

Carahsoft Technology Corporation
APPENDIX C – PRICING INDEX
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 | | | | | |
| Abnormal Security | 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% | | | |
| 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% | |
| Adobe | SaaS / Software Training and Development Solutions | 5.00% | Maintenance and Support | 5.00% | |

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|--------------------|---|--|--|
| Adobe | Adobe Enterprise | 10.00% | Maintenance and Support Plus IT Professional Technical Services |
| 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 |
| Aiden Technologies | Automation endpoint Management Solution Software | 2.00% | NA |
| AIRIA | SaaS / Space Optimization with Artificial Intelligence Software | 10.00% | NA |
| Airworks | Geospatial Intelligence Software Solution | 8.00% | NA |
| Aisera | Artificial Intelligence Solution for Service Management, Employee Experience and IT Operations Software | 15.00% | Remote Management Services (Installation included) |
| Akamai | Web Application Firewall Security Software | 15.00% | Mobile Accelerator (GB) - per GB Delivered |

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| Alteryx, Inc. | Data Management Software | 2.00% | Maintenance and Support Plus IT Professional Technical Services | 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 |
| 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 |
| Applied Insight | SaaS / Software - DevSecOps and Infrastructure Management Solution | 2.00% | IT Professional Technical Services, Support | 2.00% |
| Apptio | Technology Financial Management Solution | 1.00% | IT Professional Technical Services, Support | 1.00% |
| Arctic Wolf | SaaS / Managed Detection and Response (MDR) and Managed Risk-Cybersecurity Solution | 5.00% | NA | NA |

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| ARInspect | SaaS / End-to-End workflow automation Solution to automate public sector field operations, particularly for inspections and compliance Solution | 2.00% | IT Professional Technical Services, Support |
| Asana | SaaS / Project Management Solution | 2.00% | NA |
| Automox | SaaS / Patch Management Solution | 2.00% | Training |
| AutoRABIT | SaaS / Automated Release Management Solution (DevSecOps) | 2.00% | IT Professional Technical Services, Support plus Implementation and success packages |
| AvePoint | SaaS / Data Management Solution | 2.00% | IT Professional Technical Services, Support |
| Aviatrix | Cloud Networking and Security Management Software Solution | 5.00% | IT Professional Technical Services, Support |
| Avisare | SaaS / eProcurement Solution | 3.00% | NA |
| Axonius | SaaS / Cybersecurity Asset Management Solution | 35.00% | NA |
| Backblaze | SaaS / Storage and Backup Solution | 2.00% | NA |

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| Basis Technology | Integration and Automation for Digital Advertising processes Solutions (Artificial Intelligence Software) | 1.74% | IT Professional Technical Services, Support |
| Bastille Networks | Radio Frequency Detection and Wireless Intrusion Solution | 15.00% | NA |
| BetterUp | SaaS / Leadership Coaching Solution | 2.00% | NA |
| BeyondTrust | SaaS / Privileged Access Management Solution | 1.00% | IT Professional Technical Services, Support |
| BigID | SaaS / Data Security, Privacy, Compliance, and Governance Solution | 10.00% | IT Professional Technical Services, Support and Training |
| 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 |
| Blackthorn | SaaS / Payment and Event Management Solution | 0.50% | IT Professional Technical Services, Support |
| Blanco | Data Security Software | 2.00% | NA |

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|--------------|--|--|--|
| Blocksi | SaaS / Internet Filtering Solution | 5.00% | Training |
| Blue Fusion | Data Connectivity / Web Browser Software | 2.00% | IT Professional Technical Services, Connectors Packages plus Training |
| Bluescape | Secure Collaboration Whiteboard Software | 2.00% | NA |
| Blyncsy | Automated Roadway Maintenance and Asset Inventory Solution (Movement Data Intelligence Software) | 10.00% | NA |
| Bonterra | SaaS / Grants Management Solution Software | 2.00% | IT Professional Technical Services, Support |
| Box | SaaS / Content Management Solution | 18.39% | NA |
| Bravium | SaaS / ServiceNow Platform Governance Solution | 1.00% | IT Professional Technical Services, Support |
| Brazen | SaaS / Human Resources and Recruitment Management Solution | 5.00% | Recruitment marketing and Advertising services Technical Services |

