Carahsoft Technology Corporation
APPENDIX C – PRICING INDEX
DIR-CPO-5687
Software (COTS) and Related Services

Brand	Category	DISCOUNT OF MSRP/List Price		DISCOUNT OF MSRP/List Price
		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				
Abnormal Security	Cybersecurity Software	2.00%	NA	NA
Accela	Government Compliance Software	2.00%	IT Professional Technical Services, Support and Training	2.00%
AchieveIt	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%		
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	5.00%	Maintenance and Support	5.00%

Carahsoft Technology Corporation APPENDIX C – PRICING INDEX DIR-CPO-5687 Software (COTS) and Related Services				
Brand	**Category**	**DISCOUNT OF MSRP/List Price**		**DISCOUNT OF MSRP/List Price**
Adobe	Adobe Enterprise	10.00%	Maintenance and Support Plus IT Professional Technical Services	10.00%
Adobe	Value Incentive Plan (VIP) Education Membership / Large Government Accounts (LGA) Government Membership	11.00%		
Adobe	Value Incentive Plan (VIP) Government Membership	12.00%		
AdvoLogix	Case Management Software	2.00%	IT Professional Technical Services, Managed Services and Support	2.00%
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%

Carahsoft Technology Corporation APPENDIX C – PRICING INDEX DIR-CPO-5687 Software (COTS) and Related Services				
Brand	**Category**	**DISCOUNT OF MSRP/List Price**		**DISCOUNT OF MSRP/List Price**
Alteryx, Inc.	Data Management Software	2.00%	Maintenance and Support Plus IT Professional Technical Services	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
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
Applied Insight	SaaS / Software - DevSecOps and Infrastructure Management Solution	2.00%	IT Professional Technical Services, Support	2.00%
Apptio	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

Carahsoft Technology Corporation APPENDIX C – PRICING INDEX DIR-CPO-5687 Software (COTS) and Related Services				
Brand	**Category**	**DISCOUNT OF MSRP/List Price**		**DISCOUNT OF MSRP/List Price**
ARInspect	SaaS / End-to-End workflow automation Solution to automate public sector field operations, particularly for inspections and compliance Solution	2.00%	IT Professional Technical Services, Support	2.00%
Asana	SaaS / Project Management Solution	2.00%	NA	NA
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%	NA	NA
Axonius	SaaS / Cybersecurity Asset Management Solution	35.00%	NA	NA
Backblaze	SaaS / Storage and Backup Solution	2.00%	NA	NA

Carahsoft Technology Corporation APPENDIX C – PRICING INDEX DIR-CPO-5687 Software (COTS) and Related Services				
Brand	**Category**	**DISCOUNT OF MSRP/List Price**		**DISCOUNT OF MSRP/List Price**
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
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%
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%
Blancco	Data Security Software	2.00%	NA	NA

Carahsoft Technology Corporation APPENDIX C – PRICING INDEX DIR-CPO-5687 Software (COTS) and Related Services				
Brand	**Category**	**DISCOUNT OF MSRP/List Price**		**DISCOUNT OF MSRP/List Price**
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
Blyncsy	Automated Roadway Maintenance and Asset Inventory Solution (Movement Data Intelligence Software)	10.00%	NA	NA
Bonterra	SaaS / Grants Management Solution Software	2.00%	IT Professional Technical Services, Support	2.00%
Box	SaaS / Content Management Solution	18.39%	NA	NA
Bravium	SaaS / ServiceNow Platform Governance Solution	1.00%	IT Professional Technical Services, Support	1.00%
Brazen	SaaS / Human Resources and Recruitment Management Solution	5.00%	Recruitment marketing and Advertising services Technical Services	5.00%

Carahsoft Technology Corporation APPENDIX C – PRICING INDEX DIR-CPO-5687 Software (COTS) and Related Services				
Brand	**Category**	**DISCOUNT OF MSRP/List Price**		**DISCOUNT OF MSRP/List Price**
Broadcom	SaaS / Software - Digital Transformation, IT Modernization and Cybersecurity Solutions.	2.00%	IT Professional Technical Services, Support and Training	2.00%
Broadcom	SaaS / Software - Digital Transformation, IT Modernization and Cybersecurity Solutions.	2.00%	Training	2.00%
			Maintenance and Support 17% Cost of overall License Cost	Based on Manufacturer Calculation and Customer Configuration
Campus Kaizen	SaaS / Case Management Solution	2.00%	IT Professional Technical Services, Support and Training	2.00%
Cardinality.ai	SaaS / AI-Driven Case Management, Citizen Engagement, Worker Productivity, Data-Driven insights, Record Management Solutions	30.00%	NA	NA

