

**Appendix C Pricing Index
DIR-TSO-3854
Carahsoft, Inc.**

Manufacturer / Brand	DIR Customer Discount % off MSRP *
AccessData	2.50%
Avenza	2.00%
Digital Map	2.00%
Gridless	2.00%
Virtual Instruments	3.75%
Lucidworks	5.00%
Nutanix	8.75%
Skyport	5.00%
Sonatype	3.00%
Splunk	2.00%
TomTom	5.00%
Service Description	DIR Customer Discount % off MSRP *
AccessData Technical Services, Installation, Training	2.50%
Avenza Software Technical Services, Installation, Training	2.00%
Digital Map Technical Services, Installation, Training	2.00%
Gridless Technical Services, Installation, Training	2.00%
Lucidworks Technical Services, Installation, Training	5.00%
Nutanix Technical Services, Installation, Training	5.00%
Skyport Technical Services, Installation, Training	5.00%
Sonatype Technical Services, Installation, Training	3.00%
Splunk Technical Services, Installation, Training	2.00%
TomTom Technical Services, Installation, Training	5.00%
Virtual Instruments Technical Services, Installation, Training	2.00%
Zimbra Technical Services, Installation, Training	2.25%

*Important Note: Vendors quote to DIR customers shall include the DIR administrative fee. The fee will be added after discount off MSRP is applied.