

Carahsoft Technology Corporation

APPENDIX C – PRICING INDEX

DIR-CPO-6151

DIR-CPO-TMP-595, Emergency Preparedness, Disaster Recovery Information Technology (IT) Products and Related

| Brand | Category/Subcategory | DISCOUNT OFF MSRP/List Price | Unit of Measure |
|------------------------------|--|------------------------------|-----------------|
| 1-Software | | | |
| AidTrace | SaaS - Humanitarian Aid Platform | 35.00% | |
| AidTrace | SaaS - Mobile Application | 40.00% | |
| AidTrace | Software | 30.00% | |
| AidTrace | SaaS - Payment Processing | 25.00% | |
| AidTrace | SaaS - Fraud Prevention | 30.00% | |
| AidTrace | SaaS - Cloud Infrastructure | 20.00% | |
| AidTrace | SaaS -Identity Verification, Case Management & Analytics | 15.00% | |
| Akamai | Software | 15.00% | |
| Archer Technologies LLC | SaaS | 2.00% | |
| Armada | SAAS | 5.00% | |
| Armada | Data Plan | 20.00% | |
| Armada | IaaS | 20.00% | |
| Armis | Software | 5.00% | |
| Armis | SaaS | 5.00% | |
| Atlassian | Software | 1.00% | |
| Atlassian | SaaS | 1.00% | |
| Avenu Insights and Analytics | Software - Customized Reporting 50,000 and Below | 2.00% | |
| Avenu Insights and Analytics | Software - Justice and Customized Reporting 50,001 - 200,000 | 3.00% | |
| Avenu Insights and Analytics | Software - Customized Reporting 200,001 - 500,000 | 1.00% | |
| Avenu Insights and Analytics | Software - Customized Reporting 100,000 accounts and Below, Ci | 11.00% | |
| Avenu Insights and Analytics | Software - Justice and Customized Reporting 100,001 - 200,000 | 10.00% | |
| Avenu Insights and Analytics | Software - Customized Reporting 200,001 accounts and Above | 12.00% | |
| Avenu Insights and Analytics | Software - Justice and Revenue Recovery | 13.00% | |
| AvePoint Public Sector Inc | Software | 2.75% | |
| AvePoint Public Sector Inc | SaaS | 2.75% | |
| BlackBerry | Software | 4.00% | |
| BlackBerry | SaaS | 4.00% | |
| Black Duck Software Inc | Software | 2.00% | |
| BlackFog | Software | 2.00% | |
| Bluescape | SaaS | 5.00% | |
| Castle Rock Associates | SaaS | 2.00% | |
| Chainguard, Inc | Software | 2.00% | |
| Chorus Intelligence | SaaS | 2.00% | |
| Chorus Intelligence | Software | 2.00% | |
| Cloudflare | SaaS | 30.00% | |
| CommVault | Software | 2.00% | |
| CommVault | SaaS | 2.00% | |
| Corelight | Software | 1.50% | |
| Corelight | Hardware | 1.50% | |
| DataBee | Software | 2.00% | |
| DataBee | SaaS | 2.00% | |
| Databricks | SaaS | 0.91% | |

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|---------------------|-----------------------------|--|--------|--|
| Dataminr | SaaS | | 2.00% | |
| Delinea | SaaS | | 2.00% | |
| Delinea | Software | | 2.00% | |
| Diligent | SaaS | | 10.00% | |
| Disaster Tech | SaaS | | 1.00% | |
| Dynatrace | Software | | 2.00% | |
| Dynatrace | SaaS | | 2.00% | |
| Eightfold.ai | SaaS | | 5.00% | |
| Ekahau | SaaS | | 5.00% | |
| Ekahau | Software | | 5.00% | |
| Elasticsearch Inc | Software | | 2.00% | |
| EM1 | SaaS | | 10% | |
| EnterpriseDB | Software | | 3.00% | |
| ExtraHop Networks | Software | | 2.00% | |
| First Due | SaaS | | 1.00% | |
| Fortinet Inc | Software | | 10.00% | |
| Fortinet Inc | SaaS | | 10.00% | |
| Genesys | SaaS | | 3.00% | |
| Gitlab | SaaS | | 1.50% | |
| Gitlab | Software | | 1.50% | |
| Glean Technologies | SaaS | | 2.00% | |
| Grammarly Inc | SaaS | | 10.00% | |
| Hyperscience | Software | | 5.00% | |
| Incode | SaaS | | 10.00% | |
| Infoblox | Software | | 3.00% | |
| Infoblox | SaaS | | 3.00% | |
| Island | SaaS | | 2.00% | |
| Juniper | Software | | 2.00% | |
| Juniper | SaaS | | 30.00% | |
| Koshee Security LLC | SaaS | | 2.00% | |
| MariaDB | Software | | 2.00% | |
| Mongo DB | Software | | 2.00% | |
| Myota | SaaS | | 2.00% | |
| Nerdio | Software | | 20.00% | |
| Omnissa | SaaS | | 3.50% | |
| Omnissa | Software | | 3.50% | |
| PagerDuty | SaaS | | 7.00% | |
| Payscale | SaaS | | 2.00% | |
| Purple Transform | SaaS | | 10.00% | |
| RSA | SaaS | | 2.00% | |
| Rubrik | Software | | 7.00% | |
| Rubrik | SaaS | | 7.00% | |
| Salesforce | SaaS | | 2.00% | |
| SAS Institute | Software | | 22.58% | |
| SAS Institute | Software | | 22.00% | |
| Scribe Security | SaaS | | 25.00% | |
| Scribe Security | SaaS - up to 400 Developers | | 30.00% | |
| Sectigo Limited | SaaS | | 2.00% | |

