

<b>Software Description</b>	<b>DIR Discount % off MSRP</b>
<b>Avere Systems</b>	<b>15.00%</b>
<b>Commvault Licenses</b>	<b>21.00%</b>
<b>DataGravity</b>	<b>15.00%</b>
<b>Falconstor</b>	<b>10.00%</b>
<b>Moonwalk</b>	<b>10.00%</b>
<b>Unidesk</b>	<b>12.00%</b>
<b>Turbonomics</b>	<b>5.00%</b>
<b>vSapphire</b>	<b>4.00%</b>
<b>Software as a Service (SaaS) Description</b>	<b>DIR Discount % off MSRP</b>
<b>Axcient</b>	<b>15.00%</b>
<b>CloudPhysics</b>	<b>15.00%</b>
<b>Nasuni</b>	<b>4.00%</b>
<b>Platform9</b>	<b>5.00%</b>
<b>Related Services Description</b>	<b>DIR Discount % off MSRP</b>
<b>Avere Systems Support</b>	<b>10.00%</b>
<b>DataGravity Support</b>	<b>3.00%</b>
<b>Moonwalk Support</b>	<b>5.00%</b>
<b>Unidesk Support</b>	<b>10.00%</b>
<b>Turbonomics Support</b>	<b>5.00%</b>
<b>vSapphire Support</b>	<b>4.00%</b>
<b>Freeit Data Solutions Services</b>	<b>15.00%</b>
<b>Optional Description</b>	<b>DIR Discount % off MSRP</b>
<b>Commvault Renewals</b>	<b>5.00%</b>

Important Note: Vendor's quote to DIR customers shall include the DIR Administrative Fee. The fee will be added after the discount is applied to the MSRP.