

PRICING SCHEDULE

**CARASOFT TECHNOLOGY  
CORPORATION**

Vendor Name	Software Discount	Maintenance Discount	Installation Discount	Professional Services Discount	Training Discount	
Accele	4.25%	N/A	5.00%	20.00%	5.00%	5.00%
Aconex	5.00%	N/A	5.00%	20.00%	5.00%	5.00%
Acquia	4.33%	N/A	5.00%	20.00%	5.00%	5.00%
Actiance	7.00%	N/A	5.00%	20.00%	5.00%	5.00%
Actifio	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%
Adallom	14.50%	N/A	14.50%	14.50%	14.50%	14.50%
Adobe	3.00%	N/A	3.00%	20.00%	3.00%	3.00%
Agile Craft	5.00%	N/A	5.00%	5.00%	5.00%	5.00%
AINS	17.77%	N/A	15.00%	15.00%	15.00%	15.00%
Akamai	N/A	N/A	20.00%	20.00%	20.00%	24.00%
Alfresco	4.24%	N/A	5.00%	20.00%	5.00%	5.00%
Andrews Consulting Group	5.00%	N/A	5.00%	20.00%	5.00%	5.00%
Angel DBA Genesys	11.00%	N/A	5.00%	5.00%	7.00%	7.00%
APOS	2.00%	N/A	5.00%	20.00%	5.00%	5.00%
AppSense	14.89%	N/A	5.00%	20.00%	8.00%	5.00%
Apptio	7.50%	N/A	7.50%	7.50%	7.50%	7.50%
Arista Networks	3.00%	5.00%	3.00%	20.00%	3.00%	3.00%
Autodesk- Tier 1	2.00%	N/A	5.00%	20.00%	5.00%	5.00%
Autodesk- Tier 2	10.00%	N/A	5.00%	20.00%	5.00%	5.00%
Autodesk- Tier 3	21.00%	N/A	5.00%	20.00%	5.00%	5.00%
AvePoint Public Sector Inc.	7.00%	N/A	5.00%	20.00%	3.00%	7.00%
Avoka	2.00%	N/A	5.00%	20.00%	2.00%	5.00%
Avue Technologies	2.00%	N/A	5.00%	20.00%	5.00%	5.00%
BackOffice Associates LLC	3.00%	N/A	5.00%	20.00%	2.00%	3.00%
BlackBag Tech- Tier 1	4.00%	N/A	5.00%	20.00%	5.00%	5.00%
BlackBag Tech- Tier 2	16.00%	N/A	5.00%	20.00%	5.00%	5.00%
BlackDuck	5.00%	N/A	5.00%	20.00%	5.00%	5.00%
BMC	5.00%	N/A	0.00%	20.00%	5.00%	0.00%
Boeing	3.00%	N/A	5.00%	20.00%	3.00%	3.00%
Bomgar	5.00%	N/A	5.00%	5.00%	5.00%	5.00%
Boundless	5.00%	N/A	5.00%	5.00%	5.00%	5.00%
Box Inc.	20.00%	N/A	5.00%	20.00%	20.00%	5.00%
BoxTone	5.00%	N/A	5.00%	20.00%	6.00%	6.00%
Brightcove	4.00%	N/A	4.00%	4.00%	4.00%	4.00%
CAFM Resources	7.00%	N/A	5.00%	20.00%	7.00%	7.00%
Canda Solutions	25.00%	N/A	5.00%	20.00%	5.00%	5.00%
Capsule Tech Inc.	2.00%	2.00%	5.00%	20.00%	2.00%	5.00%
Careerbuilder	2.00%	N/A	2.00%	2.00%	2.00%	2.00%
Carnegie Speech Company	4.00%	N/A	5.00%	20.00%	4.00%	4.00%
Carpathia	N/A	N/A	5.00%	20.00%	10.00%	5.00%
Case Commons	2.00%	N/A	2.00%	2.00%	2.00%	2.00%
Centrifuge Systems	4.00%	N/A	5.00%	20.00%	4.00%	4.00%
Certes Networks	15.00%	15.00%	22.00%	20.00%	5.00%	5.00%
Chiliad Inc.	3.00%	N/A	5.00%	20.00%	5.00%	5.00%
Cideon	5.00%	N/A	5.00%	20.00%	5.00%	5.00%
Ciena- Tier 1	40.00%	10.00%	5.00%	20.00%	10.00%	10.00%
Ciena- Tier 2	40.00%	15.00%	5.00%	20.00%	10.00%	10.00%
Cipher Cloud	2.00%	N/A	5.00%	20.00%	2.00%	2.00%
Cleversafe	4.80%	N/A	5.00%	20.00%	2.00%	2.00%
Clockwork-Solutions	15.00%	N/A	5.00%	20.00%	10.00%	10.00%
cloudera	6.00%	N/A	5.00%	20.00%	15.00%	6.00%
Coalfire	3.00%	N/A	5.00%	20.00%	3.00%	5.00%
CollabNet	5.00%	N/A	5.00%	20.00%	5.00%	4.00%
Composite Software	4.00%	N/A	5.00%	20.00%	2.00%	2.00%
Computable Insights LLC	2.00%	N/A	5.00%	20.00%	2.00%	5.00%
ComScore	5.00%	N/A	5.00%	20.00%	5.00%	5.00%
Conduv	18.00%	N/A	18.00%	18.00%	18.00%	18.00%
Core Security	5.00%	N/A	5.00%	5.00%	5.00%	5.00%
Corporate Reimbursement Services Inc.	6.00%	N/A	5.00%	20.00%	5.00%	5.00%
Crunchy Data	2.00%	N/A	5.00%	20.00%	5.00%	5.00%
Cutting Edge	2.00%	N/A	2.00%	2.00%	2.00%	2.00%
Cyber-Ark	21.00%	21.00%	5.00%	20.00%	5.00%	5.00%
Dataguide	2.00%	N/A	5.00%	20.00%	5.00%	5.00%
Datameer	4.00%	N/A	5.00%	20.00%	5.00%	5.00%
Datawatch	2.00%	N/A	5.00%	20.00%	2.00%	2.00%
Delphix	5.00%	N/A	5.00%	20.00%	10.00%	10.00%
Digital Realty	N/A	5.00%	5.00%	20.00%	5.00%	5.00%
Digital Reasoning	5.00%	N/A	5.00%	20.00%	5.00%	5.00%
DocuSign	3.00%	N/A	5.00%	20.00%	5.00%	5.00%
dreamfactory	5.00%	N/A	5.00%	20.00%	5.00%	5.00%

