

APPENDIX C – PRICING INDEX (per Amendment 4)

DIR-CPO-5687

Software (COTS) and Related Services

Brand	Category	Discount Off MSRP/List	Discount Off MSRP/List
1 - Software		2 – Related Services from Manufacturer	

NOTE: Maintenance and Support in For Some Brands is Based on Manufacturer Calculation of a % of the total Licenses cost and Customer Configuration

2Trust.AI	Software	2.00%	IT Professional Technical Services, Support and Training	2.00%
Abnormal AI	Cybersecurity Software	2.00%	NA	NA
Accela	Government Compliance Software	2.00%	IT Professional Technical Services, Support and Training	2.00%
Achievelt	Strategic Planning Software	5.00%	NA	NA
Acquia	SaaS / Content Management Solution	3.00%	IT Professional Technical Services and Support	4.00%
Acquia	SaaS / Content Management / Memory Optimized Annual Subscription	4.00%		
Adaptive Security	Software	10.00%	NA	NA
Adaptus	Cybersecurity Software	1.00%	IT Professional Technical Services, Support and Training.	5.00%
ADF Solutions, Inc.	Forensic Software	1.00%	IT Professional Technical Services, Support and Training	1.00%
Adobe	SaaS / Software Training and Development Solutions Maintenance and Support	5%	Maintenance and Support	5%
Adobe	Adobe Enterprise	10.00%	Maintenance and Support Plus IT Professional Technical Services	10%
Adobe	Value Incentive Plan (VIP) Education Membership / Large Government Accounts (LGA) Government Membership	11.00%	Maintenance and Support Plus IT Professional Technical Services	10%
Adobe	Value Incentive Plan (VIP) Government Membership	12%	Maintenance and Support Plus IT Professional Technical Services	10%
ADVO Logix	Case Management Software	2.00%	IT Professional Technical Services, Managed Services and Support	2%

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1 - Software			2 – Related Services from Manufacturer	

Aiden Technologies	Automation endpoint Management Solution Software	2.00%	NA	NA
AIRIA	SaaS / Space Optimization with Artificial Intelligence Software	10.00%	NA	NA
Airworks	Geospatial Intelligence Software Solution	8.00%	NA	NA
Aisera	Artificial Intelligence Solution for Service Management, Employee Experience and IT Operations Software	15.00%	Remote Management Services (Installation included)	50.00%
Akamai	Web Application Firewall Security Software	15.00%	Mobile Accelerator (GB) - per GB Delivered	15.00%
Alteryx, Inc.	Data Management Software	2.00%	Maintenance and Support Plus IT Professional Technical Services	2.00%
Ambient AI, Inc.	Software	2.00%	IT Professional Technical Services, Support and Training	2.00%
Anaplan	Planning, Budgeting, Forecasting Software	2.00%	IT Professional Technical Services, Support and Training	2.00%
Anomali	SaaS / Software Threat Intelligence Solution	3.00%	NA	NA
Anthropic	Software	2.00%	IT Professional Technical Services, Support	1.99%
Appgate	Zero Trust Network Access Security Software	10.00%	IT Professional Technical Services, Support	10.00%
Application Perfection	SaaS / Security and Access Manager Solution	10.00%	NA	NA
Apptio is now IBM	Technology Financial Management Solution	1.00%	IT Professional Technical Services, Support	1.00%
Arctic Wolf	SaaS / Managed Detection and Response (MDR) and Managed Risk-Cybersecurity Solution	5.00%	NA	NA
Arms Cyber Defense	Software	15.00%	NA	NA

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1 - Software		2 – Related Services from Manufacturer		
Asana	SaaS / Project Management Solution	2.00%	IT Professional Technical Services, Support	2.00%
Asimily	Software	2.00%	NA	NA
Authentic8	Software	5.00%	NA	NA
Authlogics	Software	2.00%	IT Professional Technical Services, Support	2.00%
Automox	SaaS / Patch Management Solution	2.00%	Training	2.00%
AutoRABIT	SaaS / Automated Release Management Solution (DevSecOps)	2.00%	IT Professional Technical Services, Support plus Implementation and success packages	2.00%
AvePoint	SaaS / Data Management Solution	2.00%	IT Professional Technical Services, Support	2.00%
Aviatrix	Cloud Networking and Security Management Software Solution	5.00%	IT Professional Technical Services, Support	2.50%
Avisare	SaaS / eProcurement Solution	3.00%	IT Professional Technical Services, Support	3.00%
Axiad	Software	2.00%	IT Professional Technical Services, Support	2.00%
Axonius	SaaS / Cybersecurity Asset Management Solution	35.00%	NA	NA
Backblaze	SaaS / Storage and Backup Solution	2.00%	NA	NA
Basis Technology	Integration and Automation for Digital Advertising processes Solutions (Artificial Intelligence Software)	1.74%	IT Professional Technical Services, Support	1.74%
Bastille Networks	Radio Frequency Detection and Wireless Intrusion Solution	15.00%	NA	NA
Beep	Software	2.00%	IT Professional Technical Services, Support	2.00%
BetterUp	SaaS / Leadership Coaching Solution	2.00%	NA	NA
BeyondTrust	SaaS / Privileged Access Management Solution	1.00%	IT Professional Technical Services, Support	1.00%
BigID	SaaS / Data Security, Privacy, Compliance, and Governance Solution	10.00%	IT Professional Technical Services, Support and Training	1.00%

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1 - Software		2 – Related Services from Manufacturer		
Black Kite	Software	2.00%	NA	NA
BlackBerry	Critical Event Management (CEM) UEM Value Added Services (VAS) Managed Security Service Provider (MSSP) Unified Endpoint Security (UES) Software Solution	4.00%	IT Professional Technical Services, Support	4.00%
Blackthorn	SaaS / Payment and Event Management Solution	0.50%	IT Professional Technical Services, Support	0.50%
Blackwire	Software	2.00%	IT Professional Technical Services, Support	2.00%
Blancco	Data Security Software	2.00%	NA	NA
Blocksi	SaaS / Internet Filtering Solution	5.00%	Training	5.00%
Blue Fusion	Data Connectivity / Web Browser Software	2.00%	IT Professional Technical Services, Connectors Packages plus Training	2.00%
Bluescape	Secure Collaboration Whiteboard Software	2.00%	NA	NA
Blynscy	Automated Roadway Maintenance and Asset Inventory Solution (Movement Data Intelligence Software)	10.00%	IT Professional Technical Services, Support	10.00%
Bonterra	SaaS / Grants Management Solution Software	2.00%	IT Professional Technical Services, Support	2.00%
Botcopy	Software	2.00%	IT Professional Technical Services, Support	2.00%
Box	SaaS / Content Management Solution	18.39%	IT Professional Technical Services, Support	5.00%
Brazen	SaaS / Human Resources and Recruitment Management Solution	5.00%	Recruitment marketing and Advertising services Technical Services	5.00%
Broadcom	SaaS / Software - Digital Transformation, IT Modernization and Cybersecurity Solutions.	2.00%	IT Professional Technical Services, Support and Training	2.00%
C3.ai	Software	2.00%	IT Professional Technical Services, Support and Training	2.00%

