

Software Description	Qty 1-499 or \$0-\$50,000 Total DIR Discount % off MSRP	Qty 500-1,000 or \$50,001-\$100,000 Total DIR Discount % off MSRP	Qty 1,001-2,000 or \$100,001-\$500,000 Total DIR Discount % off MSRP	Qty 2,001+ or \$500,000+ Total DIR Discount % off MSRP
		Acquia		
Acquia (No SaaS)	4.45%	7.45%	9.45%	11.45%
Installation Services	5.00%	8.00%	10.00%	12.00%
Technical Services	5.00%	8.00%	10.00%	12.00%
Training Services	5.00%	8.00%	10.00%	12.00%
		Actiance		
Actiance (No SaaS)	5.75%	8.75%	10.75%	12.75%
Installation Services	5.75%	8.75%	10.75%	12.75%
Technical Services	5.75%	8.75%	10.75%	12.75%
Training Services	5.75%	8.75%	10.75%	12.75%
		Adallom		
Adallom SaaS Products	14.50%	17.50%	19.50%	21.50%
Installation Services	14.50%	17.50%	19.50%	21.50%
Technical Services	14.50%	17.50%	19.50%	21.50%

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Training Services	14.50%	17.50%	19.50%	21.50%
		AgileCraft		
AgileCraft	5.00%	8.00%	10.00%	12.00%
AgileCraft SaaS Products	5.00%	8.00%	10.00%	12.00%
Installation Services	5.00%	8.00%	10.00%	12.00%
Technical Services	5.00%	8.00%	10.00%	12.00%
Training Services	5.00%	8.00%	10.00%	12.00%
		AINS		
AINS SaaS Products	17.77%	20.77%	22.77%	24.77%
Installation Services	15.00%	18.00%	20.00%	22.00%
Technical Services	15.00%	18.00%	20.00%	22.00%
Training Services	15.00%	18.00%	20.00%	22.00%
		Alfresco		
Alfresco (No SaaS)	4.24%	7.24%	9.24%	11.24%
Installation Services	4.24%	7.24%	9.24%	11.24%

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Technical Services	4.24%	7.24%	9.24%	11.24%
Training Services	4.24%	7.24%	9.24%	11.24%
		Angel (Genesys)		
Angel (Genesys)	11.00%	14.00%	16.00%	18.00%
Angel (Genesys) SaaS Products	5.00%	8.00%	10.00%	12.00%
Installation Services	5.00%	8.00%	10.00%	12.00%
Technical Services	7.00%	10.00%	12.00%	14.00%
Training Services	7.00%	10.00%	12.00%	14.00%
		Apptio		
Apptio SaaS Products	7.50%	10.50%	12.50%	14.50%
Installation Services	7.50%	10.50%	12.50%	14.50%
Technical Services	7.50%	10.50%	12.50%	14.50%
Training Services	7.50%	10.50%	12.50%	14.50%
		Avepoint		
Avepoint (No SaaS)	6.60%	9.60%	11.60%	13.60%

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Avepoint DocAve Online and all other SaaS Products	7.00%	10.00%	12.00%	14.00%
Installation Services	7.00%	10.00%	12.00%	14.00%
Technical Services	7.00%	10.00%	12.00%	14.00%
Training Services	7.00%	10.00%	12.00%	14.00%
		BMC		
BMC Identify Products	20.90%	23.90%	25.90%	27.90%
BMC IDM - Identity Management	14.25%	17.25%	19.25%	21.25%
BMC ITSM Suite - Including FootPrints & BCM	22.00%	25.00%	27.00%	29.00%
BMC Mainframe Service Management Products	20.90%	23.90%	25.90%	27.90%
BMC Remedy ITSM/Atrium Core	14.25%	17.25%	19.25%	21.25%
BMC SDE - Service Desk Express (Renewal only)	20.90%	23.90%	25.90%	27.90%