Vendor Name	Software Discount	Maintenance Discount	Installation Discount	Professional Services Discount	Training Discount	
Earthling Security	N/A	N/A	5.00%	20.00%	2.00%	5.00%
EMC- Tier 1	4.00%	2.00%	1.00%	20.00%	5.00%	2.00%
EMC- Tier 2	10.00%	10.00%	10.00%	20.00%	5.00%	2.00%
EMC- Tier 3	18.00%	21.00%	10.00%	20.00%	5.00%	2.00%
EMC- Tier 4	24.00%	21.00%	10.00%	20.00%	5.00%	2.00%
Emergency Visions	5.00%	N/A	5.00%	20.00%	5.00%	5.00%
Enterprise DB	7.00%	N/A	5.00%	20.00%	5.00%	7.00%
Enterprise Elements Inc.	7.00%	N/A	5.00%	20.00%	7.00%	7.00%
eSync Training	2.00%	N/A	5.00%	20.00%	2.00%	8.00%
EVGA	5.00%	N/A	5.00%	20.00%	5.00%	5.00%
F5 Networks- Tier 1	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%
F5 Networks- Tier 2	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%
FireEye	1.36%	5.00%	1.44%	20.00%	1.44%	1.44%
FlexAnalytics	5.00%	2.00%	5.00%	20.00%	5.00%	5.00%
Flow	3.00%	N/A	3.00%	3.00%	3.00%	3.00%
Forgerock	5.00%	N/A	5.00%	20.00%	5.00%	5.00%
Fusion-io	2.00%	2.00%	5.00%	20.00%	5.00%	5.00%
GenesisOne	3.00%	N/A	3.00%	3.00%	3.00%	3.00%
Gigamon	1.00%	1.00%	5.00%	20.00%	1.00%	1.00%
Globalscape	5.00%	N/A	5.00%	20.00%	5.00%	5.00%
Good Technology	4.00%	N/A	4.00%	20.00%	4.00%	4.00%
Google	2.00%	N/A	2.00%	2.00%	2.00%	2.00%
GovDelivery	6.00%	N/A	5.00%	20.00%	6.00%	8.00%
Greenlight Group	5.00%	N/A	5.00%	20.00%	5.00%	5.00%
Gridless Power Corporation	N/A	2.00%	2.00%	20.00%	5.00%	5.00%
Groundwork	4.45%	N/A	5.00%	20.00%	3.80%	3.80%
Haystax	2.00%	N/A	2.00%	2.00%	2.00%	2.00%
HP Software- Tier 1	2.00%	5.00%	5.00%	20.00%	4.60%	4.60%
HP Software- Tier 2	10.00%	12.00%	5.00%	20.00%	4.60%	12.00%
HP Software- Tier 3	22.00%	12.00%	5.00%	20.00%	4.60%	12.00%
HyperOffice	7.00%	N/A	5.00%	20.00%	5.00%	5.00%
HyTrust	6.00%	N/A	5.00%	20.00%	6.00%	5.00%
IBM	4.00%	N/A	5.00%	20.00%	5.00%	5.00%
Identity Automation	2.00%	2.00%	5.00%	20.00%	2.00%	5.00%
IKANOW	6.00%	N/A	5.00%	20.00%	5.00%	6.00%
IMapData	19.00%	N/A	5.00%	20.00%	5.00%	5.00%
Imation	8.00%	4.00%	8.00%	20.00%	8.00%	5.00%
Imperva	5.00%	N/A	5.00%	5.00%	5.00%	5.00%
imprivata	3.00%	3.00%	5.00%	20.00%	3.00%	3.00%
Info Security Corp (ISC)	8.00%	N/A	5.00%	20.00%	5.00%	8.00%
Infoblox	10.00%	10.00%	3.00%	3.00%	3.00%	3.00%
Intergral	6.00%	N/A	5.00%	20.00%	6.00%	6.00%
Intermap Technologies	2.00%	N/A	5.00%	20.00%	2.00%	2.00%
Inttensity	5.00%	N/A	5.00%	20.00%	5.00%	5.00%
invincea	2.00%	N/A	5.00%	20.00%	2.00%	5.00%
iOra	5.00%	N/A	5.00%	20.00%	4.00%	5.00%
JackBe	5.00%	N/A	5.00%	20.00%	5.00%	5.00%
Jama Software	5.00%	N/A	5.00%	20.00%	5.00%	5.00%
Janya	2.00%	N/A	5.00%	20.00%	2.00%	2.00%
Jive	5.00%	N/A	5.00%	20.00%	5.00%	5.00%
Kapow Software	5.00%	N/A	5.00%	20.00%	5.00%	5.00%
Keynote	3.00%	N/A	3.00%	3.00%	3.00%	3.00%
Know Who	3.00%	N/A	5.00%	20.00%	3.00%	5.00%
Kofax	5.00%	16.00%	5.00%	20.00%	5.00%	5.00%
Kroll Ontrack	10.00%	N/A	5.00%	20.00%	5.00%	5.00%
LaunchPad Careers Inc.	2.00%	N/A	5.00%	20.00%	5.00%	2.00%
Lexicon Technologies Inc.	8.00%	8.00%	5.00%	20.00%	5.00%	5.00%
LexisNexis	3.00%	N/A	3.00%	3.00%	3.00%	3.00%
Liquidware Labs	10.00%	N/A	5.00%	20.00%	10.00%	5.00%
Local Motion	5.00%	N/A	4.25%	4.25%	4.25%	4.25%
Lucidworks	5.00%	N/A	5.00%	20.00%	5.00%	5.00%
LuminosoTechnologies Inc	2.00%	1.00%	5.00%	20.00%	5.00%	5.00%
Manhattan Software	5.00%	N/A	5.00%	20.00%	5.00%	5.00%
Mark Logic	10.00%	N/A	5.00%	20.00%	5.00%	5.00%
MetaCarta	2.00%	N/A	5.00%	20.00%	5.00%	2.00%
Metalogix	5.40%	N/A	5.40%	5.40%	5.40%	5.40%
MiserWare	25.00%	N/A	5.00%	20.00%	5.00%	5.00%
Mobile Reach	5.00%	N/A	5.00%	5.00%	5.00%	5.00%
Modria	2.00%	N/A	2.00%	2.00%	2.00%	2.00%
MongoDB	4.45%	N/A	5.00%	20.00%	4.45%	4.45%
MotionDSP	6.00%	N/A	5.00%	20.00%	6.00%	5.00%
mPower Innovations	3.00%	N/A	5.00%	20.00%	4.00%	5.00%

