

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

Zerto						
CATEGORY	BRAND	PRODUCT DESCRIPTION	PRODUCT PART NUMBER	MSRP	DIR Customer Discount % off MSRP	DIR Customer Price
Backup Software	Zerto	Zerto Virtual Replication Enterprise Cloud Edition	ZVR-ECE-ZP-25	\$24,625.00	13.00%	\$ 21,584.43
Backup Software	Zerto	Zerto Virtual Replication Enterprise Cloud Edition	ZVR-ECE-ZP-100	\$98,500.00	13.00%	\$ 86,337.71
Backup Software	Zerto	Zerto Virtual Replication Enterprise Cloud Edition	ZVR-ECE-ZP-250	\$246,250.00	13.00%	\$ 215,844.28
Backup Software	Zerto	Zerto Virtual Replication Enterprise Cloud Edition	ZVR-ECE-ZP-500	\$492,500.00	13.00%	\$ 431,688.56
Backup Software	Zerto	Zerto Virtual Replication Enterprise Cloud Edition	ZVR-ECE-ZP-1000	\$985,000.00	13.00%	\$ 863,377.13
Backup Software	Zerto	Zerto Virtual Replication Enterprise Cloud Edition	ZVR-ECE-ZP-2500	\$2,462,500.00	13.00%	\$ 2,158,442.81
Backup Software	Zerto	Zerto Virtual Replication	ZVR-VM-ZP-25	\$18,625.00	13.00%	\$ 16,325.28
Backup Software	Zerto	Zerto Virtual Replication	ZVR-VM-ZP-100	\$74,500.00	13.00%	\$ 65,301.11
Backup Software	Zerto	Zerto Virtual Replication	ZVR-VM-ZP-250	\$186,250.00	13.00%	\$ 163,252.78
Backup Software	Zerto	Zerto Virtual Replication	ZVR-VM-ZP-500	\$372,500.00	13.00%	\$ 326,505.56
Backup Software	Zerto	Zerto Virtual Replication	ZVR-VM-ZP-1000	\$745,000.00	13.00%	\$ 653,011.13
Backup Software	Zerto	Zerto Virtual Replication	ZVR-VM-ZP-2500	\$1,862,500.00	13.00%	\$ 1,632,527.81
Backup Software	Zerto	Zerto Virtual Replication to Public Cloud	ZVR-PUB-ZP-25	\$342.00	13.00%	\$ 299.77
Backup Software	Zerto	Zerto Virtual Replication to Public Cloud	ZVR-PUB-ZP-100	\$324.00	13.00%	\$ 283.99
Backup Software	Zerto	Zerto Virtual Replication to Public Cloud	ZVR-PUB-ZP-250	\$306.00	13.00%	\$ 268.22
Backup Software	Zerto	Zerto Virtual Replication to Public Cloud	ZVR-PUB-ZP-500	\$288.00	13.00%	\$ 252.44
Backup Software	Zerto	Zerto Virtual Replication to Public Cloud	ZVR-PUB-ZP-1000	\$270.00	13.00%	\$ 236.66
Backup Software	Zerto	Zerto Virtual Replication to Public Cloud	ZVR-PUB-ZP-2500	\$261.00	13.00%	\$ 228.77
Backup Software	Zerto	Zerto Virtual Replication for Migration	ZVR-VM-MIG	\$200.00	13.00%	\$ 175.31
Backup Software	Zerto	Zerto Virtual Replication for Migration to Public Cloud	ZVR-PUB-MIG-1	\$200.00	13.00%	\$ 175.31
Backup Software	Zerto	Zerto Virtual Replication Enterprise Cloud Edition Upgrade	ZVR-ECE-UP-ZP-25	\$8,750.00	13.00%	\$ 7,669.59
Backup Software	Zerto	Zerto Virtual Replication Enterprise Cloud Edition Upgrade	ZVR-ECE-UP-ZP-100	\$35,000.00	13.00%	\$ 30,678.38
Backup Software	Zerto	Zerto Virtual Replication Enterprise Cloud Edition Upgrade	ZVR-ECE-UP-ZP-250	\$87,500.00	13.00%	\$ 76,695.94
