

Carahsoft Technology Corporation
APPENDIX C – PRICING INDEX (per Amendment 3)
DIR-CPO-5687
Software (COTS) and Related Services

Brand	Category	DISCOUNT OF MSRP/List Price	DISCOUNT OF MSRP/List Price
1-Software		2-Related Services From Manufacturer	
NOTE: Maintenance and Support in For Some Brands is Based on Manufacturer Calculation of a % of the total Licenses cost and Customer Configuration			
2Trust.AI	Software	2.00%	IT Professional Technical Services, Support and Training 2.00%
Abnormal AI	Cybersecurity Software	2.00%	NA NA
Accela	Government Compliance Software	2.00%	IT Professional Technical Services, Support and Training 2.00%
Achievelt	Strategic Planning Software	5.00%	NA NA
Acquia	SaaS / Content Management Solution	3.00%	IT Professional Technical Services and Support 4.00%
Acquia	SaaS / Content Management / Memory Optimized Annual Subscription	4.00%	
Adaptive Security	Software	10.00%	NA NA
Adaptus	Cybersecurity Software	1.00%	IT Professional Technical Services, Support and Training. 5.00%
ADF Solutions, Inc.	Forensic Software	1.00%	IT Professional Technical Services, Support and Training 1.00%

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Adobe	SaaS / Software Training and Development Solutions	5.00%	Maintenance and Support 5.00%
Adobe	Adobe Enterprise	10.00%	Maintenance and Support Plus IT Professional Technical Services 10.00%
Adobe	Value Incentive Plan (VIP) Education Membership / Large Government Accounts (LGA) Government Membership	11.00%	
Adobe	Value Incentive Plan (VIP) Government Membership	12.00%	
AdvoLogix	Case Management Software	2.00%	IT Professional Technical Services, Managed Services and Support 2.00%
Aiden Technologies	Automation endpoint Management Solution Software	2.00%	NA NA
AIRIA	SaaS / Space Optimization with Artificial Intelligence Software	10.00%	NA NA
Airworks	Geospatial Intelligence Software Solution	8.00%	NA NA
Aisera	Artificial Intelligence Solution for Service Management, Employee Experience and IT Operations Software	15.00%	Remote Management Services (Installation included) 50.00%

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Akamai	Web Application Firewall Security Software	15.00%	Mobile Accelerator (GB) - per GB Delivered	15.00%
Alteryx, Inc.	Data Management Software	2.00%	Maintenance and Support Plus IT Professional Technical Services	2.00%
Ambient AI, Inc.	Software	2.00%	IT Professional Technical Services, Support and Training	2.00%
Anaplan	Planning, Budgeting, Forecasting Software	2.00%	IT Professional Technical Services, Support and Training	2.00%
Anomali	SaaS / Software Threat Intelligence Solution	3.00%	NA	NA
Anthropic	Software	2.00%	IT Professional Technical Services, Support	1.99%
Appgate	Zero Trust Network Access Security Software	10.00%	IT Professional Technical Services, Support	10.00%
Application Perfection	SaaS / Security and Access Manager Solution	10.00%	NA	NA
Apptio is now IBM	Technology Financial Management Solution	1.00%	IT Professional Technical Services, Support	1.00%

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Arctic Wolf	SaaS / Managed Detection and Response (MDR) and Managed Risk-Cybersecurity Solution	5.00%	NA	NA
Arms Cyber Defense	Software	15.00%	NA	NA
Asana	SaaS / Project Management Solution	2.00%	IT Professional Technical Services, Support	2.00%
Asimily	Software	2.00%	NA	NA
Authentic8	Software	5.00%	NA	NA
Authlogics	Software	2.00%	IT Professional Technical Services, Support	2.00%
Automox	SaaS / Patch Management Solution	2.00%	Training	2.00%
AutoRABIT	SaaS / Automated Release Management Solution (DevSecOps)	2.00%	IT Professional Technical Services, Support plus Implementation and success packages	2.00%
AvePoint	SaaS / Data Management Solution	2.00%	IT Professional Technical Services, Support	2.00%

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Brand	Category	DISCOUNT OF MSRP/List Price	DISCOUNT OF MSRP/List Price
Aviatrix	Cloud Networking and Security Management Software Solution	5.00%	IT Professional Technical Services, Support 2.50%
Avisare	SaaS / eProcurement Solution	3.00%	IT Professional Technical Services, Support 3.00%
Axiad	Software	2.00%	IT Professional Technical Services, Support 2.00%
Axonius	SaaS / Cybersecurity Asset Management Solution	35.00%	NA NA
Backblaze	SaaS / Storage and Backup Solution	2.00%	NA NA
Basis Technology	Integration and Automation for Digital Advertising processes Solutions (Artificial Intelligence Software)	1.74%	IT Professional Technical Services, Support 1.74%
Bastille Networks	Radio Frequency Detection and Wireless Intrusion Solution	15.00%	NA NA
Beep	Software	2.00%	IT Professional Technical Services, Support 2.00%
BetterUp	SaaS / Leadership Coaching Solution	2.00%	NA NA
BeyondTrust	SaaS / Privileged Access Management Solution	1.00%	IT Professional Technical Services, Support 1.00%

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BigID	SaaS / Data Security, Privacy, Compliance, and Governance Solution	10.00%	IT Professional Technical Services, Support and Training	1.00%
Black Kite	Software	2.00%	NA	NA
BlackBerry	Critical Event Management (CEM) UEM Value Added Services (VAS) Managed Security Service Provider (MSSP) Unified Endpoint Security (UES) Software Solution	4.00%	IT Professional Technical Services, Support	4.00%
BlackFog	Software	2.00%	NA	NA
Blackthorn	SaaS / Payment and Event Management Solution	0.50%	IT Professional Technical Services, Support	0.50%
Blackwire	Software	2.00%	IT Professional Technical Services, Support	2.00%
Blancco	Data Security Software	2.00%	NA	NA
Blocksi	SaaS / Internet Filtering Solution	5.00%	Training	5.00%
Blue Fusion	Data Connectivity / Web Browser Software	2.00%	IT Professional Technical Services, Connectors Packages plus Training	2.00%

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Bluescape	Secure Collaboration Whiteboard Software	2.00%	NA	NA
Blyncsy	Automated Roadway Maintenance and Asset Inventory Solution (Movement Data Intelligence Software)	10.00%	IT Professional Technical Services, Support	10.00%
Bonterra	SaaS / Grants Management Solution Software	2.00%	IT Professional Technical Services, Support	2.00%
Botcopy	Software	2.00%	IT Professional Technical Services, Support	2.00%
Box	SaaS / Content Management Solution	18.39%	IT Professional Technical Services, Support	5.00%
Brazen	SaaS / Human Resources and Recruitment Management Solution	5.00%	Recruitment marketing and Advertising services Technical Services	5.00%
Broadcom	SaaS / Software - Digital Transformation, IT Modernization and Cybersecurity Solutions.	2.00%	IT Professional Technical Services, Support and Training	2.00%
C3.ai	Software	2.00%	IT Professional Technical Services, Support and Training	2.00%

