

**Appendix C Pricing Index
(per Amendment 3)**

**DIR-TSO-4116
Kudelski Security, Inc.**

Brand	Product Description	DIR Customer Discount % off MSRP *
A10 Networks, Inc.	Load Balancing	21.00%
A10 Networks, Inc.	DDOS	19.00%
A10 Networks, Inc.	Application Acceleration	19.00%
A10 Networks, Inc.	SSL Offload	19.00%
A10 Networks, Inc.	NFP Licenses/Lab Gear	50.00%
AlienVault LLC	Unified Security Management	11.00%
AlienVault RC	NFP Licenses/Lab Gear	47.00%
AlgoSec	Network Security Policy Management and Firewall Management	16.00%
Arcserve	Data Protection	15.00%
BlueCat Networks, Inc	IPAM (IP Address Management)	15.00%
BlueCat Networks, Inc	NFP Licenses/Lab Gear	50.00%
Blue Coat Systems, Inc.	Webfiltering	25.00%
Blue Coat Systems, Inc.	WAN Optimization	25.00%
Check Point Software Technologies,	Next Generation Fire walls and	30.00%
Check Point Software Technologies,	Next Generation Fire walls and	30.00%
Check Point Software Technologies,	NFP Licenses/Lab Gear	39.00%
Corero Network Security	Intrusion Prevention	18.00%
Corero Network Security	NFP Licenses/Lab Gear	50.00%
Cylance, Inc.	Endpoint Protection	20.00%
Extreme Networks, Inc.	Switching, Routing and Wireless	38.00%
Extreme Networks, Inc.	Stacking Modules/Cables	38.00%
Extreme Networks, Inc.	NFP Licenses/Lab Gear	50.00%
F5 Networks, Inc.	Bundled Appliances	14.50%
F5 Networks, Inc.	NFP Licenses/Lab Gear	38.00%
FireMon	Firewall Management	13.25%
FireMon	NFP Licenses/Lab Gear	30.00%
Forcepoint	Email, Web and Data Protection	25.00%
Forcepoint	Email Encryption	25.00%
Fortinet, Inc.	Next Generation Firewall/UTM/Sandbox	30.00%
Fortinet, Inc.	Endpoint Protection	15.00%
Fortmet, Inc.	NFP Licenses/Lab Gear	50.00%
Gemalto	Authentication	12.00%
Gigamon Inc.	Network Visibility	12.00%
Imperva, Inc.	Web Application Firewall	18.00%
Imperva, Inc.	Software Security Suites	18.00%
Imperva, Inc.	NFP Licenses/Lab Gear	40.00%
Intel Corporation(McAfee)	Endpoint Protection Perpetual Plus	66.25%

Intel Corporation(McAfee)	Subscription Licensing - Secure Schools, CASB	10.00%
Intel Corporation(McAfee)	Server Security	20.00%
Intel Corporation(McAfee)	Data Protection	20.00%
Intel Corporation(McAfee)	Security Risk Management Bundles	20.00%
Intel Corporation(McAfee)	Network Security	20.00%
Intel Corporation(McAfee)	Network Security	20.00%
Ixia	Network Virtualization/resting Software	20.00%
Ixia	Application and Network Testing	20.00%
Lastline	Advanced Threat and Malware	15.00%
LogRhythm	Log Correlation and SIEM	20.00%
Netskope	Cloud Access Security Broker	20.00%
Netskope	Cloud Access Security Broker	20.00%
Palo Alto Networks Inc.	Next Generation Firewall and UTM	26.00%
Palo Alto Networks Inc.	Hardware Software Bundles	25.00%
Palo Alto Networks Inc.	Endpoint Protection	26.00%
Palo Alto Networks Inc.	Sandbox	26.00%
Palo Alto Networks Inc.	NFP Licenses/Lab Gear	60.00%
Promisec	Endpoint Security Management	20.00%
Proofpoint	Email Security	15.00%
Pulse Secure	SSL VPN	15.00%
Pulse Secure	Unified Access Control (changed	15.00%
Rapid7 LLC	Penetration Testing and Vulnerability Management	19.00%
Riverbed Technology, Inc.	WAN Optimization	19.00%
Sophos Inc.	Endpoint Protections	30.00%
Sophos Inc.	Next Generation Firewall and UTM	30.00%
Sophos Inc.	Web and Email Security	30.00%
Sophos Inc.	Sandbox	30.00%
Sophos Inc.	Lab	50.00%
Tenable Network Security, Inc.	Vulnerability Assessment Scanning	15.00%
Trend Micro	Endpoint Protection	30.00%
Trend Micro	Data Protection	20.00%
ThreatTrack	Advanced Threat and Malware	12.00%
ThreatTrack	Advanced Threat and Malware Protection	12.00%
VMware, Inc.	Virtualization	4.50%
Zix	Email Security and Encryption	20.00%
Related Services		DIR Customer Discount %
A10 Networks, Inc.		
Service/Support		8.75%
A10 Training		3.00%
MO Technical Services		3.00%
AllenVault LLC		
Service/Support		4.00%
Alienvault Training		3.00%