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|-------------------------|---|--------|--|
| SentinelOne | Software | 2.00% | |
| SimpliGov | SaaS | 12.00% | |
| Siren Data Intelligence | Software | 1.00% | |
| Snowflake Inc. | SaaS | 2.00% | |
| Splunk | SaaS | 1.50% | |
| Tenable | Software | 2.00% | |
| Torq | SaaS | 2.00% | |
| Udemy, Inc. | SaaS | 2.00% | |
| Varonis | SaaS | 3.00% | |
| Wiisdom | Software | 3.00% | |
| WishKnish | Software - Distributed ledger, tokenization | 30.00% | |
| WishKnish | Software - Consensus Module, Security | 35.00% | |
| WishKnish | SaaS - Payment Processing | 25.00% | |
| WishKnish | SaaS - Fraud Prevention | 30.00% | |
| WishKnish | SaaS - Cloud Infrastructure | 20.00% | |
| Zscaler, Inc. | SaaS | 10.00% | |
| Abnormal AI | Software | 2.00% | |
| CrowdStrike Inc | Software | 3.00% | |
| Archer Technologies LLC | SaaS | 2.00% | |
| 2. Hardware | | | |
| AidTrace | Security Module | 20.00% | |
| AidTrace | Card Encoder | 25.00% | |
| AidTrace | Tablet | 30.00% | |
| AidTrace | Router | 35.00% | |
| AidTrace | Satellite | 25.00% | |
| AidTrace | Card Stock | 15.00% | |
| AidTrace | Related Services | 10.00% | |
| Armada | Edge Compute | 20.00% | |
| Armada | Related Services | 20.00% | |
| Armis | SaaS | 5.00% | |
| CommVault | Appliance | 2.00% | |
| Corelight | Misc. Hardware | 1.50% | |
| Corelight | Sensor | 1.50% | |
| DataBee | Hardware | 2.00% | |
| Ekahau | Related Equipment | 5.00% | |
| ExtraHop Networks | Package | 2.00% | |
| ExtraHop Networks | Packaged Appliance | 2.00% | |
| ExtraHop Networks | Device | 2.00% | |
| ExtraHop Networks | Upgrade | 2.00% | |
| Fortinet Inc | FORTINET OTHER | 10.00% | |
| Fortinet Inc | FORTINET SECURITY OPERATIONS | 10.00% | |
| Fortinet Inc | FORTINET UNIFIED SASE | 10.00% | |
| Fortinet Inc | FORTINET SECURE NETWORKING | 10.00% | |
| Infoblox | Hardware | 3.00% | |
| Juniper | Routers | 2.00% | |
| Juniper | Switches | 2.00% | |
| Juniper | Security | 2.00% | |
| Koshee Security LLC | Local Server | 2.00% | |

