

APPENDIX C PRICING INDEX  
 CARAHSOFT  
 DIR-TSO-4288

Product Description	DIR Customer Discount % off MSRP
4iq	2.00%
Accela, Inc.	2.00%
AccessData Group, LLC	2.50%
Acquia	5.00%
Akamai	26.00%
Alteryx	2.00%
Anaplan	1.00%
Apttus	2.00%
Aqua Security Software Ltd	2.27%
Arcusys	3.00%
ASG	5.00%
Assured Data	2.00%
Atlassian	0.25%
Aurea	16.66%
AvePoint	2.50%
BasicGov	3.53%
Blackberry	4.00%
Blanco	2.00%
Bomgar	5.25%
Bomgar Appliances	5.25%
Bomgar Licenses	9.50%
Box, Inc.	18.39%
Bracket Labs	2.00%
Clear Story Data	2.00%
Cloudbyz	2.00%
cloudera	4.95%
Cofense	2.00%
Cutting Edge	2.00%
Cyber-Ark	12.50%
DarkOwl, LLC	2.62%
Delphix	9.72%
Digital Guardian	1.30%
Discover Technologies	2.00%
DocuSign	4.00%
DOMA	2.00%
Drawloop	4.28%
Dronedeploy	2.00%
Druva	1.00%
Entco DBA Micro Focus	7.00%
Entco DBA Micro Focus SaaS	7.00%
Entco DBA Micro Focus Software	20.00%
Fico	2.00%
Fidelis	2.00%

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Five9	1.33%
Flosum	2.00%
ForeScout Technologies	2.00%
Formstack	2.62%
Genesys	5.00%
Granicus	4.25%
Haystax	2.00%
Hootsuite Media Inc.	1.27%
HyTrust	6.00%
ID.me	1.33%
imprivata	3.12%
Ivanti, Inc.	3.50%
Kofax	10.00%
Liferay	3.00%
LinkedIn Corporation	1.00%
Liquidware Labs	6.00%
Lookout Inc.	2.27%
MapAnything	2.00%
MarketResearch.com, Inc	1.26%
MarkLogic	10.40%
MB&A	2.00%
McAfee	5.00%
Metalogix	5.40%
MuleSoft	0.50%
Netskope	6.00%
New Relic, Inc.	3.00%
Nuance	3.00%
Nutanix	8.75%
Okta, Inc.	1.50%
Pondera	2.00%
Precision Hawk	0.50%
Qualtrics	1.74%
Red Hat Ansible	1.00%
Red Hat CEPH Storage	16.00%
Red Hat Cloud Solutions	16.00%
Red Hat Enterprise Linux Middleware	20.48%
Red Hat Enterprise Linux Platform	20.48%
Red Hat Enterprise Virtualization	20.48%
Red Hat Gluster Storage	16.00%
Red Hat Mobile Application Platform	1.00%
Red Hat Network Satellite and Related Network	20.48%
Red Hat Technical Account Managers	1.00%
ReadSpeaker	5.00%
RestNSX	2.00%
ReversingLabs	1.26%

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RSA	10.00%
Sailpoint	2.00%
Salesforce.com	5.30%
SAP	10.68%
Saviynt	1.19%
SDL Government	7.51%
Secureworks, Inc.	1.39%
ServiceNow	4.50%
Smartsheet	2.00%
Socrata, Inc.	5.09%
Splunk	1.50%
Symantec	9.50%
Tableau	0.75%
Team Northwoods	2.00%
Tech Soft 3D, Inc.	4.28%
Teradici	3.75%
TimeLinePI	2.00%
TimeTrade	2.00%
TransUnion	15.00%
Trend Micro	5.00%
Trifacta	1.00%
Trustwave	10.08%
UIPath	2.00%
Unifi	2.00%
User1st	3.00%
VALIMAIL	2.00%
VERITAS	15.64%
Veritone	2.00%
VMware Academic Solutions	43.50%
VMware Government Solutions	3.50%
Voyager Analytics Inc	1.00%
Wickr	1.26%
Worksoft	2.00%
Xcential	2.00%
Zscaler, Inc.	10.00%

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Service Description	DIR Customer Discount % off MSRP
4iq	2.00%
Accela, Inc.	4.25%
AccessData Group, LLC	2.50%
Acquia	4.24%
Akamai	5.00%
Alteryx	2.00%
Anaplan	1.00%
Apttus	2.00%
Aqua Security Software Ltd	2.27%
Arcusys	3.00%
ASG	5.00%
Assured Data	2.00%
Atlassian	0.25%
Aurea	16.66%
AvePoint	2.50%
BasicGov	3.53%
Blancco	2.00%
Blackberry	4.00%
Bomgar	5.25%
Bomgar Appliances	5.25%

