	\$51.37
Data Security Software	Varonis	Data Classification Labels OS	DCL-51-1000S	\$40.47	12.00%	\$35.88
Data Security Software	Varonis	Data Classification Labels OS	DCL-101-2500S	\$31.74	12.00%	\$28.14
Data Security Software	Varonis	Data Classification Labels OS	DCL-251-5000S	\$24.17	12.00%	\$21.43
Data Security Software	Varonis	Data Classification Labels OS	DCL-501-7500S	\$19.51	12.00%	\$17.30
Data Security Software	Varonis	Data Classification Labels OS	DCL-751-10000S	\$18.05	12.00%	\$16.00
Data Security Software	Varonis	Data Classification Labels OS	DCL-1001-15000S	\$16.60	12.00%	\$14.72
Data Security Software	Varonis	Data Classification Labels OS	DCL-1501-20000S	\$14.99	12.00%	\$13.29
Data Security Software	Varonis	Data Classification Labels OS	DCL-2001-25000S	\$13.98	12.00%	\$12.39
Data Security Software	Varonis	Data Classification Labels OS	DCL-2501-40000S	\$13.10	12.00%	\$11.61
Data Security Software	Varonis	Data Classification Labels OS	DCL-4001-60000S	\$12.23	12.00%	\$10.84
Data Security Software	Varonis	Data Classification Labels OS	DCL-6001-80000S	\$11.36	12.00%	\$10.07

**Appendix C Pricing Index**  
**DIR-CPO-4764**

<b>Varonis</b>						
<b>CATEGORY</b>	<b>BRAND</b>	<b>PRODUCT DESCRIPTION</b>	<b>PRODUCT PART NUMBER</b>	<b>MSRP</b>	<b>DIR Customer Discount % off MSRP</b>	<b>DIR Customer Price</b>
Data Security Software	Varonis	Data Classification Labels OS	DCL-8001-10KOS	\$10.77	12.00%	\$9.55
Data Security Software	Varonis	Data Classification Labels OS	DCL-10K-20KOS	\$10.19	12.00%	\$9.03
Data Security Software	Varonis	Data Classification Labels OS	DCL-20K-35KOS	\$9.61	12.00%	\$8.52
Data Security Software	Varonis	Data Classification Labels OS	DCL-35K-50KOS	\$9.32	12.00%	\$8.26
Data Security Software	Varonis	Data Classification Labels OS	DCL-50K-100KOS	\$9.03	12.00%	\$8.01
Data Security Software	Varonis	Data Classification Labels OS	DCL-100K-150KOS	\$8.73	12.00%	\$7.74
Data Security Software	Varonis	Data Classification Labels OS	DCL-150K+OS	\$8.59	12.00%	\$7.62
Data Security Software	Varonis	Data Classification Labels MS	DCL-0-50MS	\$20.00	12.00%	\$17.73
Data Security Software	Varonis	Data Classification Labels MS	DCL-51-100MS	\$13.97	12.00%	\$12.39
Data Security Software	Varonis	Data Classification Labels MS	DCL-101-250MS	\$10.95	12.00%	\$9.71
Data Security Software	Varonis	Data Classification Labels MS	DCL-251-500MS	\$8.34	12.00%	\$7.39
Data Security Software	Varonis	Data Classification Labels MS	DCL-501-750MS	\$6.73	12.00%	\$5.97
Data Security Software	Varonis	Data Classification Labels MS	DCL-751-1000MS	\$6.23	12.00%	\$5.52
Data Security Software	Varonis	Data Classification Labels MS	DCL-1001-1500MS	\$5.73	12.00%	\$5.08
Data Security Software	Varonis	Data Classification Labels MS	DCL-1501-2000MS	\$5.17	12.00%	\$4.58
Data Security Software	Varonis	Data Classification Labels MS	DCL-2001-2500MS	\$4.82	12.00%	\$4.27
Data Security Software	Varonis	Data Classification Labels MS	DCL-2501-4000MS	\$4.52	12.00%	\$4.01
Data Security Software	Varonis	Data Classification Labels MS	DCL-4001-6000MS	\$4.22	12.00%	\$3.74
Data Security Software	Varonis	Data Classification Labels MS	DCL-6001-8000MS	\$3.92	12.00%	\$3.48
Data Security Software	Varonis	Data Classification Labels MS	DCL-8001-10KMS	\$3.72	12.00%	\$3.30
Data Security Software	Varonis	Data Classification Labels MS	DCL-10K-20KMS	\$3.52	12.00%	\$3.12
Data Security Software	Varonis	Data Classification Labels MS	DCL-20K-35KMS	\$3.32	12.00%	\$2.94
Data Security Software	Varonis	Data Classification Labels MS	DCL-35K-50KMS	\$3.22	12.00%	\$2.85
Data Security Software	Varonis	Data Classification Labels MS	DCL-50K-100KMS	\$3.12	12.00%	\$2.77
Data Security Software	Varonis	Data Classification Labels MS	DCL-100K-150KMS	\$3.01	12.00%	\$2.67
Data Security Software	Varonis	Data Classification Labels MS	DCL-150K+MS	\$2.96	12.00%	\$2.62
Data Security Software	Varonis	Exchange Complete - OS	EXC-0-50OS	\$289.70	12.00%	\$256.85
Data Security Software	Varonis	Exchange Complete - OS	EXC-51-100OS	\$202.35	12.00%	\$179.40
Data Security Software	Varonis	Exchange Complete - OS	EXC-101-250OS	\$158.68	12.00%	\$140.69

