

**APPENDIX C
PRICING INDEX
DIR-SDD-2504**

Instructions:

For the purposes of this RFO, the publisher's software licensing products are categorized in the table below. Vendors must offer ONLY one (1) discount for each Publisher Category listed. The discount for each publisher category will be applied to all products within the publisher category to determine the net DIR Customer price. The price to all DIR Customers shall include all shipping and handling fees.

Publisher Category	Publisher Discount Level	DIR Customer Discount (from Publisher Discount Level)
Adobe:		
Cumulative Licensing Program (CLP) Education Membership	Level 3 Points target: 100,000+ points	10.00%
Cumulative Licensing Program (CLP) Government Membership	Level 2 Points target: 300,000+ points	10.00%
Adobe Forms Licensing Program (FLP) (Digital Marketing Cloud & Connect)	NA	10.00%
Adobe Value Incentive Program (VIP) Government & Education Membership	NA	10.00%
Adobe Enterprise Agreement (EA) Government - <i>existing EA's only</i>	NA	10.00%
Adobe Enterprise Agreement (EA) Education - <i>only available to primary, secondary, and ISD's</i>	NA	10.00%
Adobe Enterprise Term License Agreement (ETLA) Government & Education	NA	10.00%

PLEASE NOTE: All prices quoted to Customers shall include the administrative fee. The administrative fee = .75% x Customer Price