Vendor Name	Software Discount	Maintenance Discount	Installation Discount	Professional Services Discount	Training Discount
NCS Technologies	N/A	20.00%	10.00%	20.00%	5.00%
Netskope	3.00%	N/A	3.00%	3.00%	3.00%
New Relic	3.00%	N/A	3.00%	3.00%	3.00%
Next Level Security Systems	15.00%	15.00%	3.00%	20.00%	3.00%
Nimble	4.94%	4.94%	4.94%	4.94%	4.94%
nlyte Software	5.00%	N/A	5.00%	20.00%	5.00%
Novodynamics	5.00%	N/A	5.00%	20.00%	5.00%
Nutanix	7.30%	3.00%	7.30%	3.00%	3.00%
Oblong	5.00%	0.00%	5.00%	20.00%	5.00%
OC Systems	14.00%	N/A	5.00%	20.00%	4.00%
Oculus Labs	6.00%	0.00%	5.00%	20.00%	5.00%
Omnilink	N/A	0.00%	4.00%	20.00%	5.00%
OpenSGI	4.00%	N/A	5.00%	20.00%	5.00%
Optensity	6.00%	N/A	5.00%	20.00%	6.00%
Peaxy	2.50%	N/A	2.50%	2.50%	2.50%
Pentaho- Tier 1	2.26%	N/A	5.00%	20.00%	2.26%
Pentaho- Tier 2	5.00%	N/A	5.00%	20.00%	2.26%
Pernix Data	2.27%	N/A	5.00%	5.00%	5.00%
Perspecsys	5.00%	N/A	5.00%	5.00%	5.00%
Pivotal	5.00%	N/A	5.00%	20.00%	2.00%
piXlogic	5.00%	N/A	5.00%	20.00%	5.00%
platfora	2.00%	N/A	5.00%	20.00%	5.00%
Precise	6.00%	3.00%	5.00%	20.00%	7.00%
Progress Software	3.00%	N/A	5.00%	20.00%	5.00%
Qlik View	3.00%	N/A	3.00%	3.00%	3.00%
Quality Technology Services	3.00%	N/A	3.00%	20.00%	5.00%
ReadSpeaker	6.00%	N/A	5.00%	20.00%	5.00%
RealEyes Connect LLC	5.00%	N/A	5.00%	20.00%	5.00%
Recommind	2.00%	N/A	5.00%	20.00%	2.00%
Recorded Future	5.00%	N/A	5.00%	20.00%	5.00%
Red Hat Enterprise Linux-Cloud Products	15.30%	N/A	5.00%	20.00%	5.00%
Red Hat Enterprise Linux-Cloud Technical Account Manager	4.28%	N/A	5.00%	20.00%	5.00%
Red Hat Enterprise Linux-Jboss	19.87%	N/A	5.00%	20.00%	5.00%
Red Hat Enterprise Linux-Jboss Technical Account Manager	0.70%	N/A	5.00%	20.00%	5.00%
Red Hat Enterprise Linux-Platform	19.73%	N/A	5.00%	20.00%	5.00%
Red Hat Enterprise Linux-Platform Add Ons	19.73%	N/A	5.00%	20.00%	5.00%
Red Hat Enterprise Linux-Platform Technical Account Manager	15.30%	N/A	5.00%	20.00%	5.00%
Red Hat Enterprise Linux-Storage	19.89%	N/A	5.00%	20.00%	5.00%
Red Hat Enterprise Linux-Storage Technical Account Manager	4.28%	N/A	5.00%	20.00%	5.00%
Red Hat All Other Products	0.70%	N/A	5.00%	20.00%	5.00%
REI GovGrants Community User Annual License - 10,000 Users	15.00%	N/A	5.00%	5.00%	5.00%
REI GovGrants Community User Annual License - 100 Users	5.00%	N/A	5.00%	5.00%	5.00%
REI GovGrants Community User Annual License - 1000 Users	10.00%	N/A	5.00%	5.00%	5.00%
REI GovGrants Community User Annual License - 200 Users	5.00%	N/A	5.00%	5.00%	5.00%
REI GovGrants Community User Annual License - 500 Users	8.00%	N/A	5.00%	5.00%	5.00%