**Appendix C Pricing Index**  
**DIR-CPO-4764**

<b>Varonis</b>						
<b>CATEGORY</b>	<b>BRAND</b>	<b>PRODUCT DESCRIPTION</b>	<b>PRODUCT PART NUMBER</b>	<b>MSRP</b>	<b>DIR Customer Discount % off MSRP</b>	<b>DIR Customer Price</b>
Data Security Software	Varonis	Exchange Complete - OS	EXC-251-500OS	\$120.83	12.00%	\$107.13
Data Security Software	Varonis	Exchange Complete - OS	EXC-501-750OS	\$97.54	12.00%	\$86.48
Data Security Software	Varonis	Exchange Complete - OS	EXC-751-1000OS	\$90.26	12.00%	\$80.02
Data Security Software	Varonis	Exchange Complete - OS	EXC-1001-1500OS	\$82.98	12.00%	\$73.57
Data Security Software	Varonis	Exchange Complete - OS	EXC-1501-2000OS	\$74.97	12.00%	\$66.47
Data Security Software	Varonis	Exchange Complete - OS	EXC-2001-2500OS	\$69.88	12.00%	\$61.96
Data Security Software	Varonis	Exchange Complete - OS	EXC-2501-4000OS	\$65.51	12.00%	\$58.08
Data Security Software	Varonis	Exchange Complete - OS	EXC-4001-6000OS	\$61.14	12.00%	\$54.21
Data Security Software	Varonis	Exchange Complete - OS	EXC-6001-8000OS	\$56.78	12.00%	\$50.34
Data Security Software	Varonis	Exchange Complete - OS	EXC-8001-10KOS	\$53.86	12.00%	\$47.75
Data Security Software	Varonis	Exchange Complete - OS	EXC-10K-20KOS	\$50.95	12.00%	\$45.17
Data Security Software	Varonis	Exchange Complete - OS	EXC-20K-35KOS	\$48.04	12.00%	\$42.59
Data Security Software	Varonis	Exchange Complete - OS	EXC-35K-50KOS	\$46.58	12.00%	\$41.30
Data Security Software	Varonis	Exchange Complete - OS	EXC-50K-100KOS	\$45.13	12.00%	\$40.01
Data Security Software	Varonis	Exchange Complete - OS	EXC-100K-150KOS	\$43.67	12.00%	\$38.72
Data Security Software	Varonis	Exchange Complete - OS	EXC-150K+OS	\$42.95	12.00%	\$38.08
Data Security Software	Varonis	Exchange Complete - MS	EXC-0-50MS	\$99.98	12.00%	\$88.64
Data Security Software	Varonis	Exchange Complete - MS	EXC-51-100MS	\$69.84	12.00%	\$61.92
Data Security Software	Varonis	Exchange Complete - MS	EXC-101-250MS	\$54.76	12.00%	\$48.55
Data Security Software	Varonis	Exchange Complete - MS	EXC-251-500MS	\$41.70	12.00%	\$36.97
Data Security Software	Varonis	Exchange Complete - MS	EXC-501-750MS	\$33.66	12.00%	\$29.84
Data Security Software	Varonis	Exchange Complete - MS	EXC-751-1000MS	\$31.15	12.00%	\$27.62
Data Security Software	Varonis	Exchange Complete - MS	EXC-1001-1500MS	\$28.64	12.00%	\$25.39
Data Security Software	Varonis	Exchange Complete - MS	EXC-1501-2000MS	\$25.87	12.00%	\$22.94
Data Security Software	Varonis	Exchange Complete - MS	EXC-2001-2500MS	\$24.12	12.00%	\$21.38
Data Security Software	Varonis	Exchange Complete - MS	EXC-2501-4000MS	\$22.61	12.00%	\$20.05
Data Security Software	Varonis	Exchange Complete - MS	EXC-4001-6000MS	\$21.10	12.00%	\$18.71
Data Security Software	Varonis	Exchange Complete - MS	EXC-6001-8000MS	\$19.59	12.00%	\$17.37
Data Security Software	Varonis	Exchange Complete - MS	EXC-8001-10KMS	\$18.59	12.00%	\$16.48

**Appendix C Pricing Index  
DIR-CPO-4764**

<b>Varonis</b>						
<b>CATEGORY</b>	<b>BRAND</b>	<b>PRODUCT DESCRIPTION</b>	<b>PRODUCT PART NUMBER</b>	<b>MSRP</b>	<b>DIR Customer Discount % off MSRP</b>	<b>DIR Customer Price</b>
Data Security Software	Varonis	Exchange Complete - MS	EXC-10K-20KMS	\$17.58	12.00%	\$15.59
Data Security Software	Varonis	Exchange Complete - MS	EXC-20K-35KMS	\$16.58	12.00%	\$14.70
Data Security Software	Varonis	Exchange Complete - MS	EXC-35K-50KMS	\$16.08	12.00%	\$14.26
Data Security Software	Varonis	Exchange Complete - MS	EXC-50K-100KMS	\$15.58	12.00%	\$13.81
Data Security Software	Varonis	Exchange Complete - MS	EXC-100K-150KMS	\$15.07	12.00%	\$13.36
Data Security Software	Varonis	Exchange Complete - MS	EXC-150K+MS	\$14.82	12.00%	\$13.14
Data Security Software	Varonis	Windows Basic Security Bundle - OS	WBS-0-50OS	\$472.67	12.00%	\$419.07
Data Security Software	Varonis	Windows Basic Security Bundle - OS	WBS-51-100OS	\$330.16	12.00%	\$292.72
Data Security Software	Varonis	Windows Basic Security Bundle - OS	WBS-101-250OS	\$258.90	12.00%	\$229.54
Data Security Software	Varonis	Windows Basic Security Bundle - OS	WBS-251-500OS	\$197.14	12.00%	\$174.78
Data Security Software	Varonis	Windows Basic Security Bundle - OS	WBS-501-750OS	\$159.14	12.00%	\$141.09
Data Security Software	Varonis	Windows Basic Security Bundle - OS	WBS-751-1000OS	\$147.26	12.00%	\$130.56
Data Security Software	Varonis	Windows Basic Security Bundle - OS	WBS-1001-1500OS	\$135.39	12.00%	\$120.04
Data Security Software	Varonis	Windows Basic Security Bundle - OS	WBS-1501-2000OS	\$122.32	12.00%	\$108.45
Data Security Software	Varonis	Windows Basic Security Bundle - OS	WBS-2001-2500OS	\$114.01	12.00%	\$101.08
Data Security Software	Varonis	Windows Basic Security Bundle - OS	WBS-2501-4000OS	\$106.89	12.00%	\$94.77
Data Security Software	Varonis	Windows Basic Security Bundle - OS	WBS-4001-6000OS	\$99.76	12.00%	\$88.45
Data Security Software	Varonis	Windows Basic Security Bundle - OS	WBS-6001-8000OS	\$92.63	12.00%	\$82.13
Data Security Software	Varonis	Windows Basic Security Bundle - OS	WBS-8001-10KOS	\$87.88	12.00%	\$77.91
Data Security Software	Varonis	Windows Basic Security Bundle - OS	WBS-10K-20KOS	\$83.13	12.00%	\$73.70
Data Security Software	Varonis	Windows Basic Security Bundle - OS	WBS-20K-35KOS	\$78.38	12.00%	\$69.49
Data Security Software	Varonis	Windows Basic Security Bundle - OS	WBS-35K-50KOS	\$76.01	12.00%	\$67.39
Data Security Software	Varonis	Windows Basic Security Bundle - OS	WBS-50K-100KOS	\$73.63	12.00%	\$65.28
Data Security Software	Varonis	Windows Basic Security Bundle - OS	WBS-100K-150KOS	\$71.26	12.00%	\$63.18
Data Security Software	Varonis	Windows Basic Security Bundle - OS	WBS-150K+OS	\$70.07	12.00%	\$62.12
Data Security Software	Varonis	Office 365 Core Bundle - OS	365-0-50OS	\$366.88	12.00%	\$325.28
Data Security Software	Varonis	Office 365 Core Bundle - OS	365-51-100OS	\$256.26	12.00%	\$227.20
Data Security Software	Varonis	Office 365 Core Bundle - OS	365-101-250OS	\$200.95	12.00%	\$178.16
Data Security Software	Varonis	Office 365 Core Bundle - OS	365-251-500OS	\$153.02	12.00%	\$135.67



