

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)
Centrify Software - Implementation Services/Training - All	2.80%	
Decision Lens - Implementation Services - All	5.70%	
Decision Lens - Training - All	6.17%	
Flexera Software - Implementation Services/Training - All	2.98%	
NUIX Software - Implementation Services - All	3.00%	
NUIX Software - Training - All	4.52%	
TIBCO Software - Training - LogLogic	5.65%	
TIBCO Software - Training - Non LogLogic	1.20%	
Xceedium - Implementation Services - 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.