

Software Description	DIR Discount % off MSRP	Amendment changes
AlertLogic	40.00%	
Atlantis Software	10.00%	
Bit9 Carbon Black	8.00%	
Checkpoint	39.50%	
ExtraHop	10.00%	
Fluke	17.00%	
Imperva	10.00%	
Imprivata	3.00%	
Palo Alto Networks(Mobility)	25.00%	
Palo Alto Networks (Global Protection) SW Only	25.00%	
Palo Alto Networks (Wildfire Det/Prevention Subscription)	25.00%	
Palo Alto Networks SW, Virtual	23.00%	
Riverbed	19.00%	
TripWire	13.75%	
Vmware Government	24.50%	
Vmware Government - vSphere	21.50%	
Vmware Academic	51.00%	
Vmware Academic - vSphere	49.50%	
Sophos	22.00%	
Related Services Description	DIR Discount % off MSRP	Amendment changes
AlertLogic	40.00%	
Atlantis Services	8.00%	
Bit9 Carbon Black	8.00%	
Checkpoint	5.50%	
ExtraHop	5.00%	
Fluke	4.00%	
Imperva	4.00%	
Imprivata	3.00%	
Palo Alto Services	9.00%	
Riverbed	12.00%	
TripWire	2.25%	
Vmware Government	24.50%	
Vmware Government - vSphere	21.50%	
Vmware Academic	51.00%	
Vmware Academic - vSphere	49.50%	

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.