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| Broadcom | SaaS / Software - Digital Transformation, IT Modernization and Cybersecurity Solutions. | 2.00% | IT Professional Technical Services, Support and Training |
| Broadcom | SaaS / Software - Digital Transformation, IT Modernization and Cybersecurity Solutions. | 2.00% | Training |
| | | | Maintenance and Support 17% Cost of overall License Cost |
| Campus Kaizen | SaaS / Case Management Solution | 2.00% | IT Professional Technical Services, Support and Training |
| Cardinality.ai | SaaS / AI-Driven Case Management, Citizen Engagement, Worker Productivity, Data-Driven insights, Record Management Solutions | 30.00% | NA |

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|------------------------------------|---|--|--|
| Casebook | SaaS / Human Services / Social Services Platform Solution | 6.00% | IT Professional Technical Services, Support |
| Cellebrite | SaaS / Digital Forensics Software Solution | 1.00% | IT Professional Technical Services, Support |
| Celonis | SaaS / Process Mining Software Solution | 1.00% | IT Professional Technical Services, Support and Training |
| Censys | SaaS / Exposure Management Platform Solution | 10.00% | IT Professional Technical Services, Support |
| Center for Internet Security (CIS) | Cybersecurity Software Solution | 3.00% | IT Professional Technical Services, Support |
| Chainalysis | Cryptocurrency Investigations Software Solution | 14.00% | 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 |

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| Chorus Intelligence | SaaS / Digital Intelligence and Investigation Solution plus its Open Source Intelligence (OSINT) Search and Analytics | 15.00% | IT Professional Technical Services, Support |
| Citibot | SaaS / Citizen Engagement Solution (Artificial Intelligence) | 10.00% | IT Professional Technical Services, Support |
| City Innovate / Authorium | SaaS / Grant, Procurement, Budgeting Management and Legislative Analysis Solution | 2.00% | IT Professional Technical Services, Support |
| CityBase | Payment Management Software | 2.00% | 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 |
| Clear Skye | SaaS / Identity Goverance and Administration (IGA) Solution | 30.00% | NA |
| Cloud Academy | Digital Skills/Training Development Solution | 10.00% | 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 |
| 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 |
| Collabware | Data Archiving, Discovery, and Compliance Software | 2.00% | IT Professional Technical Services, Support |
| Collibra | SaaS / Data Management Solution | 1.26% | IT Professional Technical Services, Support |
| Commvault | SaaS / Data Archiving and Recovery Solution | 2.00% | IT Professional Technical Services, Support and Training |

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|----------------|--|--|--|
| ComplianceSeal | SaaS / Salesforce Security, Audit, Continuous Monitoring and Compliance Solution Platform | 15.00% | IT Professional Technical Services, Support a |
| Conga | SaaS / Contract Lifecycle Management Solution | 4.00% | IT Professional Technical Services, Support |
| ContraForce | SaaS / Security Operations Platform for Microsoft Security (Hosted With Sentinel & Azure) Network Detection & Response Solutions | 5.00% | NA |
| Copado | SaaS / Low-Code DevOps and Automated Testing Solution Platform | 5.00% | IT Professional Technical Services, Support |
| Coupa | SaaS / Enterprise procuremen 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% | NA |
| Cribl | Software / SaaS Data Management and Security Solution which includes Risk Management Tools | 2.00% | IT Professional Technical Services, Support |

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| Critical Start | SaaS / Cyber Risk Management Solution | 5.00% | IT Professional Technical Services, Support |
| CrowdStrike | SaaS / Endpoint Protection and Cybersecurity Solution | 3.00% | IT Professional Technical Services, Support |
| 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 |
| 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% | NA |

