

Appendix C Pricing Index
DIR-TSO-3129
Carahsoft Technology Corporation

Product Description	DIR Customer Discount % off MSRP
Vmware	4.25%
Readspeaker	5.69%
Salesforce	4.99%
ServiceNow	5.25%
Ironkey	8.75%
NCS	7.75%
Tripwire	9.05%
Manage Mobility	10.75%
Bomgar	5.25%
Accelion	4.75%
Globalscape	5.75%
SERVICE Description	DIR Customer Discount % off MSRP
Vmware Maintenance and Support	2.75%
Readspeaker Maintenance and Support	5.69%
Salesforce Maintenance and Support	4.99%
ServiceNow Maintenance and Support	2.25%
Ironkey Maintenance and Support	8.75%
NCS Maintenance and Support	7.75%
Tripwire Maintenance and Support	5.58%
Manage Mobility Maintenance and Support	10.75%
Bomgar Maintenance and Support	5.25%
Accelion Maintenance and Support	4.75%
Globalscape Maintenance and Support	5.75%
OPTIONAL Description	DIR Customer Discount % off MSRP
Vmware Installation	2.75%
Vmware Technical Services	2.75%
Vmware Training	2.75%
Readspeaker Installation	5.69%
Readspeaker Technical Services	5.69%
Readspeaker Training	5.69%
Salesforce Installation	4.99%
Salesforce Technical Services	4.99%
Salesforce Training	4.99%
ServiceNow Installation	2.25%
ServiceNow Technical Services	2.25%
ServiceNow Training	2.25%
Ironkey Installation	6.25%
Ironkey Technical Services	6.25%

Ironkey Training	6.25%
NCS Installation	7.75%
NCS Technical Services	7.75%
NCS Training	7.75%
Tripwire Installation	5.04%
Tripwire Technical Services	5.04%
Tripwire Training	5.04%
Manage Mobility Installation	10.75%
Manage Mobility Technical Services	10.75%
Manage Mobility Training	10.75%
Bomgar Installation	3.75%
Bomgar Technical Services	3.75%
Bomgar Training	3.75%
Accelion Installation	4.75%
Accelion Technical Services	4.75%
Accelion Training	4.75%
Globalscape Installation	5.25%
Globalscape Technical Services	5.25%
Globalscape Training	5.25%