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REI GovGrants User Annual License - 10 Users	5.00%		5.00%	5.00%	5.00%	5.00%
REI GovGrants User Annual License - 100 Users	10.00%		5.00%	5.00%	5.00%	5.00%
REI GovGrants User Annual License - 20 Users	5.00%		5.00%	5.00%	5.00%	5.00%
REI GovGrants User Annual License - 200 Users	15.00%		5.00%	5.00%	5.00%	5.00%
REI GovGrants User Annual License - 50 Users	8.00%		5.00%	5.00%	5.00%	5.00%
REI- All Other Products	5.00%		5.00%	5.00%	5.00%	5.00%
Resolution One	3.00%		3.00%	3.00%	3.00%	3.00%
Revere Data	5.00%		5.00%	20.00%	5.00%	5.00%
ReversingLabs	2.00%		5.00%	20.00%	5.00%	5.00%
RSA Security- Tier 1	1.00%	1.00%	1.00%	20.00%	2.00%	8.00%
RSA Security- Tier 2	15.00%	11.00%	16.00%	20.00%	2.00%	8.00%
SafeNet	3.00%	3.00%	3.00%	20.00%	3.00%	5.00%
SafeNet Assured Technologies	2.75%	2.75%	5.00%	20.00%	2.75%	5.00%
Salesforce	4.20%		4.20%	20.00%	5.00%	2.00%
SAP- Tier 1	1.00%		5.00%	20.00%	5.00%	1.00%
SAP- Tier 2	11.00%		5.00%	20.00%	5.00%	1.00%
SDL Government	8.00%		5.00%	20.00%	8.00%	8.00%
Sensics	N/A	5.00%	5.00%	20.00%	5.00%	5.00%
Seros	7.00%		5.00%	20.00%	5.00%	5.00%
ServiceNow	4.50%		5.00%	1.50%	1.50%	1.50%
SevOne	4.00%	4.00%	4.00%	20.00%	4.00%	4.00%
Shavlik	3.50%		2.00%	2.00%	2.00%	2.00%
Skyhigh	5.00%		5.00%	5.00%	5.00%	5.00%
SOA Software	5.00%		5.00%	20.00%	5.00%	5.00%
Socrata	5.09%		1.00%	1.00%	1.00%	1.00%
Solix	14.00%		5.00%	20.00%	5.00%	5.00%
Splunk	1.26%		1.26%	0.00%	0.00%	1.26%
SpringCM	5.00%		5.00%	5.00%	5.00%	5.00%
Stealthbits	5.00%		5.00%	20.00%	5.00%	5.00%
Symantec- Tier 1	10.00%		5.00%	20.00%	3.33%	5.00%
Symantec- Tier 2	20.00%		5.00%	20.00%	3.33%	5.00%
Symantec- Tier 3	50.00%		5.00%	20.00%	3.33%	5.00%
Tableau	0.75%	0.75%	0.75%	0.75%	0.75%	0.75%
Tasktop	2.00%		5.00%	20.00%	2.00%	5.00%
TechSmith	2.00%		2.00%	2.00%	2.00%	2.00%
TerraGo	5.00%		5.00%	20.00%	5.00%	5.00%
Terrapixel	3.00%		3.00%	3.00%	3.00%	3.00%
Tetra 4D	5.00%		5.00%	20.00%	5.00%	5.00%
Thetus	5.00%		5.00%	20.00%	5.00%	5.00%
ThinLaunch Software LLC	5.00%		5.00%	20.00%	5.00%	5.00%
Tintri	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%
Touchshare	2.00%		2.00%	2.00%	2.00%	2.00%
Tripwire	13.00%	13.00%	5.00%	5.00%	5.00%	5.00%
Trustwave	11.00%		5.00%	20.00%	5.00%	11.00%
Typesafe	25.00%		5.00%	20.00%	25.00%	25.00%
User1st	3.00%		3.00%	3.00%	3.00%	3.00%
Venafi	7.00%		5.00%	20.00%	7.00%	7.00%
Veracode	5.00%		5.00%	20.00%	5.00%	5.00%
Verdiem	3.00%		5.00%	20.00%	5.00%	5.00%
Verisys	2.00%		5.00%	20.00%	5.00%	5.00%
Veritas Backup Exec Essential Standard	28.00%		4.44%	4.44%	4.44%	4.44%
Veritas Backup Exec Cluster Essential	35.00%		4.44%	4.44%	4.44%	4.44%
Veritas Backup Exec Cluster Standard	5.00%		4.44%	4.44%	4.44%	4.44%
Veritas Backup Exec Enterprise Essential	27.50%		4.44%	4.44%	4.44%	4.44%
Veritas Backup Exec Enterprise Standard	5.00%		4.44%	4.44%	4.44%	4.44%
Veritas Backup Exec Netbackup Essential	27.50%		4.44%	4.44%	4.44%	4.44%
Veritas Backup Exec Netbackup Standard	5.00%		4.44%	4.44%	4.44%	4.44%
Veritas Backup Exec Storage Essential	27.50%		4.44%	4.44%	4.44%	4.44%
Veritas Backup Exec Storage Standard	5.00%		4.44%	4.44%	4.44%	4.44%