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Campus Kaizen	SaaS / Case Management Solution	2.00%	IT Professional Technical Services, Support and Training	2.00%
Canto	Software	2.00%	IT Professional Technical Services, Support and Training	2.00%
Carahsoft	Software	1.00%	IT Professional Technical Services, Support and Training	1.00%
Cardinality.ai	SaaS / AI-Driven Case Management, Citizen Engagement, Worker Productivity, Data-Driven insights, Record Management Solutions	30.00%	NA	NA
Carto	Software	5.00%	IT Professional Technical Services, Support	5.00%
Casebook	SaaS / Human Services / Social Services Platform Solution	6.00%	IT Professional Technical Services, Support	4.00%
Cellebrite	SaaS / Digital Forensics Software Solution	1.00%	IT Professional Technical Services, Support	1.00%
Celonis	SaaS / Process Mining Software Solution	1.00%	IT Professional Technical Services, Support and Training	1.00%
Censys	SaaS / Exposure Management Platform Solution	10.00%	IT Professional Technical Services, Support	10.00%

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Center for Internet Security (CIS)	Cybersecurity Software Solution	2.00%	IT Professional Technical Services, Support
Centific	Software	2.00%	IT Professional Technical Services, Support
Chainalysis	Cryptocurrency Investigations Software Solution	14.00%	IT Professional Technical Services, Support
Chainguard	Software	2.00%	IT Professional Technical Services, Support
ChargePoint	Electric Vehicles (EV) Charging Stations Software Solution	5.00%	ChargePoint DC Support Annual Packages
Check Point	SaaS / Cybersecurity Complete Solutions plus Protection against Distributed Denial-of-Service (DDoS) Attacks.	2.00%	IT Professional Technical Services, Support and Training
Chorus Intelligence	SaaS / Digital Intelligence and Investigation Solution plus its Open Source Intelligence (OSINT) Search and Analytics	15.00%	IT Professional Technical Services, Support
Chronus	Software	2.00%	IT Professional Technical Services, Support
Cimcor	Software	10.75%	IT Professional Technical Services, Support and Training

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Brand	Category	DISCOUNT OF MSRP/List Price		DISCOUNT OF MSRP/List Price
Cision	Software	20.00%	IT Professional Technical Services, Support and Training	20.00%
Citian	Software	3.00%	NA	NA
Citibot	SaaS / Citizen Engagement Solution (Artificial Intelligence)	10.00%	IT Professional Technical Services, Support	5.00%
City Innovate / Authorium	SaaS / Grant, Procurement, Budgeting Management and Legislative Analysis Solution	2.00%	IT Professional Technical Services, Support	2.00%
CityBase is now Euna Solutions	Payment Management Software	2.00%	NA	NA
Clariti Cloud (Formely Cloud Academy)	SaaS / Streamline Community Development Processes Tool Solution (Back-Office Licenses - Portal Licenses)	3.53%	IT Professional Technical Services, Support	3.53%
Clear Skye	SaaS / Identity Governance and Administration (IGA) Solution	30.00%	NA	NA
Cloud Academy is now QA Ltd.	Digital Skills/Training Development Solution	10.00%	NA	NA

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CloudBees	Automation for building, testing, and deployment of software, enabling faster and more reliable software delivery Solution	2.00%	IT Professional Technical Services, Support
Cloudera	Data Lifecycle Management Solution Software	2.00%	IT Professional Technical Services, Support
Cloudflare	Software	5.00%	IT Professional Technical Services, Support
CloudNine	Software	10.00%	IT Professional Technical Services, Support
Codoxo	Software	2.00%	IT Professional Technical Services, Support
Cofense	SaaS / E-Mail Security and Phishing Protection Solutions	2.00%	NA
CogAbility	Robotic Process Automation Software	10.00%	IT Professional Technical Services, Support
Cohesity	Data Management Solution Software	2.00%	IT Professional Technical Services, Support
Cohere	Software	2.00%	NA
Collabware	Data Archiving, Discovery, and Compliance Software	2.00%	IT Professional Technical Services, Support

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Collective Data	Software	2.00%	IT Professional Technical Services, Support	2.00%
Collibra	SaaS / Data Management Solution	1.26%	IT Professional Technical Services, Support	1.26%
Communication Devices	Software	2.00%	IT Professional Technical Services, Support	2.00%
Commvault	SaaS / Data Archiving and Recovery Solution	2.00%	IT Professional Technical Services, Support and Training	2.00%
ComplianceSeal	SaaS / Salesforce Security, Audit, Continous Monitoring and Compliance Solution Platform	15.00%	IT Professional Technical Services, Support a	15.00%
CompTIA	Software	2.00%	NA	NA
Conga	SaaS / Contract Lifecycle Management Solution	4.00%	IT Professional Technical Services, Support	4.00%
ContraForce	SaaS / Security Operations Platform for Microsoft Security (Hosted With Sentinel & Azure) Network Detection & Response Solutions	5.00%	NA	NA
Conquest Technology Services LLC	Software	2.00%	IT Professional Technical Services, Support	2.00%
Contrast Security	Software	2.00%	IT Professional Technical Services, Support	2.00%

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Copado	SaaS / Low-Code DevOps and Automated Testing Solution Platform	5.00%	IT Professional Technical Services, Support
Coupa	SaaS / Enterprise procurement Business Spend Management Solution	5.00%	Annual Subscription for Base Coupa Support mandatory for every deployment (20% of ARR)
			Annual Subscription for Additional Support Professional (10% of ARR)
Coursera	SaaS / Online Training Courses Solution	2.00%	IT Professional Technical Services, Support
Crashplan	Software	5.00%	IT Professional Technical Services, Support
Crawford Technologies	Software	2.00%	IT Professional Technical Services, Support
Credas	Software	2.00%	IT Professional Technical Services, Support
Cribl	Software / SaaS Data Management and Security Solution which includes Risk Management Tools	2.00%	IT Professional Technical Services, Support
Critical Start	SaaS / Cyber Risk Management Solution	5.00%	IT Professional Technical Services, Support

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Brand	Category	DISCOUNT OF MSRP/List Price	DISCOUNT OF MSRP/List Price
CrowdStrike	SaaS / Endpoint Protection and Cybersecurity Solution	3.00%	IT Professional Technical Services, Support
Culture Partners	Software	15.00%	NA
Cvent	SaaS / Event Management Solution	2.00%	IT Professional Technical Services, Support and Training
Cyara	SaaS / Customer Experience Assurance (CX) Solution	10.00%	NA
CyberArk	Privileged Access Management Solution Software	6.00%	IT Professional Technical Services, Support and Training
CyberReef	Internet Filtering Solution Software	1.00%	NA
Cyberstar	Software	8.00%	NA
Cybrary	SaaS / Cybersecurity Training and Skill Development	10.00%	NA
CyCognito	SaaS / External Attack Surface Management Solution	10.00%	NA
Cyware	SaaS / Security Orchestration/ Automation Response Solution	10.00%	IT Professional Technical Services, Support