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Brand	Category	Discount Off MSRP/List	Discount Off MSRP/List
1 - Software		2 – Related Services from Manufacturer	
Campus Kaizen	SaaS / Case Management Solution	2.00%	IT Professional Technical Services, Support and Training
Canto	Software	2.00%	IT Professional Technical Services, Support and Training
Carahsoft	Software	1.00%	IT Professional Technical Services, Support and Training
Cardinality.ai	SaaS / AI-Driven Case Management, Citizen Engagement, Worker Productivity, Data-Driven insights, Record Management Solutions	30.00%	NA
Carto	Software	5.00%	IT Professional Technical Services, Support
Casebook	SaaS / Human Services / Social Services Platform Solution	6.00%	IT Professional Technical Services, Support
Cellebrite	SaaS / Digital Forensics Software Solution	1.00%	IT Professional Technical Services, Support
Celonis	SaaS / Process Mining Software Solution	1.00%	IT Professional Technical Services, Support and Training
Censys	SaaS / Exposure Management Platform Solution	10.00%	IT Professional Technical Services, Support
Center for Internet Security (CIS)	Cybersecurity Software Solution	2.00%	IT Professional Technical Services, Support
Centific	Software	2.00%	IT Professional Technical Services, Support
Chainalysis	Cryptocurrency Investigations Software Solution	14.00%	IT Professional Technical Services, Support
Chainguard	Software	2.00%	IT Professional Technical Services, Support
ChargePoint	Electric Vehicles (EV) Charging Stations Software Solution	5.00%	ChargePoint DC Support Annual Packages
Check Point	SaaS / Cybersecurity Complete Solutions plus Protection against Distributed Denial-of Service (DDoS) Attacks.	2.00%	IT Professional Technical Services, Support and Training

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Brand	Category	Discount Off MSRP/List		Discount Off MSRP/List
1 - Software			2 – Related Services from Manufacturer	

Chorus Intelligence	SaaS / Digital Intelligence and Investigation Solution plus its Open Source Intelligence (OSINT) Search and Analytics	15.00%	IT Professional Technical Services, Support	10.00%
Chronus	Software	2.00%	IT Professional Technical Services, Support	2.00%
Cimcor	Software	10.75%	IT Professional Technical Services, Support and Training	10.75%
Cision	Software	20.00%	IT Professional Technical Services, Support and Training	20.00%
Citian	Software	3.00%	NA	NA
Citibot	SaaS / Citizen Engagement Solution (Artificial Intelligence)	10.00%	IT Professional Technical Services, Support	5.00%
City Innovate / Authorium	SaaS / Grant, Procurement, Budgeting Management and Legislative Analysis Solution	2.00%	IT Professional Technical Services, Support	2.00%
Clariti Cloud (Formerly Cloud Academy)	SaaS / Streamline Community Development Processes Tool Solution (Back-Office Licenses - Portal Licenses)	3.53%	IT Professional Technical Services, Support	3.53%
Clear Skye	SaaS / Identity Governance and Administration (IGA) Solution	30.00%	NA	NA
Cloud Academy is now QA Ltd.	Digital Skills/Training Development Solution	10.00%	NA	NA
CloudBees	Automation for building, testing, and deployment of software, enabling faster and more reliable software delivery Solution	2.00%	IT Professional Technical Services, Support	2.00%
Cloudera	Data Lifecycle Management Solution Software	2.00%	IT Professional Technical Services, Support	2.00%
Cloudflare	Software	5.00%	IT Professional Technical Services, Support	5.00%
CloudNine	Software	10.00%	IT Professional Technical Services, Support	10.00%
Codoxo	Software	2.00%	IT Professional Technical Services, Support	2.00%

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Brand	Category	Discount Off MSRP/List	Discount Off MSRP/List
1 - Software		2 – Related Services from Manufacturer	
Cofense	SaaS / E-Mail Security and Phishing Protection Solutions	2.00%	NA
CogAbility	Robotic Process Automation Software	10.00%	IT Professional Technical Services, Support
Cohesity	Data Management Solution Software	2.00%	IT Professional Technical Services, Support
Cohere	Software	2.00%	NA
Collabware	Data Archiving, Discovery, and Compliance Software	2.00%	IT Professional Technical Services, Support
Collective Data	Software	2.00%	IT Professional Technical Services, Support
Collibra	SaaS / Data Management Solution	1.26%	IT Professional Technical Services, Support
Communication Devices	Software	2.00%	IT Professional Technical Services, Support
Commvault	SaaS / Data Archiving and Recovery Solution	2.00%	IT Professional Technical Services, Support and Training
ComplianceSeal	SaaS / Salesforce Security, Audit, Continuous Monitoring and Compliance Solution Platform	15.00%	IT Professional Technical Services, Support a
CompTIA	Software	2.00%	NA
Conga	SaaS / Contract Lifecycle Management Solution	4.00%	IT Professional Technical Services, Support
ContraForce	SaaS / Security Operations Platform for Microsoft Security (Hosted with Sentinel & Azure) Network Detection & Response Solutions	5.00%	NA
Conquest Technology Services LLC	Software	2.00%	IT Professional Technical Services, Support
Contrast Security	Software	2.00%	IT Professional Technical Services, Support
Copado	SaaS / Low-Code DevOps and Automated Testing Solution Platform	5.00%	IT Professional Technical Services, Support

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1 - Software		2 – Related Services from Manufacturer		
Coupa	SaaS / Enterprise procurement Business Spend Management Solution	5.00%	Annual Subscription for Base Coupa Support mandatory for every deployment (20% of ARR) Annual Subscription for Additional Support Professional (10% of ARR)	Based on Manufacturer Calculation and Customer Configuration
Coursera	SaaS / Online Training Courses Solution	2.00%	IT Professional Technical Services, Support	2.00%
Crashplan	Software	5.00%	IT Professional Technical Services, Support	5.00%
Crawford Technologies	Software	2.00%	IT Professional Technical Services, Support	2.00%
Credas	Software	2.00%	IT Professional Technical Services, Support	2.00%
Cribl	Software / SaaS Data Management and Security Solution which includes Risk Management Tools	2.00%	IT Professional Technical Services, Support	2.00%
Critical Start	SaaS / Cyber Risk Management Solution	5.00%	IT Professional Technical Services, Support	5.00%
CrowdStrike	SaaS / Endpoint Protection and Cybersecurity Solution	3.00%	IT Professional Technical Services, Support	3.00%
Culture Partners	Software	15.00%	NA	NA
Cvent	SaaS / Event Management Solution	2.00%	IT Professional Technical Services, Support and Training	2.00%
Cyara	SaaS / Customer Experience Assurance (CX) Solution	10.00%	NA	NA
CyberArk	Privileged Access Management Solution Software	6.00%	IT Professional Technical Services, Support and Training	6.00%
CyberReef	Internet Filtering Solution Software	1.00%	NA	NA
Cyberstar	Software	8.00%	NA	NA
Cybrary	SaaS / Cybersecurity Training and Skill Development	10.00%	NA	NA
CyCognito	SaaS / External Attack Surface Management Solution	10.00%	NA	NA