Carahsoft Technology Corporation APPENDIX C – PRICING INDEX DIR-CPO-5687 Software (COTS) and Related Services				
Brand	**Category**	**DISCOUNT OF MSRP/List Price**		**DISCOUNT OF MSRP/List Price**
Casebook	SaaS / Human Services / Social Services Platform Solution	6.00%	IT Professional Technical Services, Support	4.00%
Cellebrite	SaaS / Digital Forensics Software Solution	1.00%	IT Professional Technical Services, Support	1.00%
Celonis	SaaS / Process Mining Software Solution	1.00%	IT Professional Technical Services, Support and Training	1.00%
Censys	SaaS / Exposure Management Platform Solution	10.00%	IT Professional Technical Services, Support	10.00%
Center for Internet Security (CIS)	Cybersecurity Software Solution	3.00%	IT Professional Technical Services, Support	3.00%
Chainalysis	Cryptocurrency Investigations Software Solution	14.00%	IT Professional Technical Services, Support	14.00%
ChargePoint	Electric Vehicles (EV) Charging Stations Software Solution	5.00%	ChargePoint DC Support Annual Packages	2.00%
Check Point	SaaS / Cybersecurity Complete Solutions plus Protection against Distributed Denial-of-Service (DDoS) Attacks.	2.00%	IT Professional Technical Services, Support and Training	2.00%

Carahsoft Technology Corporation APPENDIX C – PRICING INDEX DIR-CPO-5687 Software (COTS) and Related Services				
Brand	**Category**	**DISCOUNT OF MSRP/List Price**		**DISCOUNT OF MSRP/List Price**
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%
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%
CityBase	Payment Management Software	2.00%	NA	NA
Clariti Cloud (Formely 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 Goverance and Administration (IGA) Solution	30.00%	NA	NA
Cloud Academy	Digital Skills/Training Development Solution	10.00%	NA	NA

Carahsoft Technology Corporation APPENDIX C – PRICING INDEX DIR-CPO-5687 Software (COTS) and Related Services				
Brand	**Category**	**DISCOUNT OF MSRP/List Price**		**DISCOUNT OF MSRP/List Price**
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%
Cofense	SaaS / E-Mail Security and Phishing Protection Solutions	2.00%	NA	NA
CogAbility	Robotic Process Automation Software	10.00%	IT Professional Technical Services, Support	10.00%
Cohesity	Data Management Solution Software	2.00%	IT Professional Technical Services, Support	2.00%
Collabware	Data Archiving, Discovery, and Compliance Software	2.00%	IT Professional Technical Services, Support	2.00%
Collibra	SaaS / Data Management Solution	1.26%	IT Professional Technical Services, Support	1.26%
Commvault	SaaS / Data Archiving and Recovery Solution	2.00%	IT Professional Technical Services, Support and Training	2.00%

Carahsoft Technology Corporation APPENDIX C – PRICING INDEX DIR-CPO-5687 Software (COTS) and Related Services				
Brand	**Category**	**DISCOUNT OF MSRP/List Price**		**DISCOUNT OF MSRP/List Price**
ComplianceSeal	SaaS / Salesforce Security, Audit, Continous Monitoring and Compliance Solution Platform	15.00%	IT Professional Technical Services, Support a	15.00%
Conga	SaaS / Contract Lifecycle Management Solution	4.00%	IT Professional Technical Services, Support	4.00%
ContraForce	SaaS / Security Operations Platform for Microsoft Security (Hosted With Sentinel & Azure) Network Detection & Response Solutions	5.00%	NA	NA
Copado	SaaS / Low-Code DevOps and Automated Testing Solution Platform	5.00%	IT Professional Technical Services, Support	5.00%
Coupa	SaaS / Enterprise procuremen Business Spend Management Solution	5.00%	Annual Subscription for Base Coupa Support mandatory for every deployment (20% of ARR)	Based on Manufacturer Calculation and Customer Configuration
			Annual Subscription for Additional Support Professional (10% of ARR)	
Coursera	SaaS / Online Training Courses Solution	2.00%	NA	NA
Cribl	Software / SaaS Data Management and Security Solution which includes Risk Management Tools	2.00%	IT Professional Technical Services, Support	2.00%