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Cyxtera	SaaS / Data Center Services Solution	2.00%	NA
Dark Sky	Software	10.00%	IT Professional Technical Services, Support and Training
Darwin.ai	Software	2.00%	NA
Darzin	SaaS / Stakeholder Management Solution	2.00%	IT Professional Technical Services, Support and Training
DataBee	Software	2.00%	IT Professional Technical Services, Support and Training
Databricks	SaaS /Data Management Solution	1.00%	IT Professional Technical Services, Support
Datadog	Software and SaaS	2.00%	IT Professional Technical Services, Support
Dataiku	Data Science Lifecycle Management Software	2.00%	IT Professional Technical Services, Support and Training
DataSnipper	Software	2.00%	NA
Deceptio.ai	Software	2.00%	NA

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Decision Lens	SaaS / Integrated Planning and Decision Making Management Solution	5.00%	IT Professional Technical Services, Support and Training 5.00%
DeleteMe	Software	2.00%	NA NA
DigitSec	SaaS / Salesforce Security Solution	5.00%	IT Professional Technical Services, Support and Training 5.00%
Diligent	Software	2.00%	IT Professional Technical Services, Support and Training 2.00%
District 4 Labs	Software	2.00%	NA NA
DocuSign	SaaS / Eletronic Signature and Contract Lifecycle Management Solutions	2.70%	IT Professional Technical Services, Support and Training 2.70%
Druva	SaaS and Software / Data Protection and Management Solution	2.00%	IT Professional Technical Services, Support 2.00%
Dtex Systems	SaaS / Insider Threat Management Solution	5.00%	NA NA
Dyna Software	SaaS / Finite Element Analysis (FEA) Simulation Solution	10 00%	Annual Support 10.00%
			IT Professional Technical Services 2.00%
eCare Vault	SaaS / Public Sector Workforce Management Solution	2.00%	IT Professional Technical Services, Support and Training 2.00%

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Eclysium	Security for IT infrastructure from firmware-based attacks Solution Software (Scan Management)	5.00%	IT Professional Technical Services, Support and Training	5.00%
Edbrix, Inc.	SaaS / Content Management Solution	2.00%	IT Professional Technical Services, Support and Training	2.00%
eGain	Software	1.74%	IT Professional Technical Services, Support and Training	5.00%
Elastic	SaaS / Data Management Solution	2.00%	IT Professional Technical Services, Support and Training	2.00%
Empyra	Software	3.00%	IT Professional Technical Services, Support and Training	3.00%
Engageware	SaaS / Appointment Scheduling and Kiosk Management Solution	2.00%	NA	NA
Enhanced Ballot	SaaS / Electronic Ballot Marking and Delivery Solution	2.00%	IT Professional Technical Services, Support	2.00%
EnterpriseDB	Database Management Software Solution	3.00%	IT Professional Technical Services, Support	3.00%

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Entrust	Identity and Data Protection Software Solutions	2.00%	IT Professional Technical Services, Support and Training	2.00%
Envoy	Software	2.00%	IT Professional Technical Services, Support and Training	2.00%
e-PlanSoft	Licensing/Project Management Software Solution	2.00%	IT Professional Technical Services, Support and Training	2.00%
Equifax	Software	2.00%	IT Professional Technical Services, Support	2.00%
Euna Solutions, Inc.	Revenue generating, planning, and management software.	2.00%	IT Professional Technical Services, Support	2.00%
Everlaw	Software	5.50%	NA	NA
Exabeam	Security Log Management	2.00%	IT Professional Technical Services, Support	2.75%
Experian	SaaS / Credit Reporting Solution	15.00%	IT Professional Technical Services, Support	15.00%
Exterro	eDiscovery and Digital Forensics Solution Software	5.00%	IT Professional Technical Services, Support and Training	5.00%
ExtraHop	SaaS and Software / Network Detection and Response Solution Software	2.00%	IT Professional Technical Services, Support	2.00%

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F5	SaaS / Application Delivery, Performance & Security Solution (Distributed Cloud CDN)	3.00%	IT Professional Technical Services, Support and Training	5.00%
F5	Application Delivery, Performance & Security Solution Software (Other Solutions)	5.00%		
Fidelis Network	SaaS / Advanced Threat Detection and Response Solution	2.00%	IT Professional Technical Services, Support	2.00%
Field2Base	SaaS / Digital Forms Automation Solution	5.00%	IT Professional Technical Services, Support and Training	5.00%
First Due	Software	1.00%	IT Professional Technical Services, Support and Training	1.00%
First to Invest	Software	20.00%	NA	NA
Five9	SaaS / Cloud Contact Center Solutions	7.00%	IT Professional Technical Services, Support and Training	7.00%
Flashpoint-Echosec	SaaS / CyberThreat Intelligence Solution	2.00%	IT Professional Technical Services, Support	2.00%
Flexera	Asset Management & IT Visibility Solution Software	3.00%	IT Professional Technical Services, Support	3.00%

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Flosum	SaaS / End-To-End Development Lifecycle management (DevOps for Salesforce)	2.00%	IT Professional Technical Services, Support
FM:Systems	SaaS / Integrated Workplace Management Platform Solution	2.00%	IT Professional Technical Services, Support
ForceBrain	SaaS / Appointment & Event Scheduling Management Solution	2.00%	NA
Forcepoint	Data Security Management Solution Software	2.00%	IT Professional Technical Services, Support and Training
Forescout	Network Visibility Solution Software	2.00%	IT Professional Technical Services, Support
Forerunner	Software	15.00%	NA
FormAssembly	SaaS / Data Collection Platform Solution	2.00%	IT Professional Technical Services, Support and Training
Formstack Platform	SaaS / Workflow Automation Solution	2.00%	NA
Fortinet	Cybersecurity Software Solutions	10.00%	IT Professional Technical Services, Support
Fortra	SaaS and Software / Cybersecurity Complete Solution	2.00%	IT Professional Technical Services, Support
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Forward Networks	Software	2.00%	IT Professional Technical Services, Support	2.00%
Fulcrum	SaaS / Field Inspection Management Solution	2.00%	IT Professional Technical Services, Support and Training	2.00%
Fusion	Electronic Health Record (HER) Software Solution System	5.00%	IT Professional Technical Services, Support and Training	5.00%
Genesys Communications	SaaS / Contact Center Solution	1.25%	IT Professional Technical Services, Support	1.25%
GeoSolutions	Geographic Information Systems (GIS) Software Solutions	5.00%	Maintenance, Support and Training	10.00%
Gimmel	Records Management Solution Software	5.00%	IT Professional Technical Services, Support and Training	5.00%
GitLab	Software and SaaS	1.50%	IT Professional Technical Services, Support and Training	1.50%
GL Solutions	SaaS / Regulatory Management Solutions	2.00%	IT Professional Technical Services, Support and Training	2.00%
Glean	Software	2.00%	IT Professional Technical Services, Support and Training	2.00%
Grammarly	Software	2.00%	NA	NA

