

**APPENDIX C TO DIR CONTRACT NO. DIR-TSO-2823**  
**SHI Government Solutions**  
**PRICING INDEX**

<b>Product Description</b>	<b>DIR Customer Discount % from MSRP</b>
<b>Product Category</b>	
Brocade Storage Area Network (SAN) Hardware	34.25%
Brocade Software bundled with SAN Hardware Products	29.25%
Brocade SAN Accessories	34.25%
Buffalo Network Storage	42.25%
Buffalo Hard Drives	42.25%
Buffalo Optical Drives	42.25%
Emulex Storage Hardware Products	19.25%
Emulex Software bundled with Hardware Products	19.25%
Emulex Storage Accessories and Parts	19.25%
Hitachi Flash Memory	21.25%
Hitachi Unified Storage 100 Series Only	24.25%
Hitachi Hard Drives and Arrays	34.25%
Hitachi Storage Accessories and Parts and Bundled Software	25.25%
Nexsan Storage Hardware Products	14.25%
Nexsan Software bundled with Hardware Products	14.25%
Nexsan Storage Accessories and Parts	14.25%
Nimble Storage Hardware Products	7.50%
Nimble Software bundled with Hardware Products	7.50%
Nimble Storage Accessories and Parts	7.50%
Overland Storage SNAP SAN Only	9.25%
Overland Storage Tape and Autoloaders (NEO)	25.25%
Overland Storage NAS Solutions	9.25%
Overland Storage Platforms, Care, and Software	5.25%
Overland Storage Accessories	26.25%
Qlogic Adapters	44.75%
Qlogic Switches	44.75%
Qlogic Application-Specific Integrated Circuits (ASICs)	14.25%
Violin Memory Products	34.25%
Violin Software bundled with Memory Products	34.25%
Violin Array Management Products and Bundled Software	34.25%

<b>SERVICE Description</b>		<b>DIR Customer Discount % from MSRP</b>
<b>Service Category</b>		
Brocade Branded Service Agreements		14.25%
Brocade Branded Extended Warranty Service Agreements		14.25%
Hitachi Storage Support		25.25%
Hitachi Branded Service Agreements		14.25%
Hitachi Extended Warranties		14.25%
Nexsan (All Warranties and support)		11.25%

<b>SERVICE Description</b>			
<b>SHI Data Storage Design, Implementation, Healthcheck, Planning, Architecture</b>			
<b>Product/Service</b>	<b>MSRP COST EACH/Per Hour</b>	<b>DIR Customer Discount % from MSRP</b>	<b>DIR Customer Price EACH/Per Hour</b>
Project Leader	\$141.00	34.25%	\$92.71
Project Manager	\$200.00	34.25%	\$131.50
Sr Project Manager	\$280.00	34.25%	\$184.10
Engagement Manager	\$330.00	34.25%	\$216.98
Associate Technical Specialist	\$141.00	34.25%	\$92.71
Technical Specialist	\$200.00	34.25%	\$131.50
Solution Architect	\$280.00	34.25%	\$184.10
Sr Solution Architect	\$330.00	34.25%	\$216.98