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| Cyxtera | SaaS / Data Center Services Solution | 2.00% | NA |
| Darzin | SaaS / Stakeholder Management Solution | 2.00% | IT Professional Technical Services, Support and Training |
| Databricks | SaaS /Data Management Solution | 1.00% | IT Professional Technical Services, Support |
| Dataiku | Data Science Lifecycle Management Software | 2.00% | IT Professional Technical Services, Support and Training |
| Decision Lens | SaaS / Integrated Planning and Decision Making Management Solution | 5.00% | IT Professional Technical Services, Support and Training |
| DigitSec | SaaS / Salesforce Security Solution | 5.00% | IT Professional Technical Services, Support and Training |
| DocuSign | SaaS / Eletronic Signature and Contract Lifecycle Management Solutions | 2.70% | IT Professional Technical Services, Support and Training |
| Druva | SaaS and Software / Data Protection and Management Solution | 2.00% | IT Professional Technical Services, Support |
| Dtex Systems | SaaS / Insider Threat Management Solution | 5.00% | NA |
| Dynas Software | SaaS / Finite Element Analysis (FEA) | 10.00% | Annual Support |

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| Dyna Software | Simulation Solution | 10.00% | IT Professional Technical Services |
| eCare Vault | SaaS / Public Sector Workforce Management Solution | 2.00% | IT Professional Technical Services, Support and Training |
| Eclypsium | Security for IT infrastructure from firmware-based attacks Solution Software (Scan Management) | 5.00% | IT Professional Technical Services, Support and Training |
| Edbrix, Inc. | SaaS / Content Management Solution | 2.00% | IT Professional Technical Services, Support and Training |
| Elastic | SaaS / Data Management Solution | 2.00% | IT Professional Technical Services, Support and Training |
| Engageware | SaaS / Appointment Scheduling and Kiosk Management Solution | 2.00% | NA |
| Enhanced Ballot | SaaS / Electronic Ballot Marking and Delivery Solution | 2.00% | IT Professional Technical Services, Support |
| EnterpriseDB | Database Management Software Solution | 3.00% | IT Professional Technical Services, Support |
| Entrust | Identity and Data Protection Software Solutions | 2.00% | IT Professional Technical Services, Support and Training |
| e-PlanSoft | Licensing/Project Management Software Solution | 2.00% | IT Professional Technical Services, Support and Training |

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| Exabeam | Security Log Management | 2.00% | NA |
| Experian | SaaS / Credit Reporting Solution | 15.00% | IT Professional Technical Services, Support |
| Exterro | eDiscovery and Digital Forensics Solution Software | 5.00% | IT Professional Technical Services, Support and Training |
| ExtraHop | SaaS and Software / Network Detection and Response Solution Software | 2.00% | IT Professional Technical Services, Support |
| F5 | SaaS / Application Delivery, Performance & Security Solution (Distributed Cloud CDN) | 3.00% | IT Professional Technical Services, Support and Training |
| 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 |
| Field2Base | SaaS / Digital Forms Automation Solution | 5.00% | IT Professional Technical Services, Support and Training |
| Five9 | SaaS / Cloud Contact Center Solutions | 7.00% | IT Professional Technical Services, Support and Training |

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|--------------------|--|--|--|--|
| Flashpoint-Echosec | SaaS / CyberThreat Intelligence Solution | 2.00% | NA | NA |
| Flexera | Asset Management & IT Visibility Solution Software | 3.00% | NA | NA |
| Flosum | SaaS / End-To-End Development Lifecycle management (DevOps for Salesforce) | 2.00% | IT Professional Technical Services, Support | 2.00% |
| FM:Systems | SaaS / Integrated Workplace Management Platform Solution | 2.00% | IT Professional Technical Services, Support | 2.00% |
| ForceBrain | SaaS / Appointment & Event Scheduling Management Solution | 2.00% | NA | NA |
| Forcepoint | Data Security Management Solution Software | 2.00% | IT Professional Technical Services, Support and Training | 2.00% |
| Forescout | Network Visibility Solution Software | 2.00% | IT Professional Technical Services, Support | 2.00% |
| FormAssembly | SaaS / Data Collection Platform Solution | 2.00% | IT Professional Technical Services, Support and Training | 2.00% |
| Formstack Platform | SaaS / Workflow Automation Solution | 2.00% | NA | NA |
| Fortinet | Cybersecurity Software Solutions | 10.00% | IT Professional Technical Services, Support | 10.00% |