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BMC Service Assurance Products	20.90%	23.90%	25.90%	27.90%
BMC Service Automation Products	20.90%	23.90%	25.90%	27.90%
BMC SLA/SLM	14.25%	17.25%	19.25%	21.25%
BMC All Other Software Products	14.25%	17.25%	19.25%	21.25%
BMC Remedy OnDemand Offerings - over 250 users (SaaS)	12.25%	15.25%	17.25%	19.25%
BMC Remedy OnDemand Offerings - up to 250 users (SaaS)	22.25%	25.25%	27.25%	29.25%
BMC Remedyforce Service Desk (SaaS)	22.25%	25.25%	27.25%	29.25%
BMC ServiceDesk on Force.com - over 250 users (SaaS)	12.25%	15.25%	17.25%	19.25%
BMC ServiceDesk on Force.com - up to 250 users (SaaS)	22.25%	25.25%	27.25%	29.25%
BMC Subscription Renewal (SaaS)	12.25%	15.25%	17.25%	19.25%

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BMC All Other SaaS Products (SaaS)	12.25%	15.25%	17.25%	19.25%
Installation Services	20.90%	23.90%	25.90%	27.90%
Technical Services	20.90%	23.90%	25.90%	27.90%
Training Services	20.90%	23.90%	25.90%	27.90%
		Boundless		
Boundless Plus Products (SaaS)	5.00%	8.00%	10.00%	12.00%
Boundless Technical Products (SaaS)	5.00%	8.00%	10.00%	12.00%
Boundless Platform Products (SaaS)	9.15%	12.15%	14.15%	16.15%
Boundless Strategic Products (SaaS)	7.88%	10.88%	12.88%	14.88%
Installation Services	5.00%	8.00%	10.00%	12.00%
Technical Services	5.00%	8.00%	10.00%	12.00%
Training Services	5.00%	8.00%	10.00%	12.00%
		Brightcove		

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Brightcove SaaS Products	4.00%	7.00%	9.00%	11.00%
Installation Services	4.00%	7.00%	9.00%	11.00%
Technical Services	4.00%	7.00%	9.00%	11.00%
Training Services	4.00%	7.00%	9.00%	11.00%
		Careerbuilder		
Careerbuilder (No SaaS)	7.23%	10.23%	12.23%	14.23%
Installation Services	2.00%	5.00%	7.00%	9.00%
Technical Services	2.00%	5.00%	7.00%	9.00%
Training Services	2.00%	5.00%	7.00%	9.00%
		Case Commons		
Case Commons SaaS Products	2.00%	5.00%	7.00%	9.00%
Installation Services	2.00%	5.00%	7.00%	9.00%
Technical Services	2.00%	5.00%	7.00%	9.00%
Training Services	2.00%	5.00%	7.00%	9.00%

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		Cloudera		
Cloudera SaaS Products	4.95%	7.95%	9.95%	11.95%
Installation Services	4.95%	7.95%	9.95%	11.95%
Technical Services	4.95%	7.95%	9.95%	11.95%
Training Services	4.95%	7.95%	9.95%	11.95%
		CollabNet		
CollabNet (No SaaS)	5.25%	8.25%	10.25%	12.25%
Installation Services	5.25%	8.25%	10.25%	12.25%
Technical Services	5.25%	8.25%	10.25%	12.25%
Training Services	5.25%	8.25%	10.25%	12.25%
		Core Security		
Core Security (No SaaS)	5.00%	8.00%	10.00%	12.00%
Installation Services	5.00%	8.00%	10.00%	12.00%
Technical Services	5.00%	8.00%	10.00%	12.00%
Training Services	5.00%	8.00%	10.00%	12.00%
		Cutting Edge		

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Cutting Edge (No SaaS)	2.00%	5.00%	7.00%	9.00%
Installation Services	2.00%	5.00%	7.00%	9.00%
Technical Services	2.00%	5.00%	7.00%	9.00%
Training Services	2.00%	5.00%	7.00%	9.00%
		Delphix		
Delphix (No SaaS)	9.72%	12.72%	14.72%	16.72%
Installation Services	9.70%	12.70%	14.70%	16.70%
Technical Services	9.70%	12.70%	14.70%	16.70%
Training Services	9.70%	12.70%	14.70%	16.70%
		DocuSign		
DocuSign Software Products (No SaaS)	3.00%	6.00%	8.00%	10.00%
DocuSign for Salesforce Enterprise Edition- Envelopes- USD- Annual	3.00%	6.00%	8.00%	10.00%
DocuSign Enterprise Edition- Seats-USD- Annual	3.00%	6.00%	8.00%	10.00%