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1 - Software		2 – Related Services from Manufacturer		

Cyware	SaaS / Security Orchestration/ Automation Response Solution	10.00%	IT Professional Technical Services, Support	2.00%
Cyxtera	SaaS / Data Center Services Solution	2.00%	NA	NA
Dark Sky	Software	10.00%	IT Professional Technical Services, Support and Training	10.00%
Darwin AI	Software	2.00%	NA	NA
Darzin	SaaS / Stakeholder Management Solution	2.00%	IT Professional Technical Services, Support and Training	2.00%
DataBee	Software	2.00%	IT Professional Technical Services, Support and Training	2.00%
Databricks	SaaS /Data Management Solution	1.00%	IT Professional Technical Services, Support	1.00%
Datadog	Software and SaaS	2.00%	IT Professional Technical Services, Support	2.00%
Dataiku	Data Science Lifecycle Management Software	2.00%	IT Professional Technical Services, Support and Training	2.00%
DataSnipper	Software	2.00%	NA	NA
Deceptio.ai	Software	2.00%	NA	NA
Decision Lens	SaaS / Integrated Planning and Decision Making Management Solution	5.00%	IT Professional Technical Services, Support and Training	5.00%
DeleteMe	Software	2.00%	NA	NA
DigitSec	SaaS / Salesforce Security Solution	5.00%	IT Professional Technical Services, Support and Training	5.00%
Diligent	Software	2.00%	IT Professional Technical Services, Support and Training	2.00%
District 4 Labs	Software	2.00%	NA	NA
DocuSign	SaaS / Electronic Signature and Contract Lifecycle Management Solutions	2.70%	IT Professional Technical Services, Support and Training	2.70%
Druva	SaaS and Software / Data Protection and Management Solution	2.00%	IT Professional Technical Services, Support	2.00%

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Brand	Category	Discount Off MSRP/List			Discount Off MSRP/List
1 - Software			2 – Related Services from Manufacturer		

Dtex Systems	SaaS / Insider Threat Management Solution	5.00%	NA		NA
Dyna Software	SaaS / Finite Element Analysis (FEA)	10.00%	Annual Support		10.00%
eCare Vault	SaaS / Public Sector Workforce Management Solution	2.00%	IT Professional Technical Services, Support and Training		2.00%
Eclysium	Security for IT infrastructure from firmware-based attacks Solution Software (ScanManagement)	5.00%	IT Professional Technical Services, Support and Training		5.00%
Edbrix, Inc.	SaaS / Content Management Solution	2.00%	IT Professional Technical Services, Support and Training		2.00%
eGain	Software	1.74%	IT Professional Technical Services, Support and Training		5.00%
Elastic	SaaS / Data Management Solution	2.00%	IT Professional Technical Services, Support and Training		2.00%
Empyra	Software	3.00%	IT Professional Technical Services, Support and Training		3.00%
Engageware	SaaS / Appointment Scheduling and Kiosk Management Solution	2.00%	NA		NA
Enhanced Ballot	SaaS / Electronic Ballot Marking and Delivery Solution	2.00%	IT Professional Technical Services, Support		2.00%
EnterpriseDB	Database Management Software Solution	3.00%	IT Professional Technical Services, Support		3.00%
Entrust	Identity and Data Protection Software Solutions	2.00%	IT Professional Technical Services, Support and Training		2.00%
Envoy	Software	2.00%	IT Professional Technical Services, Support and Training		2.00%
e-PlanSoft	Licensing/Project Management Software Solution	2.00%	IT Professional Technical Services, Support and Training		2.00%
Equifax	Software	2.00%	IT Professional Technical Services, Support		2.00%
Euna Solutions, Inc.	Revenue generating, planning, and management software.	2.00%	IT Professional Technical Services, Support		2.00%
Everlaw	Software	5.50%	NA		NA
Exabeam	Security Log Management	2.00%	IT Professional Technical Services, Support		2.75%

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Brand	Category	Discount Off MSRP/List	Discount Off MSRP/List
1 - Software		2 – Related Services from Manufacturer	
Experian	SaaS / Credit Reporting Solution	15.00%	IT Professional Technical Services, Support 15.00%
Exterro	eDiscovery and Digital Forensics Solution Software	5.00%	IT Professional Technical Services, Support and Training 5.00%
ExtraHop	SaaS and Software / Network Detection and Response Solution Software	2.00%	IT Professional Technical Services, Support 2.00%
F5	SaaS / Application Delivery, Performance & Security Solution (Distributed Cloud CDN)	3.00%	IT Professional Technical Services, Support and Training 5.00%
F5	Application Delivery, Performance & Security Solution Software (Other Solutions)	5.00%	IT Professional Technical Services, Support and Training 5.00%
Fidelis Network	SaaS / Advanced Threat Detection and Response Solution	2.00%	IT Professional Technical Services, Support 2.00%
Field2Base	SaaS / Digital Forms Automation Solution	5.00%	IT Professional Technical Services, Support and Training 5.00%
First Due	Software	1.00%	IT Professional Technical Services, Support and Training 1.00%
First to Invest	Software	20.00%	NA NA
Five9	SaaS / Cloud Contact Center Solutions	7.00%	IT Professional Technical Services, Support and Training 7.00%
Flashpoint-Echosec	SaaS / CyberThreat Intelligence Solution	2.00%	IT Professional Technical Services, Support 2.00%
Flexera	Asset Management & IT Visibility Solution Software	3.00%	IT Professional Technical Services, Support 3.00%
Flosum	SaaS / End-To-End Development Lifecycle management (DevOps for Salesforce)	2.00%	IT Professional Technical Services, Support 2.00%
FM:Systems	SaaS / Integrated Workplace Management Platform Solution	2.00%	IT Professional Technical Services, Support 2.00%
ForceBrain	SaaS / Appointment & Event Scheduling Management Solution	2.00%	NA NA

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1 - Software		2 – Related Services from Manufacturer	

