

Vendor	Part Category	Standard Discount	Discount Provided (including fees and expenses)
Cloudera	Support	7.0%	5.0%
	Services	7.0%	5.0%
	Training	7.0%	5.0%
Informatica	License	19.5%	17.5%
	Maintenance	19.5%	17.5%
	Services	7.0%	5.0%
	Subscription	0.0%	0.0%
	Training	0.0%	0.0%
Tableau	License	2.5%	0.5%
	Maintenance	2.5%	0.5%
	Subscription	2.5%	0.5%
	Services	2.5%	0.5%
	Training	2.5%	0.5%
Digital Reasoning	License	7.0%	5.0%
	Maintenance	7.0%	5.0%
	Training	7.0%	5.0%
	Services	7.0%	5.0%
Splunk	License	6.0%	4.0%
	Maintenance	6.0%	4.0%
	Services	6.0%	4.0%
	Education	6.0%	4.0%

*Please Note: All services pricing varies based on size of deal and license provided. A standard labor rates template is available on the following tab, which includes Implementation Costs; Training Costs; and applicable Post Deployment Costs.

Normal Business Hours

	Position	Year 1 Hourly Rate	Year 2 Hourly Rate	Year 3 Hourly Rate	Year 4 Hourly Rate	Year 5 Hourly Rate
1	Network Administrator	\$ 195.00	\$ 203.13	\$ 211.59	\$ 220.40	\$ 229.59
2	Installation Technician	\$ 230.00	\$ 239.58	\$ 249.57	\$ 259.96	\$ 270.80
3	Maintenance Technician	\$ 200.00	\$ 208.33	\$ 217.01	\$ 226.06	\$ 235.48
4	Trainer	\$ 195.00	\$ 203.13	\$ 211.59	\$ 220.40	\$ 229.59
5	Senior Information Architect	\$ 250.00	\$ 260.42	\$ 271.27	\$ 282.57	\$ 294.34
6	Senior Project Manager	\$ 244.57	\$ 254.76	\$ 265.38	\$ 276.43	\$ 287.95

After Hours

	Position	Year 1 Hourly Rate	Year 2 Hourly Rate	Year 3 Hourly Rate	Year 4 Hourly Rate	Year 5 Hourly Rate
1	Network Administrator	\$ 260.00	\$ 270.83	\$ 282.12	\$ 293.87	\$ 306.12
2	Installation Technician	\$ 306.67	\$ 319.44	\$ 332.75	\$ 346.62	\$ 361.06
3	Maintenance Technician	\$ 266.67	\$ 277.78	\$ 289.35	\$ 301.41	\$ 313.97
4	Trainer	\$ 260.00	\$ 270.83	\$ 282.12	\$ 293.87	\$ 306.12
5	Senior Information Architect	\$ 333.33	\$ 347.22	\$ 361.69	\$ 376.76	\$ 392.46
6	Senior Project Manager	\$ 326.09	\$ 339.68	\$ 353.83	\$ 368.58	\$ 383.93