

Software Description	DIR Discount % off MSRP
Panzura	
Panzura Application Solutions - VM	23%
Panzura GFS Product Line	23%
Panzura Active Archive Models	23%
Panzura Data Protection Models	23%
Panzura Expansion Options	23%
Panzura User Licenses	23%
Panzura Software Licenses	23%
Panzura Service and Support	23%
Centrify	
Centrify DirectManage - License Pack	20%
Centrify DirectManage - Maintenance	5%
Centrify Suite Standard Edition - IT Staff Only - Software License	20%
Centrify Suite Standard Edition - IT Staff Only - Maintenance	5%
Centrify Server Suite Standard Edition - IT Staff Only - Windows - Software License	20%
Centrify Suite Standard Edition - Unlimited User - Software License	20%
Centrify Suite Standard Edition - Unlimited User - Maintenance	5%
Centrify Server Suite Standard Edition - Unlimited Users - Windows - Software License	20%
Centrify Suite Standard Edition for zLinux - Software License	20%
Centrify Suite Standard Edition for zLinux - Maintenance	5%
Centrify Suite Standard Edition for zLinux - Upgrade from Standard Edition IT Staff Only - Software License	20%
Centrify Suite Standard Edition for zLinux - Upgrade from Standard Edition IT Staff Only - Maintenance	5%
Centrify Suite Standard Edition FIPS Validated - IT Staff Only - Software License and upgrades	20%
Centrify Suite Standard Edition FIPS Validated - Unlimited User - Software License and upgrades	20%
Centrify Suite Standard Edition for Mac OS - IT Staff Only - Software License	20%
Centrify Suite Standard Edition for Mac OS - IT Staff Only - Maintenance	5%
Centrify Suite Standard Edition for Mac OS - Unlimited User - Software License and upgrades	20%
Centrify Suite Standard Edition for Mac OS - Unlimited User - Maintenance	5%
Centrify Suite Enterprise Edition - IT Staff Only - Software License	20%
Centrify Suite Enterprise Edition - IT Staff Only - Maintenance	5%
Centrify Suite Enterprise Edition - IT Staff Only - 10 Workstations - Maintenance	5%
Centrify Server Suite Enterprise Edition - IT Staff Only - Windows - Software License	20%
Centrify Suite Enterprise Edition - Unlimited User - Software License and upgrades	20%
Centrify Suite Enterprise Edition - Unlimited User - Maintenance and Maintenance Upgrades	5%

Important Note: Vendor's quote to DIR customers shall include the DIR Administrative Fee. The fee will be added after the discount is applied to the MSRP.

Centrify Suite Enterprise Edition - Upgrade from Standard Edition - IT Staff Only - Software License Upgrade	20%
Centrify Suite Enterprise Edition - Upgrade from Standard Edition - Unlimited User - Software License Upgrade	20%
Centrify Server Suite Enterprise Edition - Unlimited Users - Windows - Software License	20%
Centrify Suite Enterprise Edition for zLinux - IT Staff Only - zLinux - Software License	20%
Centrify Suite Enterprise Edition for zLinux - IT Staff Only - zLinux - Maintenance	5%
Centrify Suite Enterprise Edition for zLinux - Upgrade from Standard Edition - IT Staff Only - zLinux - Software License Upgrade Standard Maintenance	20%
Centrify Suite Enterprise Edition for zLinux - Upgrade from Standard Edition - IT Staff Only - zLinux - Software License Upgrade	20%
Centrify Suite Enterprise Edition FIPS Validated - IT Staff Only - Software License and License Upgrades	20%
Centrify Suite Enterprise Edition FIPS Validated - Unlimited User - Software License and License Upgrades	20%
Centrify Suite Enterprise Edition for HPC/Grid Nodes - IT Staff Only - 10 Nodes - Software License	20%
Centrify Suite Enterprise Edition for HPC/Grid Nodes - IT Staff Only - 10 Nodes - Maintenance	5%
Centrify Suite Platinum Edition - IT Staff Only - Software License	20%
Centrify Suite Platinum Edition - IT Staff Only - Maintenance	5%
Centrify Suite Platinum Edition - Unlimited User - Software License	20%
Centrify Suite Platinum Edition - Unlimited User - Maintenance	5%
Centrify Suite Platinum Edition - Upgrade from Standard Edition - Software License	20%
Centrify Suite Platinum Edition - Upgrade from Standard Edition - Maintenance	5%
Centrify Suite Platinum Edition - Upgrade from Enterprise Edition - Software License	20%
Centrify Suite Platinum Edition - Upgrade from Enterprise Edition - Maintenance	5%
Centrify Suite Platinum Edition FIPS Validated - IT Staff Only - Software License and License Upgrades	20%
Centrify Suite Platinum Edition FIPS Validated - Unlimited User - Software License and License Upgrades	20%
Centrify Suite Smartcard Edition - 10 Workstations - Software License	20%
Centrify Suite SmartCard Edition -10 Workstations - Maintenance	5%
Centrify Suite Smartcard Edition - Upgrade from Standard Edition - 10 Mac OS Workstation - Software License	20%
Centrify Suite Smartcard Edition - Upgrade from Standard Edition - 10 Mac OS Workstation - Maintenance	5%
Centrify Suite Smartcard Edition - Upgrade from Standard Edition - 10 Workstations - Software License	10%
Centrify Suite Smartcard Edition - Upgrade from Standard Edition - 10 Workstations - Maintenance	5%
Centrify Suite Workstation Edition - 10 Red Hat Workstation - Software License	20%
Centrify Suite Workstation Edition - 10 Red Hat Workstation - Maintenance One Year	5%

