

Appendix C, Pricing Index
DIR-TSO-4299
EMC, Corp.

Product Category	Product Category Description	DIR Customer Discount % off MSRP
A	Hardware - Enterprise (Sym,Celerra)	44.00%
B	Hardware - Mid-Tier (CLARiiON, Centera, NAS)	33.00%
C	Connectrix Hardware and Software	34.00%
CL-E	VMAX CE	10.00%
D1	Software - Enterprise Platform	23.00%
D2	Software - Mid-Tier Platform	33.00%
D3	Software - Multi-platform Open	23.00%
DD-1	Data Domain Flash Enabled HW, SW & Maintenance	20.00%
DE	Entry Software (BRS: Data Domain)	32.00%
DH	High-End Software (BRS: Data Domain, Avamar, Disk Library, Networker)	29.00%
DM	Midrange Software (BRS: Data Domain, Avamar, Atmos, Disk Library)	29.00%
E	EMC SW & HW, Switches	23.00%
EN-H	Hardware - VMAX 10K/20K/40K	23.00%
EN-S	Software - VMAX 10K/20K/40K	23.00%
ES-1	VMAX3 HW & SW, HW & SW	33.00%
ES-AF	VMAX All Flash Array	18.00%
ES-P1	Powermax	18.00%
F1	Services	10.00%
F2	Custom Residency Services, EMC Select Services	10.00%
I	Training / Education Services	10.00%
IS	Isilon HW/SW/Maintenance	26.00%
IS2	Isilon 2 HW/SW Maintenance	26.00%
J	Server Flash, AX/NX, Insignia, ScaleIO, DSSD	20.00%
PE	Entry Systems (BRS: Data Domain)	32.00%
PH	High-End Systems (BRS: Data Domain, Disk Library)	29.00%
PM	Midrange Systems (BRS: Data Domain, Avamar, Atmos, Disk Library)	29.00%
UE	Unified Entry - Level Offerings	32.00%
UM	VNX Hardware/Software/Maintenance	23.00%
UM-1	Unity Hardware/Software	10.00%
UM-F1	Unity All Flash Hardware/Software	10.00%
UM-H	Hardware - Unified Mid-Tier - VNX	29.00%
UM-S	Software - Unified Mid-Tier - VNX	29.00%
V	Vipr	19.00%
VPLEX	VPLEX HW, SW, and Maintenance	38.00%
X2	XtremIO 2	25.00%
XT	XtremIO	25.00%
MNT	All Maintenance	5.00%