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|---|---|--------|--|
| nSide | SaaS | 2.00% | |
| RSA | Hardware Authenticators | 2.00% | |
| RSA | Protected Del Authenticators | 2.00% | |
| Rubrik | Rubrik Configurable Node | 7.00% | |
| SNUC Systems | Edge Server | 10.00% | |
| SNUC Systems | Mini Workstation | 10.00% | |
| Tenable | Security | 2.00% | |
| WishKnish | Local Server | 25.00% | |
| WishKnish | Micro Node | 30.00% | |
| WishKnish | Security Module | 20.00% | |
| WishKnish | Card Encoder | 25.00% | |
| WishKnish | Tablet | 30.00% | |
| WishKnish | Router | 35.00% | |
| WishKnish | Satellite | 25.00% | |
| WishKnish | Card Stock | 15.00% | |
| Yubico | Hardware Security Key | 10.00% | |
| 3. Related Services Provided by Manufacturer | | | |
| AidTrace | Implementation | 20.00% | Per Hour |
| AidTrace | Implementation | 20.00% | Per Hour |
| AidTrace | Implementation - Full-stack development services AT | 25.00% | Per Hour |
| AidTrace | Training | 15.00% | Per Session |
| AidTrace | Support | 10.00% | Per Month |
| AidTrace | Support | 15.00% | Per Hour |
| AidTrace | Professional | 20.00% | Per Project |
| AidTrace | Professional | 25.00% | Per Integration |
| AidTrace | Professional | 10.00% | Per Day |
| AidTrace | Professional | 15.00% | Per Hour |
| AidTrace | Maintenance | 25.00% | Annually |
| AidTrace | Support | 20.00% | Annually |
| AidTrace | Updates | 35.00% | Quarterly |
| AidTrace | Customization | 30.00% | Per Module |
| AidTrace | Implementation & Integration | 15.00% | Per project / per agency |
| AidTrace | Training & Onboarding | 15.00% | Per training session (up to 15 participants) |
| AidTrace | Managed Services & Support | 15.00% | Per month |
| AidTrace | Incident Response & Recovery | 15.00% | Hourly |
| Akamai | Software Maintenance | 15.00% | Flat fee |
| Akamai | Software Maintenance | 15.00% | Per Month |
| Akamai | Software Maintenance | 15.00% | Annually |
| Archer Technologies LLC | Professional Services | 2.00% | One Time |
| Archer Technologies LLC | Configuration | 2.00% | One Time |
| Archer Technologies LLC | Implementation | 2.00% | One Time |
| Archer Technologies LLC | Maintenance | 2.00% | Monthly |
| Archer Technologies LLC | Training | 2.00% | Monthly |
| Armis | Managed | 5.00% | Asset Band |
| Armis | On-Site | 5.00% | Annual |
| Armis | Remote | 5.00% | Annual |
| Armis | Success Services | 5.00% | Annual |
| Armis | Professional Services Pack | 5.00% | Pack |

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|------------------------------|---------------------------------------|--------|-------------------|
| Atlassian | Professional Services | 1.00% | Annual |
| Atlassian | Professional Services | 1.00% | Per Hour |
| Atlassian | Professional Services | 1.00% | N/A |
| Avenu Insights and Analytics | Implementation | 2.00% | One time |
| Avenu Insights and Analytics | Implementation | 11.00% | One time |
| BlackBerry | Tech Support | 4.00% | Per Install |
| BlackBerry | Tech Support | 4.00% | Per Day |
| BlackBerry | Tech Support | 4.00% | Per Configuration |
| BlackBerry | Tech Support | 4.00% | Per Year |
| BlackBerry | Maintenance | 4.00% | Per Year |
| BlackBerry | Training | 4.00% | Per Training |
| Black Duck Software Inc | onboarding | 2.00% | EA |
| Castle Rock Associates | Implementation | 2.00% | Per Hour |
| Castle Rock Associates | Configuration | 2.00% | Per Hour |
| Castle Rock Associates | Development | 2.00% | Per Hour |
| Castle Rock Associates | Quality Assurance | 2.00% | Per Hour |
| Castle Rock Associates | Software Maintenance & Operations | 2.00% | Annually |
| Castle Rock Associates | Training (virtual) | 2.00% | Per session |
| Castle Rock Associates | Training (on site) | 2.00% | Per session |
| Chainguard | support | 2.00% | Annually |
| Chainguard | Services | 2.00% | Annually |
| Chainguard | Customer Support | 2.00% | Annually |
| Chorus Intelligence | Project Advisory | 10.00% | Per Hour |
| Chorus Intelligence | Technical / Specialist | 10.00% | Per Hour |
| Chorus Intelligence | Other | 10.00% | Per Hour |
| Cloudflare | Professional Services | 30.00% | Hours |
| CommVault | RESIDENT SUPPORT ENGINEER | 2.00% | DAY |
| CommVault | ENTERPRISE SUCCESS | 2.00% | CommCell |
| CommVault | ENTERPRISE SUCCESS | 2.00% | DAY |
| CommVault | TRAVEL EXPENSES | 2.00% | DAY |
| CommVault | TRAVEL EXPENSES | 2.00% | CONSULTANT |
| CommVault | IMPLEMENTATION & CONSULTING | 2.00% | DAY |
| CommVault | IMPLEMENTATION & CONSULTING | 2.00% | HOURL |
| CommVault | MANAGED SERVICE | 2.00% | UNIT |
| CommVault | IMPLEMENTATION & CONSULTING | 2.00% | DAYS / HOURS |
| CommVault | ENTERPRISE SUCCESS | 2.00% | DAYS / HOURS |
| CommVault | SUPPORT | 2.00% | CommCell |
| CommVault | HYPERSCALE APPLIANCE SUPPORT X | 2.00% | UNIT |
| CommVault | HYPERSCALE APPLIANCE SERVICE X | 2.00% | UNIT |
| CommVault | TRAINING | 2.00% | UNIT |
| Corelight | Software Maintenance Services | 1.50% | per day |
| Corelight | Software Maintenance Services | 1.50% | per hour |
| Crowdstrike Inc | Cloud Security Assessment | 3.00% | EA |
| Crowdstrike Inc | Compromise Assessment | 3.00% | EA |
| Crowdstrike Inc | CrowdStrike Extended Support - Year 1 | 3.00% | EA |
| Crowdstrike Inc | CrowdStrike Extended Support - Year 2 | 3.00% | EA |
| Crowdstrike Inc | CrowdStrike Gold Standard Services | 3.00% | EA |
| Crowdstrike Inc | Custom Retainer - Order Form | 3.00% | EA |

