

Product Description	DIR Customer Discount % off MSRP
4iq	2.00%
Accela	2.00%
Accelion	3.00%
AccessData Group, LLC (now AccessData-Exterro)	2.50%
Acquia	5.00%
Adaptus	2.00%
ADF	1.00%
AdvoLogix	1.00%
AeroDefense	5.00%
Akamai	26.00%
Alteryx	2.00%
Amazon Web Services	2.00%
Anaplan	1.00%
Application Perfect	3.00%
Appsian	2.00%
Apttus	2.00%
Aqua Security Software Ltd	2.27%
Arcusys	3.00%
Armis	4.00%
ASG	5.00%
Assured Data	2.00%
Atlassian	0.25%
Aurea	16.66%
Authentic8	3.00%
Avatier	2.00%
AvePoint	2.50%
Binti Tier five	10.00%
Binti Tier four	8.00%
Binti Tier one	2.00%
Binti Tier two	4.00%
BintiTier three	6.00%
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%
Bravium	2.00%
BroadCom	2.00%
Burst	2.00%
CA Technologies - On Demand or SaaS delivery	0.00%
CA Technologies - Perpetual License	20.00%

Carahsoft CPP	1.00%
Cellebrite	0.00%
Centrify Corporation	8.00%
Chainalysis	9.09%
CityBase	2.00%
CityInnovate	1.00%
Clariti (formerly BasicGov)	3.53%
Clear Story Data	2.00%
Cloudbyz	2.00%
cloudera	4.95%
Cofense	2.00%
CollabNet	2.97%
ComplianceSeal	2.00%
Confluent	1.00%
Copado	2.00%
Critical Start	5.00%
Cutting Edge	2.00%
Cyber-Ark	12.50%
CybeReady	30.00%
DarkOwl, LLC	2.62%
DataDog	2.00%
Decision Lens	5.00%
Delphix	9.72%
Digital Guardian	10.00%
Discover Technologies	2.00%
DocuSign	4.00%
DOMA	2.00%
Dronedeploy	2.00%
Druva	1.00%
eCivis Other Offerings	3.00%
eCivis Software	15.00%
eCivis Training	3.00%
Elasticsearch	1.50%
Entco DBA Micro Focus	7.00%
Entco DBA Micro Focus SaaS	7.00%
Entco DBA Micro Focus Software	20.00%
Experian	15.00%
FICO	2.00%
Fico	2.00%
Fidelis	2.00%
FireEye Software/Hardware bundled, as part of a Software complete solution system	5.00%
FireEye Management Software	35.00%
FireEye Software	3.00%
Five9	1.33%
Flexera	3.00%

Flosum	2.00%
ForeScout Technologies	2.00%
ForgeRock	5.75%
Formstack	2.62%
Fortinet - Tier one Software	0.50%
Fortinet - Tier Three Bundles	20.00%
Fortinet - Tier Two	15.00%
F-Secure	3.00%
Genesys	5.00%
Gimmel	0.75%
GitLab	1.49%
Globalflyte	1.00%
GNT	20.00%
Granicus	4.25%
Groundwork	2.00%
GTY	1.00%
Hashicorp	1.00%
Haystax	2.00%
Hootsuite Media Inc.	1.27%
HyTrust	6.00%
iboss	26.00%
ID.me	1.33%
imprivata	3.12%
Infocyte Security Software	10.00%
Infocyte Volume Node Discount	20.00%
Informatica	15.00%
IronNEt	2.00%
Ivanti, Inc.	3.50%
Jama - Tier one	10.00%
Jama - Tier Three	20.00%
Jama - Tier two	15.00%
Kapalya	2.00%
KnowWho	3.00%
Kofax	10.00%
Leaptree	2.00%
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%
Microsoft Azure	2.50%

MongDB	5.00%
MuleSoft	0.50%
NetAbstraction	1.00%
NetFoundry PaaS	16%
NetFoundry PaaS (Volume Discounts)	40%
Netskope	6.00%
New Relic, Inc.	3.00%
Nintex Drawloop	4.28%
Ntrepid	10.67%
Nuance	3.00%
Nutanix	8.75%
Nuvolo	5.00%
Okta, Inc.	1.50%
OpenCounter	5.00%
OutSystems	2.00%
Paxera Health	10.00%
PagerDuty	1.00%
PlatCore	1.00%
Pondera	2.00%
Precision Hawk	0.50%
Procore	1.00%
Puppet	6.00%
Qualtrics	1.74%
Questica	5.00%
RangeForce	0.50%
Rapid7	3.00%
ReadSpeaker	5.00%
Recorded Future	1.00%
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%
REI Systems	2.00%
Remediant	15.00%
ReSTNSX	2.00%
Revenue Grid	2.00%
ReversingLabs	1.26%
RSA	10.00%
Sailpoint	2.00%
Salesforce.com	5.30%