Forcepoint	Data Security Management Solution Software	2.00%	IT Professional Technical Services, Support and Training	2.00%
Forescout	Network Visibility Solution Software	2.00%	IT Professional Technical Services, Support	2.00%
Forerunner	Software	15.00%	NA	NA
FormAssembly	SaaS / Data Collection Platform Solution	2.00%	IT Professional Technical Services, Support and Training	2.00%
Formstack Platform	SaaS / Workflow Automation Solution	2.00%	NA	NA
Fortinet	Cybersecurity Software Solutions	10.00%	IT Professional Technical Services, Support	10.00%
Fortra	SaaS and Software / Cybersecurity Complete Solution	2.00%	IT Professional Technical Services, Support	2.00%
Forward Networks	Software	2.00%	IT Professional Technical Services, Support	2.00%
Fulcrum	SaaS / Field Inspection Management Solution	2.00%	IT Professional Technical Services, Support and Training	2.00%
Fusion	Electronic Health Record (HER) Software Solution System	5.00%	IT Professional Technical Services, Support and Training	5.00%
Genesys Communications	SaaS / Contact Center Solution	1.25%	IT Professional Technical Services, Support	1.25%
GeoSolutions	Geographic Information Systems (GIS) Software Solutions	5.00%	Maintenance, Support and Training	10.00%
Gimmel	Records Management Solution Software	5.00%	IT Professional Technical Services, Support and Training	5.00%
GitLab	Software and SaaS	1.50%	IT Professional Technical Services, Support and Training	1.50%
GL Solutions	SaaS / Regulatory Management Solutions	2.00%	IT Professional Technical Services, Support and Training	2.00%
Glean	Software	2.00%	IT Professional Technical Services, Support and Training	2.00%
Grammarly	Software	2.00%	NA	NA
Granicus	SaaS / Digital Civic Engagement Management Solutions	4.25%	(GXG) IT Professional Technical Services, Support and Training	4.25%

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1 - Software		2 – Related Services from Manufacturer		

Gravel Road	SaaS / Cybersecurity Solutions	1.00%	NA	NA
GreyNoise	SaaS / Cybersecurity Solutions	2.00%	NA	NA
HackerOne	SaaS / Resistance Management Solution	3.00%	NA	NA
Halcyon	SaaS / Anti-Ransomware Solution	3.00%	NA	NA
Hazel AI	Software	2.00%	NA	NA
Hexalytics	Higher ED Analytics Software Solution	2.00%	IT Professional Technical Services, Support	2.00%
Hiper	Enterprise Resource Planning (ERP) and Software as a Service (SaaS) solutions for local government operations (Data Driven Solutions)	2.00%	NA	NA
Hootsuite Media	SaaS / Social Media Management Solution (To create, schedule, and publish content across multiple social media platforms from a single dashboard.)	2.70%	IT Professional Technical Services, Support and Training	2.70%
Horizon3.ai	SaaS / Autonomous Penetration Testing Solution (Identify and fix security weaknesses in their network)	2.00%	NA	NA
HPE	Hewlett Packard Enterprise provides Infrastructure Solution Software that helps businesses manage, connect, protect, analyze, and act on their data and applications across various environments, from edge to cloud.	2.00%	IT Professional Technical Services, Support	2.00%
Human Security	SaaS / Cyber Security Solution (Protecting against bot attacks and online fraud)	5.00%	NA	NA
HYCU	SaaS / Data Protection, Backup and recovery Management Solution	7.00%	IT Professional Technical Services, Support	7.00%

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iboss	Cyber Security Software Solution (Zero Trust Security)	26.00%	IT Professional Technical Services, Support	26.00%
ID.me	SaaS / Secure Access Technology Solution	5.00%	NA	NA
Identity Automation	SaaS / Identity Management Solution	5.00%	IT Professional Technical Services, Support	5.00%
Illumio	Cyber Security Software Solution (Zero Trust Security)	3.50%	IT Professional Technical Services, Support	3.50%
Incapsulate	SaaS / Case Management Solution	1.00%	Implementation Services (per hour), Managed Services to support SaaS Bronze and Silver	1.00%
Incapsulate	SaaS / Case Management Solution (Digital Government Toolbox)	2.00%	NA	NA
Incapsulate	SaaS / Case Management Solution	5.00%	NA	NA
Incapsulate	SaaS / Case Management Solution (311 Core Capsule serving Population up to 1,000,000)	10.00%	311 Core Capsule Implementation Services Offsite (per hour)	1.00%
Incident IQ	Help Desk Software for IT, Assets, and Facilities Management Solution	2.00%	IT Professional Technical Services, Support	2.00%
Incident IQ	Add-On Help Desk Software for IT, Assets, and Facilities	2.00%	IT Professional Technical Services, Support	2.00%
Incode	Software	15.00%	IT Professional Technical Services, Support	10.00%
Infoblox	Automation and Security Solutions Software	3.00%	IT Professional Technical Services, Support	3.00%
Infor	SaaS / Enterprise Resource Planning Solution	7.00%	NA	NA
Informatica	Data Processing and Management Solution Software that extract, transform, and load (ETL) data from various sources, ultimately creating a unified view of their data. (Artificial Intelligence)	2.00%	IT Professional Technical Services, Support	2.00%

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1 - Software			2 – Related Services from Manufacturer	

Innive	Education Statistics Software Solution	2.00%	IT Professional Technical Services, Support	2.00%
InQuisient	SaaS / Asset Management Solution	3.00%	IT Professional Technical Services, Support	3.00%
Interactive Data	Software	1.96%	IT Professional Technical Services, Support	1.96%
Intercede	Software	2.00%	IT Professional Technical Services, Support	2.00%
Interos	SaaS / Risk Assessment and Monitoring Management Solution	2.00%	IT Professional Technical Services, Support	2.00%
Intuition Machines	Software	2.00%	IT Professional Technical Services, Support	2.00%
Invicti	SaaS and Software / Application Security Lifecycle Management Solution	10.00%	IT Professional Technical Services, Support	5.00%
Iris AI	Software	2.00%	IT Professional Technical Services, Support	2.00%
IronNet	SaaS and Software / Cybersecurity Solutions	10.00%	NA	NA
Island	Software	2.00%	NA	NA
Ivanti	IT Infrastructure Management and Devices Security Solution Software	3.50%	IT Professional Technical Services, Support	2.50%
IVIX Tech	Software	2.00%	NA	NA
Jama	Development Lifecycle Requirements Management Software	2.00%	IT Professional Technical Services, Support	2.00%
Jump Technology	Software	2.00%	IT Professional Technical Services, Support	2.00%
Juniper	IT Infrastructure Solutions Software	2.00%	IT Professional Technical Services, Support	2.00%
Kaizen Labs	Software	10.00%	IT Professional Technical Services, Support	100.00%
Keeper Security	Password Management and Privileged Access Management Solution Software	10.00%	NA	NA
Kinetic Data	Software	10.00%	IT Professional Technical Services, Support	10.00%
Kion	Automated Cloud Operations Management Software	2.00%	IT Professional Technical Services, Support	2.00%

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Software (COTS) and Related Services