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|-----------------|---|-------|----|
| CrowdStrike Inc | Cybersecurity Advisory Services | 3.00% | EA |
| CrowdStrike Inc | Cybersecurity Exercise | 3.00% | EA |
| CrowdStrike Inc | Deployment and Restoration Services | 3.00% | EA |
| CrowdStrike Inc | Endpoint Recovery Services | 3.00% | EA |
| CrowdStrike Inc | Falcon Go with Express Support | 3.00% | EA |
| CrowdStrike Inc | Falcon Launch - Description of Work | 3.00% | EA |
| CrowdStrike Inc | Falcon Launch - Statement of Work | 3.00% | EA |
| CrowdStrike Inc | Falcon Network as a Service | 3.00% | EA |
| CrowdStrike Inc | Falcon Network Hunting/Network Detection Services (SOW) | 3.00% | EA |
| CrowdStrike Inc | Falcon Network Sensors (Corelight) | 3.00% | EA |
| CrowdStrike Inc | Falcon Recon + Adversarial Exposure Assessment (SOW) | 3.00% | EA |
| CrowdStrike Inc | G- Operational Resident Services- Responder | 3.00% | EA |
| CrowdStrike Inc | G-Operational Resident Services-Technologist | 3.00% | EA |
| CrowdStrike Inc | IR Retainer - Tier 1 | 3.00% | EA |
| CrowdStrike Inc | Incident Response Services | 3.00% | EA |
| CrowdStrike Inc | IR Retainer - Tier 2 | 3.00% | EA |
| CrowdStrike Inc | IR Retainer - Tier 3 | 3.00% | EA |
| CrowdStrike Inc | IR Retainer - Tier 4 | 3.00% | EA |
| CrowdStrike Inc | IT Hygiene Assessment | 3.00% | EA |
| CrowdStrike Inc | NG-SIEM Operational Services-DOW | 3.00% | EA |
| CrowdStrike Inc | M&A Cloud Compromise Assessment-Fixed Price (SOW) | 3.00% | EA |
| CrowdStrike Inc | Operational Resident Services- Responder | 3.00% | EA |
| CrowdStrike Inc | Operational Resident Services-Technologist | 3.00% | EA |
| CrowdStrike Inc | Operational Services - DOW | 3.00% | EA |
| CrowdStrike Inc | LogScale Operational Services - Fixed Price (DOW) (formerly Humio Operational Services) | 3.00% | EA |
| CrowdStrike Inc | LogScale Operational Services - T&M (SOW) (formerly Humio Operational Services) | 3.00% | EA |
| CrowdStrike Inc | Professional Services CrowdStrike Resident NG-SIEM Engineer | 3.00% | EA |
| CrowdStrike Inc | Professional Services CrowdStrike Resident Platform Technologist | 3.00% | EA |
| CrowdStrike Inc | Professional Services CrowdStrike Resident Platform Responder | 3.00% | EA |
| CrowdStrike Inc | Professional Services CrowdStrike Resident NG-SIEM Responder | 3.00% | EA |
| CrowdStrike Inc | Professional Services CrowdStrike Resident Self-Hosted LogScale | 3.00% | EA |
| CrowdStrike Inc | Pre-Acquisition M&A Cloud Compromise Assessment-Fixed Price (SOW) | 3.00% | EA |
| CrowdStrike Inc | PS Falcon Network Sensor 10G | 3.00% | EA |
| CrowdStrike Inc | PS Falcon Network Sensor 1G | 3.00% | EA |
| CrowdStrike Inc | PS Falcon Network Sensor Virtual | 3.00% | EA |
| CrowdStrike Inc | Professional Services - Custom Retainer | 3.00% | EA |
| CrowdStrike Inc | Professional Services - T&M Monthly Billing | 3.00% | EA |
| CrowdStrike Inc | Professional Services - Operational Support | 3.00% | EA |
| CrowdStrike Inc | Support | 3.00% | EA |
| CrowdStrike Inc | Retainer Fee | 3.00% | EA |
| CrowdStrike Inc | Remote SSH access for Installation/Upgrades | 3.00% | EA |
| CrowdStrike Inc | Retainer Add-on Hours | 3.00% | EA |
| CrowdStrike Inc | Supplemental Assessment | 3.00% | EA |
| CrowdStrike Inc | Strategic Assessment | 3.00% | EA |
| CrowdStrike Inc | Red Team Advanced | 3.00% | EA |
| CrowdStrike Inc | Red Team Commodity | 3.00% | EA |