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DocuSign Enterprise Edition- Envelopes- USD- Annual	3.00%	6.00%	8.00%	10.00%
DocuSign for Salesforce Enterprise Edition- Seats- USD- Annual	3.00%	6.00%	8.00%	10.00%
DocuSign for Salesforce Dynamic Documents – Envelopes -USD- Annual	3.00%	6.00%	8.00%	10.00%
Customer Success Architects - Full time - SERVICE	3.00%	6.00%	8.00%	10.00%
Customer Success Architects - Half time - SERVICE	3.00%	6.00%	8.00%	10.00%
Customer Success Architects - Quarter time - SERVICE	3.00%	6.00%	8.00%	10.00%
DSU - Add-on certification fee – TRAINING	3.00%	6.00%	8.00%	10.00%
DSU - DocuSign for Administrators certification course – TRAINING	3.00%	6.00%	8.00%	10.00%

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Installation Services	3.00%	6.00%	8.00%	10.00%
Technical Services	3.00%	6.00%	8.00%	10.00%
Training Services	3.00%	6.00%	8.00%	10.00%
		Dreamfactory		
Dreamfactory SaaS Products	14.00%	17.00%	19.00%	21.00%
Installation Services	14.00%	17.00%	19.00%	21.00%
Technical Services	14.00%	17.00%	19.00%	21.00%
Training Services	14.00%	17.00%	19.00%	21.00%
		Enterprise Elements		
Enterprise Elements (No SaaS)	5.79%	8.79%	10.79%	12.79%
Installation Services	5.00%	8.00%	10.00%	12.00%
Technical Services	5.00%	8.00%	10.00%	12.00%
Training Services	5.00%	8.00%	10.00%	12.00%
		EnterpriseDB		

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EnterpriseDB (No SaaS)	7.30%	10.30%	12.30%	14.30%
Installation Services	7.30%	10.30%	12.30%	14.30%
Technical Services	7.30%	10.30%	12.30%	14.30%
Training Services	7.30%	10.30%	12.30%	14.30%
		F5		
F5 SaaS Products	4.00%	7.00%	9.00%	11.00%
Installation Services	4.00%	7.00%	9.00%	11.00%
Technical Services	4.00%	7.00%	9.00%	11.00%
Training Services	4.00%	7.00%	9.00%	11.00%
		FireEye		
FireEye Endpoint Agent, Intrusion Prevention, Application Context, and All Other FireEye Software	.90%	6.25%	8.25%	10.25%
FireEye (SaaS) E-mail Threat Prevention, Threat Analytics Platform, Managed Defense, and All Other FireEye SaaS Products	.90%	6.25%	8.25%	10.25%

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Installation Services	4.25%	7.25%	9.25%	11.25%
Technical Services	4.25%	7.25%	9.25%	11.25%
Training Services	4.25%	7.25%	9.25%	11.25%
		Flex Analytics		
Flex Analytics	4.28%	7.28%	9.28%	11.28%
Flex Analytics SaaS	4.28%	7.28%	9.28%	11.28%
Installation Services	5.00%	8.00%	10.00%	12.00%
Technical Services	5.00%	8.00%	10.00%	12.00%
Training Services	5.00%	8.00%	10.00%	12.00%
		Flow Software		
Flow Software SaaS Products	3.00%	6.00%	8.00%	10.00%
Installation Services	3.00%	6.00%	8.00%	10.00%
Technical Services	3.00%	6.00%	8.00%	10.00%
Training Services	3.00%	6.00%	8.00%	10.00%
		Forgerock		