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| Fortra | SaaS and Software / Cybersecurity Complete Solution | 2.00% | IT Professional Technical Services, Support |
| Fulcrum | SaaS / Field Inspection Management Solution | 2.00% | IT Professional Technical Services, Support and Training |
| Fusion | Electronic Health Record (HER) Software Solution System | 5.00% | IT Professional Technical Services, Support and Training |
| Genesys Communications | SaaS / Contact Center Solution | 1.25% | NA |
| GeoSolutions | Geographic Information Systems (GIS) Software Solutions | 5.00% | Maintenance, Support and Training |
| Gimmel | Records Management Solution Software | 5.00% | IT Professional Technical Services, Support and Training |
| GL Solutions | SaaS / Regulatory Management Solutions | 2.00% | IT Professional Technical Services, Support and Training |
| Granicus | SaaS / Digital Civic Engagement Management Solutions | 4.25% | (GXG) IT Professional Technical Services, Support and Training |
| Gravel Road | SaaS / Cybersecurity Solutions | 1.00% | NA |
| GreyNoise | SaaS / Cybersecurity Solutions | 2.00% | NA |
| HackerOne | SaaS / Resistance Management Solution | 3.00% | NA |

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| Halcyon | SaaS / Anti-Ransomware Solution | 3.00% | NA |
| Hexalytics | Higher ED Analytics Software Solution | 2.00% | IT Professional Technical Services, Support |
| Hiper | Enterprise Resource Planning (ERP) and Software as a Service (SaaS) solutions for local government operations. (Data- Driven Solutions) | 2.00% | 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 |
| Horizon3.ai | SaaS / Autonomous Penetration Testing Solution (Identify and fix security weaknesses in their network) | 2.00% | NA |
| 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% | NA |

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| 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% |
| Incapsulate | SaaS / Case Management Solution (Digital Government Toolbox) | 2.00% | NA | NA |
| Incapsulate | SaaS / Case Management Solution | 5.00% | NA | NA |

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| 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) | 1.00% |
| Incident IQ | Help Desk Software for IT, Assets, and Facilities Management Solution | 2.00% | IT Professional Technical Services, Support | 2.00% |
| Incident IQ | Add-On Help Desk Software for IT, Assets, and Facilities | 2.00% | IT Professional Technical Services, Support | 2.00% |
| Infoblox | Automation and Security Solutions Software | 3.00% | IT Professional Technical Services, Support | 3.00% |
| Infor | SaaS / Enterprise Resource Planning Solution | 7.00% | NA | 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 | 2.00% |
| 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% |

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| Interos | SaaS / Risk Assessment and Monitoring Management Solution | 2.00% | NA | NA |
| Invicti | SaaS and Software / Application Security Lifecycle Management Solution | 10.00% | IT Professional Technical Services, Support | 5.00% |
| IronNet | SaaS and Software / Cybersecurity Solutions | 10.00% | NA | NA |
| Ivanti | It Infrastructure Management and Devices Security Solution Software | 3.50% | IT Professional Technical Services, Support | 2.50% |
| Jama | Development Lifecycle Requirements Management Software | 2.00% | NA | NA |
| Juniper | IT Infrastructure Solutions Software | 2.00% | IT Professional Technical Services, Support | 2.00% |
| Keeper Security | Password Management and Privileged Access Management Solution Software | 10.00% | NA | NA |
| Kion | Automated Cloud Operations Management Software | 2.00% | NA | NA |
| Kiteworks | Regulatory Compliance Solution Software | 10.00% | NA | NA |