Vendor Name	Software Discount		Maintenance Discount	Installation Discount	Professional Services Discount	Training Discount
Veritas All Other Products	3.00%	3.00%	4.44%	4.44%	4.44%	4.44%
Viewfinity	16.00%	N/A	5.00%	20.00%	5.00%	5.00%
Virtual Instruments	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%
Vision Genesis	3.00%	N/A	5.00%	20.00%	5.00%	5.00%
Vlocity	4.30%	N/A	4.30%	4.30%	4.30%	4.30%
Vmware- Tier 1	4.20%	N/A	2.20%	20.00%	2.20%	2.20%
Vmware- Tier 2	8.00%	N/A	8.00%	20.00%	2.20%	2.20%
Vocus	4.25%	N/A	4.25%	4.25%	4.25%	4.25%
Vormetric	5.00%	N/A	5.00%	20.00%	5.00%	5.00%
Whiptail Technology	N/A	N/A	5.17%	20.00%	5.00%	5.00%
WhiteCanyon Software	4.00%	4.00%	5.00%	20.00%	5.00%	5.00%
Workshare Technology	2.00%	N/A	5.00%	20.00%	6.00%	2.00%
x Matters	9.00%	9.00%	5.00%	20.00%	9.00%	9.00%
Xceedium Inc.	2.00%	2.00%	5.00%	20.00%	2.00%	5.00%
xxsigo Systems	7.00%	7.00%	7.00%	20.00%	7.00%	7.00%
Zylab	2.00%	N/A	2.00%	2.00%	2.00%	2.00%

