

**DIR-TSO-3400**  
**Appendix C- Pricing Index (per Amendment 3)**  
**DLT Solutions, Inc.**

Software Brand Description	DIR Discount % off MSRP
Akamai	25.50%
AlienVault - License	21.00%
AlienVault - Hardware/Support	9.70%
Alteryx	17.80%
Archibus - Current Version Offerings	20.00%
Archibus - Software Subscription Support	5.00%
Autodesk - Subscription and Renewals	5.00%
Autodesk - Maintenance	5.00%
BMC - Monthly Subscription - Renewal	12.40%
BMC - Monthly Subscription over 250	12.40%
BMC - Service Support: Perpetual License	14.60%
BMC - Service Support-Blue-BMC Continuous or Premier Support	18.80%
BMC - Service Assurance or Service Automation: Perpetual License	19.90%
BMC - Monthly Subscription up to 250	12.40%
BMC - Service Assurance or Service Automation-BMC Continuous or Premier Support	23.90%
Flexera	8.00%
Google - Apps/Chrome	9.80%
Google - Geospatial	3.90%
Informatica	17.60%
Red Hat	20.00%
Red Hat - Academic	5.00%
Solarwinds	16.50%
Symantec - Endpoint Protection	32.00%
Symantec - Security - License/Maintenance	32.00%
Symantec - Security - Renewals	16.00%

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Veritas - Availability - License	21.00%
Veritas - Availability - Maintenance	2.00%
Veritas - Backup Exec - License/Maintenance	10.00%
Veritas - Business Critical Services	5.00%
Veritas - TSPP Support	5.00%
Veritas - Support Renewal	5.00%
<b>Software as a Service (SaaS) Description</b>	<b>DIR Discount % off MSRP</b>
Archibus - SaaS	11.50%
<b>Related Technical Services</b>	<b>DIR Discount % off MSRP</b>
DLT Solutions - System Administrator I	14.00%
DLT Solutions - Project Engineer III	14.00%
DLT Solutions - Subject Matter Expert II	14.00%