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| Klaunch | Conversational AI platform for advertising, sales & marketing, customer and employee lifecycle nurturing, data collection, and operational efficiency management Software (Artificial Intelligence) | 2.00% | NA | NA |
| Kore.ai | Enterprise Conversational Artificial Intelligence Software | 2.00% | NA | NA |
| KPMG | SaaS / Data Management Solution Platform | 5.00% | IT Professional Technical Services, Support | 5.00% |
| 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% |
| Leadership Connect | Public Affairs Solution Software | 2.00% | NA | NA |
| Leaptree | Contact Center Solution Software | 15.00% | NA | NA |

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| Leostream | Remote Desktop Access Solution Software Platform | 2.00% | NA | NA |
| Lineaje | SaaS / Supply Chain Security Management Solution | 10.00% | NA | NA |
| LinkedIn Corporation | SaaS / Training and Development Solution | 1.00% | NA | NA |
| Liquidware | User Management Solution Software | 5.00% | IT Professional Technical Services, Support and Training | 2.50% |
| LiveAction | Network Performance Solution Software | 3.00% | IT Professional Technical Services, Support and Training | 3.00% |
| LMS365 | Learning Management Solution Software | 3.00% | NA | NA |
| LogicMonitor | Monitoring and Observability Solution Software | 2.00% | IT Professional Technical Services, Support | 2.00% |
| Lookout | Mobile Security Management Solution Software | 2.00% | IT Professional Technical Services, Support | 2.00% |
| Lucid | Visual Collaboration Management Solution Software | 2.00% | NA | NA |
| Magnet Forensics | Digital Forensics Solution Software | 1.00% | NA | NA |

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| 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 | Enterprise Security Solution Software | 2.00% | NA |
| Mimecast | Email Security Solution Software | 2.00% | IT Professional Technical Services, Support |
| MixMode | Artificial Intelligence for Threat Detection Solution Software | 2.00% | NA |
| Moot | Cyber Security Management Solution and Ecommerce Software | 2.00% | NA |
| MoveWorks | Automate Tasks / Accessing information and support across various business applications Solution Software. (AI Platform) | 2.00% | NA |
| MURAL | Visual collaboration Solution Software Platform | 2.00% | NA |
| Nearmap | GIS / Mapping Solution Software (Aerial Imagery) | 7.00% | NA |

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| NEOGOV | Government Human Resources Management Solution Software | 1.25% | NA | NA |
| 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% |
| 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% |
| 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% |
| Nyraid | Data Management Solution Software | 2.00% | NA | NA |
| Odaseva | Data Storage Solution Software | 8.00% | NA | NA |

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| Brand | Category | DISCOUNT OF MSRP/List Price | DISCOUNT OF MSRP/List Price |
|----------------------------|--|--|---|
| Okta | SaaS and Software / Identity Management Solution Software (Cloud Security) | 1.00% | IT Professional Technical Services, Support |
| OpenCounter | Permitting and Licensing Solution Software | 5.00% | IT Professional Technical Services, Support |
| Opexus | Data Discovery and Process Management Solution Software | 5.00% | IT Professional Technical Services, Support |
| Opswat | Critical Infrastructure Cybersecurity Management Solution Software | 2.50% | NA |
| Orbital Insight | SaaS and Software / Geospatial Data Analytics Solution | 6.00% | IT Professional Technical Services, Support |
| Orca Security | SaaS / Cloud Security Solutions | 5.00% | NA |
| OutSystems | Application Development Solution Software | 2.00% | NA |
| Own (previously OwnBackup) | SaaS / Data Backup and Security Management Platform Solution | 2.50% | NA |
| Palo Alto Networks | SaaS and Software / Comprehensive Network Security | 10.00% | NA |
| Pathlock | Application Governance Solution Software | 5.00% | NA |