		Carahsoft Technology Corporation APPENDIX C – PRICING INDEX DIR-CPO-5687 Software (COTS) and Related Services		
Brand	**Category**	**DISCOUNT OF MSRP/List Price**		**DISCOUNT OF MSRP/List Price**
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%
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
Cybrary	SaaS / Cybersecurity Training and Skill Development	10.00%	NA	NA
CyCognito	SaaS / External Attack Surface Management Solution	10.00%	NA	NA
Cyware	SaaS / Security Orchestration/ Automation Response Solution	10.00%	NA	NA

Carahsoft Technology Corporation APPENDIX C – PRICING INDEX DIR-CPO-5687 Software (COTS) and Related Services				
Brand	**Category**	**DISCOUNT OF MSRP/List Price**		**DISCOUNT OF MSRP/List Price**
Cyxtera	SaaS / Data Center Services Solution	2.00%	NA	NA
Darzin	SaaS / Stakeholder Management Solution	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%
Dataiku	Data Science Lifecyle Management Software	2.00%	IT Professional Technical Services, Support and Training	2.00%
Decision Lens	SaaS / Integrated Planning and Decision Making Management Solution	5.00%	IT Professional Technical Services, Support and Training	5.00%
DigitSec	SaaS / Salesforce Security Solution	5.00%	IT Professional Technical Services, Support and Training	5.00%
DocuSign	SaaS / Eletronic 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%
Dtex Systems	SaaS / Insider Threat Management Solution	5.00%	NA	NA
Dyna Software	SaaS / Finite Element Analysis (FEA)	10.00%	Annual Support	10.00%

Carahsoft Technology Corporation APPENDIX C – PRICING INDEX DIR-CPO-5687 Software (COTS) and Related Services				
Brand	**Category**	**DISCOUNT OF MSRP/List Price**		**DISCOUNT OF MSRP/List Price**
Dyna Software	Simultation Solution	10.00%	IT Professional Technical Services	2.00%
eCare Vault	SaaS / Public Sector Workforce Management Solution	2.00%	IT Professional Technical Services, Support and Training	2.00%
Eclypsium	Security for IT infrastructure from firmware-based attacks Solution Software (Scan Management)	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%
Elastic	SaaS / Data Management Solution	2.00%	IT Professional Technical Services, Support and Training	2.00%
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%
e-PlanSoft	Licensing/Project Management Software Solution	2.00%	IT Professional Technical Services, Support and Training	2.00%

Carahsoft Technology Corporation APPENDIX C – PRICING INDEX DIR-CPO-5687 Software (COTS) and Related Services				
Brand	**Category**	**DISCOUNT OF MSRP/List Price**		**DISCOUNT OF MSRP/List Price**
Exabeam	Security Log Management	2.00%	NA	NA
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%		
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%
Five9	SaaS / Cloud Contact Center Solutions	7.00%	IT Professional Technical Services, Support and Training	7.00%

		Carahsoft Technology Corporation		
		APPENDIX C – PRICING INDEX		
		DIR-CPO-5687		
		Software (COTS) and Related Services		
Brand	**Category**	**DISCOUNT OF MSRP/List Price**		**DISCOUNT OF MSRP/List Price**
Flashpoint-Echosec	SaaS / CyberThreat Intelligence Solution	2.00%	NA	NA
Flexera	Asset Management & IT Visibility Solution Software	3.00%	NA	NA
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
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%
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%

Carahsoft Technology Corporation
APPENDIX C – PRICING INDEX
DIR-CPO-5687
Software (COTS) and Related Services

Brand	Category	DISCOUNT OF MSRP/List Price		DISCOUNT OF MSRP/List Price
Fortra	SaaS and Software / Cybersecurity Complete Solution	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%	NA	NA
GeoSolutions	Geographic Information Systems (GIS) Software Solutions	5.00%	Maintenance, Support and Training	10.00%
Gimmal	Records Management Solution Software	5.00%	IT Professional Technical Services, Support and Training	5.00%
GL Solutions	SaaS / Regulatory Management Solutions	2.00%	IT Professional Technical Services, Support and Training	2.00%
Granicus	SaaS / Digital Civic Engagement Management Solutions	4.25%	(GXG) IT Professional Technical Services, Support and Training	4.25%
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

