

**APPENDIX C - PRICING INDEX
SHI GOVERNMENT SOLUTIONS – DIR-SDD-2188
Amendment #3**

**Customer Discount
% off MSRP**

HARDWARE

| | |
|-----------------------|--------|
| Aruba Networks | 4.50% |
| Barracuda Networks | 7.50% |
| Celestix Networks | 11.50% |
| EMC | 7.50% |
| Good Technology | 7.50% |
| Google | 3.50% |
| Hewlett Packard | 3.50% |
| Hitachi | 7.50% |
| Lenovo | 7.50% |
| M86 Security | 6.50% |
| Netscout Systems | 7.50% |
| RSA Security | 7.50% |
| Sophos | 4.50% |
| Techsmith Corporation | 7.50% |
| Westcon Group | 7.50% |

SOFTWARE

| | |
|----------------------------|--------|
| Absolute Software | 7.50% |
| Algorithmic Security, Inc. | 7.50% |
| Application Security Inc | 9.50% |
| Aruba Networks | 4.50% |
| Avira | 7.50% |
| Barracuda Networks | 7.50% |
| BMC Software | 3.50% |
| CA Technologies | 4.50% |
| Cenzic | 7.50% |
| Clearswift | 9.50% |
| Codonomicon | 7.50% |
| Corel | 7.00% |
| Cybersafe | 7.50% |
| Diskeeper Corporation | 7.50% |
| Eeye Digital Security | 7.50% |
| Emc | 7.50% |
| Entrust | 4.50% |
| Eset | 10.50% |
| Fortres Grand | 12.50% |
| F-Secure | 7.50% |

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| | |
|-------------------------------|--------|
| Google Search and Renewals | 3.50% |
| Google Geo/Maps Product lines | 7% |
| Google Apps and Chrome | 10% |
| Hbgary | 7.50% |
| Hewlett Packard | 3.50% |
| Hex-Rays Sa | 5.50% |
| Hitachi | 7.50% |
| Hytrust | 7.50% |
| IBM | 4.25% |
| Ipswitch | 9.50% |
| Jetico Inc. | 7.50% |
| Lancope | 7.50% |
| Lenovo | 7.50% |
| Lieberman | 7.50% |
| M86 Security | 6.50% |
| Mk Net.Work | 2.50% |
| Netscout Systems | 7.50% |
| Network Solutions | 6.50% |
| Open Text Corporation | 7.50% |
| Pkware | 7.50% |
| Proofpoint | 11.50% |
| Quantum | 7.50% |
| Quest Renewals | 7.50% |
| Quest Other | 10% |
| Relational Security Corp. | 7.50% |
| Rsa Security | 7.50% |
| Skybox Security, Inc. | 9.50% |
| Sonicwall | 7.50% |
| Splunk | 7.50% |
| Stoneware | 9.50% |
| Sybase | 7.50% |
| Tableau Software | 6.50% |
| Techsmith Corporation | 7.50% |
| Tenable Network Security | 10% |
| Thycotic | 9.50% |
| Van Dyke Technologies | 9.50% |
| Veeam Software | 7.50% |

APPENDIX C - PRICING INDEX
SHI GOVERNMENT SOLUTIONS – DIR-SDD-2188
Amendment #2

Customer Discount
% off Commercial
MSRP

| | |
|--------------------------------|--------|
| Venafi | 6.50% |
| Veracode, Inc. | 5.50% |
| Vmware Support and Maintenance | 7.50% |
| Vmware Government Licenses | 16.00% |
| Vmware Academic Licenses | 49.00% |
| Vormetric | 9.50% |
| Watchguard Technologies | 7.50% |
| Wave Systems | 7.50% |
| Westcon Group | 7.50% |
| Zixcorp | 7.50% |
| SERVICES | |
| Installation | 15.50% |
| Training | 15.50% |