

Carahsoft Technology Corporation

APPENDIX C – PRICING INDEX (per Amendment 2)

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 For Some Brands is Based on Manufacturer Calculation of a % of the total Licenses cost and Customer Configuration				
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%		
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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Software (COTS) and Related Services

Brand	Category	DISCOUNT OF MSRP/List Price	DISCOUNT OF MSRP/List Price
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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Brand	Category	DISCOUNT OF MSRP/List Price		DISCOUNT OF MSRP/List Price
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
Apptio (now IBM)	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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Brand	Category	DISCOUNT OF MSRP/List Price	DISCOUNT OF MSRP/List Price	
Asana	SaaS / Project Management Solution	2.00%	NA	NA
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%
Aviatrix	Cloud Networking and Security Management Software Solution	5.00%	IT Professional Technical Services, Support	2.50%
Avisare	SaaS / eProcurement Solution	3.00%	NA	NA
Axonius	SaaS / Cybersecurity Asset Management Solution	35.00%	NA	NA
Backblaze	SaaS / Storage and Backup Solution	2.00%	NA	NA

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Brand	Category	DISCOUNT OF MSRP/List Price	DISCOUNT OF MSRP/List Price
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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Brand	Category	DISCOUNT OF MSRP/List Price	DISCOUNT OF MSRP/List Price
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
Brazen	SaaS / Human Resources and Recruitment Management Solution	5.00%	Recruitment marketing and Advertising services Technical Services
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
Broadcom	SaaS / Software - Digital Transformation, IT Modernization and Cybersecurity Solutions.	2.00%	IT Professional Technical Services, Support and Training	2.00%
Broadcom	SaaS / Software - Digital Transformation, IT Modernization and Cybersecurity Solutions.	2.00%	Training	2.00%
			Maintenance and Support 17% Cost of overall License Cost	Based on Manufacturer Calculation and Customer Configuration 2.00%
Campus Kaizen	SaaS / Case Management Solution	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
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	
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%
Center for Internet Security (CIS)	Cybersecurity Software Solution	3.00%	IT Professional Technical Services, Support	3.00%
Chainalysis	Cryptocurrency Investigations Software Solution	14.00%	IT Professional Technical Services, Support	14.00%
ChargePoint	Electric Vehicles (EV) Charging Stations Software Solution	5.00%	ChargePoint DC Support Annual Packages	2.00%

Check Point	SaaS / Cybersecurity Complete Solutions plus Protection against Distributed Denial-of-Service (DDoS) Attacks.	2.00%	IT Professional Technical Services, Support and Training	2.00%
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Brand	Category	DISCOUNT OF MSRP/List Price	DISCOUNT OF MSRP/List Price	
Chorus Intelligence	SaaS / Digital Intelligence and Investigation Solution plus its Open Source Intelligence (OSINT) Search and Analytics	15.00%	IT Professional Technical Services, Support	10.00%
Cision	Software	20.00%	IT Professional Technical Services, Support and Training	20.00%
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 (now Euna Solutions)	Payment Management Software	2.00%	NA	NA

Clariti Cloud (Formerly 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 (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	2.00%
Cloudera	Data Lifecycle Management Solution Software	2.00%	IT Professional Technical Services, Support	2.00%
Cofense	SaaS / E-Mail Security and Phishing Protection Solutions	2.00%	NA	NA
CogAbility	Robotic Process Automation Software	10.00%	IT Professional Technical Services, Support	10.00%
Cohesity	Data Management Solution Software	2.00%	IT Professional Technical Services, Support	2.00%

Collabware	Data Archiving, Discovery, and Compliance Software	2.00%	IT Professional Technical Services, Support	2.00%
Collibra	SaaS / Data Management Solution	1.26%	IT Professional Technical Services, Support	1.26%
Commvault	SaaS / Data Archiving and Recovery Solution	2.00%	IT Professional Technical Services, Support and Training	2.00%
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Brand	Category	DISCOUNT OF MSRP/List Price	DISCOUNT OF MSRP/List Price	
ComplianceSeal	SaaS / Salesforce Security, Audit, Continuous Monitoring and Compliance Solution Platform	15.00%	IT Professional Technical Services, Support a	15.00%
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
Copado	SaaS / Low-Code DevOps and Automated Testing Solution Platform	5.00%	IT Professional Technical Services, Support	5.00%
	SaaS / Enterprise procuremen Business		Annual Subscription for Base Coupa Support mandatory for every deployment (20% of ARR)	Based on Manufacturer

