

**Appendix C Pricing Index
DIR-TSO-4332
Innovation Network Technologies Corporation**

Manufacturer/Product Category	DIR Customer Discount % off MSRP
<u>A-10</u>	
Hardware	18.00%
Software License	18.00%
Subscription	18.00%
Lab Gear/Lab Licenses	50.00%
Support	5.00%
Manufacturer Technical Services	4.75%
Training	3.00%
<u>Apcon</u>	
Hardware	5.00%
Software License	5.00%
Subscription	3.00%
Lab Gear/Lab Licenses	50.00%
Support	2.00%
Manufacturer Technical Services	1.00%
Training	1.25%
<u>Armis</u>	
Hardware	5.00%
Software License	5.00%
Subscription	5.00%
Lab Gear/Lab Licenses	50.00%
Support	2.00%
Manufacturer Technical Services	2.00%
Training	3.00%
<u>Aruba</u>	
Hardware	36.00%
Software License	3.00%
Subscription	2.00%
Lab Gear/Lab Licenses	50.00%
Support	5.25%
Manufacturer Technical Services	3.75%
Training	0.00%
<u>Bitglass</u>	
Hardware	4.75%
Software License	4.75%
Subscription	4.75%
Lab Gear/Lab Licenses	50.00%
Support	2.00%
Manufacturer Technical Services	0.00%
Training	0.00%
<u>Bradford Networks</u>	
Hardware	30.75%
Software License	30.75%
Subscription	10.00%
Lab Gear/Lab Licenses	50.00%
Support	10.75%
Manufacturer Technical Services	4.00%
Training	4.00%
<u>Brocade</u>	
Hardware	30.00%

Software License	5.00%
Subscription	1.00%
Lab Gear/Lab Licenses	50.00%
Support	5.00%
Manufacturer Technical Services	1.25%
Training	0.00%
Checkpoint	
Hardware	24.00%
Software License	14.25%
Subscription	14.25%
Lab Gear/Lab Licenses	50.00%
Support	3.25%
Manufacturer Technical Services	3.00%
Training	3.00%
CyberArk	
Hardware	18.00%
Software License	18.00%
Subscription	18.00%
Lab Gear/Lab Licenses	50.00%
Support	2.00%
Manufacturer Technical Services	2.00%
Training	2.00%
Exabeam	
Hardware	15.25%
Software License	15.25%
Subscription	15.25%
Lab Gear/Lab Licenses	50.00%
Support	15.25%
Manufacturer Technical Services	1.00%
Training	1.00%
FireEye	
Hardware	15.00%
Software License	15.00%
Subscription	15.00%
Lab Gear/Lab Licenses	50.00%
Support	5.00%
Manufacturer Technical Services	1.00%
Training	1.00%
Fortinet	
Hardware	25.00%
Software License	24.25%
Subscription	24.25%
Lab Gear/Lab Licenses	50.00%
Support	9.25%
Manufacturer Technical Services	3.00%
Training	2.00%
Ixia - Keysight	
Hardware	11.25%
Software License	4.25%
Subscription	2.25%
Lab Gear/Lab Licenses	50.00%
Support	5.75%
Manufacturer Technical Services	5.75%
Training	5.75%
Nexsan	
Hardware	18.75%
Software License	2.25%
Subscription	2.25%

Lab Gear/Lab Licenses	50.00%
Support	2.65%
Manufacturer Technical Services	1.75%
Training	1.75%
<u>Nimble Storage</u>	
Hardware	7.55%
Software License	7.55%
Subscription	2.25%
Lab Gear/Lab Licenses	50.00%
Support	4.50%
Manufacturer Technical Services	1.00%
Training	0.00%
<u>Palo Alto</u>	
Hardware	25.00%
Software License	23.25%
Subscription	23.25%
Lab Gear/Lab Licenses	50.00%
Support	5.00%
Manufacturer Technical Services	2.00%
Training	1.25%
<u>Pure Storage</u>	
Hardware	30.00%
Software License	10.00%
Subscription	5.00%
Lab Gear/Lab Licenses	50.00%
Support	5.00%
Manufacturer Technical Services	0.50%
Training	0.50%
<u>Quorum</u>	
Hardware	5.50%
Software License	5.50%
Subscription	5.50%
Lab Gear/Lab Licenses	50.00%
Support	3.00%
Manufacturer Technical Services	1.00%
Training	0.00%
<u>Rubrik</u>	
Hardware	7.00%
Software License	7.00%
Subscription	5.00%
Lab Gear/Lab Licenses	50.00%
Support	5.00%
Manufacturer Technical Services	1.25%
Training	0.00%
<u>Ruckus</u>	
Hardware	30.00%
Software License	5.00%
Subscription	1.00%
Lab Gear/Lab Licenses	50.00%
Support	5.00%
Manufacturer Technical Services	1.00%
Training	0.00%
<u>Securonix</u>	
Hardware	5.00%
Software License	5.00%
Subscription	5.00%
Lab Gear/Lab Licenses	50.00%
Support	2.25%

Manufacturer Technical Services	1.00%
Training	0.00%
Silver Peak	
Hardware	15.75%
Software License	15.75%
Subscription	15.75%
Lab Gear/Lab Licenses	50.00%
Support	9.25%
Manufacturer Technical Services	1.25%
Training	0.75%
Tufin	
Hardware	2.25%
Software License	5.00%
Subscription	1.00%
Lab Gear/Lab Licenses	50.00%
Support	1.25%
Manufacturer Technical Services	0.50%
Training	0.00%
Unitrends	
Hardware	6.25%
Software License	6.25%
Subscription	6.25%
Lab Gear/Lab Licenses	50.00%
Support	5.75%
Manufacturer Technical Services	1.75%
Training	1.75%
Verodin	
Hardware	10.00%
Software License	10.00%
Subscription	10.00%
Lab Gear/Lab Licenses	50.00%
Support	3.00%
Manufacturer Technical Services	3.00%
Training	1.25%
Versa Networks	
Hardware	2.25%
Software License	2.25%
Subscription	3.00%
Lab Gear/Lab Licenses	50.00%
Support	2.25%
Manufacturer Technical Services	0.00%
Training	0.00%
Zerto	
Hardware	10.25%
Software License	10.25%
Subscription	5.00%
Lab Gear/Lab Licenses	50.00%
Support	5.00%
Manufacturer Technical Services	0.50%
Training	0.00%