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|-----------------|--|--------|---------------------|
| Crowdstrike Inc | SMB Incident Response - Statement of Work (SOW) | 3.00% | EA |
| Crowdstrike Inc | Remote SSH access for Installation/Upgrades | 3.00% | EA |
| Crowdstrike Inc | Services Tools Fees | 3.00% | EA |
| Crowdstrike Inc | Training | 3.00% | EA |
| Crowdstrike Inc | University LMS Subscription Customer Access Pass | 3.00% | EA |
| Crowdstrike Inc | University LMS Subscription New Customer Access Pass | 3.00% | EA |
| DataBee | Implementation | 2.00% | EA |
| DataBee | Consulting | 2.00% | EA |
| DataBee | Education | 2.00% | EA |
| DataBee | Training | 2.00% | EA |
| DataBee | Support | 2.00% | EA |
| DataBee | Installation | 2.00% | EA |
| DataBee | Services | 2.00% | EA |
| Databricks | Services | 0.91% | Daily |
| Databricks | Services | 0.91% | Annually |
| Databricks | Services | 0.91% | Monthly |
| Delinea | Instructor Training | 2.00% | Upfront |
| Delinea | Privelege Manager Training | 2.00% | Upfront |
| Delinea | Secret Server Training | 2.00% | Upfront |
| Delinea | Server PAM Training | 2.00% | Upfront |
| Delinea | Training - Engineer | 2.00% | Upfront |
| Delinea | Enterprise + Premium Support | 2.00% | Upfront |
| Delinea | Premium Plus | 2.00% | Upfront |
| Delinea | Privelege Manager Services | 2.00% | Pre-Bill/% Complete |
| Delinea | Advisory Services | 2.00% | T&M In Arrears |
| Delinea | Advisory Services | 2.00% | Pre-Bill/T&M |
| Delinea | Cloud Suite | 2.00% | Pre-Bill/% Complete |
| Delinea | Enablement Services | 2.00% | T&M In Arrears |
| Delinea | Enablement Services | 2.00% | Pre-Bill/T&M |
| Delinea | ITP-PCCE-CID | 2.00% | Pre-Bill/% Complete |
| Delinea | Online | 2.00% | Ratable |
| Delinea | Platform PCS Add | 2.00% | Pre-Bill/% Complete |
| Delinea | Platform PRA Add | 2.00% | Pre-Bill/% Complete |
| Delinea | Resident Engineer - Monthly | 2.00% | Resident Engineer |
| Delinea | Resident Engineer | 2.00% | Resident Engineer |
| Delinea | SS On-prem to Platform | 2.00% | Pre-Bill/% Complete |
| Delinea | Time & Materials | 2.00% | T&M In Arrears |
| Delinea | Time & Materials - Project Manager | 2.00% | T&M In Arrears |
| Delinea | Time & Materials - Solutions Architect | 2.00% | T&M In Arrears |
| Delinea | Time & Materials - Technical Consultant | 2.00% | T&M In Arrears |
| Delinea | Travel | 2.00% | Fixed, In Arrears |
| Delinea | Travel & Expense Trip | 2.00% | Actual, In Arrears |
| Delinea | Professional Services | 2.00% | Pre-Bill/% Complete |
| Delinea | Professional Services - Xcelerate I | 2.00% | Pre-Bill/% Complete |
| Delinea | Professional Services - Xcelerate II | 2.00% | Pre-Bill/% Complete |
| Diligent | Implementation | 10.00% | Flat Fee |
| Diligent | Implementation | 10.00% | Per hour |
| Disaster Tech | Project-Officer-Lead | 1.00% | Per Hour |