**Appendix C Pricing Index  
DIR-CPO-4764**

<b>Varonis</b>						
<b>CATEGORY</b>	<b>BRAND</b>	<b>PRODUCT DESCRIPTION</b>	<b>PRODUCT PART NUMBER</b>	<b>MSRP</b>	<b>DIR Customer Discount % off MSRP</b>	<b>DIR Customer Price</b>
Data Security Software	Varonis	Office 365 Core Bundle - OS	365-501-7500S	\$123.52	12.00%	\$109.51
Data Security Software	Varonis	Office 365 Core Bundle - OS	365-751-1000OS	\$114.30	12.00%	\$101.34
Data Security Software	Varonis	Office 365 Core Bundle - OS	365-1001-1500OS	\$105.09	12.00%	\$93.17
Data Security Software	Varonis	Office 365 Core Bundle - OS	365-1501-2000OS	\$94.95	12.00%	\$84.18
Data Security Software	Varonis	Office 365 Core Bundle - OS	365-2001-2500OS	\$88.49	12.00%	\$78.46
Data Security Software	Varonis	Office 365 Core Bundle - OS	365-2501-4000OS	\$82.96	12.00%	\$73.55
Data Security Software	Varonis	Office 365 Core Bundle - OS	365-4001-6000OS	\$77.43	12.00%	\$68.65
Data Security Software	Varonis	Office 365 Core Bundle - OS	365-6001-8000OS	\$71.90	12.00%	\$63.75
Data Security Software	Varonis	Office 365 Core Bundle - OS	365-8001-10KOS	\$68.21	12.00%	\$60.47
Data Security Software	Varonis	Office 365 Core Bundle - OS	365-10K-20KOS	\$64.53	12.00%	\$57.21
Data Security Software	Varonis	Office 365 Core Bundle - OS	365-20K-35KOS	\$60.84	12.00%	\$53.94
Data Security Software	Varonis	Office 365 Core Bundle - OS	365-35K-50KOS	\$59.00	12.00%	\$52.31
Data Security Software	Varonis	Office 365 Core Bundle - OS	365-50K-100KOS	\$57.15	12.00%	\$50.67
Data Security Software	Varonis	Office 365 Core Bundle - OS	365-100K-150KOS	\$55.31	12.00%	\$49.04
Data Security Software	Varonis	Office 365 Core Bundle - OS	365-150K+OS	\$54.39	12.00%	\$48.22
Data Security Software	Varonis	DatAdvantage - DS & AZ OS	DADZ-0-500S	\$318.67	12.00%	\$282.53
Data Security Software	Varonis	DatAdvantage - DS & AZ OS	DADZ-51-1000S	\$222.59	12.00%	\$197.35
Data Security Software	Varonis	DatAdvantage - DS & AZ OS	DADZ-101-2500S	\$174.55	12.00%	\$154.76
Data Security Software	Varonis	DatAdvantage - DS & AZ OS	DADZ-251-5000S	\$132.91	12.00%	\$117.84
Data Security Software	Varonis	DatAdvantage - DS & AZ OS	DADZ-501-7500S	\$107.29	12.00%	\$95.12
Data Security Software	Varonis	DatAdvantage - DS & AZ OS	DADZ-751-1000OS	\$99.28	12.00%	\$88.02
Data Security Software	Varonis	DatAdvantage - DS & AZ OS	DADZ-1001-1500OS	\$91.28	12.00%	\$80.93
Data Security Software	Varonis	DatAdvantage - DS & AZ OS	DADZ-1501-2000OS	\$82.47	12.00%	\$73.12
Data Security Software	Varonis	DatAdvantage - DS & AZ OS	DADZ-2001-2500OS	\$76.86	12.00%	\$68.14
Data Security Software	Varonis	DatAdvantage - DS & AZ OS	DADZ-2501-4000OS	\$72.06	12.00%	\$63.89
Data Security Software	Varonis	DatAdvantage - DS & AZ OS	DADZ-4001-6000OS	\$67.26	12.00%	\$59.63
Data Security Software	Varonis	DatAdvantage - DS & AZ OS	DADZ-6001-8000OS	\$62.45	12.00%	\$55.37
Data Security Software	Varonis	DatAdvantage - DS & AZ OS	DADZ-8001-10KOS	\$59.25	12.00%	\$52.53
Data Security Software	Varonis	DatAdvantage - DS & AZ OS	DADZ-10K-20KOS	\$56.05	12.00%	\$49.69

## Appendix C Pricing Index

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<b>Varonis</b>						
<b>CATEGORY</b>	<b>BRAND</b>	<b>PRODUCT DESCRIPTION</b>	<b>PRODUCT PART NUMBER</b>	<b>MSRP</b>	<b>DIR Customer Discount % off MSRP</b>	<b>DIR Customer Price</b>
Data Security Software	Varonis	DatAdvantage - DS & AZ OS	DADZ-20K-35KOS	\$52.84	12.00%	\$46.85
Data Security Software	Varonis	DatAdvantage - DS & AZ OS	DADZ-35K-50KOS	\$51.24	12.00%	\$45.43
Data Security Software	Varonis	DatAdvantage - DS & AZ OS	DADZ-50K-100KOS	\$49.64	12.00%	\$44.01
Data Security Software	Varonis	DatAdvantage - DS & AZ OS	DADZ-100K-150KOS	\$48.04	12.00%	\$42.59
Data Security Software	Varonis	DatAdvantage - DS & AZ OS	DADZ-150K+OS	\$47.24	12.00%	\$41.88
Data Security Software	Varonis	DatAdvantage - DS & AZ MS	DADZ-0-50MS	\$109.98	12.00%	\$97.51
Data Security Software	Varonis	DatAdvantage - DS & AZ MS	DADZ-51-100MS	\$76.82	12.00%	\$68.11
Data Security Software	Varonis	DatAdvantage - DS & AZ MS	DADZ-101-250MS	\$60.24	12.00%	\$53.41
Data Security Software	Varonis	DatAdvantage - DS & AZ MS	DADZ-251-500MS	\$45.87	12.00%	\$40.67
Data Security Software	Varonis	DatAdvantage - DS & AZ MS	DADZ-501-750MS	\$37.03	12.00%	\$32.83
Data Security Software	Varonis	DatAdvantage - DS & AZ MS	DADZ-751-1000MS	\$34.27	12.00%	\$30.38
Data Security Software	Varonis	DatAdvantage - DS & AZ MS	DADZ-1001-1500MS	\$31.50	12.00%	\$27.93
Data Security Software	Varonis	DatAdvantage - DS & AZ MS	DADZ-1501-2000MS	\$28.46	12.00%	\$25.23
Data Security Software	Varonis	DatAdvantage - DS & AZ MS	DADZ-2001-2500MS	\$26.53	12.00%	\$23.52
Data Security Software	Varonis	DatAdvantage - DS & AZ MS	DADZ-2501-4000MS	\$24.87	12.00%	\$22.05
Data Security Software	Varonis	DatAdvantage - DS & AZ MS	DADZ-4001-6000MS	\$23.21	12.00%	\$20.58
Data Security Software	Varonis	DatAdvantage - DS & AZ MS	DADZ-6001-8000MS	\$21.55	12.00%	\$19.11
Data Security Software	Varonis	DatAdvantage - DS & AZ MS	DADZ-8001-10KMS	\$20.45	12.00%	\$18.13
Data Security Software	Varonis	DatAdvantage - DS & AZ MS	DADZ-10K-20KMS	\$19.34	12.00%	\$17.15
Data Security Software	Varonis	DatAdvantage - DS & AZ MS	DADZ-20K-35KMS	\$18.24	12.00%	\$16.17
Data Security Software	Varonis	DatAdvantage - DS & AZ MS	DADZ-35K-50KMS	\$17.69	12.00%	\$15.68
Data Security Software	Varonis	DatAdvantage - DS & AZ MS	DADZ-50K-100KMS	\$17.13	12.00%	\$15.19
Data Security Software	Varonis	DatAdvantage - DS & AZ MS	DADZ-100K-150KMS	\$16.58	12.00%	\$14.70
Data Security Software	Varonis	DatAdvantage - DS & AZ MS	DADZ-150K+MS	\$16.30	12.00%	\$14.45
Data Security Software	Varonis	On Prem Security Bundle - OS	OPB-0-50OS	\$496.37	12.00%	\$440.08
Data Security Software	Varonis	On Prem Security Bundle - OS	OPB-51-100OS	\$346.71	12.00%	\$307.39
Data Security Software	Varonis	On Prem Security Bundle - OS	OPB-101-250OS	\$271.88	12.00%	\$241.05
Data Security Software	Varonis	On Prem Security Bundle - OS	OPB-251-500OS	\$207.03	12.00%	\$183.55
Data Security Software	Varonis	On Prem Security Bundle - OS	OPB-501-750OS	\$167.12	12.00%	\$148.17