SKU	Full Description	Pricing	Applicable Products
<b>Software Engineer</b>			
PS-SE	Professional Services - Software Engineer - Per Hour	\$250.00	Applicable Software
PS-SSE	Professional Services - Senior Software Engineer - Per Hour	\$275.00	Applicable Software
<b>Application Programmer</b>			
PS-AP	Professional Services - Application Programmer - Per Hour	\$250.00	Applicable Hardware
PS-SAP	Professional Services - Senior App. Programmer - Per Hour	\$275.00	Applicable Hardware
<b>Contractor Enterprise Solutions</b>			
PS-CES	Professional Services - Contractor, Enterprise Solutions - Per Hour	\$250.00	All Applicable Products
PS-SCES	Professional Services - Senior Contractor, Enterprise Solutions - Per Hour	\$300.00	All Applicable Products
<b>Business Analyst</b>			
PS-BA	Professional Services - Business Analyst - Per Hour	\$250.00	All Applicable Products
PS-SBA	Professional Services - Senior Business Analyst - Per Hour	\$275.00	All Applicable Products
<b>Business Subject Matter Specialist</b>			
PS-BSMS	Professional Services - Business Subject Matter Specialist - Per Hour	\$350.00	All Applicable Products
<b>Business Systems Analyst</b>			
PS-BSA	Professional Services - Business Systems Analyst - Per Hour	\$350.00	All Applicable Products
<b>Client/Server Database Manager</b>			
PS-CSDM	Professional Services - Client/Server Database Manager - Per Hour	\$300.00	All Applicable Products
<b>Client/Server Network Architect</b>			
PS-CSNA	Professional Services - Client/Server Network Architect - Per Hour	\$400.00	All Applicable Products
<b>Data Security Analyst</b>			
PS-DSA	Professional Services - Data Security Analyst - Per Hour	\$225.00	All Applicable Products
PS-SDSA	Professional Services - Senior Data Security Analyst - Per Hour	\$275.00	All Applicable Products
<b>Technical Project Manager</b>			
PS-TPM	Professional Services - Technical Project Manager - Per Hour	\$300.00	All Applicable Products
PS-STPM	Professional Services - Senior Technical Project Manager - Per Hour	\$375.00	All Applicable Products
<b>Data Architect</b>			
PS-DA	Professional Services - Data Architect - Per Hour	\$300.00	All Applicable Products
PS-SDA	Professional Services - Senior Data Architect - Per Hour	\$350.00	All Applicable Products
<b>ERP Analyst</b>			
PS-ERP	Professional Services - ERP Analyst - Per Hour	\$450.00	All Applicable Products
<b>Graphics Specialist</b>			
PS-GS	Professional Services - Graphic Specialist - Per Hour	\$200.00	All Applicable Products
PS-SGS	Professional Services - Senior Graphic Specialist - Per Hour	\$250.00	All Applicable Products
<b>Network Engineer</b>			
PS-NE	Professional Services - Network Engineer - Per Hour	\$350.00	All Applicable Products
PS-SNE	Professional Services - Senior Network Engineer - Per Hour	\$400.00	All Applicable Products
<b>Information Assurance Engineer</b>			
PS-IAE	Professional Services - Information Assurance Engineer - Per Hour	\$350.00	All Applicable Products
PS-SIAE	Professional Services - Senior Information Assurance Engineer - Per Hour	\$400.00	All Applicable Products
<b>Senior Principle Advisor</b>			
PS-SPA	Professional Services - Senior Principle Advisor - Per Hour	\$500.00	All Applicable Products
PS-TRNG	Professional Services - Training 5 Day Bundle	\$15,000.00	All Applicable Products
PS-ENG	Professional Services - Software Engineering 5 Day Bundle	\$20,000.00	All Applicable Products