Coupa	Spend Management Solution	5.00%	Annual Subscription for Additional Support Professional (10% of ARR)	Calculation and Customer Configuration
Coursera	SaaS / Online Training Courses Solution	2.00%	NA	NA
Cribl	Software / SaaS Data Management and Security Solution which includes Risk Management Tools	2.00%	IT Professional Technical Services, Support	2.00%
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Brand		Category		DISCOUNT OF MSRP/List Price
Critical Start	SaaS / Cyber Risk Management Solution	5.00%	IT Professional Technical Services, Support	5.00%
CrowdStrike	SaaS / Endpoint Protection and Cybersecurity Solution	3.00%	IT Professional Technical Services, Support	3.00%
Cvent	SaaS / Event Management Solution	2.00%	IT Professional Technical Services, Support and Training	2.00%
Cyara	SaaS / Customer Experience Assurance (CX) Solution	10.00%	NA	NA
CyberArk	Privileged Access Management Solution Software	6.00%	IT Professional Technical Services, Support and Training	6.00%
CyberReef	Internet Filtering Solution Software	1.00%	NA	NA

Cybrary	SaaS / Cybersecurity Training and Skill Development	10.00%	NA	NA
CyCognito	SaaS / External Attack Surface Management Solution	10.00%	NA	NA
Cyware	SaaS / Security Orchestration/ Automation Response Solution	10.00%	NA	NA

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Brand	Category	DISCOUNT OF MSRP/List Price	DISCOUNT OF MSRP/List Price
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
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
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	5.00%
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)	10.00%	Annual Support	10.00%
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Brand		Category		DISCOUNT OF MSRP/List Price
	Simulation Solution		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%
Eclypsium	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%
Elastic	SaaS / Data Management Solution	2.00%	IT Professional Technical Services, Support and Training	2.00%

Engaware	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%
Entrust	Identity and Data Protection Software Solutions	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%

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Brand	Category	DISCOUNT OF MSRP/List Price	DISCOUNT OF MSRP/List Price	
Exabeam	Security Log Management	2.00%	NA	NA
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%
F5	SaaS / Application Delivery, Performance & Security Solution (Distributed Cloud CDN)	3.00%		

Envelope ID: CDC166EA-5E55-4ABD-9671-E1E616D61297

F5	Application Delivery, Performance & Security Solution Software (Other Solutions)	5.00%	IT Professional Technical Services, Support and Training	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%
Five9	SaaS / Cloud Contact Center Solutions	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	
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

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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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Brand	Category	DISCOUNT OF MSRP/List Price	DISCOUNT OF MSRP/List Price	
Fortra	SaaS and Software / Cybersecurity Complete Solution	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%	NA	NA
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%
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
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Brand	Category	DISCOUNT OF MSRP/List Price	DISCOUNT OF MSRP/List Price	
Halcyon	SaaS / Anti-Ransomware Solution	3.00%	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
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	NA
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Brand	Category	DISCOUNT OF MSRP/List Price	DISCOUNT OF MSRP/List Price	
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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Brand	Category	DISCOUNT OF MSRP/List Price	DISCOUNT OF MSRP/List Price	
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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Brand	Category	DISCOUNT OF MSRP/List Price	DISCOUNT OF MSRP/List Price
Interos	SaaS / Risk Assessment and Monitoring Management Solution	2.00%	NA
Invicti	SaaS and Software / Application Security Lifecycle Management Solution	10.00%	IT Professional Technical Services, Support
IronNet	SaaS and Software / Cybersecurity Solutions	10.00%	NA
Ivanti	It Infrastructure Management and Devices Security Solution Software	3.50%	IT Professional Technical Services, Support