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|--------------------|---|--------|-------------|
| Disaster Tech | Senior-Principal-Investigator-I | 1.00% | Per Hour |
| Disaster Tech | Senior-Principal-Investigator-II | 1.00% | Per Hour |
| Disaster Tech | Senior-Principal-Investigator-III | 1.00% | Per Hour |
| Disaster Tech | DevOps-Engineer-I | 1.00% | Per Hour |
| Disaster Tech | DevOps-Engineer-II | 1.00% | Per Hour |
| Disaster Tech | DevOps-Engineer-III | 1.00% | Per Hour |
| Disaster Tech | UI/UX-Designer | 1.00% | Per Hour |
| Disaster Tech | QA-Engineer | 1.00% | Per Hour |
| Disaster Tech | Full-Stack-Engineer-I | 1.00% | Per Hour |
| Disaster Tech | Full-Stack-Engineer-II | 1.00% | Per Hour |
| Disaster Tech | Full-Stack-Engineer-III | 1.00% | Per Hour |
| Disaster Tech | Data-Engineer-I | 1.00% | Per Hour |
| Disaster Tech | Data-Engineer-II | 1.00% | Per Hour |
| Disaster Tech | Data-Engineer-III | 1.00% | Per Hour |
| Disaster Tech | Data-Scientist-I | 1.00% | Per Hour |
| Disaster Tech | Data-Scientist-II | 1.00% | Per Hour |
| Disaster Tech | Subject-Matter-Expert-I | 1.00% | Per Hour |
| Disaster Tech | Subject-Matter-Expert-II | 1.00% | Per Hour |
| Disaster Tech | Subject-Matter-Expert-III | 1.00% | Per Hour |
| Disaster Tech | Training-Exercise-Planning-Specialist | 1.00% | Per Hour |
| Disaster Tech | Lead-Scientist-I | 1.00% | Per Hour |
| Disaster Tech | Lead-Scientist-II | 1.00% | Per Hour |
| Dynatrace | Acceleration Services | 2.00% | Per student |
| Dynatrace | Custom Consulting | 2.00% | Per student |
| Dynatrace | Self service education | 2.00% | Per student |
| Dynatrace | Instructor led education | 2.00% | Per student |
| Eightfold.ai | Implementation | 5.00% | Per Hour |
| Ekahau | Training | 5.00% | Annually |
| Elasticserach Inc. | Consulting | 2.00% | Annually |
| Elasticserach Inc. | Maintenance | 2.00% | Annually |
| Elasticserach Inc. | Private Training | 2.00% | Annually |
| Elasticserach Inc. | Online Training Subscription | 2.00% | Annually |
| EM1 | Implementation | 10.00% | Per Hour |
| EM1 | Configuration | 10.00% | Per Hour |
| EnterpriseDB | Maintenance | 3.00% | Person/Day |
| ExtraHop Networks | Services | 2.00% | EA |
| ExtraHop Networks | Hardware Maintenance | 2.00% | EA |
| First Due | Implementation | 1.00% | Per Hour |
| First Due | Training | 1.00% | Per Day |
| Fortinet | HW-Maint | 10.00% | EA |
| Fortinet | Maintenance | 10.00% | EA |
| Fortinet | Services | 10.00% | EA |
| Fortinet | Tech Support | 10.00% | EA |
| Fortinet | Training | 10.00% | EA |
| Gitlab | Self-Managed Assigned Support Engineer, Monthly | 1.50% | Monthly |
| Gitlab | Saas Assigned Support Engineer, 1 Year | 1.50% | Year |
| Gitlab | Saas Assigned Support Engineer, 2 Year | 1.50% | 2 years |
| Gitlab | Saas Assigned Support Engineer, 3 Year | 1.50% | 3 years |

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|--------------------|--|--------|--------------|
| Gitlab | Self-Managed Assigned Support Engineer, 1 Year | 1.50% | Year |
| Gitlab | Self-Managed Assigned Support Engineer, 2 Year | 1.50% | 2 years |
| Gitlab | Self-Managed Assigned Support Engineer, 3 Year | 1.50% | 3 years |
| Gitlab | Services: Integration | 1.50% | Annually |
| Gitlab | Services: Training | 1.50% | Per Training |
| Gitlab | Services: Training | 1.50% | Per Workshop |
| Glean Technologies | Related Services | 2.00% | Per Package |
| Glean Technologies | Related Services | 2.00% | Per Pilot |
| Hyperscience | Support | 5.00% | Annually |
| Hyperscience | Implementation | 5.00% | Per Hour |
| Incode | Operational Support | 10.00% | Per Hour |
| Incode | Implementation | 10.00% | Per Hour |
| Incode | Implementation and Support | 10.00% | Per Hour |
| Incode | Configuration | 10.00% | Per Hour |
| Infoblox | Professional Services & Training | 3.00% | Per Hour |
| Juniper | Services | 2.00% | One Time Fee |
| Juniper | Mist | 2.00% | One Time Fee |
| Juniper | ACX | 2.00% | One Time Fee |
| Juniper | MX Series 3D Universal Edge Routers | 2.00% | One Time Fee |
| Juniper | ACX CLDDC | 2.00% | One Time Fee |
| Juniper | Advanced Services | 2.00% | One Time Fee |
| Juniper | Common Optics | 2.00% | One Time Fee |
| Juniper | Content & Media Applications | 2.00% | One Time Fee |
| Juniper | Edge Other | 2.00% | One Time Fee |
| Juniper | Edge Services | 2.00% | One Time Fee |
| Juniper | Educational Services | 2.00% | One Time Fee |
| Juniper | EX | 2.00% | One Time Fee |
| Juniper | Junos Space | 2.00% | One Time Fee |
| Juniper | Maintenance Support | 2.00% | One Time Fee |
| Juniper | Mist | 2.00% | One Time Fee |
| Juniper | Network Management | 2.00% | One Time Fee |
| Juniper | NFX | 2.00% | One Time Fee |
| Juniper | PTX CLDDC | 2.00% | One Time Fee |
| Juniper | PTX Series Packet Transport Switches | 2.00% | One Time Fee |
| Juniper | PTX-AI | 2.00% | One Time Fee |
| Juniper | QFX Series Switches | 2.00% | One Time Fee |
| Juniper | Resident Engineers | 2.00% | One Time Fee |
| Juniper | Security Legacy | 2.00% | One Time Fee |
| Juniper | Security Services | 2.00% | One Time Fee |
| Juniper | Session Smart Networks | 2.00% | One Time Fee |
| Juniper | SRX Series Services Gateways Branch | 2.00% | One Time Fee |
| Juniper | SRX Series Services Gateways High End | 2.00% | One Time Fee |
| Juniper | SRX Series Services Gateways Mid Range | 2.00% | One Time Fee |
| MarieDB | support | 2.00% | Annually |
| MarieDB | training | 2.00% | Per Student |
| MongoDB | Consulting | 2.00% | Per day |
| MongoDB | Training | 2.00% | Annually |
| nSide | Training | 2.00% | Per Term |