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|------------------------|--|--|--|
| Paylt | SaaS and Software / Digital Government Platform and Transaction Fee Solutions | 5.00% | IT Professional Technical Services, Support |
| PaymentWorks | Vendor Management Solution Software | 2.00% | IT Professional Technical Services, Support |
| PC Matic | SaaS / Antivirus, Endpoint Security & Application Allowlisting also known as whitelisting Solution | 15.00% | NA |
| Peregrine Technologies | SaaS / Advanced Data Analytics Solution Platform | 33.85% | NA |
| Permuta Technologies | Workforce Management Solution Software | 9.00% | IT Professional Technical Services, Support and Training |
| Ping | Access Security Software and Identity Management Solution Software | 1.50% | NA |
| Planet Technologies | Training Solution Software | 2.00% | IT Professional Technical Services, Support and Training |
| Platcore | Learning Management Solutions Software | 1.00% | IT Professional Technical Services, Support and Training |

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| Brand | Category | DISCOUNT OF MSRP/List Price | | DISCOUNT OF MSRP/List Price |
|-----------------|---|--|---|--|
| Polco | Community Engagement and Data Insights Software Solution Platform | 4.00% | 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% |
| 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% | NA | NA |
| Proofpoint | SaaS / Enterprise Security Solution | 3.00% | IT Professional Technical Services, Support | 3.00% |
| Proven Optics | IT Financial Management (ITFM) Technology Business Management (TBM) Solution Software | 1.00% | IT Professional Technical Services, Support | 1.00% |
| 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 |
|--------------|--|--|--|
| Qliktech | Analytics and Data Integration Solution Software Platform (AI) | 0.75% | IT Professional Technical Services, Support and Training |
| 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 |
| | | | IT Professional Technical Services, Support |
| Qualys | Cybersecurity Visual collaboration and Vulnerability, Compliance and Monitoring Management Solution Software | 2.00% | NA |
| Questica | Budget and Planning Management Software Solution | 5.00% | NA |
| Queue-It | Website Traffic Management Software Solution (Virtual Waiting Room) | 2.00% | IT Professional Technical Services, Support |

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| Brand | Category | DISCOUNT OF MSRP/List Price | | DISCOUNT OF MSRP/List Price |
|-----------------|---|--|---|--|
| 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% |
| RangeForce | Self-paced Cybersecutiry Training Software Solution Platform (Using Realistic Simulations and Hands-on-Exercises) | 25.00% | NA | NA |
| Rapid7 | Cybersecurity Vulnerabilities Management Solution Software (APPLICATION PENETRATION TESTING) | 3.00% | IT Professional Technical Services, Support plus Application Penetration Testing Services | 3.00% |
| Recorded Future | Cybersecurity Threat Intelligence Software Solution Platform | 3.00% | IT Professional Technical Services, Support | 3.00% |
| REI systems | Grants and Case Management Software Solutions For Government | 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 |
|---------------------|---|--|--|--|
| Relativity | Investigation, litigation and Compliance Data Management Software Platform (eDiscovery) | 5.00% | NA | NA |
| 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% |
| Roundtrip Health | Patient Transportation Managemewnt Solution Software | 10.00% | IT Professional Technical Services, Support | 10.00% |
| RSA | Digital Risk Management Solutions Software | 2.00% | IT Professional Technical Services, Support | 2.00% |
| 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% |

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| Brand | Category | DISCOUNT OF MSRP/List Price | | DISCOUNT OF MSRP/List Price |
|--------------|--|--|---|--|
| 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 |
| 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 |

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|------------------------|---|--|---|--------|
| SANS | SaaS / Cybersecurity Training Solutions (EndUser Security Awareness Training and Knowledge Assessment, Phishing, Stand Alone Phishing, Healthcare Security Awareness, Cyber Culture Assessment) | 15.00% | NA | NA |
| SAP | SaaS / Enterprise Resource Planning Solutions | 11.00% | IT Professional Technical Services, Support | 1.00% |
| S-Docs | Document Automation & E-Signature for Salesforce Solution Software | 0.75% | Template Building Technical Services | 10.00% |
| 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% | NA | NA |