**Appendix C Pricing Index**  
**DIR-CPO-4764**

<b>Varonis</b>						
<b>CATEGORY</b>	<b>BRAND</b>	<b>PRODUCT DESCRIPTION</b>	<b>PRODUCT PART NUMBER</b>	<b>MSRP</b>	<b>DIR Customer Discount % off MSRP</b>	<b>DIR Customer Price</b>
Data Security Software	Varonis	On Prem Security Bundle - OS	OPB-751-1000OS	\$154.65	12.00%	\$137.11
Data Security Software	Varonis	On Prem Security Bundle - OS	OPB-1001-1500OS	\$142.18	12.00%	\$126.06
Data Security Software	Varonis	On Prem Security Bundle - OS	OPB-1501-2000OS	\$128.46	12.00%	\$113.89
Data Security Software	Varonis	On Prem Security Bundle - OS	OPB-2001-2500OS	\$119.73	12.00%	\$106.15
Data Security Software	Varonis	On Prem Security Bundle - OS	OPB-2501-4000OS	\$112.24	12.00%	\$99.51
Data Security Software	Varonis	On Prem Security Bundle - OS	OPB-4001-6000OS	\$104.76	12.00%	\$92.88
Data Security Software	Varonis	On Prem Security Bundle - OS	OPB-6001-8000OS	\$97.28	12.00%	\$86.25
Data Security Software	Varonis	On Prem Security Bundle - OS	OPB-8001-10KOS	\$92.29	12.00%	\$81.82
Data Security Software	Varonis	On Prem Security Bundle - OS	OPB-10K-20KOS	\$87.30	12.00%	\$77.40
Data Security Software	Varonis	On Prem Security Bundle - OS	OPB-20K-35KOS	\$82.31	12.00%	\$72.98
Data Security Software	Varonis	On Prem Security Bundle - OS	OPB-35K-50KOS	\$79.82	12.00%	\$70.77
Data Security Software	Varonis	On Prem Security Bundle - OS	OPB-50K-100KOS	\$77.32	12.00%	\$68.55
Data Security Software	Varonis	On Prem Security Bundle - OS	OPB-100K-150KOS	\$74.83	12.00%	\$66.34
Data Security Software	Varonis	On Prem Security Bundle - OS	OPB-150K+OS	\$73.58	12.00%	\$65.24
Data Security Software	Varonis	Remediation Bundle - OS	RB-0-50OS	\$507.73	12.00%	\$450.15
Data Security Software	Varonis	Remediation Bundle - OS	RB-51-100OS	\$354.64	12.00%	\$314.42
Data Security Software	Varonis	Remediation Bundle - OS	RB-101-250OS	\$278.10	12.00%	\$246.56
Data Security Software	Varonis	Remediation Bundle - OS	RB-251-500OS	\$211.77	12.00%	\$187.76
Data Security Software	Varonis	Remediation Bundle - OS	RB-501-750OS	\$170.94	12.00%	\$151.56
Data Security Software	Varonis	Remediation Bundle - OS	RB-751-1000OS	\$158.19	12.00%	\$140.25
Data Security Software	Varonis	Remediation Bundle - OS	RB-1001-1500OS	\$145.43	12.00%	\$128.94
Data Security Software	Varonis	Remediation Bundle - OS	RB-1501-2000OS	\$131.40	12.00%	\$116.50
Data Security Software	Varonis	Remediation Bundle - OS	RB-2001-2500OS	\$122.47	12.00%	\$108.58
Data Security Software	Varonis	Remediation Bundle - OS	RB-2501-4000OS	\$114.81	12.00%	\$101.79
Data Security Software	Varonis	Remediation Bundle - OS	RB-4001-6000OS	\$107.16	12.00%	\$95.01
Data Security Software	Varonis	Remediation Bundle - OS	RB-6001-8000OS	\$99.50	12.00%	\$88.22
Data Security Software	Varonis	Remediation Bundle - OS	RB-8001-10KOS	\$94.40	12.00%	\$83.70
Data Security Software	Varonis	Remediation Bundle - OS	RB-10K-20KOS	\$89.30	12.00%	\$79.17
Data Security Software	Varonis	Remediation Bundle - OS	RB-20K-35KOS	\$84.20	12.00%	\$74.65