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Bomgar Licenses	9.50%
Box, Inc.	5.00%
Bracket Labs	2.00%
Clear Story Data	2.00%
Cloudbyz	2.00%
cloudera	4.95%
Cofense	2.00%
Cutting Edge	2.00%
Cyber-Ark	12.50%
Cylance	1.75%
DarkOwl, LLC	2.62%
Delphix	4.69%
Digital Guardian	1.30%
Discover Technologies	2.00%
DocuSign	3.00%
DOMA	2.00%
Drawloop	4.28%
Dronedeploy	2.00%
Druva	4.28%
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Fico	2.00%
Fidelis	2.00%
Five9	1.33%
Flosum	2.00%
ForeScout Technologies	2.00%
Formstack	2.62%
Genesys	5.00%
Granicus	4.25%
Haystax	2.00%
Hootsuite Media Inc.	1.27%
HyTrust	5.65%
ID.me	1.33%
imprivata	3.12%
Infoblox	3.00%
Ivanti, Inc.	2.50%
Kofax	5.00%
Liferay	3.00%
LinkedIn Corporation	2.00%
Liquidware Labs	6.00%
Lookout Inc.	2.27%
MapAnything	2.00%
MarketResearch.com, Inc	1.26%
MarkLogic	10.45%
MB&A	2.00%
McAfee	5.00%

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Metalogix	5.40%
MuleSoft	0.50%
Netskope	5.00%
New Relic, Inc.	3.00%
Nuance	1.00%
Nutanix	5.00%
Okta, Inc.	1.50%
Palo Alto Networks	5.00%
Pondera	2.00%
Precision Hawk	0.50%
Qualtrics	1.00%
ReadSpeaker	4.90%
Red Hat Ansible Software	1.00%
Red Hat CEPH Storage	1.00%
Red Hat Cloud Solutions	1.00%
Red Hat Enterprise Linux Middleware	1.00%
Red Hat Enterprise Linux Platform	1.00%
Red Hat Enterprise Virtualization	1.00%
Red Hat Gluster Storage	1.00%
Red Hat Mobile Application Platform	1.00%
Red Hat Network Satellite and Related Network	1.00%
Red Hat Technical Account Managers	1.00%
RestNSX	2.00%
ReversingLabs	1.26%
RSA	10.00%
Sailpoint	2.00%
Salesforce.com	5.30%
SAP	10.68%
Saviynt	1.19%
SDL Government	0.00%
Secureworks, Inc.	1.39%
ServiceNow	1.50%
Smartsheet	2.00%
Socrata, Inc.	1.00%
Splunk	1.50%
Symantec	9.50%
Tableau	0.75%
Team Northwoods	2.00%
Tech Soft 3D, Inc.	4.28%
Teradici	5.75%
TimeLinePI	2.00%
TimeTrade	2.00%
TransUnion	15.00%
Trend Micro	5.00%
Trifacta	1.00%

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Trustwave	10.08%
UIPath	2.00%
Unifi	2.00%
User1st	3.00%
VALIMAIL	2.00%
VERITAS	4.50%
Veritone	2.00%
VMware Academic	3.50%
VMware Government	3.50%
Voyager Analytics Inc	1.00%
Wickr	1.26%
Worksoft	2.00%
Xcential	2.00%
Zscaler, Inc.	5.00%

<b>Additional Discounts</b>	<b>DIR Customer Discount % off</b>
BlackBerry Enterprise Mobility Suite - Collaboration Edition Subscription User - Advantage Support	12.00%
BlackBerry Enterprise Mobility Suite - Collaboration Edition Subscription User - Premium Support	12.00%
BlackBerry Enterprise Mobility Suite - Content Edition Subscription User - Advantage Support	12.00%
BlackBerry Enterprise Mobility Suite - Content Edition Subscription User - Premium Support	12.00%
BlackBerry Enterprise Mobility Suite - Enterprise Edition Subscription User - Advantage Support	12.00%
BlackBerry Enterprise Mobility Suite - Enterprise Edition Subscription User - Premium Support	12.00%
BlackBerry Enterprise Mobility Suite - Management Edition Subscription User - Advantage Support	12.00%
BlackBerry Enterprise Mobility Suite - Management Edition Subscription User - Premium Support	12.00%