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| Brand | Category | DISCOUNT OF MSRP/List Price | DISCOUNT OF MSRP/List Price |
|------------------|--|--|---|
| Secureworks | Cybersecurity Threat Intelligence Software Solution Platform with Extended Detection and Response (XDR) for comprehensive threat visibility and Managed Detection and Response (MDR) | 2.00% | iSensor Appliance (A virtual or physical appliance that is an Intrusion Detection System ("IDS") and Intrusion Prevention System ("IPS") Monitoring and Management Services |
| Security Compass | Security and Compliance by Design Threat Mangement and Risk Assessment Platform Solutions Software | 2.00% | NA |
| Seerist | Security, Threat, and Risk Intelligence Platform Solutions Software | 10.00% | NA |
| Semperis | Active Directory Identity Threat Detection, Prevention and Recovery Solution Software / Unit | 10.00% | NA |
| Semperis | Active Directory Identity Threat Detection, Prevention and Recovery Solution Software / Bundle | 20.00% | NA |
| Serenity EHS | Enviromental Health and Safety (EHS) Requirements Management AI-Powered Solution Software System | 5.00% | NA |

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|--------------|---|--|---|
| ServiceNow | SaaS / IT Service Management (ITSM) Solution | 1.00% | IT Professional Technical Services, Support |
| Sherpa | Budgeting Solution Software | 5.00% | NA |
| Shiftsmart | Workforce Management Solution Software | 2.00% | IT Professional Technical Services, Support and Training |
| Simplr | SaaS / Employee Experience Solution | 1.00% | IT Professional Technical Services, Support |
| Skuid | Low-Code Development Software Solution Platform | 2.00% | IT Professional Technical Services, Support |
| SmartSheet | SaaS / Work Management Solution Platform | 2.00% | NA |
| Socure | SaaS and Software / Identity Proofing & Fraud Prevention Solution | 2.00% | IT Professional Technical Services, Support |
| SolarWinds | SaaS and Software / Network Management Solution | 5.00% | IT Professional Technical Services, Maintenance and Support |

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| Brand | Category | DISCOUNT OF MSRP/List Price | | DISCOUNT OF MSRP/List Price |
|---------------|--|--|--|--|
| SonicCloud | Desktop Hearing Personalization Solution S | 15.00% | NA | NA |
| Sophos | Cybersecurity Protection against threats, Malware, Ransomware and Phishing Solution Software | 2.00% | NA | NA |
| Sprout Social | Social Media Platforms Management Solution Software | 12.00% | NA | NA |
| SpyCloud | Cybersecurity Threat Intelligency Solution Software | 2.00% | IT Professional Technical Services, Support | 2.00% |
| Submittable | Grants Application Management Solutions Software For Government | 10.00% | NA | NA |
| 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 | 5.00% | Premium Support | 5.00% |

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|-------------------------|---|--|--|
| Sumo Logic | Solution Platform Software (Enterprise Operations) | 5.00% | IT Professional Technical Services, Support and Training |
| Sumo Logic | | 5.00% | AWS QuickStart |
| Synergy Sky | Video Conferencing Equipment Bridge Solution Software Platform | 2.00% | IT Professional Technical Services, Support |
| TAMR | Data Mastering Management Software Platform | 10.00% | IT Professional Technical Services, Support (TAMR-GOV-ADVANCED- SUPPORT) |
| TAMR | Data Mastering Management Software Platform | 10.00% | TAMR CORE Hourly IT Professional Technical Services |
| TAMR | Data Mastering Management Software Platform (CUSTOMER HOSTED and MANAGED) | 25.00% | NA |
| Tanium | SaaS / Endpoint Management Solution | 4.00% | IT Professional Technical Services, Support |
| TeamMate/Wolters Kluwer | SaaS/ Audit Management Solutions | 10.00% | NA |

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| Brand | Category | DISCOUNT OF MSRP/List Price | DISCOUNT OF MSRP/List Price |
|---------------|--|--|---|
| Tecnics | Login Two-factor authentication for desktops ,laptops and servers Software Solution | 1.00% | IT Professional Technical Services, Support |
| Thentia | Government Regulatory, Licensing, Compliance Management Solution Software | 2.00% | Change Request Services |
| ThoughtFarmer | Intranet Software Implementation Solution Software | 10.00% | IT Professional Technical Services, Support |
| Trellix | Cybersecurity Solution Software | 2.00% | IT Professional Technical Services, Support |
| Trimble | 3D Design & Modeling Solution Software | 10.00% | IT Professional Technical Services, Support |
| UberEther | SaaS / Identity Management Solutions | 2.00% | IT Professional Technical Services, Support |
| UiPath | Robotic Process Automation Solution Software | 2.00% | IT Professional Technical Services, Support |
| UniVoip | Cloud Voice for Microsoft Teams and UCaaS (Unified Communications as a Service) Solutions Software | 2.00% | NA |