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Granicus	SaaS / Digital Civic Engagement Management Solutions	4.25%	(GXG) IT Professional Technical Services, Support and Training	4.25%
Gravel Road	SaaS / Cybersecurity Solutions	1.00%	NA	NA
GreyNoise	SaaS / Cybersecurity Solutions	2.00%	NA	NA
HackerOne	SaaS / Resistance Management Solution	3.00%	NA	NA
Halcyon	SaaS / Anti-Ransomware Solution	3.00%	NA	NA
Hazel AI	Software	2.00%	NA	NA
Hexalytics	Higher ED Analytics Software Solution	2.00%	IT Professional Technical Services, Support	2.00%
Hiper	Enterprise Resource Planning (ERP) and Software as a Service (SaaS) solutions for local government operations. (Data Driven Solutions)	2.00%	NA	NA
Hootsuite Media	SaaS / Social Media Management Solution (To create, schedule, and publish content across multiple social media platforms from a single dashboard.)	2.70%	IT Professional Technical Services, Support and Training	2.70%
Horizon3.ai	SaaS / Autonomous Penetration Testing Solution (Identify and fix security weaknesses in their network)	2.00%	NA	NA

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HPE	Hewlett Packard Enterprise provides Infrastructure Solution Software that helps businesses manage, connect, protect, analyze, and act on their data and applications across various environments, from edge to cloud.	2.00%	IT Professional Technical Services, Support	2.00%
Human Security	SaaS / Cyber Security Solution (Protecting against bot attacks and online fraud)	5.00%	NA	NA
HYCU	SaaS / Data Protection, Backup and recovery Management Solution	7.00%	IT Professional Technical Services, Support	7.00%
iboss	Cyber Security Software Solution (Zero Trust Security)	26.00%	IT Professional Technical Services, Support	26.00%
ID.me	SaaS / Secure Access Technology Solution	5.00%	NA	NA
Identity Automation	SaaS / Identity Management Solution	5.00%	IT Professional Technical Services, Support	5.00%
Illumio	Cyber Security Software Solution (Zero Trust Security)	3.50%	IT Professional Technical Services, Support	3.50%
Incapsulate	SaaS / Case Management Solution	1.00%	Implementation Services (per hour), Managed Services to support SaaS Bronze and Silver	1.00%

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Incapsulate	SaaS / Case Management Solution (Digital Government Toolbox)	2.00%	NA
Incapsulate	SaaS / Case Management Solution	5.00%	NA
Incapsulate	SaaS / Case Management Solution (311 Core Capsule serving Population up to 1,000,000)	10.00%	311 Core Capsule Implementation Services Offsite (per hour)
Incident IQ	Help Desk Software for IT, Assets, and Facilities Management Solution	2.00%	IT Professional Technical Services, Support
Incident IQ	Add-On Help Desk Software for IT, Assets, and Facilities	2.00%	IT Professional Technical Services, Support
Incode	Software	15.00%	IT Professional Technical Services, Support
Infoblox	Automation and Security Solutions Software	3.00%	IT Professional Technical Services, Support
Infor	SaaS / Enterprise Resource Planning Solution	7.00%	NA
Informatica	Data Processing and Management Solution Software that extract, transform, and load (ETL) data from various sources, ultimately creating a unified view of their data. (Artificial Intelligence)	2.00%	IT Professional Technical Services, Support

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Innive	Education Statistics Software Solution	2.00%	IT Professional Technical Services, Support	2.00%
InQuisient	SaaS / Asset Management Solution	3.00%	IT Professional Technical Services, Support	3.00%
Interactive Data	Software	1.96%	IT Professional Technical Services, Support	1.96%
Intercede	Software	2.00%	IT Professional Technical Services, Support	2.00%
Interos	SaaS / Risk Assessment and Monitoring Management Solution	2.00%	IT Professional Technical Services, Support	2.00%
Intuition Machines	Software	2.00%	IT Professional Technical Services, Support	2.00%
Invicti	SaaS and Software / Application Security Lifecycle Management Solution	10.00%	IT Professional Technical Services, Support	5.00%
Iris AI	Software	2.00%	IT Professional Technical Services, Support	2.00%
IronNet	SaaS and Software / Cybersecurity Solutions	10.00%	NA	NA
Island	Software	2.00%	NA	NA

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Software (COTS) and Related Services

Brand	Category	DISCOUNT OF MSRP/List Price		DISCOUNT OF MSRP/List Price
Ivanti	It Infrastructure Management and Devices Security Solution Software	3.50%	IT Professional Technical Services, Support	2.50%
IVIX Tech	Software	2.00%	NA	NA
Jama	Development Lifecycle Requirements Management Software	2.00%	IT Professional Technical Services, Support	2.00%
Jump Technology	Software	2.00%	IT Professional Technical Services, Support	2.00%
Juniper	IT Infrastructure Solutions Software	2.00%	IT Professional Technical Services, Support	2.00%
Kaizen Labs	Software	10.00%	IT Professional Technical Services, Support	100.00%
Keeper Security	Password Management and Privileged Access Management Solution Software	10.00%	NA	NA
Kinetic Data	Software	10.00%	IT Professional Technical Services, Support	10.00%
Kion	Automated Cloud Operations Management Software	2.00%	IT Professional Technical Services, Support	2.00%

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Software (COTS) and Related Services

Brand	Category	DISCOUNT OF MSRP/List Price		DISCOUNT OF MSRP/List Price
Kiteworks	Regulatory Compliance Solution Software	10.00%	NA	NA
KnowBe4	Software	5.00%	NA	NA
Koat.ai	Software	2.00%	IT Professional Technical Services, Support and Training	2.00%
Kore.ai	Enterprise Conversational Artificial Intelligence Software	2.00%	NA	NA
Kovr.ai	Software	2.00%	IT Professional Technical Services, Support and Training	2.00%
KPMG	SaaS / Data Management Solution Platform	5.00%	IT Professional Technical Services, Support	5.00%
KrakenD	Software	10.00%	IT Professional Technical Services, Support	10.00%
Kyriba	SaaS and Software / Treasury Management Solutions	2.00%	IT Professional Technical Services, Support	2.00%
Lambent	Space Management Platform Solution Software	10.00%	IT Professional Technical Services, Support and Training	20.00%
Launchpad	Workforce Management Solutions Software	2.00%	IT Professional Technical Services, Support and Training	10.00%

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Software (COTS) and Related Services

Brand	Category	DISCOUNT OF MSRP/List Price	DISCOUNT OF MSRP/List Price
Leadership Connect	Public Affairs Solution Software	2.00%	NA
Leaptree	Contact Center Solution Software	15.00%	IT Professional Technical Services, Support
Leostream	Remote Desktop Access Solution Software Platform	2.00%	NA
Lilt	Software	2.00%	IT Professional Technical Services, Support and Training
Lineaje	SaaS / Supply Chain Security Management Solution	10.00%	NA
LinkedIn Corporation	SaaS / Training and Development Solution	1.00%	NA
LiveAction	Network Performance Solution Software	3.00%	IT Professional Technical Services, Support and Training
LMS365 is now Zensai	Learning Management Solution Software	3.00%	NA
LogicMonitor	Monitoring and Observability Solution Software	2.00%	IT Professional Technical Services, Support
Lookout	Mobile Security Management Solution Software	2.00%	IT Professional Technical Services, Support

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Software (COTS) and Related Services