**Appendix C Pricing Index**  
**DIR-CPO-4764**

<b>Varonis</b>						
<b>CATEGORY</b>	<b>BRAND</b>	<b>PRODUCT DESCRIPTION</b>	<b>PRODUCT PART NUMBER</b>	<b>MSRP</b>	<b>DIR Customer Discount % off MSRP</b>	<b>DIR Customer Price</b>
Data Security Software	Varonis	Remediation Bundle - OS	RB-35K-50KOS	\$81.64	12.00%	\$72.38
Data Security Software	Varonis	Remediation Bundle - OS	RB-50K-100KOS	\$79.09	12.00%	\$70.12
Data Security Software	Varonis	Remediation Bundle - OS	RB-100K-150KOS	\$76.54	12.00%	\$67.86
Data Security Software	Varonis	Remediation Bundle - OS	RB-150K+OS	\$75.27	12.00%	\$66.73
Data Security Software	Varonis	M365 Bundle - OS	M365-0-50OS	\$480.47	12.00%	\$425.98
Data Security Software	Varonis	M365 Bundle - OS	M365-51-100OS	\$335.60	12.00%	\$297.54
Data Security Software	Varonis	M365 Bundle - OS	M365-101-250OS	\$263.17	12.00%	\$233.33
Data Security Software	Varonis	M365 Bundle - OS	M365-251-500OS	\$200.40	12.00%	\$177.67
Data Security Software	Varonis	M365 Bundle - OS	M365-501-750OS	\$161.76	12.00%	\$143.42
Data Security Software	Varonis	M365 Bundle - OS	M365-751-1000OS	\$149.69	12.00%	\$132.72
Data Security Software	Varonis	M365 Bundle - OS	M365-1001-1500OS	\$137.62	12.00%	\$122.01
Data Security Software	Varonis	M365 Bundle - OS	M365-1501-2000OS	\$124.34	12.00%	\$110.24
Data Security Software	Varonis	M365 Bundle - OS	M365-2001-2500OS	\$115.89	12.00%	\$102.75
Data Security Software	Varonis	M365 Bundle - OS	M365-2501-4000OS	\$108.65	12.00%	\$96.33
Data Security Software	Varonis	M365 Bundle - OS	M365-4001-6000OS	\$101.40	12.00%	\$89.90
Data Security Software	Varonis	M365 Bundle - OS	M365-6001-8000OS	\$94.16	12.00%	\$83.48
Data Security Software	Varonis	M365 Bundle - OS	M365-8001-10KOS	\$89.33	12.00%	\$79.20
Data Security Software	Varonis	M365 Bundle - OS	M365-10K-20KOS	\$84.50	12.00%	\$74.92
Data Security Software	Varonis	M365 Bundle - OS	M365-20K-35KOS	\$79.68	12.00%	\$70.64
Data Security Software	Varonis	M365 Bundle - OS	M365-35K-50KOS	\$77.26	12.00%	\$68.50
Data Security Software	Varonis	M365 Bundle - OS	M365-50K-100KOS	\$74.85	12.00%	\$66.36
Data Security Software	Varonis	M365 Bundle - OS	M365-100K-150KOS	\$72.43	12.00%	\$64.22
Data Security Software	Varonis	M365 Bundle - OS	M365-150K+OS	\$71.22	12.00%	\$63.14
Data Security Software	Varonis	Classification Bundle - on prem - OS	COP-0-50OS	\$245.28	12.00%	\$217.47
Data Security Software	Varonis	Classification Bundle - on prem - OS	COP-51-100OS	\$171.33	12.00%	\$151.90
Data Security Software	Varonis	Classification Bundle - on prem - OS	COP-101-250OS	\$134.35	12.00%	\$119.11
Data Security Software	Varonis	Classification Bundle - on prem - OS	COP-251-500OS	\$102.30	12.00%	\$90.70
Data Security Software	Varonis	Classification Bundle - on prem - OS	COP-501-750OS	\$82.58	12.00%	\$73.22
Data Security Software	Varonis	Classification Bundle - on prem - OS	COP-751-1000OS	\$76.42	12.00%	\$67.75

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**DIR-CPO-4764**

<b>Varonis</b>						
<b>CATEGORY</b>	<b>BRAND</b>	<b>PRODUCT DESCRIPTION</b>	<b>PRODUCT PART NUMBER</b>	<b>MSRP</b>	<b>DIR Customer Discount % off MSRP</b>	<b>DIR Customer Price</b>
Data Security Software	Varonis	Classification Bundle - on prem - OS	COP-1001-1500OS	\$70.26	12.00%	\$62.29
Data Security Software	Varonis	Classification Bundle - on prem - OS	COP-1501-2000OS	\$63.48	12.00%	\$56.28
Data Security Software	Varonis	Classification Bundle - on prem - OS	COP-2001-2500OS	\$59.16	12.00%	\$52.45
Data Security Software	Varonis	Classification Bundle - on prem - OS	COP-2501-4000OS	\$55.46	12.00%	\$49.17
Data Security Software	Varonis	Classification Bundle - on prem - OS	COP-4001-6000OS	\$51.77	12.00%	\$45.90
Data Security Software	Varonis	Classification Bundle - on prem - OS	COP-6001-8000OS	\$48.07	12.00%	\$42.62
Data Security Software	Varonis	Classification Bundle - on prem - OS	COP-8001-10KOS	\$45.60	12.00%	\$40.43
Data Security Software	Varonis	Classification Bundle - on prem - OS	COP-10K-20KOS	\$43.14	12.00%	\$38.25
Data Security Software	Varonis	Classification Bundle - on prem - OS	COP-20K-35KOS	\$40.67	12.00%	\$36.06
Data Security Software	Varonis	Classification Bundle - on prem - OS	COP-35K-50KOS	\$39.44	12.00%	\$34.97
Data Security Software	Varonis	Classification Bundle - on prem - OS	COP-50K-100KOS	\$38.21	12.00%	\$33.88
Data Security Software	Varonis	Classification Bundle - on prem - OS	COP-100K-150KOS	\$36.98	12.00%	\$32.79
Data Security Software	Varonis	Classification Bundle - on prem - OS	COP-150K+OS	\$36.36	12.00%	\$32.24
Data Security Software	Varonis	Classification Bundle- O365 - OS	C365-0-50OS	\$207.11	12.00%	\$183.62
Data Security Software	Varonis	Classification Bundle- O365 - OS	C365-51-100OS	\$144.67	12.00%	\$128.26
Data Security Software	Varonis	Classification Bundle- O365 - OS	C365-101-250OS	\$113.44	12.00%	\$100.58
Data Security Software	Varonis	Classification Bundle- O365 - OS	C365-251-500OS	\$86.38	12.00%	\$76.58
Data Security Software	Varonis	Classification Bundle- O365 - OS	C365-501-750OS	\$69.73	12.00%	\$61.82
Data Security Software	Varonis	Classification Bundle- O365 - OS	C365-751-1000OS	\$64.53	12.00%	\$57.21
Data Security Software	Varonis	Classification Bundle- O365 - OS	C365-1001-1500OS	\$59.32	12.00%	\$52.59
Data Security Software	Varonis	Classification Bundle- O365 - OS	C365-1501-2000OS	\$53.60	12.00%	\$47.52
Data Security Software	Varonis	Classification Bundle- O365 - OS	C365-2001-2500OS	\$49.96	12.00%	\$44.29
Data Security Software	Varonis	Classification Bundle- O365 - OS	C365-2501-4000OS	\$46.83	12.00%	\$41.52
Data Security Software	Varonis	Classification Bundle- O365 - OS	C365-4001-6000OS	\$43.71	12.00%	\$38.75
Data Security Software	Varonis	Classification Bundle- O365 - OS	C365-6001-8000OS	\$40.59	12.00%	\$35.99
Data Security Software	Varonis	Classification Bundle- O365 - OS	C365-8001-10KOS	\$38.51	12.00%	\$34.14
Data Security Software	Varonis	Classification Bundle- O365 - OS	C365-10K-20KOS	\$36.43	12.00%	\$32.30
Data Security Software	Varonis	Classification Bundle- O365 - OS	C365-20K-35KOS	\$34.35	12.00%	\$30.45
Data Security Software	Varonis	Classification Bundle- O365 - OS	C365-35K-50KOS	\$33.30	12.00%	\$29.52