Centrify Suite Workstation Edition - 10 Red Hat FIPS Validated Workstation - Software License and License Upgrades	20%
Centrify Suite Workstation Edition FIPS Validated - 10 Red Hat Workstation - Maintenance One Year	5%
Centrify Suite Workstation Edition - 10 Mac OS FIPS Validated Workstation - Software Licenses and License Upgrades	20%
Centrify Suite Workstation Edition FIPS Validated - 10 Mac OS Workstation - Maintenance One Year	5%
Centrify for Workstations Standard Edition - 10 Workstation License	20%
Centrify Suite Workstation Edition - 10 Workstations - Maintenance	5%
Centrify for Workstations Standard Edition - Windows - 10 Workstation License	20%
Centrify for Workstations Enterprise Edition - 10 Workstation License	20%
Centrify for Workstations Enterprise Edition - 10 Workstation - Software License Upgrade	20%
Centrify for Workstations Enterprise Edition - Windows - 10 Workstation License	20%
Centrify for Workstations Platinum Edition - 10 Workstation License and Software License Upgrades	20%
Centrify Suite Smart Card Edition - 10 Red Hat Workstation - Software License	20%
Centrify Suite SmartCard Edition - 10 Red Hat Workstation - Maintenance One Year	5%
Centrify Suite Smart Card Edition - 10 Red Hat FIPS Validated Workstation - Software License and License Upgrades	20%
Centrify Suite Smart Card Edition FIPS Validated - 10 Red Hat Workstation - Maintenance One Year	5%
Centrify Suite Workstation Edition - Annual 10 Mac OS Workstation Standard Maintenance	5%
Centrify Suite Workstation Edition - 10 Grid Node Software Licenses	20%
Centrify Suite SmartCard Edition - 10 Mac OS Workstation - Software License	20%
Centrify Suite SmartCard Edition - 10 Mac OS Workstation - Maintenance	5%
Centrify Suite Smart Card Edition - 10 Mac OS FIPS Validated Workstation - Software License and License Upgrade	20%
Centrify for Mac Smart Card FIPS Validated - 10 Mac Maintenance 1 Year	5%
Centrify DirectControl for Applications - 1 Server - Software License	20%
Centrify DirectControl for Applications - 1 Server - Maintenance	5%
Centrify DirectControl for Applications - 100 Single Application Users - Access License	20%
Centrify DirectControl for Applications - 100 Single Application Users - Maintenance	5%
Centrify DirectControl for Applications - 100 Enterprise Users - Access License	20%
Centrify DirectControl for Applications - 100 Enterprise Users - Maintenance	5%
Centrify DirectControl for Applications - 1K Single Application Users - Access License	20%
Centrify DirectControl for Applications - 1K Single Application Users - Maintenance	5%
Centrify DirectControl for Applications - 1K Enterprise Users - Access License	20%
Centrify DirectControl for Applications - 1K Enterprise Users - Maintenance	5%

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Centrify DirectControl for Applications - 10K Single Application Users - Access License	20%
Centrify DirectControl for Applications - 10K Single Application Users - Maintenance	5%
Centrify DirectControl for Applications - 10K Enterprise Users - Access License	20%
Centrify DirectControl for Applications - 10K Enterprise Users - Maintenance	5%
Centrify DirectControl for Applications - 100K Single Application Users - Access License	20%
Centrify DirectControl for Applications - 100K Single Application Users - Maintenance	5%
Centrify DirectControl for Applications - 100K Enterprise Users - Access License	20%
Centrify DirectControl for Applications - 100K Enterprise Users - Maintenance	5%
DirectControl NIS Client Access - 10 Clients - Access License	20%
DirectControl NIS Client Access - 10 Clients - Maintenance	5%
Centrify Suite Developer - 1 Developer - Access License	20%
Centrify Suite Developer - 1 Developer - Maintenance	5%
Software as a Service (SaaS) Description	DIR Discount % off MSRP
Centrify	
Centrify Identity Service - App Edition - 1 User 1 Year Subscription with Support	20%
Centrify Identity Service - App+ Edition - 1 User 1 Year Subscription with Support	20%
Centrify Identity Service - Mac Edition - 1 Lab Device 1 Year Subscription with Support	20%
Centrify Identity Service - Mac Edition - 1 User 1 Year Subscription with Standard Support	20%
Centrify Identity Service - Mac Smart Card Edition - 1 User 1 Year Subscription with Support	20%
Centrify Identity Service - App and Mac Bundle - 1 User 1 Year Subscription with Support	20%
Centrify Identity Service - App and Mac Smart Card Bundle - 1 User 1 Year Subscription with Support	20%
Centrify Identity Service - App+ and Mac Bundle - 1 User 1 Year Subscription with Support	20%
Centrify Identity Service - App+ and Mac Smart Card Bundle Edition - 1 User 1 Year Subscription with Support	20%
Zenoss Service Dynamics	
Zenoss Service Dynamics SUB-ZSD-OP-BSC	16%
Zenoss Service Dynamics SUB-ZSD-OP-PRM	16%