Brand	Category	DISCOUNT OF MSRP/List Price	DISCOUNT OF MSRP/List Price
Lucid	Visual Collaboration Management Solution Software	2.00%	NA
Magnet Forensics	Digital Forensics Solution Software	1.00%	IT Professional Technical Services, Support
MariaDB	Software	2.00%	IT Professional Technical Services, Support
Mckinsey and Co	Program and Change Management Software	2.00%	IT Professional Technical Services, Support
Menlo	Cloud Security Platform Solution Software	10.00%	IT Professional Technical Services, Support
Micro Focus is now OpenText	Enterprise Security Solution Software	2.00%	IT Professional Technical Services, Support
Micro Focus is now Rocket	Enterprise Security Solution Software	2.00%	IT Professional Technical Services, Support
Mimecast	Email Security Solution Software	2.00%	IT Professional Technical Services, Support
Mimic Networks	Software	2.00%	IT Professional Technical Services, Support
MixMode	Artificial Intelligence for Threat Detection Solution Software	2.00%	NA

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Software (COTS) and Related Services

Brand	Category	DISCOUNT OF MSRP/List Price		DISCOUNT OF MSRP/List Price
Moot	Cyber Security Management Solution and Ecommerce Software	2.00%	NA	NA
Motive	Software	7.00%	IT Professional Technical Services, Support	2.00%
MoveWorks	Automate Tasks / Accessing information and support across various business applications Solution Software. (AI Platform)	2.00%	NA	NA
Multitude Insights	Software	5.00%	IT Professional Technical Services, Support	5.00%
MURAL	Visual collaboration Solution Software Platform	2.00%	NA	NA
Mutare	Software	2.50%	IT Professional Technical Services, Support	2.50%
Myota	Software	2.00%	NA	NA
Navjoy	Software	10.00%	IT Professional Technical Services, Support	5.00%
Nearmap	GIS / Mapping Solution Software (Aerial Imagery)	7.00%	NA	NA
NEOGOV	Government Human Resources Management Solution Software	1.25%	IT Professional Technical Services, Support	1.25%

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Software (COTS) and Related Services

Brand	Category	DISCOUNT OF MSRP/List Price	DISCOUNT OF MSRP/List Price	DISCOUNT OF MSRP/List Price
NetDocuments	Software	2.00%	IT Professional Technical Services, Support	2.00%
NetImpact	Digital Dexterity Software Solutions	2.00%	IT Professional Technical Services, Support	2.00%
NETSKOPE	SaaS / Security and Network Solutions	2.00%	Training (Discount based on package)	6% or 12%
Netrise	Software	2.00%	IT Professional Technical Services, Support	2.00%
Neumo	Software	1.00%	IT Professional Technical Services, Support	1.00%
NeuroSoph	Software	3.25%	IT Professional Technical Services, Support	3.25%
Neustar	Software	15.00%	NA	NA
New Relic	SaaS / Application Platform Monitoring Solution	3.00%	NA	NA
Nintex	Workflow Automation Solution Software	2.00%	IT Professional Technical Services, Support	2.00%
NowSecure	Mobile Application Security Solution Software	5.00%	IT Professional Technical Services, Support and Training	5.00%

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Brand	Category	DISCOUNT OF MSRP/List Price		DISCOUNT OF MSRP/List Price
nSide	Software	2.00%	IT Professional Technical Services, Support and Training	2.00%
Nucleus	Software	5.00%	NA	NA
Nutanix	SaaS and Software IT Infrastructure Management Solutions	5.00%	IT Professional Technical Services, Support	3.00%
Nuvolo	Facilities Management Solution Software	5.00%	IT Professional Technical Services, Support	3.00%
Odaseva	Data Storage Solution Software	8.00%	NA	NA
Okta	SaaS and Software / Identity Management Solution Software (Cloud Security)	1.00%	IT Professional Technical Services, Support	1.00%
OlaTech	Software	2.00%	IT Professional Technical Services, Support	2.00%
Omnissa	SaaS and Software / IT Infrastructure and Virtualization Solutions	2.00%	IT Professional Technical Services, Support	2.50%
OneBlink	Software	2.00%	IT Professional Technical Services, Support	2.00%

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Brand	Category	DISCOUNT OF MSRP/List Price		DISCOUNT OF MSRP/List Price
OneStream	Software	2.00%	IT Professional Technical Services, Support	2.00%
OpenTeams	Software	10.00%	IT Professional Technical Services, Support	10.00%
Opexus	Data Discovery and Process Management Solution Software	5.00%	IT Professional Technical Services, Support	2.00%
Opswat	Critical Infrastructure Cybersecurity Management Solution Software	2.50%	NA	NA
Orbital Insight	SaaS and Software / Geospatial Data Analytics Solution	6.00%	IT Professional Technical Services, Support	6.00%
Orca Security	SaaS / Cloud Security Solutions	5.00%	NA	NA
OutSystems	Application Development Solution Software	2.00%	NA	NA
Outreach Technology & Learning Solutions	Software	2.00%	IT Professional Technical Services, Support	2.00%
Own (previously OwnBackup)	SaaS / Data Backup and Security Management Platform Solution	2.50%	NA	NA
Palo Alto Networks	SaaS and Software / Comprehensive Network	10.00%	IT Professional Technical Services, Support	10.00%

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Brand	Category	DISCOUNT OF MSRP/List Price		DISCOUNT OF MSRP/List Price
PagerDuty	Software	7.00%	IT Professional Technical Services, Support	7.00%
Panopto	Software	2.50%	IT Professional Technical Services, Support	2.50%
Pathlock	Application Governance Solution Software	5.00%	NA	NA
Paylt	SaaS and Software / Digital Government Platform and Transaction Fee Solutions	5.00%	IT Professional Technical Services, Support	5.00%
PaymentWorks	Vendor Management Solution Software	2.00%	IT Professional Technical Services, Support	2.00%
PC Matic	SaaS / Antivirus, Endpoint Security & Application Allowlisting also known as whitelisting Solution	15.00%	NA	NA
Peregrine Technologies	SaaS / Advanced Data Analytics Solution Platform	33.85%	IT Professional Technical Services, Support	2.00%
Permuta Technologies	Workforce Management Solution Software	9.00%	IT Professional Technical Services, Support and Training	2.00%
Persona	Software	2.00%	IT Professional Technical Services, Support and Training	2.00%

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Software (COTS) and Related Services

Brand	Category	DISCOUNT OF MSRP/List Price		DISCOUNT OF MSRP/List Price
Ping	Access Security Software and Identity Management Solution Software	1.50%	NA	NA
Planet Technologies	Training Solution Software	2.00%	IT Professional Technical Services, Support and Training	2.00%
Platcore	Learning Management Solutions Software	1.00%	IT Professional Technical Services, Support and Training	1.00%
Plum Identity	Software	2.00%	NA	NA
Polco	Community Engagement and Data Insights Software Solution Platform	4.00%	NA	NA
Precisely	Software	2.00%	IT Professional Technical Services, Support	2.00%
Prism	Software	2.00%	NA	NA
Procore	Construction Project Management Solution Software	3.27%	IT Professional Technical Services, Support	3.27%
Progress – Chef	Security/Configuration/Audit Management Solution Software (DevOps)	1.00%	IT Professional Technical Services, Support	1.00%

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Software (COTS) and Related Services