Backup Software	Zerto	Zerto Virtual Replication Enterprise Cloud Edition Upgrade	ZVR-ECE-UP-ZP-500	\$175,000.00	13.00%	\$ 153,391.88
Backup Software	Zerto	Zerto Virtual Replication Enterprise Cloud Edition Upgrade	ZVR-ECE-UP-ZP-1000	\$350,000.00	13.00%	\$ 306,783.75
Backup Software	Zerto	Zerto Virtual Replication Enterprise Cloud Edition Upgrade	ZVR-ECE-UP-ZP-2500	\$875,000.00	13.00%	\$ 766,959.38
Backup Software	Zerto	Zerto Virtual Replication Enterprise Cloud Edition	ZVR-ECE-1	\$985.00	13.00%	\$ 863.38

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Backup Software	Zerto	Zerto Virtual Replication Enterprise Cloud Edition Upgrade	ZVR-ECE-UP-1	\$350.00	13.00%	\$ 306.78
Backup Software	Zerto	Zerto Virtual Replication	ZVR-VM-ZP-1VM	\$745.00	13.00%	\$ 653.01
Backup Software	Zerto	Zerto Virtual Replication to Public Cloud	ZVR-PUB-1	\$360.00	13.00%	\$ 315.55
Backup Software	Zerto	VSS Agent Software	Single VM	\$50.00	13.00%	\$ 43.83
Backup Software	Zerto	VSS Agent Software for Migrations	Single VM	\$15.00	13.00%	\$ 13.15
Backup Software	Zerto	VSS agent for ZVR to Public Cloud	Single VM	\$25.00	13.00%	\$ 21.91
Backup Software	Zerto	VSS agent for ZVR to Public Cloud Migrations	Single VM	\$15.00	13.00%	\$ 13.15
Support	Zerto	Zerto Virtual Replication Enterprise Cloud Edition - Premium Maintenance & Support	ZVR-ECE-MS-PRM-ZP-25	\$6,175.00	13.00%	\$ 5,412.54
Support	Zerto	Zerto Virtual Replication Enterprise Cloud Edition - Premium Maintenance & Support	ZVR-ECE-MS-PRM-ZP-100	\$24,700.00	13.00%	\$ 21,650.17
Support	Zerto	Zerto Virtual Replication Enterprise Cloud Edition - Premium Maintenance & Support	ZVR-ECE-MS-PRM-ZP-250	\$61,750.00	13.00%	\$ 54,125.42
Support	Zerto	Zerto Virtual Replication Enterprise Cloud Edition - Premium Maintenance & Support	ZVR-ECE-MS-PRM-ZP-500	\$123,500.00	13.00%	\$ 108,250.84
Support	Zerto	Zerto Virtual Replication Enterprise Cloud Edition - Premium Maintenance & Support	ZVR-ECE-MS-PRM-ZP-1000	\$247,000.00	13.00%	\$ 216,501.68
Support	Zerto	Zerto Virtual Replication Enterprise Cloud Edition - Premium Maintenance & Support	ZVR-ECE-MS-PRM-ZP-2500	\$617,500.00	13.00%	\$ 541,254.19
Support	Zerto	Zerto Virtual Replication - Premium Maintenance & Support	ZVR-MS-PRM-ZP25-1Y	\$4,656.25	13.00%	\$ 4,081.32
Support	Zerto	Zerto Virtual Replication - Premium Maintenance & Support	ZVR-MS-PRM-ZP100-1Y	\$18,625.00	13.00%	\$ 16,325.28
Support	Zerto	Zerto Virtual Replication - Premium Maintenance & Support	ZVR-MS-PRM-ZP250-1Y	\$46,562.50	13.00%	\$ 40,813.20
Support	Zerto	Zerto Virtual Replication - Premium Maintenance & Support	ZVR-MS-PRM-ZP500-1Y	\$93,125.00	13.00%	\$ 81,626.39