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Forgerock (No SaaS)	4.00%	7.00%	9.00%	11.00%
Installation Services	4.00%	7.00%	9.00%	11.00%
Technical Services	4.00%	7.00%	9.00%	11.00%
Training Services	4.00%	7.00%	9.00%	11.00%
		GenesisOne		
GenesisOne (No SaaS)	3.00%	6.00%	8.00%	10.00%
Installation Services	3.00%	6.00%	8.00%	10.00%
Technical Services	3.00%	6.00%	8.00%	10.00%
Training Services	3.00%	6.00%	8.00%	10.00%
		GovDelivery		
GovDelivery SaaS	4.25%	7.25%	9.25%	11.25%
Installation Services	4.25%	7.25%	9.25%	11.25%
Technical Services	4.25%	7.25%	9.25%	11.25%
Training Services	4.25%	7.25%	9.25%	11.25%
		Groundwork		
Groundwork (No SaaS)	3.58%	6.58%	8.58%	10.58%

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Installation Services	4.00%	7.00%	9.00%	11.00%
Technical Services	4.00%	7.00%	9.00%	11.00%
Training Services	4.00%	7.00%	9.00%	11.00%
		Haystax		
Haystax (No SaaS)	2.00%	5.00%	7.00%	9.00%
Installation Services	2.00%	5.00%	7.00%	9.00%
Technical Services	2.00%	5.00%	7.00%	9.00%
Training Services	2.00%	5.00%	7.00%	9.00%
		Ikanow		
Ikanow (No SaaS)	4.94%	7.94%	9.94%	11.94%
Installation Services	4.94%	7.94%	9.94%	11.94%
Technical Services	4.94%	7.94%	9.94%	11.94%
Training Services	4.94%	7.94%	9.94%	11.94%
		iMapData		
iMapData SaaS	18.50%	21.50%	23.50%	25.50%
Installation Services	6.00%	9.00%	11.00%	13.00%

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Technical Services	6.00%	9.00%	11.00%	13.00%
Training Services	6.00%	9.00%	11.00%	13.00%
		IQM2 dba Accela		
IQM2 dba Accela SaaS	2.00%	5.00%	7.00%	9.00%
Installation Services	4.25%	7.25%	9.25%	11.25%
Technical Services	4.25%	7.25%	9.25%	11.25%
Training Services	4.25%	7.25%	9.25%	11.25%
		Kroll Ontrack		
Kroll Ontrack PowerControls - Exchange, SharePoint, SQL, and all other Software Products (including Maintenance) (No SaaS)	9.32%	12.32%	14.32%	16.32%
Installation Services	8.0%	11.00%	13.00%	15.00%
Technical Services	8.0%	11.00%	13.00%	15.00%
Training Services	8.0%	11.00%	13.00%	15.00%
		LexisNexis		

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LexisNexis (No SaaS)	3.00%	6.00%	8.00%	10.00%
Installation Services	3.00%	6.00%	8.00%	10.00%
Technical Services	3.00%	6.00%	8.00%	10.00%
Training Services	3.00%	6.00%	8.00%	10.00%
		Liquidware Labs		
Liquidware Labs – VDI Essentials (No SaaS)	9.32%	12.32%	14.32%	16.32%
Liquidware Labs – All Other Software Products (No SaaS)	9.00%	12.00%	14.00%	16.00%
Installation Services	9.00%	12.00%	14.00%	16.00%
Technical Services	9.00%	12.00%	14.00%	16.00%
Training Services	9.00%	12.00%	14.00%	16.00%
		Marklogic		
Marklogic (No SaaS)	10.40%	15.25%	17.25%	19.25%
Installation Services	10.45%	13.45%	15.45%	17.45%
Technical Services	10.45%	13.45%	15.45%	17.45%
Training Services	10.45%	13.45%	15.45%	17.45%

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Software Description	Qty 1-499 or \$0-\$50,000 Total DIR Discount % off MSRP	Qty 500-1,000 or \$50,001-\$100,000 Total DIR Discount % off MSRP	Qty 1,001-2,000 or \$100,001-\$500,000 Total DIR Discount % off MSRP	Qty 2,001+ or \$500,000+ Total DIR Discount % off MSRP
		Metalogix		
Metalogix (No SaaS)	5.40	8.40%	10.40%	12.40%
Installation Services	5.40	8.40%	10.40%	12.40%
Technical Services	5.40	8.40%	10.40%	12.40%
Training Services	5.40	8.40%	10.40%	12.40%
		Mobile Reach dba Spectrum		
Mobile Reach (dba Spectrum) (No SaaS)	5.00%	8.00%	10.00%	12.00%
Installation Services	5.00%	8.00%	10.00%	12.00%
Technical Services	5.00%	8.00%	10.00%	12.00%
Training Services	5.00%	8.00%	10.00%	12.00%
		MODRIA		
Modria SaaS	2.0%	5.00%	7.00%	9.00%
Installation Services	2.0%	5.00%	7.00%	9.00%
Technical Services	2.0%	5.00%	7.00%	9.00%
Training Services	2.0%	5.00%	7.00%	9.00%