Brand	Category	DISCOUNT OF MSRP/List Price		DISCOUNT OF MSRP/List Price
Project Hosts	StateRAMP Complianceans Security Compliance Management Solution Software	2.00%	IT Professional Technical Services, Support	2.00%
Promise	Enrollment Management Solution Software	2.00%	IT Professional Technical Services, Support	2.00%
Proofpoint	SaaS / Enterprise Security Solution	3.00%	IT Professional Technical Services, Support	3.00%
Proponisi	Software	2.00%	IT Professional Technical Services, Support	2.00%
ProStar Geocorp	Software	2.50%	IT Professional Technical Services, Support	2.50%
Proven Optics	IT Financial Management (ITFM) Technology Business Management (TBM) Solution Software	1.00%	IT Professional Technical Services, Support	1.00%
PublicInput	Software	2.00%	IT Professional Technical Services, Support	2.00%
Puppet	Configuration and Automation Management Solution Software Tool	6.00%	IT Professional Technical Services, Support	6.00%

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Brand	Category	DISCOUNT OF MSRP/List Price		DISCOUNT OF MSRP/List Price
Qanapi	Software	5.00%	IT Professional Technical Services, Support	5.00%
Qliktech	Analytics and Data Integration Solution Software Platform (AI)	0.75%	IT Professional Technical Services, Support and Training	0.75%
QoS Networking	Software	5.00%	IT Professional Technical Services, Support and Training	5.00%
Qualtrics	SaaS / Online survey tool (Create, Distribute and Analyze) Experience Management (XM) Solution platform	2.00%	Experience Management (XM) for Gov – Core Success Packages / Maintenance and Support % Cost of overall License Cost	Based on Manufacturer Calculation and Customer Configuration
			IT Professional Technical Services, Support	2.82%
Qualys	Cybersecurity Visual collaboration and Vulnerability, Compliance and Monitoring Management Solution Software	2.00%	NA	NA

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Software (COTS) and Related Services

Brand	Category	DISCOUNT OF MSRP/List Price		DISCOUNT OF MSRP/List Price
Queue-It	Website Traffic Management Software Solution (Virtual Waiting Room)	2.00%	IT Professional Technical Services, Support	2.00%
Quzara	SaaS / Compliance and Cybersecurity Solution	2.00%	Managed Detection & Response (MDR), Continuous Monitoring, and FedRAMP Advisory Services	2.00%
Rackspace	Cloud Optimizing and Management Solution Software for Government	2.00%	IT Professional Technical Services, Support	2.00%
RAD Security	Software	20.00%	IT Professional Technical Services, Support	20.00%
Radiant Logic	Software	2.00%	IT Professional Technical Services, Support	2.00%
RangeForce	Self-paced Cybersecutiry Training Software Solution Platform (Using Realistic Simulations and Hands-on-Exercises)	25.00%	NA	NA

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Brand	Category	DISCOUNT OF MSRP/List Price		DISCOUNT OF MSRP/List Price
Rapid7	Cybersecurity Vulnerabilities Management Solution Software (APPLICATION PENETRATION TESTING)	3.00%	IT Professional Technical Services, Support plus Application Penetration Testing Services	3.00%
Ready.net	Software	2.00%	IT Professional Technical Services, Support	2.00%
ReciteMe	Software	2.00%	IT Professional Technical Services, Support	2.00%
Recorded Future	Cybersecurity Threat Intelligence Software Solution Platform	3.00%	IT Professional Technical Services, Support	3.00%
RedHat	Software	25.00%	NA	NA
REI systems	Grants and Case Management Software Solutions For Government	2.00%	IT Professional Technical Services, Support	2.00%
Relativity	Investigation, litigation and Compliance Data Management Software Platform (eDiscovery)	5.00%	IT Professional Technical Services, Support	2.00%
<p align="center"> Carahsoft Technology Corporation APPENDIX C – PRICING INDEX DIR-CPO-5687 Software (COTS) and Related Services </p>				

Brand	Category	DISCOUNT OF MSRP/List Price		DISCOUNT OF MSRP/List Price
Resemble AI	Software	5.00%	IT Professional Technical Services, Support and Training	2.00%
Resource X	Priority Based Budgeting (PBB) Software Platform Solution	2.00%	NA	NA
Riverbed Technology	SaaS / Optimizing Application and Network performance Management Solution (WAN optimization, SD-WAN)	2.00%	IT Professional Technical Services, Support and Training	2.00%
Revir Technologies	Software	1.00%	IT Professional Technical Services, Support and Training	1.00%
RideCo	Software	2.00%	IT Professional Technical Services, Support and Training	2.00%
Roundtrip Health	Patient Transportation Managemewnt Solution Software	10.00%	IT Professional Technical Services, Support	10.00%
Routeware	Software	1.00%	IT Professional Technical Services, Support	1.00%
RSA	Digital Risk Management Solutions Software	2.00%	IT Professional Technical Services, Support	2.00%

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Software (COTS) and Related Services

Brand	Category	DISCOUNT OF MSRP/List Price		DISCOUNT OF MSRP/List Price
RSM	State and Local Government Case, Grants Management plus Disease Management and Surveillance Software Solution Systems	5.00%	IT Professional Technical Services, Support	10.00%
Rubrik	Cybersecurity Data Management, Backup, Recovery, and Data protection Solution Software	7.00%	IT Professional Technical Services, Support and Training	7.00%
RunZero	Cybersecurity Total Attack Surface and Exposure Management Solution Software	2.00%	NA	NA
SailPoint	SaaS and Software Identity Management Solution	2.00%	IT Professional Technical Services, Support	2.00%
Salesforce	SaaS / Public Sector Customer Relationship Management (CRM), Plus Data, Sales Operations, Marketing Campaigns Management Solutions	2.00%	IT Professional Technical Services, Support	2.00%
Sandvine	Law Enforcement Analysis Solution Software	15.00%	NA	NA

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Software (COTS) and Related Services

Brand	Category	DISCOUNT OF MSRP/List Price		DISCOUNT OF MSRP/List Price
SANS	SaaS / Cybersecurity Training Solutions (Engagement Materials Pack)	0.75%	IT Professional Technical Services, Support	0.75%
SANS	SaaS / Cybersecurity Training Solutions	2.00%	NA	NA
SANS	SaaS / Cybersecurity Training Solutions (EndUser Security Awareness Training and Knowledge Assessment, Phishing, Stand Alone Phishing, Heathcare Security Awareness, Cyber Culture Assessment)	15.00%	NA	NA
SAP	SaaS / Enterprise Resource Planning Solutions	11.00%	IT Professional Technical Services, Support	1.00%
SAS Institute	Software	1.30%	IT Professional Technical Services, Support	22.00%
Saviynt	Software	5.75%	IT Professional Technical Services, Support	5.75%

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Software (COTS) and Related Services

Brand	Category	DISCOUNT OF MSRP/List Price		DISCOUNT OF MSRP/List Price
Sayari	Software	2.00%	NA	NA
Scribe Security	Software	2.00%	NA	NA
S-Docs	Document Automation & E-Signature for Salesforce Solution Software	0.75%	Template Building Technical Services	10.00%
SearchBlox	Software	2.00%	IT Professional Technical Services, Support	5.00%
Sectigo	Software	2.00%	IT Professional Technical Services, Support	2.00%
Secured Communications	SaaS / Collaboration Solution that Safeguards information exchanged between parties by employing various techniques like encryption, authentication, and access control, ensuring data confidentiality and integrity. (Licenses Minimum Discount for 1-99 users) *Additional Volume Discounts available based on Number of Users	2.00%	IT Professional Technical Services, Support	2.00%