Ailenvault Technical Services	3.00%
AlgoSec	
Service/Support	5.00%
AlgoSec Training	3.00%
AlgoSec Technical Services	3.00%
Arcserve	
Service/Support	5.00%
ArcServe Training	3.00%
ArcServe Technical Services	3.00%
BlueCat Networks, Inc	
Service/Support	5.00%
Blue Cat Training	3.00%
Blue Cat Technical Services	3.00%
Blue Coat Systems, Inc.	
Service/Support	7.00%
Blue Coot Training	3.00%
Blue Coot Technical Services	3.00%
Check Point Software	
Service/Support	5.50%
Check Point Training	3.00%
Check Point Technical Services	3.00%
Corero Network Security	
Service/Support	6.00%
Corero Training	3.00%
Corero Technical Services	3.00%
Cylance, Inc.	
Service/Support	5.00%
Cylance Training	4.00%
Cylance Technical Services	3.00%
Extreme Networks, Inc.	
Service/Support	5.00%
Extreme Networks Training	3.00%
Extreme Networks Technical Services	3.00%
F5 Networks, Inc.	
Service/Support	5.00%
ES Networks Training	3.00%
F5 Networks Technical Services	3.00%
Fire Mon	
Service/Support	3.00%
FireMon Training	3.00%
FireMon Technical Services	3.00%
Forcepoint	
Service/Support	6.00%
Forcepoint Training	3.00%
Forcepoint Technical Services	3.00%
Fortinet, Inc.	
Service/Support	17.00%
Fortinet Training	3.00%
Fortinet Technical Services	3.00%
Gemalto	
Service/Support	3.00%
Gemalto Training	3.00%
Gemalto Technical Services	3.00%

Giga mon Inc.		
Service/Support		8.00%
Imperva, Inc.		
Service/Support		9.00%
Imperva Training		3.00%
Imperva Technical Services		3.00%
Intel Corporation(McAfee)		
Service/Support		10.00%
McAfee Training		3.00%
McAfee Technical Services		10.00%
Ixia		
Service/Support		3.00%
Ixia Training		3.00%
Ixia Technical Services		3.00%
Lastline		
Service/Support		9.00%
Lastline Training		3.00%
Lastline Technical Services		3.00%
LogRhythm		
Service/Support		8.00%
LogRhythm Training		3.00%
LogRhythm Technical Services		3.00%
Netskope		
Service/Support		9.00%
Netskope Training		3.00%
Netskope Technical Services		3.00%
Palo Alto Networks Inc.		
Service/Support		5.00%
Palo Alto Networks Training		3.00%
Palo Alto Networks Technical Services		3.00%
Promisec		
Service/Support		6.00%
Promisec Training		3.00%
Promisee Technical Services		3.00%
Proof point		
Service/Support		6.00%
Proofpoint Training		3.00%
Proofpoint Technical Services		3.00%
Pulse Secure		
Service/Support		9.00%
Pulse Secure Training		3.00%
Pulse Secure Technical Services		3.00%
Rapid7 LLC		
Service/Support		0.00%
Rapid] Training		3.00%
Rapid] Technical Services		3.00%
Riverbed Technology, Inc.		
Service/Support		5.00%
Riverbed Training		3.00%
Riverbed Technical Services		3.00%
Sophos Inc.		
Service/Support		9.00%
Sophos Training		5.00%

Sophos Technical Services	5.00%
Tenable Network Security Inc.	
Service/Support	6.00%
Tenable Training	3.00%
Tenable Technical Services	3.00%
Trend Micro	
Service/Support	9.00%
Trend Micro Training	3.00%
Trend Micro Technical Services	3.00%
ThreatTrack	
Service/Support	5.00%
ThreatTrack Training	3.00%
ThreatTrack Professional Services	3.00%
VMware, Inc.	
Service/Support	2.00%
VMware Training	2.00%
VMware Technical Services	2.00%
Zix	
Service/Support	5.00%
Zix Training	3.00%
Zix Technical Services	3.00%
M&S Technical Services	
Installation/Implementation Per Day	10.00%
Installation/Implementation Per Hour	10.00%
Penetration Testing	10.00%

*Important Note: Vendors quote to DIR customers shall include the DIR administrative fee.

Volume Discount		
Contract Sales Threshold	Brand	Additional Discount
\$100,000 or over	A10 Networks, Inc.	(+) 5.00%
\$100,000 or over	Blue Coat Systems, Inc.	(+) 5.00%
\$100,000 or over	Check Point Software Technologies, Ltd.	(+) 3.00%
\$100,000 or over	FS Networks, Inc.	(+) 5.00%
\$100,000 or over	Fortinet, Inc.	(+) 5.00%
\$100,000 or over	Lastline	(+) 5.00%