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		MongoDB		
MongoDB (No SaaS)	4.00%	7.00%	9.00%	11.00%
Installation Services	4.00%	7.00%	9.00%	11.00%
Technical Services	4.00%	7.00%	9.00%	11.00%
Training Services	4.00%	7.00%	9.00%	11.00%
		MotionDSP		
MotionDSP (No SaaS)	5.5%	8.5%	10.5%	12.5%
Installation Services	5.5%	8.5%	10.5%	12.5%
Technical Services	5.5%	8.5%	10.5%	12.5%
Training Services	5.5%	8.5%	10.5%	12.5%
		New Relic		
New Relic SaaS Products	3.00%	6.00%	8.00%	10.00%
Installation Services	3.00%	6.00%	8.00%	10.00%
Technical Services	3.00%	6.00%	8.00%	10.00%
Training Services	3.00%	6.00%	8.00%	10.00%

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		Nlyte		
Nlyte (No SaaS)	4.28%	7.28%	9.28%	11.28%
Installation Services	4.28%	7.28%	9.28%	11.28%
Technical Services	4.28%	7.28%	9.28%	11.28%
Training Services	4.28%	7.28%	9.28%	11.28%
		Packet Design		
Packet Design (No SaaS)	2.00%	5.00%	7.00%	9.00%
Installation Services	2.00%	5.00%	7.00%	9.00%
Technical Services	2.00%	5.00%	7.00%	9.00%
Training Services	2.00%	5.00%	7.00%	9.00%
		Peaxy		
Peaxy (No SaaS)	2.50%	5.50%	7.50%	9.50%
Installation Services	2.50%	5.50%	7.50%	9.50%
Technical Services	2.50%	5.50%	7.50%	9.50%
Training Services	2.50%	5.50%	7.50%	9.50%

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		Pentaho		
Pentaho (No SaaS)	2.27%	7.75%	9.75%	11.75%
Pentaho Business Intelligence Enterprise Edition Data Analysis (Renewals Only)	4.28%	7.28%	9.28%	11.28%
Installation Services	2.27%	7.75%	9.75%	11.75%
Technical Services	2.27%	7.75%	9.75%	11.75%
Training Services	2.27%	7.75%	9.75%	11.75%
		Pernix		
Pernix (No SaaS)	5.00%	8.00%	10.00%	12.00%
Installation Services	5.00%	8.00%	10.00%	12.00%
Technical Services	5.00%	8.00%	10.00%	12.00%
Training Services	5.00%	8.00%	10.00%	12.00%
		Perspecsys		
Perspecsys (No SaaS)	5.00%	8.00%	10.00%	12.00%
Installation Services	5.00%	8.00%	10.00%	12.00%

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Technical Services	5.00%	8.00%	10.00%	12.00%
Training Services	5.00%	8.00%	10.00%	12.00%
		Qlik View		
Qlik View (No SaaS)	3.00%	6.00%	8.00%	10.00%
Installation Services	3.00%	6.00%	8.00%	10.00%
Technical Services	3.00%	6.00%	8.00%	10.00%
Training Services	3.00%	6.00%	8.00%	10.00%
		Readspeaker		
Readspeaker SaaS Products	5.00%	8.00%	10.00%	12.00%
Installation Services	4.90%	7.90%	9.90%	11.90%
Technical Services	4.90%	7.90%	9.90%	11.90%
Training Services	4.90%	7.90%	9.90%	11.90%
		Recorded Future		
Recorded Future SaaS Products	3.88%	6.88%	8.88%	10.88%
Installation Services	3.88%	6.88%	8.88%	10.88%