Related Services Description	DIR Discount % off MSRP
Cima	
Cima Implementation	15.00%
Cima Migration Services (per day)	15.00%
Cima Education Services (per day)	15.00%
CimaCare Managed Services (40 hours)	15.00%
Centrify	
Centrify Technical Support - 1 Year Elite Support for Server Suite Premium Support Customers	2.00%
Centrify Technical Support - 1 Year Elite Support for Identity Service Premium Support Customers	2.00%
Centrify Training - User Suite Mac Edition - Computer Based Training, 1 Student	5.00%
Centrify Training - Centrify Identity Service App - Computer Based Training, 1 Student	5.00%
Centrify Training - Centrify Identity Service App and Mac - Computer Based Training, 1 Student	5.00%
Centrify Training - Centrify Server Suite, Express Upgrade - Computer Based Training, 1 Student	5.00%
Centrify Training - Centrify Suite Standard Edition - 3 days, 10 students	5.00%
Centrify Training - Centrify Suite Standard Edition - 3 day public class, 1 student	5.00%
Centrify Training - Centrify Suite Standard Edition - Computer Based Training, 1 Student	5.00%
Centrify Training - Centrify Suite Enterprise Edition - 4 days, 10 students	5.00%
Centrify Training - Centrify Suite Enterprise Edition - 4 day public class, 1 student	5.00%
Centrify Training - Centrify Suite Enterprise Edition - Computer Based Training, 1 Student	5.00%
Centrify Training - DirectAudit - Computer Based Training, 1 Student	5.00%
Centrify Training - Server Suite Platinum Edition - 5 Days, 10 student	5.00%
Centrify Training - Equipment Rental - 1 Class	5.00%
Centrify Technical Services - 1 day	2.00%
Centrify Technical Services – Server Suite Health Check	2.00%
Centrify Technical Services - Centrify Suite Standard Edition - Design	2.00%
Centrify Technical Services - Centrify Suite Standard Edition - Basic Jump Start-100	2.00%
Centrify Technical Services - Centrify Suite Standard Edition - Standard Jump Start-250	2.00%
Centrify Technical Services - Centrify Suite Standard Edition - Pro Jump Start-500	2.00%
Centrify Technical Services - Centrify Suite Standard Edition - Express72 Jump Start Upgrade Service	2.00%
Centrify Technical Services - Enterprise Edition - OnSite Jump Start	2.00%
Centrify Technical Services - Server Suite - Upgrade Jump Start	2.00%
Centrify Technical Services - Centrify Suite Standard Edition - Mac Jump Start-500	2.00%
Centrify Technical Services - Identity Service - 1 day	2.00%
Centrify Technical Services - Identity Service App Edition - Basic Jump Start	2.00%

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Centrify Technical Services - Identity Service App Edition - Advanced Jump Start	2.00%
Centrify Certified Systems Administrator Exam, Server Suite Standard Edition	2.00%
Optional Description	DIR Discount % off MSRP
Centrify	
Centrify Identity Service for External Users - App Edition - B2B User 1 Year Subscription with Standard Support	5.00%
Centrify Identity Service for External Users - App Edition - B2B User 1 Year Subscription with Premium Support	5.00%
Centrify Identity Service for External Users - App Edition - B2C User 1 Year Subscription with Standard Support	5.00%
Centrify Identity Service for External Users - App Edition - B2C User 1 Year Subscription with Premium Support	5.00%
Centrify Identity Service for External Users - App+ Edition - B2B User 1 Year Subscription with Standard Support	5.00%
Centrify Identity Service for External Users - App+ Edition - B2B User 1 Year Subscription with Premium Support	5.00%
Centrify Identity Service for External Users - App+ Edition - B2C User 1 Year Subscription with Standard Support	5.00%
Centrify Identity Service for External Users - App+ Edition - B2C User 1 Year Subscription with Premium Support	5.00%
Centrify Identity Service Management - 5 Admins - 1 Year Subscription with Standard Support	5.00%
Centrify Identity Service Management - 5 Admins - 1 Year Subscription with Premium Support	5.00%
Centrify Identity Service Management - 5 Admins - 2 Year Subscription with Standard Support	5.00%
Centrify Identity Service Management - 5 Admins - 2 Year Subscription with Premium Support	5.00%
Centrify Identity Service Management - 5 Admins - 3 Year Subscription Standard Support	5.00%
Centrify Identity Service Management - 5 Admins - 3 Year Subscription Premium Support	5.00%

Important Note: Vendor's quote to DIR customers shall include the DIR Administrative Fee. The fee will be added after the discount is applied to the MSRP.