Brand	Category	Discount Off MSRP/List		Discount Off MSRP/List
1 - Software		2 – Related Services from Manufacturer		
Kiteworks	Regulatory Compliance Solution Software	10.00%	NA	NA
KnowBe4	Software	5.00%	NA	NA
Koat.ai	Software	2.00%	IT Professional Technical Services, Support and Training	2.00%
Kore.ai	Enterprise Conversational Artificial Intelligence Software	2.00%	NA	NA
Kovr.ai	Software	2.00%	IT Professional Technical Services, Support and Training	2.00%
KPMG	SaaS / Data Management Solution Platform	5.00%	IT Professional Technical Services, Support	5.00%
KrakenD	Software	10.00%	IT Professional Technical Services, Support	10.00%
Kyriba	SaaS and Software / Treasury Management Solutions	2.00%	IT Professional Technical Services, Support	2.00%
Lambent	Space Management Platform Solution Software	10.00%	IT Professional Technical Services, Support and Training	20.00%
Launchpad	Workforce Management Solutions Software	2.00%	IT Professional Technical Services, Support and Training	10.00%
Leadership Connect	Public Affairs Solution Software	2.00%	NA	NA
Leaptree	Contact Center Solution Software	15.00%	IT Professional Technical Services, Support	15.00%
Leostream	Remote Desktop Access Solution Software Platform	2.00%	NA	NA
Lilt	Software	2.00%	IT Professional Technical Services, Support and Training	2.00%
Lineaje	SaaS / Supply Chain Security Management Solution	10.00%	NA	NA
LinkedIn Corporation	SaaS / Training and Development Solution	1.00%	NA	NA
LiveAction	Network Performance Solution Software	3.00%	IT Professional Technical Services, Support and Training	3.00%

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Brand	Category	Discount Off MSRP/List		Discount Off MSRP/List
1 - Software		2 – Related Services from Manufacturer		
LMS365 is now Zensai	Learning Management Solution Software	3.00%	NA	NA
LogicMonitor	Monitoring and Observability Solution Software	2.00%	IT Professional Technical Services, Support	2.00%
Lookout	Mobile Security Management Solution Software	2.00%	IT Professional Technical Services, Support	2.00%
Lucid	Visual Collaboration Management Solution Software	2.00%	NA	NA
Magnet Forensics	Digital Forensics Solution Software	1.00%	IT Professional Technical Services, Support	1.00%
MariaDB	Software	2.00%	IT Professional Technical Services, Support	2.00%
Mckinsey and Co	Program and Change Management Software	2.00%	IT Professional Technical Services, Support	2.00%
Menlo	Cloud Security Platform Solution Software	10.00%	IT Professional Technical Services, Support	3.00%
Micro Focus is now OpenText	Enterprise Security Solution Software	2.00%	IT Professional Technical Services, Support	2.00%
Micro Focus is now Rocket	Enterprise Security Solution Software	2.00%	IT Professional Technical Services, Support	2.00%
Mimecast	Email Security Solution Software	2.00%	IT Professional Technical Services, Support	2.00%
Mimic Networks	Software	2.00%	IT Professional Technical Services, Support	2.00%
MixMode	Artificial Intelligence for Threat Detection Solution Software	2.00%	NA	NA
Moot	Cyber Security Management Solution and Ecommerce Software	2.00%	NA	NA
Motive	Software	7.00%	IT Professional Technical Services, Support	2.00%
MoveWorks	Automate Tasks / Accessing information and support across various business applications Solution Software. (AI Platform)	2.00%	NA	NA
Multitude Insights	Software	5.00%	IT Professional Technical Services, Support	5.00%

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1 - Software		2 – Related Services from Manufacturer		
MURAL	Visual collaboration Solution Software Platform	2.00%	NA	NA
Mutare	Software	2.50%	IT Professional Technical Services, Support	2.50%
Myota	Software	2.00%	NA	NA
Navjoy	Software	10.00%	IT Professional Technical Services, Support	5.00%
Nearmap	GIS / Mapping Solution Software (Aerial Imagery)	7.00%	NA	NA
NEOGOV	Government Human Resources Management Solution Software	1.25%	IT Professional Technical Services, Support	1.25%
NetDocuments	Software	2.00%	IT Professional Technical Services, Support	2.00%
NetImpact	Digital Dexterity Software Solutions	2.00%	IT Professional Technical Services, Support	2.00%
NETSKOPE	SaaS / Security and Network Solutions	2.00%	Training (Discount based on package)	6% or 12%
Netrise	Software	2.00%	IT Professional Technical Services, Support	2.00%
Neumo	Software	1.00%	IT Professional Technical Services, Support	1.00%
NeuroSoph	Software	3.25%	IT Professional Technical Services, Support	3.25%
Neustar	Software	15.00%	NA	NA
New Relic	SaaS / Application Platform Monitoring Solution	3.00%	NA	NA
Nintex	Workflow Automation Solution Software	2.00%	IT Professional Technical Services, Support	2.00%
NowSecure	Mobile Application Security Solution Software	5.00%	IT Professional Technical Services, Support and Training	5.00%
nSide	Software	2.00%	IT Professional Technical Services, Support and Training	2.00%
Nucleus	Software	5.00%	NA	NA
Nutanix	SaaS and Software IT Infrastructure Management Solutions	5.00%	IT Professional Technical Services, Support	3.00%

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1 - Software			2 – Related Services from Manufacturer	

Nuvolo	Facilities Management Solution Software	5.00%	IT Professional Technical Services, Support	3.00%
Odaseva	Data Storage Solution Software	8.00%	NA	NA
Okta	SaaS and Software / Identity Management Solution Software (Cloud Security)	1.00%	IT Professional Technical Services, Support	1.00%
OlaTech	Software	2.00%	IT Professional Technical Services, Support	2.00%
Omnissa	SaaS and Software / IT Infrastructure and Virtualization Solutions	2.00%	IT Professional Technical Services, Support	2.50%
OneBlink	Software	2.00%	IT Professional Technical Services, Support	2.00%
OneStream	Software	2.00%	IT Professional Technical Services, Support	2.00%
OpenTeams	Software	10.00%	IT Professional Technical Services, Support	10.00%
Opexus	Data Discovery and Process Management Solution Software	5.00%	IT Professional Technical Services, Support	2.00%
Opswat	Critical Infrastructure Cybersecurity Management Solution Software	2.50%	NA	NA
Orbital Insight	SaaS and Software / Geospatial Data Analytics Solution	6.00%	IT Professional Technical Services, Support	6.00%
Orca Security	SaaS / Cloud Security Solutions	5.00%	NA	NA
OutSystems	Application Development Solution Software	2.00%	NA	NA
Outreach Technology & Learning Solutions	Software	2.00%	IT Professional Technical Services, Support	2.00%
Own (previously OwnBackup)	SaaS / Data Backup and Security Management Platform Solution	2.50%	NA	NA
Palo Alto Networks	SaaS and Software / Comprehensive Network	10.00%	IT Professional Technical Services, Support	10.00%
PagerDuty	Software	7.00%	IT Professional Technical Services, Support	7.00%
Panopto	Software	2.50%	IT Professional Technical Services, Support	2.50%

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1 - Software		2 – Related Services from Manufacturer	