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Brand	Category	DISCOUNT OF MSRP/List Price		DISCOUNT OF MSRP/List Price
Security Compass	Security and Compliance by Design Threat Mangement and Risk Assessment Platform Solutions Software	2.00%	NA	NA
Security Scorecard	Software	2.00%	NA	NA
Seerist	Security, Threat, and Risk Intelligence Platform Solutions Software	10.00%	NA	NA
Semperis	Active Directory Identity Threat Detection, Prevention and Recovery Solution Software / Unit	10.00%	NA	NA
Semperis	Active Directory Identity Threat Detection, Prevention and Recovery Solution Software / Bundle	20.00%	NA	NA
SentinelOne	Software	2.00%	IT Professional Technical Services, Support	2.00%
Sepio	Software	8.00%	NA	NA
Serenity EHS	Enviromental Health and Safety (EHS) Requirements Management AI-Powered Solution Software System	5.00%	NA	NA

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Brand	Category	DISCOUNT OF MSRP/List Price		DISCOUNT OF MSRP/List Price
Server General	Software	5.00%	NA	NA
ServiceNow	SaaS / IT Service Management (ITSM) Solution	1.00%	IT Professional Technical Services, Support	1.00%
Shiftsmart	Workforce Management Solution Software	2.00%	IT Professional Technical Services, Support and Training	2.00%
SimpliGov	Software	9.50%	IT Professional Technical Services, Support	9.50%
Simplr	SaaS / Employee Experience Solution	1.00%	IT Professional Technical Services, Support	1.00%
SimSpace	Software	2.00%	IT Professional Technical Services, Support	2.00%
SixMap	Software	2.00%	NA	NA
Skuid	Low-Code Development Software Solution Platform	2.00%	IT Professional Technical Services, Support	2.00%
SmartSheet	SaaS / Work Management Solution Platform	2.00%	IT Professional Technical Services, Support	2.00%

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Brand	Category	DISCOUNT OF MSRP/List Price	DISCOUNT OF MSRP/List Price
SmiForce	Software	2.00%	NA
SockPuppet	Software	2.00%	IT Professional Technical Services, Support
Socure	SaaS and Software / Identity Proofing & Fraud Prevention Solution	2.00%	IT Professional Technical Services, Support
SOFware	Software	3.00%	NA
SolarWinds	SaaS and Software / Network Management Solution	5.00%	IT Professional Technical Services, Maintenance and Support
Sonar Source	Software	2.00%	NA
SonicCloud	Desktop Hearing Personalization Solution S	15.00%	NA
Sophos	Cybersecurity Protection against threats, Malware, Ransomware and Phishing Solution Software	2.00%	NA
Splunk	Software	1.50%	IT Professional Technical Services, Support

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Brand	Category	DISCOUNT OF MSRP/List Price		DISCOUNT OF MSRP/List Price
Sprout Social	Social Media Platforms Management Solution Software	12.00%	IT Professional Technical Services, Support	2.00%
SpyCloud	Cybersecurity Threat Intelligency Solution Software	2.00%	IT Professional Technical Services, Support	2.00%
SteadyIQ	Software	2.00%	IT Professional Technical Services, Support	2.00%
Submittable	Grants Application Management Solutions Software For Government	10.00%	IT Professional Technical Services, Support	10.00%
SuccessKPI	Contact Center Performance Analytics and Automation Solution Software	2.00%	IT Professional Technical Services, Support	2.00%
Sumo Logic	Data Management and Log Analytics Solution Platform Software (Enterprise Operations)	5.00%	Premium Support	5.00%
Sumo Logic		5.00%	IT Professional Technical Services, Support and Training	10.00%

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Brand	Category	DISCOUNT OF MSRP/List Price		DISCOUNT OF MSRP/List Price
Sumo Logic		5.00%	AWS QuickStart	25.00%
Switchboard Live Inc.	Software	2.00%	IT Professional Technical Services, Support	2.00%
Synergy Sky	Video Conferencing Equipment Bridge Solution Software Platform	2.00%	IT Professional Technical Services, Support	2.00%
Sysdig	Software	2.00%	NA	NA
TAMR	Data Mastering Management Software Platform	10.00%	IT Professional Technical Services, Support (TAMR-GOV-ADVANCED- SUPPORT)	10.00%
TAMR	Data Mastering Management Software Platform	10.00%	TAMR CORE Hourly IT Professional Technical Services	15.00%
TAMR	Data Mastering Management Software Platform (CUSTOMER HOSTED and MANAGED)	25.00%	NA	NA
Tanium	SaaS / Endpoint Management Solution	4.00%	IT Professional Technical Services, Support	4.00%
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Brand	Category	DISCOUNT OF MSRP/List Price		DISCOUNT OF MSRP/List Price
TeamMate/Wolters Kluwer	SaaS/ Audit Management Solutions	10.00%	IT Professional Technical Services, Support	10.00%
TeamWorx	Software	2.00%	IT Professional Technical Services, Support	2.00%
Tecnicis	Login Two-factor authentication for desktops ,laptops and servers Software Solution	1.00%	IT Professional Technical Services, Support	1.00%
Thentia	Government Regulatory, Licensing, Compliance Management Solution Software	2.00%	Change Request Services	2.00%
ThoughtFarmer	Intranet Software Implementation Solution Software	10.00%	IT Professional Technical Services, Support	10.00%
ThoughtSpan	Software	2.00%	IT Professional Technical Services, Support	2.00%
ThreatER	Software	2.00%	IT Professional Technical Services, Support	2.00%
ThreatLocker	Software	2.00%	NA	NA

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Brand	Category	DISCOUNT OF MSRP/List Price		DISCOUNT OF MSRP/List Price
Tines	Software	2.00%	NA	2.00%
Torq Technologies	Software	2.00%	IT Professional Technical Services, Support	2.00%
TRADS	Software	15.00%	NA	NA
Tranquility AI	Software	2.00%	NA	NA
TransPerfect	Software	10.67%	IT Professional Technical Services, Support	5.00%
Trellix	Cybersecurity Solution Software	2.00%	IT Professional Technical Services, Support	2.00%
Trimble	3D Design & Modeling Solution Software	10.00%	IT Professional Technical Services, Support	10.00%
Trinity Education Group	Software	5.75%	IT Professional Technical Services, Support	5.75%
Troverlo	Software	2.00%	NA	NA

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Brand	Category	DISCOUNT OF MSRP/List Price		DISCOUNT OF MSRP/List Price
TruePoint	Software	2.00%	IT Professional Technical Services, Support	2.00%
Trustwave	Software	11.00%	IT Professional Technical Services, Support	11.00%
TurboVets	Software	3.00%	IT Professional Technical Services, Support	3.00%
Udemy	Software	2.00%	NA	NA
UberEther	SaaS / Identity Management Solutions	2.00%	IT Professional Technical Services, Support	2.00%
UiPath	Robotic Process Automation Solution Software	2.00%	IT Professional Technical Services, Support	2.00%
UniVoip	Cloud Voice for Microsoft Teams and UCaaS (Unified Communications as a Service) Solutions Software	2.00%	NA	NA
Valimail	Software	2.00%	NA	NA