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

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
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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Menlo	Cloud Security Platform Solution Software	10.00%	IT Professional Technical Services, Support	3.00%
Micro Focus (now OpenText)	Enterprise Security Solution Software	2.00%	NA	NA
Micro Focus (now Rocket)	Enterprise Security Solution Software	2.00%	NA	NA
Mimecast	Email Security Solution Software	2.00%	IT Professional Technical Services, Support	2.00%
MixMode	Artificial Intelligence for Threat Detection Solution Software	2.00%	NA	NA
Moot	Cyber Security Management Solution and Ecommerce Software	2.00%	NA	NA
MoveWorks	Automate Tasks / Accessing information and support across various business applications Solution Software. (AI Platform)	2.00%	NA	NA
MURAL	Visual collaboration Solution Software Platform	2.00%	NA	NA
Nearmap	GIS / Mapping Solution Software (Aerial Imagery)	7.00%	NA	NA
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Brand	Category	DISCOUNT OF MSRP/List Price	DISCOUNT OF MSRP/List Price	
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%
Odaseva	Data Storage Solution Software	8.00%	NA	NA
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Brand		Category		DISCOUNT OF MSRP/List Price
Okta	SaaS and Software / Identity Management Solution Software (Cloud Security)	1.00%	IT Professional Technical Services, Support	1.00%

OmniSSA	SaaS and Software / IT Infrastructure and Virtualization Solutions	2.00%	NA	NA
OpenCounter (now Euna Solutions)	Permitting and Licensing Solution Software	5.00%	IT Professional Technical Services, Support	5.00%
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
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%	NA	NA
Pathlock	Application Governance Solution Software	5.00%	NA	NA

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Brand	Category	DISCOUNT OF MSRP/List Price	DISCOUNT OF MSRP/List Price
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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%	NA	NA
Permuta Technologies	Workforce Management Solution Software	9.00%	IT Professional Technical Services, Support and Training	2.00%
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%

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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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Qliktech	Analytics and Data Integration Solution Software Platform (AI)	0.75%	IT Professional Technical Services, Support and Training	0.75%
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
Questica (now Euna Solutions)	Budget and Planning Management Software Solution	5.00%	NA	NA
Queue-It	Website Traffic Management Software Solution (Virtual Waiting Room)	2.00%	IT Professional Technical Services, Support	2.00%

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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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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
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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, 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%
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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Security Compass	Security and Compliance by Design Threat Mangement and Risk Assessment Platform Solutions 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
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	
ServiceNow	SaaS / IT Service Management (ITSM) Solution	1.00%	IT Professional Technical Services, Support	1.00%
Sherpa (now Euna Solutions)	Budgeting Solution Software	5.00%	NA	NA

Shiftsmart	Workforce Management Solution Software	2.00%	IT Professional Technical Services, Support and Training	2.00%
Simplr	SaaS / Employee Experience Solution	1.00%	IT Professional Technical Services, Support	1.00%
Skuid	Low-Code Development Software Solution Platform	2.00%	IT Professional Technical Services, Support	2.00%
SmartSheet	SaaS / Work Management Solution Platform	2.00%	NA	NA
Socure	SaaS and Software / Identity Proofing & Fraud Prevention Solution	2.00%	IT Professional Technical Services, Support	2.00%
SolarWinds	SaaS and Software / Network Management Solution	5.00%	IT Professional Technical Services, Maintenance and Support	2.00%
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	
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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Brand	Category	DISCOUNT OF MSRP/List Price	DISCOUNT OF MSRP/List Price
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	2.00%
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%
TeamMate/Wolters Kluwer	SaaS/ Audit Management Solutions	10.00%	NA	NA

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Brand	Category	DISCOUNT OF MSRP/List Price	DISCOUNT OF MSRP/List Price
Tecnic	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	10.00%
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%
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

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Brand	Category	DISCOUNT OF MSRP/List Price	DISCOUNT OF MSRP/List Price
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	NA
VELARY	SaaS / Drone Inspection, Surveillance and Monitoring Solutions	2.50%	NA	NA
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
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Brand	Category	DISCOUNT OF MSRP/List Price	DISCOUNT OF MSRP/List Price	
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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Brand	Category	DISCOUNT OF MSRP/List Price	DISCOUNT OF MSRP/List Price	
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
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
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Brand	Category	DISCOUNT OF MSRP/List Price	DISCOUNT OF MSRP/List Price	
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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Brand	Category	DISCOUNT OF MSRP/List Price	DISCOUNT OF MSRP/List Price	DISCOUNT OF MSRP/List Price
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 finalize 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
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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.