Pathlock	Application Governance Solution Software	5.00%	NA	NA
Paylt	SaaS and Software / Digital Government Platform and Transaction Fee Solutions	5.00%	IT Professional Technical Services, Support	5.00%
PaymentWorks	Vendor Management Solution Software	2.00%	IT Professional Technical Services, Support	2.00%
PC Matic	SaaS / Antivirus, Endpoint Security & Application Allowlisting also known as whitelisting Solution	15.00%	NA	NA
Peregrine Technologies	SaaS / Advanced Data Analytics Solution Platform	33.85%	IT Professional Technical Services, Support	2.00%
Permuta Technologies	Workforce Management Solution Software	9.00%	IT Professional Technical Services, Support and Training	2.00%
Persona	Software	2.00%	IT Professional Technical Services, Support and Training	2.00%
Ping	Access Security Software and Identity Management Solution Software	1.50%	NA	NA
Planet Technologies	Training Solution Software	2.00%	IT Professional Technical Services, Support and Training	2.00%
Platcore	Learning Management Solutions Software	1.00%	IT Professional Technical Services, Support and Training	1.00%
Plum Identity	Software	2.00%	NA	NA
Polco	Community Engagement and Data Insights Software Solution Platform	4.00%	NA	NA
Precisely	Software	2.00%	IT Professional Technical Services, Support	2.00%
Prism	Software	2.00%	NA	NA
Procore	Construction Project Management Solution Software	3.27%	IT Professional Technical Services, Support	3.27%
Progress – Chef	Security/Configuration/Audit Management Solution Software (DevOps)	1.00%	IT Professional Technical Services, Support	1.00%

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1 - Software		2 – Related Services from Manufacturer	

Project Hosts	StateRAMP Compliances Security Compliance Management Solution Software	2.00%	IT Professional Technical Services, Support	2.00%
Promise	Enrollment Management Solution Software	2.00%	IT Professional Technical Services, Support	2.00%
Proofpoint	SaaS / Enterprise Security Solution	3.00%	IT Professional Technical Services, Support	3.00%
Proponisi	Software	2.00%	IT Professional Technical Services, Support	2.00%
ProStar Geocorp	Software	2.50%	IT Professional Technical Services, Support	2.50%
Proven Optics	IT Financial Management (ITFM) Technology Business Management (TBM) Solution Software	1.00%	IT Professional Technical Services, Support	1.00%
PublicInput	Software	2.00%	IT Professional Technical Services, Support	2.00%
Puppet	Configuration and Automation Management Solution Software Tool	6.00%	IT Professional Technical Services, Support	6.00%
Qanapi	Software	5.00%	IT Professional Technical Services, Support	5.00%
Qliktech	Analytics and Data Integration Solution Software Platform (AI)	0.75%	IT Professional Technical Services, Support and Training	0.75%
QoS Networking	Software	5.00%	IT Professional Technical Services, Support and Training	5.00%
Qualtrics	SaaS / Online survey tool (Create, Distribute and Analyze) Experience Management (XM) Solution platform	2.00%	Experience Management (XM) for Gov – Core Success Packages / Maintenance and Support % Cost of overall License Cost	Based on Manufacturer Calculation and Customer Configuration
Qualtrics	SaaS / Online survey tool (Create, Distribute and Analyze) Experience Management (XM) Solution platform	2.00%	IT Professional Technical Services, Support	2.82%
Qualys	Cybersecurity Visual collaboration and Vulnerability, Compliance and Monitoring Management Solution Software	2.00%	NA	NA

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1 - Software			2 – Related Services from Manufacturer	

Queue-It	Website Traffic Management Software Solution (Virtual Waiting Room)	2.00%	IT Professional Technical Services, Support	2.00%
Quzara	SaaS / Compliance and Cybersecurity Solution	2.00%	Managed Detection & Response (MDR), Continuous Monitoring, and FedRAMP Advisory Services	2.00%
Rackspace	Cloud Optimizing and Management Solution Software for Government	2.00%	IT Professional Technical Services, Support	2.00%
RAD Security	Software	20.00%	IT Professional Technical Services, Support	20.00%
Radiant Logic	Software	2.00%	IT Professional Technical Services, Support	2.00%
RangeForce	Self-paced Cybersecurity Training Software Solution Platform (Using Realistic Simulations and Hands-on-Exercises)	25.00%	NA	NA
Rapid7	Cybersecurity Vulnerabilities Management Solution Software (APPLICATION PENETRATION TESTING)	3.00%	IT Professional Technical Services, Support plus Application Penetration Testing Services	3.00%
Ready.net	Software	2.00%	IT Professional Technical Services, Support	2.00%
ReciteMe	Software	2.00%	IT Professional Technical Services, Support	2.00%
Recorded Future	Cybersecurity Threat Intelligence Software Solution Platform	3.00%	IT Professional Technical Services, Support	3.00%
RedHat	Software (non-subscription)	25.00%	Training (Subscription and Onsite) Onsite Training	15%
Red Hat	Software (subscription)	4.25%	IT Professional Technical Services, Support	4.25%
REI systems	Grants and Case Management Software Solutions For Government	2.00%	IT Professional Technical Services, Support	2.00%
Relativity	Investigation, litigation and Compliance Data Management Software Platform (eDiscovery)	5.00%	IT Professional Technical Services, Support	2.00%
Resemble AI	Software	5.00%	IT Professional Technical Services, Support and Training	2.00%

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Brand	Category	Discount Off MSRP/List		Discount Off MSRP/List
1 - Software			2 – Related Services from Manufacturer	

Resource X	Priority Based Budgeting (PBB) Software Platform Solution	2.00%	NA	NA
Riverbed Technology	SaaS / Optimizing Application and Network performance Management Solution (WAN optimization, SD-WAN)	2.00%	IT Professional Technical Services, Support and Training	2.00%
Revir Technologies	Software	1.00%	IT Professional Technical Services, Support and Training	1.00%
RideCo	Software	2.00%	IT Professional Technical Services, Support and Training	2.00%
Roundtrip Health	Patient Transportation Management Solution Software	10.00%	IT Professional Technical Services, Support	10.00%
Routeware	Software	1.00%	IT Professional Technical Services, Support	1.00%
RSA	Digital Risk Management Solutions Software	2.00%	IT Professional Technical Services, Support	2.00%
RSM	State and Local Government Case, Grants Management plus Disease Management and Surveillance Software Solution Systems	5.00%	IT Professional Technical Services, Support	10.00%
Rubrik	Cybersecurity Data Management, Backup, Recovery, and Data protection Solution Software	7.00%	IT Professional Technical Services, Support and Training	7.00%
RunZero	Cybersecurity Total Attack Surface and Exposure Management Solution Software	2.00%	NA	NA
SailPoint	SaaS and Software Identity Management Solution	2.00%	IT Professional Technical Services, Support	2.00%
Salesforce	SaaS / Public Sector Customer Relationship Management (CRM), Plus Data, Sales Operations, Marketing Campaigns Management Solutions	2.00%	IT Professional Technical Services, Support	2.00%
Sandvine	Law Enforcement Analysis Solution Software	15.00%	NA	NA

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1 - Software			2 – Related Services from Manufacturer	