**Listing Of Local Public Bodies**

REFERENCE PARAGRAPH 29 OF THE SPECIAL PROVISIONS, "USE OF CONTRACTS BY OTHER PUBLIC BODIES." You may select those public bodies that this contract may be extended to; a "blank" will signify a "NO" response:

X	Alexandria Public Schools, VA	X	Manassas Park, Virginia
X	Alexandria Sanitation Authority	X	Maryland-National Capital Park & Planning Commission
X	Alexandria, Virginia	X	Maryland Transit Administration
X	Arlington County, Virginia	X	Metropolitan Washington Airports Authority
X	Arlington Public Schools, Virginia	X	Metropolitan Washington Council of Governments
X	Bladensburg, Maryland	X	Montgomery College
X	Bowie, Maryland	X	Montgomery County, Maryland
X	Charles County Public Schools, MD	X	Montgomery County Public Schools
X	College Park, Maryland	X	Northern Virginia Community College
X	Culpeper County, Virginia	X	Omni Ride
X	District of Columbia	X	Potomac & Rappahannock Trans. Commission
X	District of Columbia Courts	X	Prince George's County, Maryland
X	District of Columbia Public Schools	X	Prince George's County Public Schools
X	DC Water and Sewer Authority	X	Prince William County, Virginia
X	Fairfax County Water Authority	X	Prince William County Public Schools, VA
X	Fairfax, Virginia (City)	X	Prince William County Service Authority
X	Falls Church, Virginia	X	Rockville, Maryland
X	Fauquier County Government and Schools, Virginia	X	Spotsylvania County Schools, Virginia
X	Frederick, Maryland	X	Stafford County, Virginia
X	Frederick County Maryland	X	Takoma Park, Maryland
X	Gaithersburg, Maryland	X	Upper Occoquan Sewage Authority
X	Greenbelt, Maryland	X	Vienna, Virginia
X	Herndon, Virginia	X	Virginia Railway Express
X	Leesburg, Virginia	X	Washington Metropolitan Area Transit Authority
X	Loudoun County, Virginia	X	Washington Suburban Sanitary Commission
X	Loudoun County Public Schools	X	Winchester, Virginia
X	Loudoun County Sanitation Authority	X	Winchester Public Schools
X	Manassas, Virginia		
X	Manassas City Public Schools, Virginia		
X			
X			

**Complete and return this form with your proposal.**

Carahsoft Technology Corp.  
Vendor Name



**CAS SEVERN, INC.**

**Part I – Hardware, Sections C, D, F & H**

Type of Item	Minimum Percentage Discount Off Commercial MSRP
<b>Section C - Network Servers</b>	
HP Intel and Blade Servers	15-30%
IBM System X & Lenovo Servers - Intel and AMD	8-35%
Dell Servers	15-30%
<b>Section D - UNIX Based Systems/Workstations</b>	
IBM System P Servers - UNIX	15-30%
HP UNIX and Integrity Servers	10%
<b>Section F - Storage Devices, Servers and Solutions</b>	
IBM Enterprise Storage - XIV, DS8XXX and related	10-50%
IBM Mid-Range Storage - V7000, V5000 and related	10-35%
IBM Entry Level Storage - V3XXX and related	10-25%
HP Storage (all products - 3PAR, MSA, etc)	25-40%
Infinidat Hardware and Hardware Maintenance	10%
Pure Storage, Nimble Storage, or Tintri	8%
Nexsan Hardware and Hardware Maintenance	5%
<b>Section H - Computer, Network Products, Peripherals</b>	
IBM Network Hardware	20-30%
IBM Hardware Maintenance	2-5%
IBM Softlayer, BlueMix and Associated Maintenance	3%
Brocade SAN and Ethernet Hardware	30-40%
Brocade Maintenance	3%
Juniper Networking Hardware	30-40%
Juniper Maintenance	3%
Riverbed Hardware	30%
Riverbed Maintenance	3%
HP Maintenance	5%
Dell Maintenance	5%
HP Networking Products	10%

6201 Chevy Chase Drive, Laurel, MD 20707 800.252.4715 301.776.3400 Fax 301.776.3444 www.casservern.com

**Part II – Software**

	Type of Item	Minimum Percentage Discount Off Commercial MSRP
<i>Part II - Software</i>		
	IBM Passport Advantage Software - Academic	60%
	IBM Passport Advantage Software - Non-Academic	5-20%
	Other IBM Software	5%
	IBM Software Maintenance	3%
	Brocade Software	10%
	Brocade Maintenance	3%
	Juniper Software	10%
	Juniper Software Maintenance	3%
	Riverbed Software	30%
	Riverbed Software Maintenance	3%
	HP Software	15-30%
	HP Software Maintenance	5%
	Dell Software	5-10%
	Dell Software Maintenance	5%
	Actifio Software	10%
	Infinidat Software and Software Maintenance	5%
	Nexsan Software and Software Maintenance	5%