		Carahsoft Technology Corporation		
		APPENDIX C – PRICING INDEX		
		DIR-CPO-5687		
		Software (COTS) and Related Services		
Brand	**Category**	**DISCOUNT OF MSRP/List Price**		**DISCOUNT OF MSRP/List Price**
Halcyon	SaaS / Anti-Ransomware Solution	3.00%	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%	NA	NA

Carahsoft Technology Corporation APPENDIX C – PRICING INDEX DIR-CPO-5687 Software (COTS) and Related Services				
Brand	**Category**	**DISCOUNT OF MSRP/List Price**		**DISCOUNT OF MSRP/List Price**
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%
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

Carahsoft Technology Corporation				
APPENDIX C – PRICING INDEX				
DIR-CPO-5687				
Software (COTS) and Related Services				
Brand	**Category**	**DISCOUNT OF MSRP/List Price**		**DISCOUNT OF MSRP/List Price**
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%
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%
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%

Carahsoft Technology Corporation APPENDIX C – PRICING INDEX DIR-CPO-5687 Software (COTS) and Related Services				
Brand	Category	DISCOUNT OF MSRP/List Price		DISCOUNT OF MSRP/List Price
Interos	SaaS / Risk Assessment and Monitoring Management Solution	2.00%	NA	NA
Invicti	SaaS and Software / Application Security Lifecycle Management Solution	10.00%	IT Professional Technical Services, Support	5.00%
IronNet	SaaS and Software / Cybersecurity Solutions	10.00%	NA	NA
Ivanti	It Infrastructure Management and Devices Security Solution Software	3.50%	IT Professional Technical Services, Support	2.50%
Jama	Development Lifecycle Requirements Management Software	2.00%	NA	NA
Juniper	IT Infrastructure Solutions Software	2.00%	IT Professional Technical Services, Support	2.00%
Keeper Security	Password Management and Privileged Access Management Solution Software	10.00%	NA	NA
Kion	Automated Cloud Operations Management Software	2.00%	NA	NA
Kiteworks	Regulatory Compliance Solution Software	10.00%	NA	NA

Carahsoft Technology Corporation APPENDIX C – PRICING INDEX DIR-CPO-5687 Software (COTS) and Related Services				
Brand	**Category**	**DISCOUNT OF MSRP/List Price**		**DISCOUNT OF MSRP/List Price**
Klaunch	Conversational AI platform for advertising, sales & marketing, customer and employee lifecycle nurturing, data collection, and operational efficiency management Sofware (Artificial Intelligence)	2.00%	NA	NA
Kore.ai	Enterprise Conversational Artificial Intelligence Software	2.00%	NA	NA
KPMG	SaaS / Data Management Solution Platform	5.00%	IT Professional Technical Services, Support	5.00%
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%	NA	NA

Carahsoft Technology Corporation APPENDIX C – PRICING INDEX DIR-CPO-5687 Software (COTS) and Related Services				
Brand	**Category**	**DISCOUNT OF MSRP/List Price**		**DISCOUNT OF MSRP/List Price**
Leostream	Remote Desktop Access Solution Software Platform	2.00%	NA	NA
Lineaje	SaaS / Supply Chain Security Management Solution	10.00%	NA	NA
LinkedIn Corporation	SaaS / Training and Development Solution	1.00%	NA	NA
Liquidware	User Management Solution Software	5.00%	IT Professional Technical Services, Support and Training	2.50%
LiveAction	Network Performance Solution Software	3.00%	IT Professional Technical Services, Support and Training	3.00%
LMS365	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%	NA	NA

Brand	Category	DISCOUNT OF MSRP/List Price		DISCOUNT OF MSRP/List Price
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	Enterprise Security Solution Software	2.00%	NA	NA
Mimecast	Email Security Solution 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
MoveWorks	Automate Tasks / Accessing information and support across various business applications Solution Software. (AI Platform)	2.00%	NA	NA
MURAL	Visual collaboration Solution Software Platform	2.00%	NA	NA
Nearmap	GIS / Mapping Solution Software (Aerial Imagery)	7.00%	NA	NA

Carahsoft Technology Corporation APPENDIX C – PRICING INDEX DIR-CPO-5687 Software (COTS) and Related Services				
Brand	**Category**	**DISCOUNT OF MSRP/List Price**		**DISCOUNT OF MSRP/List Price**
NEOGOV	Government Human Resources Management Solution Software	1.25%	NA	NA
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%
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 Tranining	5.00%
Nutanix	SaaS and Software IT Infrastructure Management Solutions	5.00%	IT Professional Technical Services, Support	3.00%
Nuvolo	Facilities Management Solution Software	5.00%	IT Professional Technical Services, Support	3.00%
Nyraid	Data Management Solution Software	2.00%	NA	NA
Odaseva	Data Storage Solution Software	8.00%	NA	NA

