

PRODUCT Category	DIR Customer Discount % from MSRP
Spectra Logic Tape Library	14.75%
Panzura Archiving	10.75%
Nexsan Archiving	14.75%
NetMass Backup and 3-2-1 Archiving	15.75%
SERVICE Category	DIR Customer Discount % from MSRP
Support	14.75%
Maintenance	14.75%
Installation	10.75%
Training	10.75%
Design	10.75%
Hosting	10.75%
Storage	10.75%
OPTIONAL ITEMS	DIR Customer Discount % from MSRP
Media (for purchased libraries only)	10.75%
Slot Licenses	5.75%
Labels	5.75%