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|--|---------------------------|--------|-------------------|
| nSide | Training | 2.00% | Per Session |
| Omnissa | Consulting | 2.50% | Per Hour |
| Omnissa | Consulting | 2.50% | Per 12 Month Term |
| Omnissa | Consulting | 2.50% | Per License |
| Omnissa | Consulting | 3.50% | Each |
| Omnissa | Installation | 3.50% | Each |
| Omnissa | Training | 2.50% | Per Course |
| PagerDuty | Product Support | 7.00% | Annual |
| PagerDuty | Configuration | 7.00% | One Time |
| Payscale | Implementation | 2.00% | One Time |
| Purple Transform | Technician Support | 10.00% | Day |
| Purple Transform | Project Management | 10.00% | Day |
| Purple Transform | Configuration | 10.00% | Day |
| Purple Transform | LoRaWAN Network Support | 10.00% | Annual |
| RSA | Educational Services | 2.00% | Annually |
| RSA | Personalized Support | 2.00% | 3 Months |
| RSA | Personalized Support | 2.00% | 4 Months |
| RSA | Personalized Support | 2.00% | Annually |
| RSA | Professional Services | 2.00% | One Time |
| Salesforce | Professional Services | 2.00% | Per Unit |
| Salesforce | Professional Services | 2.00% | Per Hour |
| 4. Related Services /Technical Services Provided by the Prime Vendor or It's Resellers and Subcontractors | | | |
| Clovity Inc | Implementation | 1.00% | Per Hour |
| Carahsoft Technology Corporation | Software Services | 2.00% | Per Hour |
| Carahsoft Technology Corporation | Software Services | 2.00% | One Time |
| Carahsoft Technology Corporation | Software Services | 2.00% | Per Bundle |
| Carahsoft Technology Corporation | Software Services | 2.00% | Per Service |
| Carahsoft Technology Corporation | Software Services | 2.00% | Per Year |
| DirectDefense | Compliance | 8.00% | Per Hour |
| DirectDefense | Cybersecurity Assessment | 8.00% | Per Hour |
| DirectDefense | Cybersecurity Consulting | 8.00% | Per Hour |
| DirectDefense | Cybersecurity Testing | 8.00% | Per Hour |
| DirectDefense | Incident Response | 8.00% | Per Hour |
| DirectDefense | Managed Security Services | 8.00% | Per Hour |
| DirectDefense | OT/IOT Security | 8.00% | Per Hour |
| DirectDefense | Physical Security | 8.00% | Per Hour |
| Infoverity | Analyst | 15.00% | Per Hour |
| Infoverity | Configuration Specialist | 15.00% | Per Hour |
| Infoverity | Project Manager | 15.00% | Per Hour |
| Infoverity | Senior Advisor | 15.00% | Per Hour |
| Infoverity | Subject Matter Expert | 15.00% | Per Hour |
| Infoverity | Support Staff | 15.00% | Per Hour |
| Infoverity | Technical Expert | 15.00% | Per Hour |