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Brand	Category	DISCOUNT OF MSRP/List Price	DISCOUNT OF MSRP/List Price	DISCOUNT OF MSRP/List Price
Vanta	Software	2.00%	NA	NA
Varonis	Data Protection Solution Software	3.00%	IT Professional Technical Services, Support	3.00%
Vasion	Software	2.00%	IT Professional Technical Services, Support	2.00%
Veeam	Backup and Disaster Recovery Solution Software	2.00%	IT Professional Technical Services, Support	2.00%
Velaro	Live Chat /AI Chatbot Solution Software	2.00%	IT Professional Technical Services, Support	2.00%
VELARY	SaaS / Drone Inspection, Surveillance and Monitoring Solutions	2.50%	IT Professional Technical Services, Support	2.50%
Veracode	Application Scanning Solution Software	4.55%	IT Professional Technical Services, Support	2.00%
Verge	Global Database Management Software Solution Platform	10.00%	NA	NA
Veritas now Arctera	Enterprise Data Management Solution Software	15.64%	NA	NA

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Brand	Category	DISCOUNT OF MSRP/List Price		DISCOUNT OF MSRP/List Price
Veritas now Arctera	Renewal / Enterprise Data Management Solution Software	4.50%	NA	NA
VGIT	Business Intelligence Analytics Solution Software	2.00%	NA	NA
Vimeo	End-to-End Video Solution Software	5.00%	IT Professional Technical Services, Support	5.00%
Virsec	Workload Protection Solution Software	10.00%	IT Professional Technical Services, Support	10.00%
Virtru	SaaS / Data Centric Security Solution	1.00%	NA	NA
VMware	SaaS and Software / IT Infrastructure and Virtualization Solutions	2.00%	NA	NA
VMware	SaaS and Software / IT Infrastructure and Virtualization Solutions	3.50%	IT Professional Technical Services, Support	3.50%
VMware	Virtualization Solution Software Bundle - Tier 1	5.00%	NA	NA

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Software (COTS) and Related Services

Brand	Category	DISCOUNT OF MSRP/List Price		DISCOUNT OF MSRP/List Price
VMware	Virtualization Solution Software Bundle - Tier 2	10.00%	NA	NA
VMware	Virtualization Solution Software Bundle - Tier 3	15.00%	NA	NA
VMware	Virtualization Solution Software Bundle - Tier 4	20.00%	NA	NA
VMware	Virtualization Solution Software Bundle - Tier 5	25.00%	NA	NA
Vulncheck	Software	10.00%	IT Professional Technical Services, Support	10.00%
WalkMe	Digital Adoption Platform Solution Software	2.00%	IT Professional Technical Services, Support	2.00%
WellSky	Software	2.00%	IT Professional Technical Services, Support	2.00%
Wiiisdom	Software	3.00%	IT Professional Technical Services, Support	3.00%

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Brand	Category	DISCOUNT OF MSRP/List Price		DISCOUNT OF MSRP/List Price
WinMagic Corp	Encryption & Authentication Solution Software	2.00%	IT Professional Technical Services, Support	2.00%
WithSecure	Cloud Protection for Salesforce Solution Software	15.00%	NA	NA
WitnessAI	Software	2.00%	IT Professional Technical Services, Support	2.00%
Wonderschool	SaaS and Software / Child Care and Early Education Solution	2.00%	IT Professional Technical Services, Support	2.00%
Workiva	End-to-end Reporting Solutions Software	16.63%	IT Professional Technical Services, Support	16.63%
Yellow Schedule	Software	15.00%	IT Professional Technical Services, Support	10.00%
Zencity	SaaS / Community Engagement Platform	2.00%	NA	NA

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Brand	Category	DISCOUNT OF MSRP/List Price		DISCOUNT OF MSRP/List Price
Zentera	Cybersecurity Solution Software	5.00%	IT Professional Technical Services, Support and Training	5.00%
ZeroFox	Software	2.00%	IT Professional Technical Services, Support	1.00%
Zeva	Software	10.00%	IT Professional Technical Services, Support	10.00%
Signal Labs	Software	2.00%	IT Professional Technical Services, Support	2.00%
Zoho	Software	10.00%	IT Professional Technical Services, Support	10.00%
Zoom	SaaS / Videotelephony Program Solution	2.00%	IT Professional Technical Services, Support	2.00%
Zscaler	SaaS / Cloud Security Services Solution	10.00%	NA	NA
Zscaler	SaaS / Cloud Security Services Solution	10.00%	Annual Premium Support Services % Cost of overall License Cost	Based on Manufacturer Calculation and Customer Configuration

Hardware and Hardware Maintenance for all brands	Hardware sales to be as Needed in order to finalized Turnkey Solution packages for Customers. *Note: In the event vendor's hardware cost is a pass through to the Customer the hardware will have a 0% discount.	2.00%	In Accordance with selected hardware brand manufacture Maintenance and Support Packages available.	Varies Depending on Customer Configurations
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Hardware and Hardware Maintenance will be sold with Software as part of a Turnkey Solution. Stand alone Hardware sales are not allowed under this contract.

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Brand	Category	DISCOUNT OF MSRP/List Price	DISCOUNT OF MSRP/List Price
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3. VAR - Awarded Products

Publisher Category	Publisher Discount Level	DIR Customer Discount (from Publisher Discount Level)
Cumulative Licensing Program (CLP) Education Membership	Level 3 Points target: 100,000+ points	12.50%
Cumulative Licensing Program (CLP) Government Membership	Level 2 Points target: 300,000+ points	12.50%

Related Services for VAR Products	Maintenance and Support Plus IT Professional Technical Services	10.00%
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4. Related and Technical/Professional Service by the Vendor

The following Software Professional Services are Services to be Performed by the Prime Vendor/or Its authorized Resellers, which are not covered by the Manufacturer Related Services listed above.

All Brands	IT - Professional Services (Including but not limited to: Implementation, Configuration, intergration, Data Migration, Business analysis etc..)	2.00%
All Brands	Software Engineer (Design and Configuration)	2.00%
All Brands	Training	2.00%

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Brand	Category	DISCOUNT OF MSRP/List Price	DISCOUNT OF MSRP/List Price
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Services not covered under this RFO scope are: Cloud Hosting, Development, Cloud Broker and Cloud Assessment Services, Customization of Core Software, Professional or Consulting services as defined in Chapter 2254 of the Texas Government Code.

5. Turnkey Solutions

Turnkey Solutions packages to be configured based on customer requirements including, but not limited to, Software, Hardware and Services as listed above.	To be Discounted at the Line Item Level
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6. Turnkey Solutions

**On-Site Services Travel expenses will be billed separately in accordance with Exhibit A DIR Standard Terms and Conditions
Section 8.5 Travel Expense Reimbursement**

**NOTE: Vendor's quote to DIR Customers shall include the Administrative Fee. The fee will be added to the Firm Fixed Price and/or MSRP
after the DIR Discount % off MSRP is applied.**