

Software Description	DIR Customer Discount % off MSRP (pre Admin Fee)	DIR Customer Firm Fixed Price (FFP)
Centrify Software - All	28.81%	
Decision Lens - All	6.17%	
Flexera Software - All	6.50%	
NUIX Software - All	2.71%	
TIBCO Software - Legacy	24.41%	
TIBCO Software - Loglogic	8.00%	
TIBCO Software - Royalty	2.80%	
vBrick - All	17.01%	
Veriatio (f/k/a SpectorSoft) Software - All	6.50%	
Xceedium - All	3.10%	

Software as a Service (SaaS) Description	DIR Customer Discount % off MSRP (pre Admin Fee)	DIR Customer Firm Fixed Price (FFP)
Centrify Software - All	28.81%	
Decision Lens - All	6.17%	
vBrick - All	17.01%	

Related Services Description	DIR Customer Discount % off MSRP (pre Admin Fee)	DIR Customer Firm Fixed Price (FFP)
Centrify Software - Maintenance/Support - All	2.80%	
Decision Lens - Maintenance/Support - All	6.17%	
Flexera Software - Maintenance/Support - All	6.50%	
NUIX Software - Maintenance/Support - All	2.71%	
TIBCO Software - Maintenance/Support - Legacy	24.41%	
TIBCO Software - Maintenance/Support - LogLogic	8.00%	
TIBCO Software - Maintenance/Support - Royalty	2.80%	
vBrick - Maintenance/Support - All	17.01%	
Veriatio (f/k/a SpectorSoft) - Maintenance/Support - All	6.50%	
Xceedium - Maintenance/Support - All	3.10%	

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.

Optional Description	DIR Customer Discount % off MSRP (pre Admin Fee)	DIR Customer Firm Fixed Price (FFP)
<b>Centrify Software - Implementation Services/Training - All</b>	<b>2.80%</b>	
<b>Decision Lens - Implementation Services - All</b>	<b>5.70%</b>	
<b>Decision Lens - Training - All</b>	<b>6.17%</b>	
<b>Flexera Software - Implementation Services/Training - All</b>	<b>2.98%</b>	
<b>NUIX Software - Implementation Services - All</b>	<b>3.00%</b>	
<b>NUIX Software - Training - All</b>	<b>4.52%</b>	
<b>TIBCO Software - Training - LogLogic</b>	<b>5.65%</b>	
<b>TIBCO Software - Training - Non LogLogic</b>	<b>1.20%</b>	
<b>Xceedium - Implementation Services - All</b>	<b>3.10%</b>	

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.