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Technical Services	3.88%	6.88%	8.88%	10.88%
Training Services	3.88%	6.88%	8.88%	10.88%
		Red Hat		
Red Hat – Cloud Tech. Acct. Mgmt. Services (No SaaS)	4.28%	7.28%	9.28%	11.28%
Red Hat – Tech. Acct. Mgmt. for JBoss (No SaaS)	0.71%	3.71%	5.71%	7.71%
Red Hat – Tech. Acct. Mgmt. for Red Hat Enterprise Linux (No SaaS)	15.94%	18.94%	20.94%	22.94%
Red Hat – Enterprise Linux Cloud Offerings (No SaaS)	15.36%	18.36%	20.36%	22.36%
Red Hat – Enterprise Linux Media Kits (No SaaS)	12.00%	15.00%	17.00%	19.00%
Red Hat – Enterprise Linux Middleware (No SaaS)	19.85%	22.85%	24.85%	26.85%

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Red Hat – Enterprise Linux Platform (No SaaS)	19.85%	22.85%	24.85%	26.85%
Red Hat – Enterprise Linux Storage (No SaaS)	19.89%	22.89%	24.89%	26.89%
Red Hat – Enterprise Linux Virtualization (No SaaS)	19.88%	22.88%	24.88%	26.88%
Red Hat – Storage Tech. Acct. Mgmt. Services (No SaaS)	4.28%	7.28%	9.28%	11.28%
Red Hat – TAM Extension – SAP (No SaaS)	15.37%	18.37%	20.37%	22.37%
Red Hat – All Other Software (No SaaS)	0.71%	3.71%	5.71%	7.71%
Installation Services	12.00%	12.00%	12.00%	12.00%
Technical Services	12.00%	12.00%	12.00%	12.00%
Training Services	12.00%	12.00%	12.00%	12.00%
		REI GovGrants		
REI SaaS GovGrants Community User	15.00%	18.00%	20.00%	22.00%

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Annual License - 10,000 Users				
REI SaaS GovGrants Community User Annual License - 100 Users	5.00%	8.00%	10.00%	12.00%
REI SaaS GovGrants Community User Annual License - 1000 Users	10.00%	13.00%	15.00%	17.00%
REI SaaS GovGrants Community User Annual License - 200 Users	5.00%	8.00%	10.00%	12.00%
REI SaaS GovGrants Community User Annual License - 500 Users	8.00%	11.00%	13.00%	15.00%
REI SaaS GovGrants User Annual License - 10 Users	5.00%	8.00%	10.00%	12.00%
REI SaaS GovGrants User Annual License - 100 Users	10.00%	13.00%	15.00%	17.00%

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REI SaaS GovGrants User Annual License - 20 Users	5.00%	8.00%	10.00%	12.00%
REI SaaS GovGrants User Annual License - 200 Users	15.00%	18.00%	20.00%	22.00%
REI SaaS GovGrants User Annual License - 50 Users	8.00%	11.00%	13.00%	15.00%
REI - All Other SaaS Products	5.00%	8.00%	10.00%	12.00%
Installation Services	5.00%	8.00%	10.00%	12.00%
Technical Services	5.00%	8.00%	10.00%	12.00%
Training Services	5.00%	8.00%	10.00%	12.00%
		Salesforce		
Salesforce SaaS Licenses and all other Salesforce SaaS Products	4.3%	7.3%	9.3%	11.3%
Installation Services	4.3%	7.3%	9.3%	11.3%
Technical Services	4.3%	7.3%	9.3%	11.3%

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Training Services	4.3%	7.3%	9.3%	11.3%
		SAP		
SAP SaaS Fieldglass, HEC, Ariba, Concur, Hybris, SuccessFactors and all other SAP SaaS Products	10.68%	13.68%	15.68%	17.68%
Installation Services	10.68%	13.68%	15.68%	17.68%
Technical Services	10.68%	13.68%	15.68%	17.68%
Training Services	10.68%	13.68%	15.68%	17.68%
		ServiceNow		
ServiceNow (No SaaS)	4.50%	8.25%	10.25%	12.25%
Installation Services	1.50%	5.25%	7.25%	9.25%
Technical Services	1.50%	5.25%	7.25%	9.25%
Training Services	1.50%	5.25%	7.25%	9.25%
		Shavlik		
Shavlik (No SaaS)	3.50%	6.50%	8.50%	10.50%
Installation Services	2.00%	5.00%	7.00%	9.00%