Part III – Associated Services

#	Job Class	Labor Category Description	Proposed Labor Rate
1	Associate Engineer (AE)	1-3 Years of Experience with Installation and Set up of Equipment	\$100/Hr
2	Engineer (EGR)	3-5 Years of Experience with design, configuration, implementation of servers, backup and recovery and storage	\$140/Hr
3	Subject Matter Expert (SME)	Minimum of 8 years experience with design, configuration and implementation with networks, servers, storage and backup/recovery	\$185/Hr
4	Consulting Subject Matter Expert (CSME)	Minimum of 10 years experience with design, configuration and implementation with networks, servers, storage and backup/recovery	\$195/Hr
5	Sr Consuling SME (SrCME)	Minimum of 15 years experience with design, configuration and implementation with networks, servers, storage and backup/recovery	\$220/Hr
6	Senior Architect SA)	Minimum of 10 years of Data Center Infrastructure Design and Implementation	\$220/Hr
7	Application Developer (AD)	Minimum of 10 years writing , testing and deploying custom software systems	\$140/Hr
6	Software Engineer (SE)	Performs systems and project analysis as necessary to design, integrate ,configure, deployment and testing of either Custom or COTS Software Systems.	\$185/Hr
7	Principle Consultant (PC)	Senior expertise in multiple disciplines. Up to 25 years of technical and/or management expertise	\$250/Hr
8	Project Manager (PM)	Minimum of 8 years experience with design, configuration and implementation and 2 years of Project Management experience	\$195/Hr
9	Imaging Cost	Custom Imaging Load	\$40/Laptop or Desktop or Server

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	Arlington Public Schools, Virginia		Metropolitan Washington Council of Governments
	Bladensburg, Maryland		Montgomery College
	Bowie, Maryland		Montgomery County, Maryland
	Charles County Public Schools, MD		Montgomery County Public Schools
	College Park, Maryland		Northern Virginia Community College
	Culpeper County, Virginia		Omni Ride
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	Frederick, Maryland		Stafford County, Virginia
	Frederick County Maryland		Takoma Park, Maryland
	Gaithersburg, Maryland		Upper Occoquan Sewage Authority
	Greenbelt, Maryland		Vienna, Virginia
	Herndon, Virginia		Virginia Railway Express
	Leesburg, Virginia		Washington Metropolitan Area Transit Authority
	Loudoun County, Virginia		Washington Suburban Sanitary Commission
	Loudoun County Public Schools		Winchester, Virginia
	Loudoun County Sanitation Authority		Winchester Public Schools
	Manassas, Virginia		
	Manassas City Public Schools, Virginia		

Complete and return this form with your proposal.

CAS Severn Inc  
\_\_\_\_\_  
Vendor Name

**CDW-G LLC**

<b>CDW-G Pricing Summary</b>	
<b>Product Type</b>	<b>Discount Schedule</b>
Accessories	5.50%
Power, Cooling & Racks	5.25%
Desktop Computers	3.25%
<b>HP &amp; Lenovo – Enhanced Discount- Desktops</b>	<b>5.50%</b>
Data Storage/Drives	5.25%
Enterprise Storage	6.00%
<b>NetApp EMC &amp; Nutanix - Enhanced Discount- Enterprise</b>	<b>9.00%</b>
Digital Imaging-Camera/Scanner	5.25%
Servers & Server Management	4.50%
<b>Cisco, HP, Lenovo, IBM &amp; Nutanix - Enhanced Discount- Servers</b>	<b>7.00%</b>
Services (CDW Delivered)	0.00%
Notebook/Mobile Devices	4.50%
<b>HP, Lenovo, Microsoft &amp; Panasonic - Enhanced Discount- Notebooks</b>	<b>6.50%</b>
NetComm Products	7.00%
<b>Cisco &amp; HP - Enhanced Discount- NetComm</b>	<b>10.00%</b>
Medical Carts/Office Equipment	7.50%
Printers	3.25%
<b>HP/Xerox - Enhanced Discount- Printers</b>	<b>5.25%</b>
Printer Supplies	5.00%
Services (3rd Party / OEM Delivered)	5.00%
Training (3rd Party / OEM Delivered)	5.00%
Software	5.50%
<b>Citrix, VMWare, Symantec &amp; Microsoft - Enhanced Discount-</b>	<b>8.50%</b>
Telephony	6.00%
Memory/System Components	15.00%
Video/Monitors/Cards/Projector	5.50%
Cables	17.00%

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CDW Government LLC

Vendor Name