Carahsoft Technology Corporation APPENDIX C – PRICING INDEX DIR-CPO-5687 Software (COTS) and Related Services				
Brand	**Category**	**DISCOUNT OF MSRP/List Price**		**DISCOUNT OF MSRP/List Price**
Okta	SaaS and Software / Identity Management Solution Software (Cloud Security)	1.00%	IT Professional Technical Services, Support	1.00%
OpenCounter	Permitting and Licensing Solution Software	5.00%	IT Professional Technical Services, Support	5.00%
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 / Geosptial 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
Own (previously OwnBackup)	SaaS / Data Backup and Security Management Platform Solution	2.50%	NA	NA
Palo Alto Networks	SaaS and Software / Comprehensive Netwo	10.00%	NA	NA
Pathlock	Application Governance Solution Software	5.00%	NA	NA

Carahsoft Technology Corporation APPENDIX C – PRICING INDEX DIR-CPO-5687 Software (COTS) and Related Services				
Brand	**Category**	**DISCOUNT OF MSRP/List Price**		**DISCOUNT OF MSRP/List Price**
PayIt	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%	NA	NA
Permuta Technologies	Workforce Management Solution Software	9.00%	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%

Brand	Category	DISCOUNT OF MSRP/List Price		DISCOUNT OF MSRP/List Price
		Carahsoft Technology Corporation **APPENDIX C – PRICING INDEX** **DIR-CPO-5687** **Software (COTS) and Related Services**		
Polco	Community Engagement and Data Insights Software Solution Platform	4.00%	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%
Project Hosts	StateRAMP Complianceans Security Compliance Management Solution Software	2.00%	IT Professional Technical Services, Support	2.00%
Promise	Enrollment Management Solution Software	2.00%	NA	NA
Proofpoint	SaaS / Enterprise Security Solution	3.00%	IT Professional Technical Services, Support	3.00%
Proven Optics	IT Financial Management (ITFM) Technology Business Management (TBM) Solution Software	1.00%	IT Professional Technical Services, Support	1.00%
Puppet	Configuration and Automation Management Solution Software Tool	6.00%	IT Professional Technical Services, Support	6.00%

	Carahsoft Technology Corporation APPENDIX C – PRICING INDEX DIR-CPO-5687 Software (COTS) and Related Services				
Brand	**Category**	**DISCOUNT OF MSRP/List Price**			**DISCOUNT OF MSRP/List Price**
Qliktech	Analytics and Data Integration Solution Software Platform (AI)	0.75%	IT Professional Technical Services, Support and Training		0.75%
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
			IT Professional Technical Services, Support		2.82%
Qualys	Cybersecurity Visual collaboration and Vulnerability, Compliance and Monitoring Management Solution Software	2.00%	NA		NA
Questica	Budget and Planning Management Software Solution	5.00%	NA		NA
Queue-It	Website Traffic Management Software Solution (Virtual Waiting Room)	2.00%	IT Professional Technical Services, Support		2.00%

Carahsoft Technology Corporation APPENDIX C – PRICING INDEX DIR-CPO-5687 Software (COTS) and Related Services				
Brand	**Category**	**DISCOUNT OF MSRP/List Price**		**DISCOUNT OF MSRP/List Price**
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%
RangeForce	Self-paced Cybersecutiry 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%
Recorded Future	Cybersecurity Threat Intelligence Software Solution Platform	3.00%	IT Professional Technical Services, Support	3.00%
REI systems	Grants and Case Management Software Solutions For Government	2.00%	IT Professional Technical Services, Support	2.00%

Carahsoft Technology Corporation — APPENDIX C – PRICING INDEX — DIR-CPO-5687 — Software (COTS) and Related Services				
Brand	Category	DISCOUNT OF MSRP/List Price		DISCOUNT OF MSRP/List Price
Relativity	Investigation, litigation and Compliance Data Management Software Platform (eDiscovery)	5.00%	NA	NA
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%
Roundtrip Health	Patient Transportation Managemewnt Solution Software	10.00%	IT Professional Technical Services, Support	10.00%
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 Surveilance 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%