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Technical Services	2.00%	5.00%	7.00%	9.00%
Training Services	2.00%	5.00%	7.00%	9.00%
		Skyhigh		
Skyhigh SaaS Products	5.00%	8.00%	10.00%	12.00%
Installation Services	5.00%	8.00%	10.00%	12.00%
Technical Services	5.00%	8.00%	10.00%	12.00%
Training Services	5.00%	8.00%	10.00%	12.00%
		Socrata		
Socrata SaaS Products	5.09%	8.09%	10.09%	12.09%
Installation Services	1.00%	4.00%	6.00%	8.00%
Technical Services	1.00%	4.00%	6.00%	8.00%
Training Services	1.00%	4.00%	6.00%	8.00%
		SpringCM		
SpringCM SaaS Products	5.00%	8.00%	10.00%	12.00%
Installation Services	5.00%	8.00%	10.00%	12.00%

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Technical Services	5.00%	8.00%	10.00%	12.00%
Training Services	5.00%	8.00%	10.00%	12.00%
		Tableau		
Tableau (No SaaS)	0.75%	3.75%	5.75%	7.75%
Installation Services	0.75%	3.75%	5.75%	7.75%
Technical Services	0.75%	3.75%	5.75%	7.75%
Training Services	0.75%	3.75%	5.75%	7.75%
		Tasktop		
Tasktop (No SaaS)	1.25%	4.25%	6.25%	8.25%
Installation Services	2.00%	5.00%	7.00%	9.00%
Technical Services	2.00%	5.00%	7.00%	9.00%
Training Services	2.00%	5.00%	7.00%	9.00%
		Terrapixel		
Terrapixel SaaS Products	3.00%	6.00%	8.00%	10.00%
Installation Services	3.00%	6.00%	8.00%	10.00%

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Technical Services	3.00%	6.00%	8.00%	10.00%
Training Services	3.00%	6.00%	8.00%	10.00%
		Tetra4D		
Tetra4D SaaS Products	3.00%	6.00%	8.00%	10.00%
Installation Services	3.00%	6.00%	8.00%	10.00%
Technical Services	3.00%	6.00%	8.00%	10.00%
Training Services	3.00%	6.00%	8.00%	10.00%
		Touchshare		
Touchshare SaaS Products	2.00%	5.00%	7.00%	9.00%
Installation Services	2.00%	5.00%	7.00%	9.00%
Technical Services	2.00%	5.00%	7.00%	9.00%
Training Services	2.00%	5.00%	7.00%	9.00%
		Tripwire		
Tripwire Licenses (No SaaS)	13.75%	16.75%	18.75%	20.75%

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Tripwire Maintenance (No SaaS)	2.25%	5.25%	7.25%	9.25%
Tripwire Subscription (No SaaS)	2.75%	5.75%	7.75%	9.75%
Tripwire – All Other Software (No SaaS)	13.10%	16.10%	18.10%	20.10%
Installation Services	2.75%	5.75%	7.75%	9.75%
Technical Services	2.75%	5.75%	7.75%	9.75%
Training Services	2.75%	5.75%	7.75%	9.75%
		Trustwave		
Trustwave (No SaaS)	10.08%	13.08%	15.08%	17.08%
Installation Services	10.08%	13.08%	15.08%	17.08%
Technical Services	10.08%	13.08%	15.08%	17.08%
Training Services	10.08%	13.08%	15.08%	17.08%
		User1st		
User1st SaaS Products	3.00%	6.00%	8.00%	10.00%
Installation Services	3.00%	6.00%	8.00%	10.00%
Technical Services	3.00%	6.00%	8.00%	10.00%

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Training Services	3.00%	6.00%	8.00%	10.00%

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