Support	Zerto	Zerto Virtual Replication - Premium Maintenance & Support	ZVR-MS-PRM-ZP1000-1Y	\$186,250.00	13.00%	\$ 163,252.78
Support	Zerto	Zerto Virtual Replication - Premium Maintenance & Support	ZVR-MS-PRM-ZP2500-1Y	\$465,625.00	13.00%	\$ 408,131.95

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CATEGORY	BRAND	PRODUCT DESCRIPTION	PRODUCT PART NUMBER	MSRP	DIR Customer Discount % off MSRP	DIR Customer Price
Support	Zerto	Zerto Virtual Replication Enterprise Cloud Edition - Premium Maintenance & Support Upgrade	ZVR-ECE-MS-PRM-UP-ZP-25	\$1,650.00	13.00%	\$ 1,446.27
Support	Zerto	Zerto Virtual Replication Enterprise Cloud Edition - Premium Maintenance & Support Upgrade	ZVR-ECE-MS-PRM-UP-ZP-100	\$6,600.00	13.00%	\$ 5,785.07
Support	Zerto	Zerto Virtual Replication Enterprise Cloud Edition - Premium Maintenance & Support Upgrade	ZVR-ECE-MS-PRM-UP-ZP-250	\$16,500.00	13.00%	\$ 14,462.66
Support	Zerto	Zerto Virtual Replication Enterprise Cloud Edition - Premium Maintenance & Support Upgrade	ZVR-ECE-MS-PRM-UP-ZP-500	\$33,000.00	13.00%	\$ 28,925.33
Support	Zerto	Zerto Virtual Replication Enterprise Cloud Edition - Premium Maintenance & Support Upgrade	ZVR-ECE-MS-PRM-UP-ZP-1000	\$66,000.00	13.00%	\$ 57,850.65
Support	Zerto	Zerto Virtual Replication Enterprise Cloud Edition - Premium Maintenance & Support Upgrade	ZVR-ECE-MS-PRM-UP-ZP-2500	\$165,000.00	13.00%	\$ 144,626.63
Support	Zerto	Zerto Virtual Replication - Standard Maintenance & Support	ZVR-ECE-MS-STD-ZP-25	\$4,925.00	13.00%	\$ 4,316.89
Support	Zerto	Zerto Virtual Replication - Standard Maintenance & Support	ZVR-ECE-MS-STD-ZP-100	\$19,700.00	13.00%	\$ 17,267.54
Support	Zerto	Zerto Virtual Replication - Standard Maintenance & Support	ZVR-ECE-MS-STD-ZP-250	\$49,250.00	13.00%	\$ 43,168.86
Support	Zerto	Zerto Virtual Replication - Standard Maintenance & Support	ZVR-ECE-MS-STD-ZP-500	\$98,500.00	13.00%	\$ 86,337.71
Support	Zerto	Zerto Virtual Replication - Standard Maintenance & Support	ZVR-ECE-MS-STD-ZP-1000	\$197,000.00	13.00%	\$ 172,675.43
Support	Zerto	Zerto Virtual Replication - Standard Maintenance & Support	ZVR-ECE-MS-STD-ZP-2500	\$492,500.00	13.00%	\$ 431,688.56
Support	Zerto	Zerto Virtual Replication Enterprise Cloud Edition - Standard Maintenance & Support Upgrade	ZVR-ECE-MS-STD-UP-ZP-25	\$1,325.00	13.00%	\$ 1,161.40
Support	Zerto	Zerto Virtual Replication Enterprise Cloud Edition - Standard Maintenance & Support Upgrade	ZVR-ECE-MS-STD-UP-ZP-100	\$5,300.00	13.00%	\$ 4,645.58
Support	Zerto	Zerto Virtual Replication Enterprise Cloud Edition - Standard Maintenance & Support Upgrade	ZVR-ECE-MS-STD-UP-ZP-250	\$13,250.00	13.00%	\$ 11,613.96