| 5. VOLUME DISCOUNTS | | | |
|------------------------------------|------------------------------------|-----------|---------------------|
| BRAND NAME | CUMULATIVE | FREQUENCY | ADDITIONAL DISCOUNT |
| AidTrace | \$100000 - \$250000 | Annually | add 2.00% |
| AidTrace | \$250001 - \$500000 | Annually | add 3.50% |
| AidTrace | \$500001 - \$1000000 | Annually | add 5.00% |
| AidTrace | Over \$1000000 | Annually | add 7.50% |
| AidTrace (TPS Payments) | \$75000 - \$200000 | Annually | add 2.00% |
| AidTrace (TPS Payments) | \$200001 - \$400000 | Annually | add 3.50% |
| AidTrace (TPS Payments) | Over \$400000 | Annually | add 5.00% |
| WishKnish | \$50000 - \$150000 | Annually | add 1.50% |
| WishKnish | \$150001 - \$300000 | Annually | add 3.00% |
| WishKnish | Over \$300000 | Annually | add 5.00% |
| WishKnish (TPS Payments) | \$75000 - \$200000 | Annually | add 2.00% |
| WishKnish (TPS Payments) | \$200001 - \$400000 | Annually | add 3.50% |
| WishKnish (TPS Payments) | Over \$400000 | Annually | add 5.00% |
| BRAND NAME | PER TRANSACTION | FREQUENCY | ADDITIONAL DISCOUNT |
| AidTrace (TPS Payments) | 1000 - 5000 cards | Per Order | add 2.00% |
| AidTrace (TPS Payments) | 5001 - 10000 cards | Per Order | add 4.00% |
| AidTrace (TPS Payments) | Over 10000 cards | Per Order | add 6.00% |
| AidTrace | 100 - 500 user licenses | Per Order | add 3.00% |
| AidTrace | 501 - 1000 user licenses | Per Order | add 5.00% |
| AidTrace | Over 1000 user licenses | Per Order | add 8.00% |
| WishKnish (TPS Payments) | 1000 - 5000 cards | Per Order | add 2.00% |
| WishKnish (TPS Payments) | 5001 - 10000 cards | Per Order | add 4.00% |
| WishKnish (TPS Payments) | Over 10000 cards | Per Order | add 6.00% |
| BRAND NAME | BY QUANTITY | FREQUENCY | ADDITIONAL DISCOUNT |
| Armada - Atlas, per 25 device tier | 26-499 Devices | Per Order | add 20% |
| Armada - Atlas, per 25 device tier | 500-1,999 Devices | Per Order | add 35% |
| Armada - Atlas, per 25 device tier | 2,000-4,999 Devices | Per Order | add 45% |
| Armada - Atlas, per 25 device tier | 5,000+ Devices | Per Order | add 55% |
| Chorus Intelligence | 0-49 Licences | Annually | add 0.00% |
| Chorus Intelligence | 50-74 Licences | Annually | add 5.00% |
| Chorus Intelligence | 75-99 Licences | Annually | add 10.00% |
| Chorus Intelligence | 100-199 Licences | Annually | add 15.00% |
| Chorus Intelligence | 200-299 Licences | Annually | add 20.00% |
| Chorus Intelligence | 300-399 Licences | Annually | add 25.00% |
| Chorus Intelligence | 400-499 Licences | Annually | add 30.00% |
| Chorus Intelligence | 500-999 Licences | Annually | add 35.00% |
| Chorus Intelligence | 1000 + Licences | Annually | add 40.00% |
| Disaster Tech | 1,000+ units | Per Order | add 14.00% |
| Incode | 1,000,000 - 2,000,000 Transactions | Per Order | additional 4.00% |
| Incode | 2,000,001 - 4,000,000 Transactions | Per Order | additional 5.25% |
| Incode | 4,000,001 - 8,000,000 Transactions | Per Order | additional 6.50% |
| Incode | > 8,000,000 Transactions | Per Order | additional 8.00% |
| Koshee Security LLC | 10-49 Units | Per Order | Add 5.00% |
| Koshee Security LLC | 50+ Units | Per Order | Add 10.00% |
| Nerdio | 250+ Users | Per Order | 0.05 |
| Nerdio | 1000+ Users | Per Order | 0.1 |

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|--------|-------------|-----------|------|
| Nerdio | 2500+ Users | Per Order | 0.15 |
| Nerdio | 5000+ Users | Per Order | 0.2 |

Additional Discount Based on Aggregated Sales

| Brand Name | Contract Sales Threshold | Original Discount | Additional Discount | Total Discount |
|---|---------------------------|-------------------|---------------------|----------------|
| <i>Diligent</i> | over \$100000 | 10.00% | (+) 5.00% | 15.00% |
| <i>Diligent</i> | between \$101000-\$300000 | 10.00% | (+) 10.00% | 20.00% |
| <i>Diligent</i> | above \$301000 | 10.00% | (+) 15.00% | 25.00% |
| DirectDefense Managed Security Services | 3 Year Contract | 20.00% | (+) 10.00% | 35.00% |
| DirectDefense Incident Response | 3 Year Contract | 20.00% | (+) 10.00% | 35.00% |
| Grammarly Enterprise | 50-149 | \$290 | 10% | \$261.00 |
| Grammarly Enterprise | 150-499 | \$280 | 10% | \$252.00 |
| Grammarly Enterprise | 500-999 | \$225 | 10% | \$202.50 |
| Grammarly Enterprise | 1,000-4,999 | \$175 | 10% | \$157.50 |
| Grammarly Enterprise | 5,000-9,000 | \$165 | 10% | \$148.50 |
| Grammarly Enterprise | 10,000-19,999 | \$155 | 10% | \$139.50 |
| Grammarly Enterprise | 20,000+ | \$145 | 10% | \$130.50 |
| Grammarly for Education Group | 50-499 | \$89 | 10% | \$80.10 |
| Grammarly for Education Group | 500-999 | \$49 | 10% | \$44.10 |
| Grammarly for Education Group | 1,000-2,499 | \$24 | 10% | \$21.60 |
| Grammarly for Education Group | 2,500+ | \$15 | 10% | \$13.50 |

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.