

APPENDIX C

PRICING INDEX DIR CONTRACT NO. DIR-SDD-1788

Flair Data Systems, Inc.

PRODUCT DESCRIPTION	CUSTOMER DISCOUNT
VMware Software	
VMware Data Center, Desktop or Management - Government	24.50%
VMware Data Center or Management - Academic	46.50%
VMware Desktop - Academic	47.50%
ISI Telemanagement Software Systems	
ISI Telemanagement Solutions - Software	35.50%
ISI Telemanagement Solutions – Hospitality Suite	5.00%
ISI Telemanagement Solutions - Rate Table Subscriptions	10.00%
SolarWinds	
SolarWinds Product Suite	16.50%
Sagemcom (formally Sagem-Interstar)	
Sagemcom (Xmedius) Software Products	19.50%
Websense	
Websense Web or Data Security Products	34.50%
ARC Solutions	
Unified Communications Products	14.50%
Software as a Service	
Websense Web or Data Security Products	31.50%
SERVICE DESCRIPTION	
VMware Maintenance	19.50%
ISI Service Schedule	4.50%
SolarWinds Maintenance Renewals	6.50%
Sagemcom Xmedius Support Services and Maintenance	14.50%
ARC Solutions Support	4.50%
Flair Technical Services	4.50%