Support	Zerto	Zerto Virtual Replication Enterprise Cloud Edition - Standard Maintenance & Support Upgrade	ZVR-ECE-MS-STD-UP-ZP-500	\$26,500.00	13.00%	\$ 23,227.91

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Support	Zerto	Zerto Virtual Replication Enterprise Cloud Edition - Standard Maintenance & Support Upgrade	ZVR-ECE-MS-STD-UP-ZP-1000	\$53,000.00	13.00%	\$ 46,455.83
Support	Zerto	Zerto Virtual Replication Enterprise Cloud Edition - Standard Maintenance & Support Upgrade	ZVR-ECE-MS-STD-UP-ZP-2500	\$132,500.00	13.00%	\$ 116,139.56
Support	Zerto	Zerto Virtual Replication - Standard Maintenance & Support	ZVR-MS-STD-ZP25-1Y	\$3,725.00	13.00%	\$ 3,265.06
Support	Zerto	Zerto Virtual Replication - Standard Maintenance & Support	ZVR-MS-STD-ZP100-1Y	\$14,900.00	13.00%	\$ 13,060.22
Support	Zerto	Zerto Virtual Replication - Standard Maintenance & Support	ZVR-MS-STD-ZP250-1Y	\$37,250.00	13.00%	\$ 32,650.56
Support	Zerto	Zerto Virtual Replication - Standard Maintenance & Support	ZVR-MS-STD-ZP500-1Y	\$74,500.00	13.00%	\$ 65,301.11
Support	Zerto	Zerto Virtual Replication - Standard Maintenance & Support	ZVR-MS-STD-ZP1000-1Y	\$149,000.00	13.00%	\$ 130,602.23
Support	Zerto	Zerto Virtual Replication - Standard Maintenance & Support	ZVR-MS-STD-ZP2500-1Y	\$372,500.00	13.00%	\$ 326,505.56
Support	Zerto	Zerto Virtual Replication Enterprise Cloud Edition - Premium Maintenance & Support	ZVR-ECE-MS-PRM-1	\$247.00	13.00%	\$ 216.50
Support	Zerto	Zerto Virtual Replication Enterprise Cloud Edition - Standard Maintenance & Support	ZVR-ECE-MS-STD-1	\$197.00	13.00%	\$ 172.68
Support	Zerto	Zerto Virtual Replication Enterprise Cloud Edition - Premium Maintenance & Support Upgrade	ZVR-ECE-MS-PRM-UP-1	\$66.00	13.00%	\$ 57.85
Support	Zerto	Zerto Virtual Replication Enterprise Cloud Edition - Standard Maintenance & Support Upgrade	ZVR-ECE-MS-STD-UP-1	\$53.00	13.00%	\$ 46.46
Support	Zerto	Zerto Virtual Replication - Premium Maintenance & Support	ZVR-MS-PRM-ZP-1VM-1Y	\$186.25	13.00%	\$ 163.25
Support	Zerto	Zerto Virtual Replication - Standard Maintenance & Support	ZVR-MS-STD-ZP-1VM-1Y	\$149.00	13.00%	\$ 130.60
Support	Zerto	Zerto Enterprise Cloud Edition - Premium Maintenance & Support	ECE-MS-PRM	\$247.00	13.00%	\$ 216.50
Support	Zerto	Zerto Quick Advisor Start Service - 3 Months	ZPS-QIKADV	\$7,500.00	13.00%	\$ 6,573.94
Support	Zerto	ZERTO Enterprise Cloud Edition - Perpetual License E-DELIVERY	ECE-VM	\$985.00	13.00%	\$ 863.38

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CATEGORY	BRAND	PRODUCT DESCRIPTION	PRODUCT PART NUMBER	MSRP	DIR Customer Discount % off MSRP	DIR Customer Price
Support	Zerto	Zerto Enterprise Cloud Edition - Premium Maintenance & Support E-Delivery - 12 Months	ECE-MS-PRM	\$247.00	13.00%	\$ 216.50