Carahsoft Technology Corporation APPENDIX C – PRICING INDEX DIR-CPO-5687 Software (COTS) and Related Services				
Brand	**Category**	**DISCOUNT OF MSRP/List Price**		**DISCOUNT OF MSRP/List Price**
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
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

Carahsoft Technology Corporation APPENDIX C – PRICING INDEX DIR-CPO-5687 Software (COTS) and Related Services				
Brand	**Category**	**DISCOUNT OF MSRP/List Price**		**DISCOUNT OF MSRP/List Price**
SANS	SaaS / Cybersecurity Training Solutions (EndUser Security Awareness Training and Knowledge Assessment, Phishing, Stand Alone Phishing, Heathcare Security Awarreness, Cyber Culture Assessment)	15.00%	NA	NA
SAP	SaaS / Enterprise Resource Planning Solutions	11.00%	IT Professional Technical Services, Support	1.00%
S-Docs	Document Automation & E-Signature for Salesforce Solution Software	0.75%	Template Building Technical Services	10.00%
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%	NA	NA

Brand	Category	DISCOUNT OF MSRP/List Price		DISCOUNT OF MSRP/List Price
Secureworks	Cybersecurity Threat Intelligence Software Solution Platform with Extended Detection and Response (XDR) for comprehensive threat visibility and Managed Detection and Response (MDR)	2.00%	iSensor Appliance (A virtual or physical appliance that is an Intrusion Detection System ("IDS") and Intrusion Prevention System ("IPS") Monitoring and Management Services	2.00%
Security Compass	Security and Compliance by Design Threat Mangement and Risk Assessment Platform Solutions 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
Serenity EHS	Enviromental Health and Safety (EHS) Requirements Management AI-Powered Solution Software System	5.00%	NA	NA

	Carahsoft Technology Corporation APPENDIX C – PRICING INDEX DIR-CPO-5687 Software (COTS) and Related Services				
Brand	**Category**	**DISCOUNT OF MSRP/List Price**			**DISCOUNT OF MSRP/List Price**
ServiceNow	SaaS / IT Service Management (ITSM) Solution	1.00%	IT Professional Technical Services, Support		1.00%
Sherpa	Budgeting Solution Software	5.00%	NA		NA
Shiftsmart	Workforce Management Solution Software	2.00%	IT Professional Technical Services, Support and Training		2.00%
Simpplr	SaaS / Employee Experience Solution	1.00%	IT Professional Technical Services, Support		1.00%
Skuid	Low-Code Development Software Solution Platform	2.00%	IT Professional Technical Services, Support		2.00%
SmartSheet	SaaS / Work Management Solution Platform	2.00%	NA		NA
Socure	SaaS and Software / Identity Proofing & Fraud Prevention Solution	2.00%	IT Professional Technical Services, Support		2.00%
SolarWinds	SaaS and Software / Network Management Solution	5.00%	IT Professional Technical Services, Maintenance and Support		2.00%

Carahsoft Technology Corporation APPENDIX C – PRICING INDEX DIR-CPO-5687 Software (COTS) and Related Services				
Brand	**Category**	**DISCOUNT OF MSRP/List Price**		**DISCOUNT OF MSRP/List Price**
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
Sprout Social	Social Media Platforms Management Solution Software	12.00%	NA	NA
SpyCloud	Cybersecurity Threat Intelligency Solution Software	2.00%	IT Professional Technical Services, Support	2.00%
Submittable	Grants Application Management Solutions Software For Government	10.00%	NA	NA
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%

Brand	Category	DISCOUNT OF MSRP/List Price		DISCOUNT OF MSRP/List Price
Sumo Logic	Solution Platform Software (Enterprise Operations)	5.00%	IT Professional Technical Services, Support and Training	10.00%
Sumo Logic		5.00%	AWS QuickStart	25.00%
Synergy Sky	Video Conferencing Equipment Bridge Solution Software Platform	2.00%	IT Professional Technical Services, Support	2.00%
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%	NA	NA

Carahsoft Technology Corporation APPENDIX C – PRICING INDEX DIR-CPO-5687 Software (COTS) and Related Services				
Brand	**Category**	**DISCOUNT OF MSRP/List Price**		**DISCOUNT OF MSRP/List Price**
Tecnics	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%
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%
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