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<b>Varonis</b>						
<b>CATEGORY</b>	<b>BRAND</b>	<b>PRODUCT DESCRIPTION</b>	<b>PRODUCT PART NUMBER</b>	<b>MSRP</b>	<b>DIR Customer Discount % off MSRP</b>	<b>DIR Customer Price</b>
Data Security Software	Varonis	Classification Bundle- O365 - OS	C365-50K-100KOS	\$32.26	12.00%	\$28.60
Data Security Software	Varonis	Classification Bundle- O365 - OS	C365-100K-150KOS	\$31.22	12.00%	\$27.68
Data Security Software	Varonis	Classification Bundle- O365 - OS	C365-150K+OS	\$30.70	12.00%	\$27.22
Data Security Software	Varonis	Silver Bundle OS	SB-0-500S	\$551.86	12.00%	\$489.28
Data Security Software	Varonis	Silver Bundle OS	SB-51-1000S	\$385.47	12.00%	\$341.76
Data Security Software	Varonis	Silver Bundle OS	SB-101-2500S	\$302.28	12.00%	\$268.00
Data Security Software	Varonis	Silver Bundle OS	SB-251-5000S	\$230.17	12.00%	\$204.07
Data Security Software	Varonis	Silver Bundle OS	SB-501-7500S	\$185.80	12.00%	\$164.73
Data Security Software	Varonis	Silver Bundle OS	SB-751-10000S	\$171.94	12.00%	\$152.44
Data Security Software	Varonis	Silver Bundle OS	SB-1001-15000S	\$158.07	12.00%	\$140.14
Data Security Software	Varonis	Silver Bundle OS	SB-1501-20000S	\$142.82	12.00%	\$126.62
Data Security Software	Varonis	Silver Bundle OS	SB-2001-25000S	\$133.11	12.00%	\$118.02
Data Security Software	Varonis	Silver Bundle OS	SB-2501-40000S	\$124.79	12.00%	\$110.64
Data Security Software	Varonis	Silver Bundle OS	SB-4001-60000S	\$116.47	12.00%	\$103.26
Data Security Software	Varonis	Silver Bundle OS	SB-6001-80000S	\$108.15	12.00%	\$95.89
Data Security Software	Varonis	Silver Bundle OS	SB-8001-10KOS	\$102.61	12.00%	\$90.97
Data Security Software	Varonis	Silver Bundle OS	SB-10K-20KOS	\$97.06	12.00%	\$86.05
Data Security Software	Varonis	Silver Bundle OS	SB-20K-35KOS	\$91.51	12.00%	\$81.13
Data Security Software	Varonis	Silver Bundle OS	SB-35K-50KOS	\$88.74	12.00%	\$78.68
Data Security Software	Varonis	Silver Bundle OS	SB-50K-100KOS	\$85.97	12.00%	\$76.22
Data Security Software	Varonis	Silver Bundle OS	SB-100K-150KOS	\$83.20	12.00%	\$73.77
Data Security Software	Varonis	Silver Bundle OS	SB-150K+OS	\$81.81	12.00%	\$72.53
Data Security Software	Varonis	Gold Bundle OS	GB-0-500S	\$935.18	12.00%	\$829.13
Data Security Software	Varonis	Gold Bundle OS	GB-51-1000S	\$653.22	12.00%	\$579.14
Data Security Software	Varonis	Gold Bundle OS	GB-101-2500S	\$512.24	12.00%	\$454.15
Data Security Software	Varonis	Gold Bundle OS	GB-251-5000S	\$390.05	12.00%	\$345.82
Data Security Software	Varonis	Gold Bundle OS	GB-501-7500S	\$314.86	12.00%	\$279.15
Data Security Software	Varonis	Gold Bundle OS	GB-751-10000S	\$291.36	12.00%	\$258.32
Data Security Software	Varonis	Gold Bundle OS	GB-1001-15000S	\$267.87	12.00%	\$237.49

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<b>Varonis</b>						
<b>CATEGORY</b>	<b>BRAND</b>	<b>PRODUCT DESCRIPTION</b>	<b>PRODUCT PART NUMBER</b>	<b>MSRP</b>	<b>DIR Customer Discount % off MSRP</b>	<b>DIR Customer Price</b>
Data Security Software	Varonis	Gold Bundle OS	GB-1501-2000OS	\$242.02	12.00%	\$214.57
Data Security Software	Varonis	Gold Bundle OS	GB-2001-2500OS	\$225.57	12.00%	\$199.99
Data Security Software	Varonis	Gold Bundle OS	GB-2501-4000OS	\$211.47	12.00%	\$187.49
Data Security Software	Varonis	Gold Bundle OS	GB-4001-6000OS	\$197.38	12.00%	\$175.00
Data Security Software	Varonis	Gold Bundle OS	GB-6001-8000OS	\$183.28	12.00%	\$162.50
Data Security Software	Varonis	Gold Bundle OS	GB-8001-10KOS	\$173.88	12.00%	\$154.16
Data Security Software	Varonis	Gold Bundle OS	GB-10K-20KOS	\$164.48	12.00%	\$145.83
Data Security Software	Varonis	Gold Bundle OS	GB-20K-35KOS	\$155.08	12.00%	\$137.49
Data Security Software	Varonis	Gold Bundle OS	GB-35K-50KOS	\$150.38	12.00%	\$133.33
Data Security Software	Varonis	Gold Bundle OS	GB-50K-100KOS	\$145.68	12.00%	\$129.16
Data Security Software	Varonis	Gold Bundle OS	GB-100K-150KOS	\$140.98	12.00%	\$124.99
Data Security Software	Varonis	Gold Bundle OS	GB-150K+OS	\$138.63	12.00%	\$122.91
Data Security Software	Varonis	Platinum Bundle OS	PB-0-50OS	\$978.46	12.00%	\$867.50
Data Security Software	Varonis	Platinum Bundle OS	PB-51-100OS	\$683.44	12.00%	\$605.94
Data Security Software	Varonis	Platinum Bundle OS	PB-101-250OS	\$535.94	12.00%	\$475.16
Data Security Software	Varonis	Platinum Bundle OS	PB-251-500OS	\$408.10	12.00%	\$361.82
Data Security Software	Varonis	Platinum Bundle OS	PB-501-750OS	\$329.43	12.00%	\$292.07
Data Security Software	Varonis	Platinum Bundle OS	PB-751-1000OS	\$304.85	12.00%	\$270.28
Data Security Software	Varonis	Platinum Bundle OS	PB-1001-1500OS	\$280.26	12.00%	\$248.48
Data Security Software	Varonis	Platinum Bundle OS	PB-1501-2000OS	\$253.22	12.00%	\$224.50
Data Security Software	Varonis	Platinum Bundle OS	PB-2001-2500OS	\$236.01	12.00%	\$209.25
Data Security Software	Varonis	Platinum Bundle OS	PB-2501-4000OS	\$221.26	12.00%	\$196.17
Data Security Software	Varonis	Platinum Bundle OS	PB-4001-6000OS	\$206.51	12.00%	\$183.09
Data Security Software	Varonis	Platinum Bundle OS	PB-6001-8000OS	\$191.76	12.00%	\$170.01
Data Security Software	Varonis	Platinum Bundle OS	PB-8001-10KOS	\$181.92	12.00%	\$161.29
Data Security Software	Varonis	Platinum Bundle OS	PB-10K-20KOS	\$172.09	12.00%	\$152.57
Data Security Software	Varonis	Platinum Bundle OS	PB-20K-35KOS	\$162.26	12.00%	\$143.86
Data Security Software	Varonis	Platinum Bundle OS	PB-35K-50KOS	\$157.34	12.00%	\$139.50
Data Security Software	Varonis	Platinum Bundle OS	PB-50K-100KOS	\$152.42	12.00%	\$135.14