SANS	SaaS / Cybersecurity Training Solutions (Engagement Materials Pack)	0.75%	IT Professional Technical Services, Support	0.75%
SANS	SaaS / Cybersecurity Training Solutions	2.00%	NA	NA
SANS	SaaS / Cybersecurity Training Solutions (End-user Security Awareness Training and Knowledge Assessment, Phishing, Stand Alone Phishing, Healthcare Security Awareness, Cyber Culture Assessment)	15.00%	NA	NA
SAP	SaaS / Enterprise Resource Planning Solutions	11.00%	IT Professional Technical Services, Support	1.00%
SAS Institute	Software	1.30%	IT Professional Technical Services, Support	22.00%
Saviynt	Software	5.75%	IT Professional Technical Services, Support	5.75%
Sayari	Software	2.00%	NA	NA
Scribe Security	Software	2.00%	NA	NA
S-Docs	Document Automation & E-Signature for Salesforce Solution Software	0.75%	Template Building Technical Services	10.00%
SearchBlox	Software	2.00%	IT Professional Technical Services, Support	5.00%
Sectigo	Software	2.00%	IT Professional Technical Services, Support	2.00%
Secured Communications	SaaS / Collaboration Solution that Safeguards information exchanged between parties by employing various techniques like encryption, authentication, and access control, ensuring data confidentiality and integrity. (Licenses Minimum Discount for 1-99 users) *Additional Volume Discounts available based on Number of Users	2.00%	IT Professional Technical Services, Support	2.00%

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Brand	Category	Discount Off MSRP/List		Discount Off MSRP/List
1 - Software			2 – Related Services from Manufacturer	

Security Compass	Security and Compliance by Design Threat Management and Risk Assessment Platform Solutions Software	2.00%	NA	NA
Security Scorecard	Software	2.00%	NA	NA
Seerist	Security, Threat, and Risk Intelligence Platform Solutions Software	10.00%	NA	NA
Semperis	Active Directory Identity Threat Detection, Prevention and Recovery Solution Software / Unit	10.00%	NA	NA
Semperis	Active Directory Identity Threat Detection, Prevention and Recovery Solution Software / Bundle	20.00%	NA	NA
SentinelOne	Software	2.00%	IT Professional Technical Services, Support	2.00%
Sepio	Software	8.00%	NA	NA
Server General	Software	5.00%	NA	NA
Serenity EHS	Environmental Health and Safety (EHS) Requirements Management AI-Powered Solution Software System	5.00%	NA	NA
ServiceNow	SaaS / IT Service Management (ITSM) Solution	1.00%	IT Professional Technical Services, Support	1.00%
Shiftsmart	Workforce Management Solution Software	2.00%	IT Professional Technical Services, Support and Training	2.00%
SimpliGov	Software	9.50%	IT Professional Technical Services, Support	9.50%
Simplr	SaaS / Employee Experience Solution	1.00%	IT Professional Technical Services, Support	1.00%
SimSpace	Software	2.00%	IT Professional Technical Services, Support	2.00%
SixMap	Software	2.00%	NA	NA
Skuid	Low-Code Development Software Solution Platform	2.00%	IT Professional Technical Services, Support	2.00%

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Brand	Category	Discount Off MSRP/List	Discount Off MSRP/List
1 - Software		2 – Related Services from Manufacturer	

SmartSheet	SaaS / Work Management Solution Platform	2.00%	IT Professional Technical Services, Support	2.00%
SmiForce	Software	2.00%	NA	NA
SockPuppet	Software	2.00%	IT Professional Technical Services, Support	2.00%
Socure	SaaS and Software / Identity Proofing & Fraud Prevention Solution	2.00%	IT Professional Technical Services, Support	2.00%
SOFware	Software	3.00%	NA	NA
SolarWinds	SaaS and Software / Network Management Solution	5.00%	IT Professional Technical Services, Maintenance and Support	2.00%
Sonar Source	Software	2.00%	NA	NA
SonicCloud	Desktop Hearing Personalization Solution S	15.00%	NA	NA
Sophos	Cybersecurity Protection against threats, Malware, Ransomware and Phishing Solution Software	2.00%	NA	NA
Splunk	Software	1.50%	IT Professional Technical Services, Support	1.50%
Sprout Social	Social Media Platforms Management Solution Software	12.00%	IT Professional Technical Services, Support	2.00%
SpyCloud	Cybersecurity Threat Intelligence Solution Software	2.00%	IT Professional Technical Services, Support	2.00%
SteadyIQ	Software	2.00%	IT Professional Technical Services, Support	2.00%
Submittable	Grants Application Management Solutions Software For Government	10.00%	IT Professional Technical Services, Support	10.00%
SuccessKPI	Contact Center Performance Analytics and Automation Solution Software	2.00%	IT Professional Technical Services, Support	2.00%
Sumo Logic	Data Management and Log Analytics	5.00%	Premium Support	5.00%
Sumo Logic	Solution Platform Software (Enterprise Operations)	5.00%	IT Professional Technical Services, Support and Training	10.00%

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Brand	Category	Discount Off MSRP/List	Discount Off MSRP/List
1 - Software		2 – Related Services from Manufacturer	

Sumo Logic		5.00%	AWS QuickStart	25.00%
Switchboard Live Inc.	Software	2.00%	IT Professional Technical Services, Support	2.00%
Synergy Sky	Video Conferencing Equipment Bridge Solution Software Platform	2.00%	IT Professional Technical Services, Support	2.00%
Sysdig	Software	2.00%	NA	NA
TAMR	Data Mastering Management Software Platform	10.00%	IT Professional Technical Services, Support (TAMR-GOV-ADVANCED-SUPPORT)	10.00%
TAMR	Data Mastering Management Software Platform	10.00%	TAMR CORE Hourly IT Professional Technical Services	15.00%
TAMR	Data Mastering Management Software Platform (CUSTOMER HOSTED and MANAGED)	25.00%	NA	NA
Tanium	SaaS / Endpoint Management Solution	4.00%	IT Professional Technical Services, Support	4.00%
TeamMate/Wolters Kluwer	SaaS/ Audit Management Solutions	10.00%	IT Professional Technical Services, Support	10.00%
TeamWorx	Software	2.00%	IT Professional Technical Services, Support	2.00%
Tecnic	Login Two-factor authentication for desktops, laptops and servers Software Solution	1.00%	IT Professional Technical Services, Support	1.00%
Thentia	Government Regulatory, Licensing, Compliance Management Solution Software	2.00%	Change Request Services	2.00%
ThoughtFarmer	Intranet Software Implementation Solution Software	10.00%	IT Professional Technical Services, Support	10.00%
ThoughtSpan	Software	2.00%	IT Professional Technical Services, Support	2.00%
ThreatER	Software	2.00%	IT Professional Technical Services, Support	2.00%
ThreatLocker	Software	2.00%	NA	NA
Tines	Software	2.00%	NA	2.00%
Torq Technologies	Software	2.00%	IT Professional Technical Services, Support	2.00%

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1 - Software		2 – Related Services from Manufacturer	