SAP	10.68%
Saviynt	1.19%
Sayari	10.00%
SDL Government	7.51%
Secureworks, Inc.	1.39%
SerentiyEHS	10.00%
ServiceNow	4.50%
Siren.io	0.50%
Skuid	2.00%
Slack	1.00%
Smartsheet	2.00%
SnowFlake	1.00%
Socrata, Inc.	5.09%
SoftwareAG	15.00%
Solarwinds	10.00%
Splunk	1.50%
StaveApps	1.00%
Stealthbits	6.00%
Symantec	9.50%
Syncscort	3.00%
Tableau	0.75%
Team Northwoods	2.00%
Tech Soft 3D, Inc.	4.28%
Telemessage	6.00%
Teradici	3.75%
Thoughtspot	2.00%
TimeLinePI	2.00%
TimeTrade	2.00%
TransUnion	15.00%
Trend Micro	5.00%
Trifacta	1.00%
Trimble	10.00%
Trustwave	10.08%
Tufin	3.00%
UiPath	2.00%
Unifi	2.00%
Unqork	5.00%
User1st	3.00%
VALIMAIL	2.00%
VERITAS	15.64%
Veritone	2.00%
Vlocity	3.00%
VMware Academic Solutions	43.50%
VMware Government Solutions	3.50%
Vmware Velocloud	3.50%
Voyager Analytics Inc	1.00%

Wasabi	1.00%
WhiteCanyon	1.00%
Wickr	1.26%
Worksoft	2.00%
Xcential	2.00%
Zoom	2.00%
Zscaler, Inc.	10.00%
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CollabNet	2.97%
ComplianceSeal	2.00%
Confluent	1.00%
Copado	2.00%
Critical Start	5.00%
Cutting Edge	2.00%
Cyber-Ark	12.50%
CybeReady	24.00%
Cylance	1.75%
DarkOwl, LLC	2.62%
DataDog	2.00%
Decision Lens	1.00%
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%
eCivis	3.00%
Elasticsearch	1.50%
Entco DBA Micro Focus	5.00%
Experian	15.00%
FICO	2.00%
Fidelis	2.00%
FireEye	2.00%
Five9	1.33%
Flexera	1.00%
Flosum	2.00%
ForeScout Technologies	2.00%
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Globalflyte	1.00%
GNT	20.00%
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Groundwork	2.00%
GTY	1.00%
Hashicorp	1.00%
Haystax	2.00%
Hootsuite Media Inc.	1.27%
HyTrust	5.65%
iboss	10.00%
ID.me	1.33%
imprivata	3.12%
Infoblox	3.00%
Infocyte	10.00%
Informatica	15.00%
IronNEt	2.00%
Ivanti, Inc.	2.50%
Jama	8.00%
Kapalya	2.00%
KnowWho	3.00%
Kofax	5.00%
Leaptree	2.00%
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%
Metalogix	5.40%
Microsoft Azure	2.50%
MongDB	5.00%
MuleSoft	0.50%
NetAbstraction	1.00%
NetFoundry	10.00%
Netskope	5.00%
New Relic, Inc.	3.00%
Nintex Drawloop	4.28%
Ntrepid	10.67%
Nuance	1.00%
Nutanix	5.00%



Nuvolo	5.00%
Okta, Inc.	1.50%
OpenCounter	5.00%
OutSystems	2.00%
Paxera Health	10.00%
PagerDuty	1.00%
Palo Alto Networks	5.00%
PlatCore	1.00%
Pondera	2.00%
Precision Hawk	0.50%
Procore	1.00%
Puppet	6.00%
Qualtrics	1.00%
Questica	5.00%
RangeForce	0.50%
Rapid7	2.00%
ReadSpeaker	4.90%
Recorded Future	1.00%
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%
REI Systems	2.00%
Remediant	15.00%
ReSTNSX	2.00%
Revenue Grid	2.00%
ReversingLabs	1.26%
RSA	10.00%
Sailpoint	2.00%
Salesforce.com	5.30%
SAP	10.68%
Saviynt	1.19%
Sayari	10.00%
SDL Government	0.00%
Secureworks, Inc.	1.39%
SerentiyEHS	10.00%
ServiceNow	1.50%
Siren.io	0.50%
Skuid	2.00%
Slack	1.00%

Smartsheet	2.00%
Snowflake	1.00%
Socrata, Inc.	1.00%
SoftwareAG	15.00%
Solarwinds	1.39%
Splunk	1.50%
StaveApps	1.00%
Stealthbits	5.00%
Symantec	9.50%
Syncscort	3.00%
Tableau	0.75%
Team Northwoods	2.00%
Tech Soft 3D, Inc.	4.28%
Telemesssage	6.00%
Tenable	4.00%
Teradici	5.75%
Thoughtspot	2.00%
TimeLinePI	2.00%
TimeTrade	2.00%
TransUnion	15.00%
Trend Micro	5.00%
Trifacta	1.00%
Trimble	8.00%
Trustwave	10.08%
Tufin	1.00%
UiPath	2.00%
Unifi	2.00%
Unqork	5.00%
User1st	3.00%
VALIMAIL	2.00%
VERITAS	4.50%
Veritone	2.00%
Vlocity	3.00%
VMware Academic	3.50%
VMware Government	3.50%
Voyager Analytics Inc	1.00%
Wasabi	1.00%
WhiteCanyon	1.00%
Wickr	1.26%
Worksoft	2.00%
Xcential	2.00%
Zoom	2.00%
Zscaler, Inc.	5.00%

Additional Discounts	DIR Customer Discount % off MSRP
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%