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|--------------|--|--|---|
| Varonis | Data Protection Solution Software | 3.00% | IT Professional Technical Services, Support |
| Veeam | Backup and Disaster Recovery Solution Software | 2.00% | IT Professional Technical Services, Support |
| Velaro | Live Chat /AI Chatbot Solution Software | 2.00% | NA |
| VELARY | SaaS / Drone Inspection, Surveillance and Monitoring Solutions | 2.50% | NA |
| Venafi | Machine Identity Management Solution Software | 7.00% | IT Professional Technical Services, Support |
| Veracode | Application Scanning Solution Software | 4.55% | IT Professional Technical Services, Support |
| Verge | Global Database Management Software Solution Platform | 10.00% | NA |
| Veridas | Biometric Authentication Solution Software (Physical Access) | 2.00% | PEP & Sanction Screening and State documents verification (DL & ID Cards) |
| Veridas | Biometric Authentication Solution Software | 10.00% | NA |

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|--------------|--|--|---|--|
| Veridas | SaaS / Biometric Authentication Solution | 15.00% | NA | NA |
| Veritas | Enterprise Data Management Solution Software | 15.64% | NA | NA |
| Veritas | 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% | NA | NA |
| Virsec | Workload Protection Solution Software | 10.00% | IT Professional Technical Services, Support | 10.00% |
| Virtru | SaaS / Data Centric Security Solution | 1.00% | NA | NA |

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|--------------|--|--|---|
| Vispero | SaaS and Software / Vision Assistive Technology Solution | 0.75% | IT Professional Technical Services, Support |
| VMware | SaaS and Software / IT Infrastructure and Virtualization Solutions | 2.00% | NA |
| VMware | SaaS and Software / IT Infrastructure and Virtualization Solutions | 3.50% | IT Professional Technical Services, Support |
| VMware | Virtualization Solution Software Bundle - Tier 1 | 5.00% | NA |
| VMware | Virtualization Solution Software Bundle - Tier 2 | 10.00% | NA |
| VMware | Virtualization Solution Software Bundle - Tier 3 | 15.00% | NA |
| VMware | Virtualization Solution Software Bundle - Tier 4 | 20.00% | NA |
| VMware | Virtualization Solution Software Bundle - Tier 5 | 25.00% | NA |

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| Brand | Category | DISCOUNT OF MSRP/List Price | | DISCOUNT OF MSRP/List Price |
|---------------|---|--|---|--|
| VMware | Virtualization Solution Software On Prem (Discount Based off Commercial MSRP) - Licensing | 43.50% | NA | NA |
| WalkMe | Digital Adoption Platform Solution Software | 2.00% | IT Professional Technical Services, Support | 2.00% |
| 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 |
| Wonderschool | SaaS and Software / Child Care and Early Education Solution | 2.00% | NA | NA |
| Workiva | End-to-end Reporting Solutions Software | 16.63% | IT Professional Technical Services, Support | 16.63% |
| Zencity | SaaS / Community Engagement Platform | 2.00% | NA | NA |
| Zentera | Cybersecurity Solution Software | 5.00% | IT Professional Technical Services, Support and Training | 5.00% |

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|--|---|--|---|--|
| Zoom | SaaS / Videotelephony Program Solution | 2.00% | NA | NA |
| 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 |
| 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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|--------------|-----------------|--|--|
|--------------|-----------------|--|--|

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% |

4. Related and Technical/Profesional 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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|--------------|-----------------|--|--|
|--------------|-----------------|--|--|

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

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.