

## Appendix C - PRICING INDEX

### Amendment No. 1

DIR-TSO-4095

SOLID BORDER, INC

Information Technology Security (ITS) Hardware, Software and Services

| Brand  | DIR Customer Discount % off MSRP *   |                            |                                    |                       |                     |
|--|--|----------------------------|------------------------------------|-----------------------|---------------------|
|  | IT Security Products<br>(including Hardware<br>Bundles, Virtual<br>Appliances) | Subscription /<br>Licenses | Maintenance<br>/ Support/<br>Other | Services/<br>Training | Managed<br>Services |
| Accellion  | 7.25%  | 7.25%                      | 7.25%                              | 3.25%                 | -                   |
| Arbor Networks   | 15.00%   | 15.00%                     | 8.00%                              | 5.00%                 | 5.00%               |
| CrowdStrike  | 5.00%  | 5.00%                      | 5.00%                              | 5.00%                 | -                   |
| Entrust Datacard   | 4.00%  | 4.00%                      | 4.00%                              | -                     | -                   |
| ESET Anti-virus Products                                       | 49.25%   | 49.25%                     | 49.25%                             | 10.00%                | -                   |
| ESET Other, including<br>DESLock                               | 10.00%   | 10.00%                     | 10.00%                             | 10.00%                | -                   |
| Impulse Point  | 15.25%   | 15.25%                     | 4.25%                              | 0.00%                 | -                   |
| Indeni   | 14.25%   | 14.25%                     | 4.25%                              | 0.00%                 | -                   |
| Ixia   | 14.25%   | 14.25%                     | 4.25%                              | 0.00%                 | -                   |
| JAMF   | 2.00%  | 2.00%                      | 2.00%                              | 0.00%                 | -                   |
| NetScout   | 12.00%   | 12.00%                     | 9.00%                              | 0.00%                 | -                   |
| Procera Networks   | 15.00%   | 15.00%                     | 4.25%                              | 0.00%                 | -                   |
| Radware  | 15.00%   | 15.00%                     | 7.25%                              | 0.00%                 | -                   |
| RedSeal  | 10.00%   | 10.00%                     | 2.00%                              | 0.00%                 | -                   |
| Samsara  | 5.00%  | 5.00%                      | 5.00%                              | -                     | -                   |
| SolarWinds   | 10.00%   | 10.00%                     | 10.00%                             | -                     | -                   |
| Solid Border   | -  | -                          | 30.00%                             | 30.00%                | 30.00%              |
| Vectra Networks  | 10.00%   | 10.00%                     | 5.00%                              | 0.00%                 | -                   |
| BlueCat Networks   | 20.00%   | 20.00%                     | 6.00%                              | 2.25%                 | -                   |
| Digital Guardian   | 12.00%   | 12.00%                     | 5.00%                              | 0.00%                 | 5.00%               |
| McAfee (Web Gateway)   | 30.00%   | 40.00%                     | 10.00%                             | 5.00%                 |                     |
| Wsgycm-Aa-Gi   |  | 65.22%                     |                                    |                       |                     |
| Wamycm-Aa-Gi   |  | 62.00%                     |                                    |                       |                     |
| McAfee (other)   | 30.00%   | 30.00%                     | 10.00%                             | 5.00%                 |                     |
|  |  |                            |                                    |                       |                     |
| Rapid7   | 19.00%   | 19.00%                     | 5.00%                              | 5.00%                 | 5.00%               |
| Sophos   | 26.00%   | 26.00%                     | 6.00%                              | 5.00%                 | -                   |
| Palo Alto Networks   | 31.00%   | 27.00%                     | 6.00%                              | 6.00%                 | -                   |
| Barracuda Networks   | 14.00%   | 14.00%                     | 14.00%                             | 10.00%                | -                   |
| Barracuda Essentials Email<br>SKUs including BEOES200a-<br>C12 |  | 34% First Year             | 14% Renewal                        |                       | -                   |