TRADS	Software	15.00%	NA	NA
Tranquility AI	Software	2.00%	NA	NA
TransPerfect	Software	10.67%	IT Professional Technical Services, Support	5.00%
Trellix	Cybersecurity Solution Software	2.00%	IT Professional Technical Services, Support	2.00%
Trimble	3D Design & Modeling Solution Software	10.00%	IT Professional Technical Services, Support	10.00%
Trinity Education Group	Software	5.75%	IT Professional Technical Services, Support	5.75%
Troverlo	Software	2.00%	NA	NA
TruePoint	Software	2.00%	IT Professional Technical Services, Support	2.00%
Trustwave	Software	11.00%	IT Professional Technical Services, Support	11.00%
TurboVets	Software	3.00%	IT Professional Technical Services, Support	3.00%
Udemy	Software	2.00%	NA	NA
UberEther	SaaS / Identity Management Solutions	2.00%	IT Professional Technical Services, Support	2.00%
UiPath	Robotic Process Automation Solution Software	2.00%	IT Professional Technical Services, Support	2.00%
UniVoip	Cloud Voice for Microsoft Teams and UCaaS (Unified Communications as a Service) Solutions Software	2.00%	NA	NA
Valimail	Software	2.00%	NA	NA
Vanta	Software	2.00%	NA	NA
Varonis	Data Protection Solution Software	3.00%	IT Professional Technical Services, Support	3.00%
Vasion	Software	2.00%	IT Professional Technical Services, Support	2.00%
Veeam	Backup and Disaster Recovery Solution Software	2.00%	IT Professional Technical Services, Support	2.00%
Velaro	Live Chat /AI Chatbot Solution Software	2.00%	IT Professional Technical Services, Support	2.00%

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1 - Software		2 – Related Services from Manufacturer	

VELARY	SaaS / Drone Inspection, Surveillance and Monitoring Solutions	2.50%	IT Professional Technical Services, Support	2.50%
Veracode	Application Scanning Solution Software	4.55%	IT Professional Technical Services, Support	2.00%
Verge	Global Database Management Software Solution Platform	10.00%	NA	NA
Veritas now Arctera	Enterprise Data Management Solution Software	15.64%	NA	NA
Veritas now Arctera	Renewal / Enterprise Data Management Solution Software	4.50%	NA	NA
VGIT	Business Intelligence Analytics Solution Software	2.00%	NA	NA
Vimeo	End-to-End Video Solution Software	5.00%	IT Professional Technical Services, Support	5.00%
Virsec	Workload Protection Solution Software	10.00%	IT Professional Technical Services, Support	10.00%
Virtru	SaaS / Data Centric Security Solution	1.00%	NA	NA
VMware	SaaS and Software / IT Infrastructure and Virtualization Solutions	2.00%	NA	NA
VMware	SaaS and Software / IT Infrastructure and Virtualization Solutions	3.50%	IT Professional Technical Services, Support	3.50%
VMware	Virtualization Solution Software Bundle - Tier 1	5.00%	NA	NA
VMware	Virtualization Solution Software Bundle - Tier 2	10.00%	NA	NA
VMware	Virtualization Solution Software Bundle - Tier 3	15.00%	NA	NA
VMware	Virtualization Solution Software Bundle - Tier 4	20.00%	NA	NA
VMware	Virtualization Solution Software Bundle - Tier 5	25.00%	NA	NA

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1 - Software			2 – Related Services from Manufacturer	

Vulncheck	Software	10.00%	IT Professional Technical Services, Support	10.00%
WalkMe	Digital Adoption Platform Solution Software	2.00%	IT Professional Technical Services, Support	2.00%
WellSky	Software	2.00%	IT Professional Technical Services, Support	2.00%
Wiiisdom	Software	3.00%	IT Professional Technical Services, Support	3.00%
WinMagic Corp	Encryption & Authentication Solution Software	2.00%	IT Professional Technical Services, Support	2.00%
WithSecure	Cloud Protection for Salesforce Solution Software	15.00%	NA	NA
WitnessAI	Software	2.00%	IT Professional Technical Services, Support	2.00%
Wonderschool	SaaS and Software / Child Care and Early Education Solution	2.00%	IT Professional Technical Services, Support	2.00%
Workiva	End-to-end Reporting Solutions Software	16.63%	IT Professional Technical Services, Support	16.63%
Yellow Schedule	Software	15.00%	IT Professional Technical Services, Support	10.00%
Zencity	SaaS / Community Engagement Platform	2.00%	NA	NA
Zentera	Cybersecurity Solution Software	5.00%	IT Professional Technical Services, Support and Training	5.00%
ZeroFox	Software	2.00%	IT Professional Technical Services, Support	1.00%
Zeva	Software	10.00%	IT Professional Technical Services, Support	10.00%
Zignal Labs	Software	2.00%	IT Professional Technical Services, Support	2.00%
Zoho	Software	10.00%	IT Professional Technical Services, Support	10.00%
Zoom	SaaS / Videotelephony Program Solution	2.00%	IT Professional Technical Services, Support	2.00%
Zscaler	SaaS / Cloud Security Services Solution	10.00%	NA	NA

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1 - Software		2 – Related Services from Manufacturer	

Zscaler	SaaS / Cloud Security Services Solution	10.00%	Annual Premium Support Services % Cost of overall License Cost	Based on Manufacturer Calculation and Customer Configuration
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Hardware and Hardware Maintenance for all brands	Hardware sales to be as needed to finalize turnkey solution packages for customers. *Note: In the event vendor's hardware cost is a pass-through to the customer the hardware will have a 0% discount.	2.00%	In Accordance with selected hardware brand manufacture Maintenance and Support Packages available.	Varies Depending on Customer Configurations
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Hardware and Hardware Maintenance will be sold with Software as part of a Turnkey Solution. Stand-alone Hardware sales are not allowed under this contract.

3. VAR – Awarded Products

Publisher Category	Publisher Discount Level	DIR Customer Discount (from Publisher Discount Level)
Cumulative Licensing Program (CLP) Education Membership	Level 3 Points target: 100,000+ points	12.50%
Cumulative Licensing Program (CLP) Government Membership	Level 2 Points target: 300,000+ points	12.50%

Related Services for VAR Products	Maintenance and Support Plus IT Professional Technical Services	10.00%
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4. Related and Technical/Professional Service by the Vendor

The following Software Professional Services are Services to be Performed by the Prime Vendor/or Its authorized Resellers, which are not covered by the Manufacturer Related Services listed above.

Brand	Category	Discount Off MSRP/List
All Brands	IT - Professional Services (Including but not limited to: Implementation, Configuration, integration, Data Migration, Business analysis etc..)	2.00%
All Brands	Software Engineer (Design and Configuration)	2.00%
All Brands	Training	2.00%

5. Turnkey Solutions

Turnkey Solutions packages to be configured based on customer requirements including, but not limited to, Software, Hardware and Services as listed above.	To be discounted at the line-item level
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On-Site Services Travel expenses will be billed separately in accordance with Exhibit A DIR Standard Terms and Conditions Section 8.5 Travel Expense Reimbursement

NOTE: Vendor's quote to DIR Customers shall include the Administrative Fee. The fee will be added to the Firm Fixed Price and/or MSRP after the DIR Discount % off MSRP is applied.