Carahsoft Technology Corporation APPENDIX C – PRICING INDEX DIR-CPO-5687 Software (COTS) and Related Services				
Brand	**Category**	**DISCOUNT OF MSRP/List Price**		**DISCOUNT OF MSRP/List Price**
Varonis	Data Protection Solution Software	3.00%	IT Professional Technical Services, Support	3.00%
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%	NA	NA
VELARY	SaaS / Drone Inspection, Survellance and Monitoring Solutions	2.50%	NA	NA
Venafi	Machine Identity Management Solution Software	7.00%	IT Professional Technical Services, Support	3.00%
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
Veridas	Biometrick Authentication Solution Software (Physical Access)	2.00%	PEP & Sanction Screening and State documents verification (DL & ID Cards)	5.00%
Veridas	Biometrick Authentication Solution Software	10.00%	NA	NA

Carahsoft Technology Corporation APPENDIX C – PRICING INDEX DIR-CPO-5687 Software (COTS) and Related Services				
Brand	Category	DISCOUNT OF MSRP/List Price		DISCOUNT OF MSRP/List Price
Veridas	SaaS / Biometrick Authentication Solution	15.00%	NA	NA
Veritas	Enterprise Data Management Solution Software	15.64%	NA	NA
Veritas	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%	NA	NA
Virsec	Workload Protection Solution Software	10.00%	IT Professional Technical Services, Support	10.00%
Virtru	SaaS / Data Centric Security Solution	1.00%	NA	NA

		Carahsoft Technology Corporation APPENDIX C – PRICING INDEX DIR-CPO-5687 Software (COTS) and Related Services			
Brand	**Category**	**DISCOUNT OF MSRP/List Price**			**DISCOUNT OF MSRP/List Price**
Vispero	SaaS and Software / Vision Assistive Technology Solution	0.75%	IT Professional Technical Services, Support		0.75%
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

		Carahsoft Technology Corporation		
		APPENDIX C – PRICING INDEX		
		DIR-CPO-5687		
		Software (COTS) and Related Services		
Brand	**Category**	**DISCOUNT OF MSRP/List Price**		**DISCOUNT OF MSRP/List Price**
VMware	Virtualization Solution Software On Prem (Discount Based off Commercial MSRP) - Licensing	43.50%	NA	NA
WalkMe	Digital Adoption Platform Solution Software	2.00%	IT Professional Technical Services, Support	2.00%
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
Wonderschool	SaaS and Software / Child Care and Eraly Education Solution	2.00%	NA	NA
Workiva	End-to-end Reporting Solutions Software	16.63%	IT Professional Technical Services, Support	16.63%
Zencity	SaaS / Community Engagement Platform	2.00%	NA	NA
Zentera	Cybersecurity Solution Software	5.00%	IT Professional Technical Services, Support and Training	5.00%

		Carahsoft Technology Corporation		
		APPENDIX C – PRICING INDEX		
		DIR-CPO-5687		
		Software (COTS) and Related Services		
Brand	Category	DISCOUNT OF MSRP/List Price		DISCOUNT OF MSRP/List Price
Zoom	SaaS / Videotelephony Program Solution	2.00%	NA	NA
Zscaler	SaaS / Cloud Security Services Solution	10.00%	NA	NA
Zscaler	SaaS / Cloud Security Services Solution	10.00%	Annual Premium Support Services % Cost of overall License Cost	Based on Manufacturer Calculation and Customer Configuration
Hardware and Hardware Maintence for all brands	Hardware sales to be as Needed in order to finalized 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
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.				

Carahsoft Technology Corporation APPENDIX C – PRICING INDEX DIR-CPO-5687 Software (COTS) and Related Services			
Brand	**Category**	**DISCOUNT OF MSRP/List Price**	**DISCOUNT OF MSRP/List Price**
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%	
4. Related and Technical/Profesional 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.			
All Brands	IT - Professional Services (Including but not limited to: Implementation, Configuration, intergration, Data Migration, Business analysis etc..)	2.00%	
All Brands	Software Engineer (Design and Configuration)	2.00%	
All Brands	Training	2.00%	

Carahsoft Technology Corporation
APPENDIX C – PRICING INDEX
DIR-CPO-5687
Software (COTS) and Related Services

Brand	Category	DISCOUNT OF MSRP/List Price	DISCOUNT OF MSRP/List Price
Services not covered under this RFO scope are: Cloud Hosting, Development, Cloud Broker and Cloud Assessment Services, Customization of Core Software, Professional or Consulting services as defined in Chapter 2254 of the Texas Government Code.			
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
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.			