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<b>Varonis</b>						
<b>CATEGORY</b>	<b>BRAND</b>	<b>PRODUCT DESCRIPTION</b>	<b>PRODUCT PART NUMBER</b>	<b>MSRP</b>	<b>DIR Customer Discount % off MSRP</b>	<b>DIR Customer Price</b>
Data Security Software	Varonis	Platinum Bundle OS	PB-100K-150KOS	\$147.51	12.00%	\$130.78
Data Security Software	Varonis	Platinum Bundle OS	PB-150K+OS	\$145.05	12.00%	\$128.60
Data Security Software	Varonis	Silver Bundle - M365 OS	SBM-0-50OS	\$467.59	12.00%	\$414.57
Data Security Software	Varonis	Silver Bundle - M365 OS	SBM-51-100OS	\$326.61	12.00%	\$289.57
Data Security Software	Varonis	Silver Bundle - M365 OS	SBM-101-250OS	\$256.12	12.00%	\$227.08
Data Security Software	Varonis	Silver Bundle - M365 OS	SBM-251-500OS	\$195.03	12.00%	\$172.91
Data Security Software	Varonis	Silver Bundle - M365 OS	SBM-501-750OS	\$157.43	12.00%	\$139.58
Data Security Software	Varonis	Silver Bundle - M365 OS	SBM-751-1000OS	\$145.68	12.00%	\$129.16
Data Security Software	Varonis	Silver Bundle - M365 OS	SBM-1001-1500OS	\$133.93	12.00%	\$118.74
Data Security Software	Varonis	Silver Bundle - M365 OS	SBM-1501-2000OS	\$121.01	12.00%	\$107.29
Data Security Software	Varonis	Silver Bundle - M365 OS	SBM-2001-2500OS	\$112.79	12.00%	\$100.00
Data Security Software	Varonis	Silver Bundle - M365 OS	SBM-2501-4000OS	\$105.74	12.00%	\$93.75
Data Security Software	Varonis	Silver Bundle - M365 OS	SBM-4001-6000OS	\$98.69	12.00%	\$87.50
Data Security Software	Varonis	Silver Bundle - M365 OS	SBM-6001-8000OS	\$91.64	12.00%	\$81.25
Data Security Software	Varonis	Silver Bundle - M365 OS	SBM-8001-10KOS	\$86.94	12.00%	\$77.08
Data Security Software	Varonis	Silver Bundle - M365 OS	SBM-10K-20KOS	\$82.24	12.00%	\$72.91
Data Security Software	Varonis	Silver Bundle - M365 OS	SBM-20K-35KOS	\$77.54	12.00%	\$68.75
Data Security Software	Varonis	Silver Bundle - M365 OS	SBM-35K-50KOS	\$75.19	12.00%	\$66.66
Data Security Software	Varonis	Silver Bundle - M365 OS	SBM-50K-100KOS	\$72.84	12.00%	\$64.58
Data Security Software	Varonis	Silver Bundle - M365 OS	SBM-100K-150KOS	\$70.49	12.00%	\$62.50
Data Security Software	Varonis	Silver Bundle - M365 OS	SBM-150K+OS	\$69.32	12.00%	\$61.46
Data Security Software	Varonis	Silver Bundle - Plus - OS	SBP-0-50OS	\$515.89	12.00%	\$457.39
Data Security Software	Varonis	Silver Bundle - Plus - OS	SBP-51-100OS	\$360.35	12.00%	\$319.49
Data Security Software	Varonis	Silver Bundle - Plus - OS	SBP-101-250OS	\$282.57	12.00%	\$250.53
Data Security Software	Varonis	Silver Bundle - Plus - OS	SBP-251-500OS	\$215.17	12.00%	\$190.77
Data Security Software	Varonis	Silver Bundle - Plus - OS	SBP-501-750OS	\$173.69	12.00%	\$153.99
Data Security Software	Varonis	Silver Bundle - Plus - OS	SBP-751-1000OS	\$160.73	12.00%	\$142.50
Data Security Software	Varonis	Silver Bundle - Plus - OS	SBP-1001-1500OS	\$147.77	12.00%	\$131.01
Data Security Software	Varonis	Silver Bundle - Plus - OS	SBP-1501-2000OS	\$133.51	12.00%	\$118.37



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<b>Varonis</b>						
<b>CATEGORY</b>	<b>BRAND</b>	<b>PRODUCT DESCRIPTION</b>	<b>PRODUCT PART NUMBER</b>	<b>MSRP</b>	<b>DIR Customer Discount % off MSRP</b>	<b>DIR Customer Price</b>
Data Security Software	Varonis	Silver Bundle - Plus - OS	SBP-2001-2500OS	\$124.44	12.00%	\$110.33
Data Security Software	Varonis	Silver Bundle - Plus - OS	SBP-2501-4000OS	\$116.66	12.00%	\$103.43
Data Security Software	Varonis	Silver Bundle - Plus - OS	SBP-4001-6000OS	\$108.88	12.00%	\$96.53
Data Security Software	Varonis	Silver Bundle - Plus - OS	SBP-6001-8000OS	\$101.10	12.00%	\$89.64
Data Security Software	Varonis	Silver Bundle - Plus - OS	SBP-8001-10KOS	\$95.92	12.00%	\$85.04
Data Security Software	Varonis	Silver Bundle - Plus - OS	SBP-10K-20KOS	\$90.73	12.00%	\$80.44
Data Security Software	Varonis	Silver Bundle - Plus - OS	SBP-20K-35KOS	\$85.55	12.00%	\$75.85
Data Security Software	Varonis	Silver Bundle - Plus - OS	SBP-35K-50KOS	\$82.96	12.00%	\$73.55
Data Security Software	Varonis	Silver Bundle - Plus - OS	SBP-50K-100KOS	\$80.37	12.00%	\$71.26
Data Security Software	Varonis	Silver Bundle - Plus - OS	SBP-100K-150KOS	\$77.77	12.00%	\$68.95
Data Security Software	Varonis	Silver Bundle - Plus - OS	SBP-150K+OS	\$76.48	12.00%	\$67.81
Data Security Software	Varonis	Gold Bundle - Plus - OS	GBP-0-500S	\$873.52	12.00%	\$774.46
Data Security Software	Varonis	Gold Bundle - Plus - OS	GBP-51-1000S	\$610.15	12.00%	\$540.96
Data Security Software	Varonis	Gold Bundle - Plus - OS	GBP-101-2500S	\$478.46	12.00%	\$424.20
Data Security Software	Varonis	Gold Bundle - Plus - OS	GBP-251-5000S	\$364.33	12.00%	\$323.01
Data Security Software	Varonis	Gold Bundle - Plus - OS	GBP-501-7500S	\$294.10	12.00%	\$260.75
Data Security Software	Varonis	Gold Bundle - Plus - OS	GBP-751-10000S	\$272.15	12.00%	\$241.29
Data Security Software	Varonis	Gold Bundle - Plus - OS	GBP-1001-15000S	\$250.21	12.00%	\$221.84
Data Security Software	Varonis	Gold Bundle - Plus - OS	GBP-1501-20000S	\$226.06	12.00%	\$200.42
Data Security Software	Varonis	Gold Bundle - Plus - OS	GBP-2001-25000S	\$210.70	12.00%	\$186.81
Data Security Software	Varonis	Gold Bundle - Plus - OS	GBP-2501-40000S	\$197.53	12.00%	\$175.13
Data Security Software	Varonis	Gold Bundle - Plus - OS	GBP-4001-60000S	\$184.36	12.00%	\$163.45
Data Security Software	Varonis	Gold Bundle - Plus - OS	GBP-6001-80000S	\$171.19	12.00%	\$151.78
Data Security Software	Varonis	Gold Bundle - Plus - OS	GBP-8001-10KOS	\$162.41	12.00%	\$143.99
Data Security Software	Varonis	Gold Bundle - Plus - OS	GBP-10K-20KOS	\$153.63	12.00%	\$136.21
Data Security Software	Varonis	Gold Bundle - Plus - OS	GBP-20K-35KOS	\$144.86	12.00%	\$128.43
Data Security Software	Varonis	Gold Bundle - Plus - OS	GBP-35K-50KOS	\$140.47	12.00%	\$124.54
Data Security Software	Varonis	Gold Bundle - Plus - OS	GBP-50K-100KOS	\$136.08	12.00%	\$120.65
Data Security Software	Varonis	Gold Bundle - Plus - OS	GBP-100K-150KOS	\$131.69	12.00%	\$116.76

