

**Appendix C Pricing Index  
DIR-CPO-4411  
Cloud Ingenuity LLC**

<b>Brand</b>	<b>Category</b>	<b>DIR Customer Discount % off MSRP</b>
<b>AVI</b>	All Products	15.00%
<b>ExtraHop Networks</b>	All Products	16.00%
	Maintenance	7.00%
<b>Igel</b>	All Products	15.00%
<b>Juniper</b>	Products	45.00%
	Maintenance and Support	7.00%
<b>Nutanix</b>	All Products	10.00%
<b>Palo Alto</b>	Hardware	27.00%
	Subscriptions	15.00%
	Maintenance	10.00%
<b>Riverbed</b>	All Products	20.00%
	Maintenance	7.00%
	Services	5.00%
<b>Turbonomic</b>	All Products	15.00%
	Maintenance and Support	7.00%
<b>Polycom</b>	VQMon Software, Unified Communication Software, CLEI Code	45.00%
	Universal Power Supply, SoundStation Phones, VVX Phones, Skype Trio Phones, RealPresence Licenses, RMX	40.00%
	SoundStructure, VoxBox, EagleEye Director, RealPresence Clariti, RealConnect, RPRM, DMA, RPAD	35.00%
	Group Series, Telepresence, RealPresence Desktop, RealPresence Group, Eagle Eye Camera	30.00%
	CX Phones, RealPresence Immersive, Misc Hardware & Furniture, Pano, RP Immersive	25.00%
	Partner Premier, Partner Advantage, RealAccess PartnerAnalytics	20.00%
	Power Supply, Adaptors, Carry Cases, Wireless Microphone, Computer Calling Kit, Desk stands, Ceiling Microphones, Cable-Two Microphones, Camera Mounts, Rack Server, HDX, Power Cord, Connectors, Speakers, Cameras.	15.00%
	Training, Implementation, Services	10.00%
	Premier, Immersive Care, Remote Monitoring & Management, RealAccess Analytics, Onsite Migration	5.00%
	Service re-activation, Partner Warranty, Replacement Lamps, Misc Furniture	0.00%
<b>Cloud Ingenuity</b>	Technical Services	10.00%