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**DIR-CPO-4764**

<b>Varonis</b>						
<b>CATEGORY</b>	<b>BRAND</b>	<b>PRODUCT DESCRIPTION</b>	<b>PRODUCT PART NUMBER</b>	<b>MSRP</b>	<b>DIR Customer Discount % off MSRP</b>	<b>DIR Customer Price</b>
Data Security Software	Varonis	Gold Bundle - Plus - OS	GBP-150K+OS	\$129.49	12.00%	\$114.81

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<b>Varonis</b>						
<b>CATEGORY</b>	<b>BRAND</b>	<b>PRODUCT DESCRIPTION</b>	<b>PRODUCT PART NUMBER</b>	<b>MSRP</b>	<b>DIR Customer Discount % off MSRP</b>	<b>DIR Customer Price</b>

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<b>Varonis</b>						
<b>CATEGORY</b>	<b>BRAND</b>	<b>PRODUCT DESCRIPTION</b>	<b>PRODUCT PART NUMBER</b>	<b>MSRP</b>	<b>DIR Customer Discount % off MSRP</b>	<b>DIR Customer Price</b>

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<b>Varonis</b>						
<b>CATEGORY</b>	<b>BRAND</b>	<b>PRODUCT DESCRIPTION</b>	<b>PRODUCT PART NUMBER</b>	<b>MSRP</b>	<b>DIR Customer Discount % off MSRP</b>	<b>DIR Customer Price</b>

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<b>Varonis</b>						
<b>CATEGORY</b>	<b>BRAND</b>	<b>PRODUCT DESCRIPTION</b>	<b>PRODUCT PART NUMBER</b>	<b>MSRP</b>	<b>DIR Customer Discount % off MSRP</b>	<b>DIR Customer Price</b>

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<b>Varonis</b>						
<b>CATEGORY</b>	<b>BRAND</b>	<b>PRODUCT DESCRIPTION</b>	<b>PRODUCT PART NUMBER</b>	<b>MSRP</b>	<b>DIR Customer Discount % off MSRP</b>	<b>DIR Customer Price</b>

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<b>Varonis</b>						
<b>CATEGORY</b>	<b>BRAND</b>	<b>PRODUCT DESCRIPTION</b>	<b>PRODUCT PART NUMBER</b>	<b>MSRP</b>	<b>DIR Customer Discount % off MSRP</b>	<b>DIR Customer Price</b>



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<b>Varonis</b>						
<b>CATEGORY</b>	<b>BRAND</b>	<b>PRODUCT DESCRIPTION</b>	<b>PRODUCT PART NUMBER</b>	<b>MSRP</b>	<b>DIR Customer Discount % off MSRP</b>	<b>DIR Customer Price</b>

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<b>Varonis</b>						
<b>CATEGORY</b>	<b>BRAND</b>	<b>PRODUCT DESCRIPTION</b>	<b>PRODUCT PART NUMBER</b>	<b>MSRP</b>	<b>DIR Customer Discount % off MSRP</b>	<b>DIR Customer Price</b>

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<b>Varonis</b>						
<b>CATEGORY</b>	<b>BRAND</b>	<b>PRODUCT DESCRIPTION</b>	<b>PRODUCT PART NUMBER</b>	<b>MSRP</b>	<b>DIR Customer Discount % off MSRP</b>	<b>DIR Customer Price</b>

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<b>Varonis</b>						
<b>CATEGORY</b>	<b>BRAND</b>	<b>PRODUCT DESCRIPTION</b>	<b>PRODUCT PART NUMBER</b>	<b>MSRP</b>	<b>DIR Customer Discount % off MSRP</b>	<b>DIR Customer Price</b>

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<b>Varonis</b>						
<b>CATEGORY</b>	<b>BRAND</b>	<b>PRODUCT DESCRIPTION</b>	<b>PRODUCT PART NUMBER</b>	<b>MSRP</b>	<b>DIR Customer Discount % off MSRP</b>	<b>DIR Customer Price</b>

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<b>Varonis</b>						
<b>CATEGORY</b>	<b>BRAND</b>	<b>PRODUCT DESCRIPTION</b>	<b>PRODUCT PART NUMBER</b>	<b>MSRP</b>	<b>DIR Customer Discount % off MSRP</b>	<b>DIR Customer Price</b>

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<b>Varonis</b>						
<b>CATEGORY</b>	<b>BRAND</b>	<b>PRODUCT DESCRIPTION</b>	<b>PRODUCT PART NUMBER</b>	<b>MSRP</b>	<b>DIR Customer Discount % off MSRP</b>	<b>DIR Customer Price</b>

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<b>Varonis</b>						
<b>CATEGORY</b>	<b>BRAND</b>	<b>PRODUCT DESCRIPTION</b>	<b>PRODUCT PART NUMBER</b>	<b>MSRP</b>	<b>DIR Customer Discount % off MSRP</b>	<b>DIR Customer Price</b>



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<b>Varonis</b>						
<b>CATEGORY</b>	<b>BRAND</b>	<b>PRODUCT DESCRIPTION</b>	<b>PRODUCT PART NUMBER</b>	<b>MSRP</b>	<b>DIR Customer Discount % off MSRP</b>	<b>DIR Customer Price</b>